



Part Number	Description	MSRP	DIR Discount	DIR Price
VI-PRJ-BASIC-SM	Basic Training Room with Projector, Manual Screen, HDMI and VGA Connections - SMALL, Includes the following:	\$3,950.00	25.00%	\$2,962.50
VI-PRJ-BASIC-MD	Basic Training Room with Projector, Manual Screen, HDMI and VGA Connections - MEDIUM, Includes the following:	\$6,500.00	25.00%	\$4,875.00
VI-PRJ-BASIC-LG	Basic Training Room with Projector, Manual Screen, HDMI and VGA Connections - LARGE, Includes the following:	\$8,100.00	25.00%	\$6,075.00
VI-FPD-BASIC-SM	Basic Training Room with Flat Panel Display, HDMI and VGA Connections - SMALL, Includes the following:	\$3,950.00	25.00%	\$2,962.50
VI-FPD-BASIC-MD	Basic Training Room with Flat Panel Display, HDMI and VGA Connections - MEDIUM, Includes the following:	\$6,000.00	25.00%	\$4,500.00
VI-FPD-BASIC-LG	Basic Training Room with Flat Panel Display, HDMI and VGA Connections - LARGE, Includes the following:	\$10,400.00	25.00%	\$7,800.00
VI-PRJ-PRM-SM	Premium Training Room with Projector, Electric Screen, Ceiling Speakers, Touch Screen Controller, HDMI and VGA Connections - SMALL, Includes the following:	\$18,500.00	25.00%	\$14,800.00
VI-PRJ-PRM-MD	Premium Training Room with Projector, Electric Screen, Ceiling Speakers, Touch Screen Controller, Scaler, HDMI and VGA Connections - MEDIUM, Includes the following:	\$24,800.00	25.00%	\$19,840.00
VI-PRJ-PRM-LG	Premium Training Room with Projector, Electric Screen, Ceiling Speakers, Touch Screen Controller, Scaler, HDMI and VGA Connections - LARGE, Includes the following:	\$30,900.00	25.00%	\$24,720.00
VI-FPD-PRM-SM	Premium Training Room with Flat Panel Display, Ceiling Speakers, Touch Screen Controller, Scaler, HDMI and VGA Connections - SMALL, Includes the following:	\$17,800.00	25.00%	\$14,240.00
VI-FPD-PRM-MD	Premium Training Room with Flat Panel Display, Ceiling Speakers, Touch Screen Controller, Scaler, HDMI and VGA Connections - MEDIUM, Includes the following:	\$24,000.00	25.00%	\$19,200.00
VI-FPD-PRM-LG	Premium Training Room with Flat Panel Display, Ceiling Speakers, Touch Screen Controller, Scaler, HDMI and VGA Connections - LARGE, Includes the following:	\$31,200.00	25.00%	\$23,400.00
VI-PRJ-STD-SM	Standard Training Room with Projector, Manual Screen, Ceiling Speakers, Keypad Controller, Ethernet Monitoring, HDMI and VGA Connections - SMALL, Includes the following:	\$12,000.00	25.00%	\$9,000.00
VI-PRJ-STD-MD	Standard Training Room with Projector, Manual Screen, Ceiling Speakers, Keypad Controller, Ethernet Monitoring, HDMI and VGA Connections - MEDIUM, Includes the following:	\$16,500.00	25.00%	\$12,375.00

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VI-PRJ-STD-LG	Standard Training Room with Projector, Manual Screen, Ceiling Speakers, Keypad Controller, Ethernet Monitoring, HDMI and VGA Connections - LARGE, Includes the following:	\$19,500.00	25.00%	\$14,625.00
VI-FPD-STD-SM	Standard Training Room with Flat Panel Display, Ceiling Speakers, Keypad Controller, Ethernet Monitoring, HDMI and VGA Connections - SMALL, Includes the following:	\$12,100.00	25.00%	\$9,075.00
VI-FPD-STD-MD	Standard Training Room with Flat Panel Display, Ceiling Speakers, Keypad Controller, Ethernet Monitoring, HDMI and VGA Connections - MEDIUM, Includes the following:	\$15,900.00	25.00%	\$11,925.00
VI-FPD-STD-LG	Standard Training Room with Flat Panel Display, Ceiling Speakers, Keypad Controller, Ethernet Monitoring, HDMI and VGA Connections - LARGE, Includes the following:	\$19,500.00	25.00%	\$14,625.00
VI-ATC-STD-SM	Audio Conferencing System - SMALL, Includes the following:	\$1,550.00	25.00%	\$1,162.50
VI-ATC-STD-MD	Audio Conferencing System - MEDIUM, Includes the following:	\$6,300.00	25.00%	\$4,725.00
VI-ATC-STD-LG	Audio Conferencing System - LARGE, Includes the following:	\$8,700.00	25.00%	\$6,525.00
VI-ATC-PRM-SM	Premium Audio Conferencing System - SMALL, Includes the following:	\$3,200.00	25.00%	\$2,400.00
VI-ATC-PRM-MD	Premium Audio Conferencing System - MEDIUM, Includes the following:	\$15,800.00	25.00%	\$11,850.00
VI-ATC-PRM-LG	Premium Audio Conferencing System - LARGE, Includes the following:	\$21,000.00	25.00%	\$17,850.00
VI-INFO-1X1-HD	IP-based 1x1 HD Information Matrix System	\$3,100.00	25.00%	\$2,635.00
VI-INFO-1X1-LL	IP-based 1x1 Ultra-low Latency Information Matrix System	\$6,700.00	25.00%	\$5,025.00
VI-INFO-1X1-4K	IP-based 1x1 4K Information Matrix System	\$7,600.00	25.00%	\$6,840.00
VI-INFO-IN-HD	IP-based HD Information Input System	\$2,100.00	25.00%	\$1,575.00
VI-INFO-IN-LL	IP-based Ultra-low Latency Information Input System	\$3,200.00	25.00%	\$2,720.00
VI-INFO-IN-4K	IP-based 4K Information Input System	\$6,100.00	25.00%	\$4,575.00
VI-INFO-OUT-HD	IP-based HD Information Output System	\$2,100.00	25.00%	\$1,575.00
VI-INFO-OUT-LL	IP-based Ultra-low Latency Information Output System	\$2,600.00	25.00%	\$1,950.00
VI-INFO-OUT-4K	IP-based 4K Information Output System	\$4,700.00	25.00%	\$3,525.00
VI-INFO-AUD-TRANS	IP-based Audio Transcoding System	\$2,000.00	25.00%	\$1,500.00
VI-INFO-WAN-IN	IP-based WAN Information Encoding System	\$5,400.00	25.00%	\$4,320.00
VI-INFO-WAN-OUT	IP-based WAN Information Decoding System	\$3,000.00	25.00%	\$2,250.00
VI-INFO-4x1-WIN	IP-based 1RU 4x1 Windowing Processor System	\$8,500.00	25.00%	\$7,225.00
VI-INFO-REC-IP	IP-based Video Recorder System	\$6,400.00	25.00%	\$5,440.00
VI-INFO-CNTRL-SM	IP-based Controller - SMALL System	\$4,700.00	25.00%	\$3,525.00
VI-INFO-CNTRL-STD	IP-based Controller - STANDARD System	\$5,950.00	25.00%	\$4,760.00
VI-INFO-CNTRL-ENT	IP-based Controller - ENTERPRISE System	\$16,500.00	25.00%	\$14,025.00
VI-INFO-CNTRL-WP	IP-based Wall-plate Controller System	\$4,550.00	25.00%	\$3,412.50
VI-INFO-SWPOE-SM	POE Network Switch - SMALL System	\$5,300.00	25.00%	\$3,975.00

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VI-INFO-SWPOE-STD	POE Network Switch - STANDARD System	\$6,800.00	25.00%	\$5,100.00
VI-INFO-SWPOE-ENT	POE Network Switch - ENTERPRISE System	\$9,600.00	25.00%	\$7,680.00
VI-INFO-1XVW-MD	Single Narrow Bezel Video Wall Display - MEDIUM System	\$7,850.00	25.00%	\$6,280.00
VI-INFO-1XVW-LG	Single Narrow Bezel Video Wall Display - LARGE System	\$12,700.00	25.00%	\$9,525.00
VI-INFO-DSPLY-SM	Information Display - SMALL System	\$2,250.00	25.00%	\$2,025.00
VI-INFO-DSPLY-MD	Information Display - MEDIUM System	\$2,950.00	25.00%	\$2,655.00
VI-INFO-DSPLY-LG	Information Display - LARGE System	\$7,900.00	25.00%	\$5,925.00
VI-VTC-BASIC	Distance Learning System - Basic System	\$6,200.00	25.00%	\$4,960.00
VI-VTC-STD	Distance Learning System - Standard System	\$12,400.00	25.00%	\$9,920.00
VI-VTC-PM	Distance Learning System - Premium System	\$18,600.00	25.00%	\$14,880.00
VI-VTC-ENT	Distance Learning System - Enterprise System	\$30,950.00	25.00%	\$24,760.00
VI-DIG-SIGN-BASIC	Digital Signage System Module	\$2,500.00	25.00%	\$2,000.00
VI-DIG-SIGN-BASIC	Digital Signage System Module - Basic	\$3,700.00	25.00%	\$2,960.00
VI-DIG-SIGN-STD	Digital Signage System Module - Standard	\$6,150.00	25.00%	\$4,920.00
VI-DIG-SIGN-PM	Digital Signage System Module - Premium	\$12,350.00	25.00%	\$9,880.00
VI-DIG-SIGN-PM	Digital Signage System Module - Enterprise	\$30,000.00	25.00%	\$24,000.00
VI-DISP-SMALL	Single Display System Module - Small	\$2,500.00	25.00%	\$2,000.00
VI-DISP-MED	Single Display System Module - Medium	\$6,000.00	25.00%	\$4,800.00
VI-DISP-LRG	Single Display System Module - Large	\$9,000.00	25.00%	\$7,200.00
VI-VIDEO-SMALL	Video Training Display Array - Small System	\$11,600.00	25.00%	\$9,280.00
VI-VIDEO-MED	Video Training Display Array - Medium System	\$19,500.00	25.00%	\$14,625.00
VI-VIDEO-LRG	Video Training Display Array - Large System	\$33,000.00	25.00%	\$24,750.00
VI-VIDEO-ENT	Video Training Display Array - Enterprise System	\$37,200.00	25.00%	\$29,760.00
VI-BELLSYS-SMALL	School Bell System - Small	\$7,050.00	25.00%	\$4,935.00
VI-BELLSYS-MED	School Bell System - Medium	\$21,000.00	25.00%	\$14,700.00
VI-BELLSYS-LG	School Bell System - Large	\$35,000.00	25.00%	\$24,500.00
VI-BELLSYS-ENT	School Bell System - Enterprise	\$70,800.00	25.00%	\$49,560.00
VI-CNT-SYS-SMALL	Room Control System - Small	\$6,500.00	25.00%	\$4,875.00
VI-CNT-SYS-MED	Room Control System - Medium	\$11,550.00	25.00%	\$8,662.50
VI-CNT-SYS-LG	Room Control System - Large	\$19,500.00	25.00%	\$14,625.00
VI-DIAS-SMALL	Small Boardroom Training System	\$13,900.00	25.00%	\$9,730.00
VI-DIAS-MED	Medium Boardroom Training System	\$28,300.00	25.00%	\$19,810.00
VI-DIAS-LG	Large Boardroom Training System	\$70,800.00	25.00%	\$49,560.00

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VI-DIAS-ENT	Enterprise Boardroom Training System	\$140,500.00	25.00%	\$98,350.00
VI-LABOR	Installation Labor - One Hour	\$99.41	14.25%	\$85.24
VI-TRAINING	Training Labor - One Hour	\$99.41	14.25%	\$85.24
VI-ENGINEERING	Engineering Labor - One Hour	\$128.00	14.25%	\$109.76
VI-PROGRAMMING	Programming Labor - One Hour	\$145.00	14.25%	\$124.34
VI-PROJECT MGMT	Project Management Labor - One Hour	\$99.41	14.25%	\$85.24
VI-TESTING	Testing Labor - One Hour	\$128.00	14.25%	\$109.76
VI-SERVICE	Service Labor - One Hour	\$128.00	14.25%	\$109.76
VI-SITE SURVEY	Site Survey Labor - One Hour	\$99.41	14.25%	\$85.24
VI-DESIGN	Design Labor - One Hour	\$128.00	14.25%	\$109.76
VI-SERVICE AGREEMENT	System Service Agreement - Variable	Project Based	14.25%	Project Based