

**2019 BiAmp DIR Price List**

| <b>Model #</b>    | <b>Description</b>   | <b>MSRP</b> | <b>DIR % off MSRP</b> | <b>Sell Price</b> |
|-------------------|--|-------------|-----------------------|-------------------|
| Devio EXT         | 2-year extended warranty; 4 total years of warranty coverage   | \$278.00    | 41.25%                | \$163.33          |
| Devio SCR-20T     | Conferencing hub and microphone; includes Devio SCR-20 hub and one DTM-1 tabletop microphone (quantity 1-5)                                | \$3,078.00  | 41.25%                | \$1,808.33        |
| Devio EXT         | 4-year extended warranty; 6 total years of warranty coverage   | \$558.00    | 41.25%                | \$327.83          |
| POE29U-1AT(PL)D-R | PHIHONG Gigabit PoE+ Injector, IEEE802.3af compliant, IEEE802.3at classified, 90-264 VAC Input Voltage                                     | \$144.00    | 41.25%                | \$84.60           |
| Devio SCR-25T     | Conferencing hub and microphone; includes Devio SCR-25 hub and one DTM-1 tabletop microphone (quantity 1-5)                                | \$3,298.00  | 41.25%                | \$1,937.58        |
| Tesira AMP-450P   | 4 channel PoE+ conferencing amplifier  | \$798.00    | 41.25%                | \$468.83          |
| Tesira AMP-450BP  | 4 channel PoE+ conferencing amplifier  | \$798.00    | 41.25%                | \$468.83          |
| C-IC6 White       | In-Ceiling, 6.5", Coaxial Loudspeaker, White   | \$399.00    | 41.25%                | \$234.41          |
| C-IC6 Black       | In-Ceiling, 6.5", Coaxial Loudspeaker, Black   | \$399.00    | 41.25%                | \$234.41          |
| C-IC6 Red         | In-Ceiling, 6.5", Coaxial Loudspeaker, Red   | \$399.00    | 41.25%                | \$234.41          |
| P6, Black         | Pendant, 6.5", Coaxial Loudspeaker, Black  | \$750.00    | 41.25%                | \$440.63          |
| P6, White         | Pendant, 6.5", Coaxial Loudspeaker, White  | \$750.00    | 41.25%                | \$440.63          |
| P6-SM, Black      | Pendant, 6.5", Coaxial Loudspeaker, with Surface Mount kit, Black  | \$750.00    | 41.25%                | \$440.63          |
| P6-SM, White      | Pendant, 6.5", Coaxial Loudspeaker, with Surface Mount kit, White  | \$750.00    | 41.25%                | \$440.63          |
| VOLUME-8          | 8 selectable levels on single-gang rotary encoder panel  | \$356.00    | 41.25%                | \$209.15          |
| SELECT-8          | 8 selectable actions on single-gang rotary encoder panel   | \$356.00    | 41.25%                | \$209.15          |
| VOLUME-SELECT-8   | 8 each selectable levels/actions on two-gang rotary encoder panel  | \$430.00    | 41.25%                | \$252.63          |
| LOGIC BOX         | 20 programmable logic inputs/outputs for Audia/Nexia control   | \$398.00    | 41.25%                | \$233.83          |
| AudiaFLEX IP-2    | AudiaFLEX 2-channel mic/line input card  | \$258.00    | 41.25%                | \$151.58          |
| AudiaFLEX TI-2    | AudiaFLEX 2-channel POTS telephone interface card  | \$798.00    | 41.25%                | \$468.83          |
| NEXIA CS          | NEXIA 10 mic/line inputs and 6 mic/line outputs. DSP for conference applications such as boardrooms, courtrooms, and council chambers      | \$1,998.00  | 41.25%                | \$1,173.83        |
| NEXIA PM          | NEXIA 4 mic/line inputs, 6 stereo line inputs, and 3 stereo outputs. DSP for multi-media presentations with microphone and program content | \$1,998.00  | 41.25%                | \$1,173.83        |
| NEXIA SP          | NEXIA 4 line inputs and 8 line outputs. DSP for speaker processing applications with line inputs feeding a larger number of outputs        | \$1,798.00  | 41.25%                | \$1,056.33        |
| AudiaFLEX OP-2e   | AudiaFLEX 2-channel mic/line output card   | \$158.00    | 41.25%                | \$92.83           |
| VOLTAGE CNTRL BOX | Voltage Control Box [4 pot. & 4 logic connections] for Audia/Nexia control   | \$258.00    | 41.25%                | \$151.58          |
| NEXIA VC          | NEXIA 8 wide-band AEC inputs, 2 mic/line inputs, 4 mic/line outputs, & codec interface. DSP for videoconferencing applications             | \$2,998.00  | 41.25%                | \$1,761.33        |
| NEXIA TC          | NEXIA 8 wide-band AEC inputs, 2 mic/line inputs, 4 mic/line outputs, & telephone interface. DSP for teleconferencing applications          | \$2,998.00  | 41.25%                | \$1,761.33        |

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| AudiaFLEX AEC-2HD  | AudiaFLEX 2-channel acoustic echo canceling card  | \$538.00   | 41.25%         | \$316.08   |
| RCB HUB            | Remote Control Bus Hub for 'multi-branch' wiring of control network   | \$398.00   | 41.25%         | \$233.83   |
| V8 S8 SMB-20       | 20 single-gang raceway boxes [for Volume 8 & Select 8 panels]   | \$300.00   | 41.25%         | \$176.25   |
| VS8 SMB-10         | 10 double-gang raceway boxes [for Volume/Select 8 panels]   | \$500.00   | 41.25%         | \$293.75   |
| AudiaFLEX PA-2     | AudiaFLEX 2-channel power amplifier output card   | \$338.00   | 41.25%         | \$198.58   |
| AudiaFLEX NC       | AudiaFLEX chassis, CobraNet® module not included  | \$3,798.00 | 41.25%         | \$2,231.33 |
| AudiaFUSION AM-600 | AudiaFUSION Amplifier Module Card, 600W   | \$798.00   | 41.25%         | \$468.83   |
| AudiaFLEX VoIP-2   | AudiaFLEX 2-channel Voice over Internet Protocol telephone interface card   | \$798.00   | 41.25%         | \$468.83   |
| Vocia LSI-16       | Vocia Life Safety Interface, with 4 discrete inputs and support for VOCIA IM-16 Interface Module                      | \$1,998.00 | 41.25%         | \$1,173.83 |
| Vocia VO-4         | Vocia networked audio output expansion device with 4 line-level output channels                                       | \$1,998.00 | 41.25%         | \$1,173.83 |
| Vocia VI-6         | Vocia networked audio input device with 6 channels of BGM or user configurable mic/line audio                         | \$2,322.00 | 41.25%         | \$1,364.18 |
| AudiaEXPI/O-2      | AudiaEXPI 2 mic/line analog inputs, 2 line outputs to CobraNet® output, PoE   | \$998.00   | 41.25%         | \$586.33   |
| AudiaEXPI-4        | AudiaEXPI 4 mic/line analog inputs to CobraNet output, PoE  | \$998.00   | 41.25%         | \$586.33   |
| AudiaEXPO-4        | AudiaEXPO CobraNet® input to 4 analog line outputs, PoE   | \$998.00   | 41.25%         | \$586.33   |
| Vocia DS-4         | Vocia Desktop-mounted Paging Station, 4 Buttons with hand-held microphone   | \$1,700.00 | 41.25%         | \$998.75   |
| Vocia DS-10        | Vocia Desktop-mounted Paging Station, 10 Buttons with hand-held microphone  | \$1,800.00 | 41.25%         | \$1,057.50 |
| Vocia WS-4         | Vocia Wall-mounted Paging Station, 4 buttons with hand-held microphone  | \$1,700.00 | 41.25%         | \$998.75   |
| Vocia WS-10        | Vocia Wall-mounted Paging Station, 10 buttons with hand-held microphone   | \$1,800.00 | 41.25%         | \$1,057.50 |
| AudiaEXPI          | 8 mic/line analog inputs to CobraNet® output  | \$1,598.00 | 41.25%         | \$938.83   |
| AudiaEXPO          | AudiaEXPO CobraNet® input to 8 analog line outputs  | \$1,598.00 | 41.25%         | \$938.83   |
| Vocia WR-1         | Vocia Wall-mounted networked PoE BGM control panel  | \$499.00   | 41.25%         | \$293.16   |
| Vocia ELD-1        | Vocia End of Line Device, surface-mountable, networked speaker line supervision device                                | \$450.00   | 41.25%         | \$264.38   |
| Vocia ANC-1        | Vocia Ambient Noise Compensation Device, surface-mountable, networked ambient microphone input device                 | \$848.00   | 41.25%         | \$498.20   |
| Vocia VA-8600      | Vocia Multi-channel amplifier with up to 8-channels of modular amplification (amplifier module cards sold separately) | \$4,998.00 | 41.25%         | \$2,936.33 |
| RED-1              | Remote Control; surface-mounted with high contrast OLED display & 32 selectable system volumes and actions            | \$598.00   | 41.25%         | \$351.33   |
| Vocia PARM-1       | Vocia Page Active Relay Module Card, Factory Installed  | \$372.00   | 41.25%         | \$218.55   |
| AudiaFUSION        | AudiaFUSION chassis with CobraNet® Module   | \$4,798.00 | 41.25%         | \$2,818.83 |

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| AudiaFLEX CM          | AudiaFLEX chassis with CobraNet® Module  | \$5,190.00 | 41.25%         | \$3,049.13 |
| Vocia AM-600          | Vocia Amplifier Module, Factory Installed, 100 to 600 Watt, for use in VOCIA VA-8600   | \$900.00   | 41.25%         | \$528.75   |
| Vocia AM-600c         | Vocia Amplifier Module, factory installed, 100 to 600 Watt, with standards-compliant ground fault detection, for use in VOCIA VA-8600c (EN54-16 Certified) | \$1,008.00 | 41.25%         | \$592.20   |
| Tesira SERVER-IO      | Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card (2 additional DSP-2 cards can be added), no AVB-1 network card                            | \$6,720.00 | 41.25%         | \$3,948.00 |
| Vocia CI-1            | Vocia Control Interface for use between fire alarm and VOCIA LSI-16 or VOCIA LSI-16e (EN54-16 Certified)   | \$1,122.00 | 41.25%         | \$659.18   |
| RED-1f                | Remote Control; flush-mounts using retro-fit plate (included) or in North American installations with a Raco® 254 gang box (not-included)                  | \$598.00   | 41.25%         | \$351.33   |
| Vocia VA-8600c        | Vocia Multi-channel amplifier with up to 8-channels of modular amplification (amplifier module cards sold separately) (EN54-16 Certified)                  | \$4,998.00 | 41.25%         | \$2,936.33 |
| Vocia EWS-4           | Vocia Emergency Wall-mounted Paging Station, 4 Buttons with hand-held microphone (EN 54-16 certified)  | \$1,700.00 | 41.25%         | \$998.75   |
| Vocia EWS-10          | Vocia Emergency Wall-mounted Paging Station, 10 Buttons with hand-held microphone (EN 54-16 certified)   | \$1,800.00 | 41.25%         | \$1,057.50 |
| AudiaFLEX IP-2 CK     | AudiaFLEX 2-channel mic/line input card (Card Kit)   | \$358.00   | 41.25%         | \$210.33   |
| AudiaFLEX VoIP-2 CK   | AudiaFLEX 2-channel Voice over Internet Protocol telephone interface card (Card Kit)   | \$898.00   | 41.25%         | \$527.58   |
| AudiaFLEX OP-2e CK    | AudiaFLEX 2-channel mic/line output card (Card Kit)  | \$258.00   | 41.25%         | \$151.58   |
| AudiaFLEX AEC-2HD CK  | AudiaFLEX 2-channel acoustic echo canceling card (Card Kit)  | \$638.00   | 41.25%         | \$374.83   |
| AudiaFLEX TI-2 CK     | AudiaFLEX 2-channel POTS telephone interface card (Card Kit)   | \$898.00   | 41.25%         | \$527.58   |
| AudiaFLEX PA-2 CK     | AudiaFLEX 2-channel power amplifier output card (Card Kit)   | \$438.00   | 41.25%         | \$257.33   |
| AudiaFUSION AM-600 CK | AudiaFUSION Amplifier Module Card, 600W (Card Kit)   | \$898.00   | 41.25%         | \$527.58   |
| Vocia AM-600c CK      | Vocia Amplifier Module, Card Kit, 100 to 600 Watt, with standards-compliant ground fault detection, for use in VOCIA VA-8600c (EN54-16 Certified)          | \$1,008.00 | 41.25%         | \$592.20   |
| Vocia AM-600 CK       | Vocia Amplifier Module, Card Kit, 100 to 600 Watt, for use in VOCIA VA-8600  | \$900.00   | 41.25%         | \$528.75   |
| Vocia LSI-16e         | Vocia Life Safety Interface, Enhanced with 20 discrete inputs  | \$2,548.00 | 41.25%         | \$1,496.95 |
| AudiaFLEX NPS-1       | AudiaFLEX Paging Station, single cable to provide audio/control via CobraNet®, and receive Power-Over-Ethernet (PoE)                                       | \$798.00   | 41.25%         | \$468.83   |
| Vocia VA-4030e        | Vocia 30W 4-channel amplifier with local analog inputs and dual (AC and DC) power inputs (EN54-16 Certified)   | \$4,750.00 | 41.25%         | \$2,790.63 |
| Vocia PARM-1 CK       | Vocia Page Active Relay Module, Card Kit   | \$372.00   | 41.25%         | \$218.55   |

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| Tesira SERVER        | Configurable I/O DSP with 1 DSP-2 card (7 additional DSP-2 cards can be added) and 1 AVB-1 network card                            | \$7,980.00 | 41.25%         | \$4,688.25 |
| Tesira SERVER-IO AVB | Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card (2 additional DSP-2 cards can be added), and 1 AVB-1 network card | \$7,350.00 | 41.25%         | \$4,318.13 |
| Tesira SIC-4         | Tesira 4 channel mic/line input card   | \$364.00   | 41.25%         | \$213.85   |
| Tesira SOC-4         | Tesira 4 channel mic/line output card  | \$322.00   | 41.25%         | \$189.18   |
| Tesira SEC-4         | Tesira 4 channel mic/line input card with acoustic echo cancellation per channel   | \$742.00   | 41.25%         | \$435.93   |
| Tesira SVC-2         | Tesira 2 line VoIP telephone interface card  | \$638.00   | 41.25%         | \$374.83   |
| Tesira STC-2         | Tesira 2 line POTS telephone interface card  | \$638.00   | 41.25%         | \$374.83   |
| Tesira DSP-2         | Tesira DSP card with two DSPs  | \$848.00   | 41.25%         | \$498.20   |
| Tesira EX-IN         | Tesira 4 channel mic/line input expander PoE+  | \$1,398.00 | 41.25%         | \$821.33   |
| Tesira EX-OUT        | Tesira 4 channel mic/line output expander PoE+   | \$1,398.00 | 41.25%         | \$821.33   |
| Tesira EX-IO         | Tesira 2 channel mic/line input & 2 channel mic/line output expander PoE+  | \$1,398.00 | 41.25%         | \$821.33   |
| Tesira EX-MOD        | Tesira Modular expander that is capable of using up to 3 expander cards  | \$1,888.00 | 41.25%         | \$1,109.20 |
| Tesira EIC-4         | Tesira 4 channel mic/line input card for the EX-MOD  | \$364.00   | 41.25%         | \$213.85   |
| Tesira EOC-4         | Tesira 4 channel mic/line output card for the EX-MOD   | \$322.00   | 41.25%         | \$189.18   |
| Tesira EIOC-4        | Tesira 2 channel mic/line input & 2 channel mic/line output card for the EX-MOD  | \$344.00   | 41.25%         | \$202.10   |
| Tesira EX-LOGIC      | Tesira PoE logic expander with 16 logic GPIO (4 GPIO are configurable for potentiometer interface)                                 | \$628.00   | 41.25%         | \$368.95   |
| Tesira TEC-1s        | Tesira PoE Ethernet Control surface mount  | \$628.00   | 41.25%         | \$368.95   |
| Tesira SCM-1         | Tesira 32x32 CobraNet® module for use in SERVER or SERVER-IO chassis   | \$848.00   | 41.25%         | \$498.20   |
| Tesira TEC-1i        | Tesira PoE Ethernet Control in-wall mount  | \$628.00   | 41.25%         | \$368.95   |
| Vocia VA-4030        | Vocia 30W 4-channel amplifier (EN54-16 Certified)  | \$4,250.00 | 41.25%         | \$2,496.88 |
| Vocia VA-2060        | Vocia 60W 2-channel amplifier (EN54-16 Certified)  | \$3,750.00 | 41.25%         | \$2,203.13 |
| Vocia VA-2060e       | Vocia 60W 2-channel amplifier with local analog inputs and dual (AC and DC) power inputs (EN54-16 Certified)                       | \$4,250.00 | 41.25%         | \$2,496.88 |
| Tesira DSP-2 CK      | Tesira DSP card with two DSPs (Card Kit)   | \$848.00   | 41.25%         | \$498.20   |
| Tesira SOC-4 CK      | Tesira 4 channel mic/line output card (Card Kit)   | \$322.00   | 41.25%         | \$189.18   |
| Tesira SIC-4 CK      | Tesira 4 channel mic/line input card (Card Kit)  | \$364.00   | 41.25%         | \$213.85   |
| Tesira SCM-1 CK      | Tesira 32x32 CobraNet® module for use in SERVER or SERVER-IO chassis (Card Kit)  | \$848.00   | 41.25%         | \$498.20   |
| Tesira STC-2 CK      | Tesira 2 line POTS telephone interface card (Card Kit)   | \$638.00   | 41.25%         | \$374.83   |
| Tesira SVC-2 CK      | Tesira 2 line VoIP telephone interface card (Card Kit)   | \$638.00   | 41.25%         | \$374.83   |
| Tesira SEC-4 CK      | Tesira 4 channel mic/line input card with acoustic echo cancellation per channel (Card Kit)  | \$742.00   | 41.25%         | \$435.93   |
| Tesira EIC-4 CK      | Tesira 4 channel mic/line input card for the EX-MOD (Card Kit)   | \$364.00   | 41.25%         | \$213.85   |

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| Tesira EOC-4 CK    | Tesira 4 channel mic/line output card for the EX-MOD (Card Kit)   | \$322.00    | 41.25%                | \$189.18          |
| Tesira EIOC-4 CK   | Tesira 2 channel mic/line input & 2 channel mic/line output card for the EX-MOD (Card Kit)  | \$344.00    | 41.25%                | \$202.10          |
| Tesira AVB-1       | Tesira AVB network card capable of up to 420x420 channels   | \$848.00    | 41.25%                | \$498.20          |
| Tesira AVB-1 CK    | Tesira AVB network card capable of up to 420x420 channels (Card Kit)  | \$848.00    | 41.25%                | \$498.20          |
| Vocia VFOM-1 CK    | Vocia VA-8600 Failover Module, Card Kit   | \$742.00    | 41.25%                | \$435.93          |
| Tesira EEC-4       | Tesira 4 channel mic/line input card with AEC for the EX-MOD  | \$742.00    | 41.25%                | \$435.93          |
| Tesira EEC-4 CK    | Tesira 4 channel mic/line input card with AEC for the EX-MOD (Card Kit)   | \$742.00    | 41.25%                | \$435.93          |
| Tesira EX-AEC      | Tesira 4 channel mic/line input expander with AEC and PoE+  | \$1,778.00  | 41.25%                | \$1,044.58        |
| Tesira SAC-4       | Tesira 4 channel mic/line input card with ambient noise compensation per channel  | \$742.00    | 41.25%                | \$435.93          |
| Tesira SAC-4 CK    | Tesira 4 channel mic/line input card with ambient noise compensation per channel (Card Kit)   | \$742.00    | 41.25%                | \$435.93          |
| Vocia VO-4e        | Vocia networked audio output expansion device with 4 line-level output channels. Enhanced to support Vocia ELD-1 & ANC-1. Emergency Message storage.      | \$2,458.00  | 41.25%                | \$1,444.08        |
| Vocia GPIO-1       | Vocia General Purpose Input/Output Device. I/O Slave for LSI-16e or for stand-alone logic I/O use. (EN54-16 Certified)                                    | \$1,598.00  | 41.25%                | \$938.83          |
| Vocia VPSI-1       | Vocia Paging Station Interface breakout device.   | \$278.00    | 41.25%                | \$163.33          |
| Vocia VAM-1        | Vocia Auxiliary Microphone Paging Station. Slave to DS-4/10, WS-4/10 or for use with Vocia VI-6 paging ports.   | \$538.00    | 41.25%                | \$316.08          |
| Vocia VI-8         | Vocia input device with 8 analog mic/line inputs, allows live audio paging within the Vocia platform  | \$3,078.00  | 41.25%                | \$1,808.33        |
| Vocia POTS-1-2     | Vocia POTS interface; allows real-time live direct paging from a POTS system into the Vocia platform; 2-lines   | \$2,418.00  | 41.25%                | \$1,420.58        |
| Vocia VOIP-1-2     | Vocia VoIP interface; allows real-time live direct paging from a VoIP system into the Vocia platform; 2-lines   | \$2,594.00  | 41.25%                | \$1,523.98        |
| TesiraFORTE AVB CI | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, and AEC technology (all 12 inputs)   | \$3,698.00  | 41.25%                | \$2,172.58        |
| TesiraFORTE AVB AI | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, and 128 x 128 channels of AVB                                   | \$2,998.00  | 41.25%                | \$1,761.33        |
| TesiraFORTE CI     | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, and Acoustic Echo Cancellation (AEC) technology (all 12 inputs) | \$3,298.00  | 41.25%                | \$1,937.58        |
| TesiraFORTE AI     | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, and 8 channels configurable USB audio  | \$2,598.00  | 41.25%                | \$1,526.33        |

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| JB-CM1              | Metal Safety Junction Box to house connectors and plenum rated cable where required by code.   | \$40.00     | 41.25%         | \$23.50    |
| CM1-6W              | 6 inch gooseneck miniaturized cardioid condenser microphone with a fully integrated preamp, white  | \$434.00    | 41.25%         | \$254.98   |
| CM1-6WS             | 6 inch gooseneck miniaturized supercardioid condenser microphone with a fully integrated preamp, white   | \$478.00    | 41.25%         | \$280.83   |
| Vocia PSKIT-1       | Vocia paging station kit with onboard DSP, memory and up to 999 stored user-configurable page codes  | \$1,598.00  | 41.25%         | \$938.83   |
| Devio DCM-1 White   | Beamtracking ceiling microphone, white pendant   | \$850.00    | 41.25%         | \$499.38   |
| Tesira DAN-1        | Tesira 64x64 Dante™ module for use in SERVER or SERVER-IO chassis  | \$1,478.00  | 41.25%         | \$868.33   |
| Tesira DAN-1 CK     | Tesira 64x64 Dante™ module for use in SERVER or SERVER-IO chassis (Card Kit)   | \$1,478.00  | 41.25%         | \$868.33   |
| Vocia POTS-1-4      | Vocia POTS interface; allows real-time live direct paging from a POTS system into the Vocia platform; 4-lines  | \$2,924.00  | 41.25%         | \$1,717.85 |
| Vocia VOIP-1-4      | Vocia VoIP interface; allows real-time live direct paging from a VoIP system into the Vocia platform; 4-lines  | \$3,298.00  | 41.25%         | \$1,937.58 |
| NG GS724T AVB V4    | Netgear®24-port Gigabit Smart Switch with AVB software loaded, 2 SFP GBIC fiber slots, and rack mount kit, Version 4   | \$1,398.00  | 41.25%         | \$821.33   |
| Vocia VFOM-1-3      | Vocia VA-8600 3:1 Failover Module, Factory Installed   | \$742.00    | 41.25%         | \$435.93   |
| Vocia VFOM-1-7      | Vocia VA-8600 7:1 Failover Module, Factory Installed   | \$742.00    | 41.25%         | \$435.93   |
| Tesira AMP-8175R    | Tesira 8-channel, 175W digital networked amplifier   | \$4,300.00  | 41.25%         | \$2,526.25 |
| Tesira AMP-4175R    | Tesira 4-channel, 175W digital networked amplifier   | \$3,300.00  | 41.25%         | \$1,938.75 |
| Tesira AMP-4350R    | Tesira 4-channel, 350W digital networked amplifier   | \$4,100.00  | 41.25%         | \$2,408.75 |
| Vocia VA-8150CV     | Vocia 8-channel, 150W constant voltage amplifier   | \$7,980.00  | 41.25%         | \$4,688.25 |
| Vocia VA-4300CV     | Vocia 4-channel, 300W constant voltage amplifier   | \$5,980.00  | 41.25%         | \$3,513.25 |
| Vocia PLD-1         | Vocia passive end of speaker line supervision device, VA-8600 (4-pack)   | \$480.00    | 41.25%         | \$282.00   |
| Tesira AMP-4300R CV | Tesira 4-channel, 300W digital networked amplifier, constant voltage   | \$4,100.00  | 41.25%         | \$2,408.75 |
| Vocia PLD-2         | Vocia passive end of speaker line supervision device (4-pack)  | \$480.00    | 41.25%         | \$282.00   |
| Vocia MS-1e         | Vocia Enhanced Networked Messaging Processor   | \$6,966.00  | 41.25%         | \$4,092.53 |
| Vocia TTS-1e        | Vocia Enhanced Text-to-Speech Engine   | \$7,122.00  | 41.25%         | \$4,184.18 |
| Vocia TTS-1nce      | Vocia Enhanced Text-to-Speech Engine. Rauland Borg Nursecall enabled   | \$10,000.00 | 41.25%         | \$5,875.00 |
| TesiraLUX IDH-1     | AVB video encoder; includes one HDMI 2.0 port and one DisplayPort 1.2 port. Accepts 8 channels of embedded PCM audio and includes 2 mic/line level analog inputs | \$2,000.00  | 41.25%         | \$1,175.00 |

**2019 BiAmp DIR Price List**

| <b>Model #</b>           | <b>Description</b>  | <b>MSRP</b> | <b>DIR % off MSRP</b> | <b>Sell Price</b> |
|--------------------------|---|-------------|-----------------------|-------------------|
| TesiraLUX OH-1           | AVB video decoder; includes one HDMI 2.0 port. 8 channels of embedded PCM audio and includes 2 mic/line level analog outputs.   | \$2,000.00  | 41.25%                | \$1,175.00        |
| Devio DTM-1              | Beamtracking tabletop microphone  | \$850.00    | 41.25%                | \$499.38          |
| Tesira HD-1              | Tesira Hardware Dialer  | \$840.00    | 41.25%                | \$493.50          |
| AMP-A460H                | 4 channel, 60W half-rack amplifier with mounting bracket  | \$900.00    | 41.25%                | \$528.75          |
| Tesira RMK-1             | Single unit rack mount kit  | \$70.00     | 41.25%                | \$41.13           |
| Tesira RMK-2             | Two unit rack mount kit   | \$120.00    | 41.25%                | \$70.50           |
| Tesira EX-UBT            | PoE AVB/USB expander with Bluetooth® wireless technology  | \$700.00    | 41.25%                | \$411.25          |
| Tesira UTMK-1            | Under table mount kit   | \$70.00     | 41.25%                | \$41.13           |
| TesiraFORTE DAN CI       | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 32 x 32 channels of Dante, and AEC technology (all 12 inputs)   | \$3,898.00  | 41.25%                | \$2,290.08        |
| TesiraFORTE DAN AI       | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, and 32 x 32 channels of Dante   | \$3,198.00  | 41.25%                | \$1,878.83        |
| TesiraFORTE VT           | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface                            | \$3,598.00  | 41.25%                | \$2,113.83        |
| TesiraFORTE AVB VT       | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface                            | \$3,998.00  | 41.25%                | \$2,348.83        |
| TesiraFORTE DAN VT       | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 32 x 32 channels of Dante, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface | \$4,198.00  | 41.25%                | \$2,466.33        |
| TesiraFORTE AVB VT4      | Fixed I/O DSP with 4 analog inputs, 4 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 4 inputs), 2 channel VoIP, and standard FXO telephone interface   | \$2,798.00  | 41.25%                | \$1,643.83        |
| TesiraFORTE DAN VT4      | Fixed I/O DSP with 4 analog inputs, 4 analog outputs, 8 channels configurable USB audio, 32 x 32 channels of Dante, AEC technology (all 4 inputs), 2 channel VoIP, and standard FXO telephone interface   | \$2,998.00  | 41.25%                | \$1,761.33        |
| Devio SCR-20C White (QTY | Conferencing hub and microphone; includes Devio SCR-20 hub and one DCM-1 ceiling microphone, white pendant (quantity 1-5)   | \$3,078.00  | 41.25%                | \$1,808.33        |
| Devio SCR-20C White (QTY | Conferencing hub and microphone; includes Devio SCR-20 hub and one DCM-1 ceiling microphone, white pendant (quantity 6+)  | \$2,798.00  | 41.25%                | \$1,643.83        |
| Devio SCR-25C White (QTY | Conferencing hub and microphone; includes Devio SCR-25 hub and one DCM-1 ceiling microphone, white pendant (quantity 1-5)   | \$3,298.00  | 41.25%                | \$1,937.58        |
| Seismic cable adapter    | Seismic cable adapter for Tesira TCM plenum boxes (all models)  | \$30.00     | 41.25%                | \$17.63           |
| Devio DCM-1 Black        | Beamtracking ceiling microphone, black pendant  | \$850.00    | 41.25%                | \$499.38          |
| TB-1                     | Ceiling tile bridge for Tesira TCM plenum boxes (all models)  | \$40.00     | 41.25%                | \$23.50           |

**2019 BiAmp DIR Price List**

| <b>Model #</b>           | <b>Description</b>  | <b>MSRP</b> | <b>DIR % off MSRP</b> | <b>Sell Price</b> |
|--------------------------|---|-------------|-----------------------|-------------------|
| Devio SCR-20C Black (QTY | Conferencing hub and microphone; includes Devio SCR-20 hub and one DCM-1 ceiling microphone, black pendant (quantity 1-5)     | \$3,078.00  | 41.25%                | \$1,808.33        |
| Devio SCR-25C Black (QTY | Conferencing hub and microphone; includes Devio SCR-25 hub and one DCM-1 ceiling microphone, black pendant (quantity 1-5)     | \$3,298.00  | 41.25%                | \$1,937.58        |
| Tesira 1200.1            | Tesira 4-channel, 1200W asymmetric amplifier, single power bank   | \$3,000.00  | 41.25%                | \$1,762.50        |
| Tesira 1200.2            | Tesira 1200.2 is an AVB/TSN enabled, digital networked, four-channel amplifier. The 1200.2 delivers extraordinary flexibility | \$4,000.00  | 41.25%                | \$2,350.00        |
| Tesira TCM-1 White       | AVB Beamtracking™ ceiling microphone, white pendant   | \$1,598.00  | 41.25%                | \$938.83          |
| Tesira TCM-1A White      | AVB Beamtracking ceiling microphone with PoE+ amplifier, white pendant  | \$1,998.00  | 41.25%                | \$1,173.83        |
| Tesira TCM-1EX White     | Expansion AVB Beamtracking ceiling microphone, white pendant  | \$850.00    | 41.25%                | \$499.38          |
| Tesira TCM-1 Black       | AVB Beamtracking™ ceiling microphone, black pendant   | \$1,598.00  | 41.25%                | \$938.83          |
| Tesira TCM-1A Black      | AVB Beamtracking ceiling microphone with PoE+ amplifier, black pendant  | \$1,998.00  | 41.25%                | \$1,173.83        |
| Tesira TCM-1EX Black     | Expansion AVB Beamtracking ceiling microphone, black pendant  | \$850.00    | 41.25%                | \$499.38          |
| Tesira TCM-X White       | AVB Beamtracking™ ceiling microphone, white surface mount   | \$1,998.00  | 41.25%                | \$1,173.83        |
| Tesira TCM-XA White      | AVB Beamtracking ceiling microphone with PoE+ amplifier, white surface mount  | \$2,398.00  | 41.25%                | \$1,408.83        |
| Tesira TCM-XEX White     | Expansion AVB Beamtracking ceiling microphone, white surface mount  | \$1,250.00  | 41.25%                | \$734.38          |
| Tesira TTM-X White       | AVB Beamtracking tabletop ceiling microphone, white   | \$1,598.00  | 41.25%                | \$938.83          |
| Tesira TTM-XEX White     | Expansion AVB Beamtracking tabletop microphone, white   | \$850.00    | 41.25%                | \$499.38          |
| Tesira TCM-X Black       | AVB Beamtracking™ ceiling microphone, black surface mount   | \$1,998.00  | 41.25%                | \$1,173.83        |
| Tesira TCM-XA Black      | AVB Beamtracking ceiling microphone with PoE+ amplifier, black surface mount  | \$2,398.00  | 41.25%                | \$1,408.83        |
| Tesira TCM-XEX Black     | Expansion AVB Beamtracking ceiling microphone, black surface mount  | \$1,250.00  | 41.25%                | \$734.38          |
| Tesira TTM-X Black       | AVB Beamtracking tabletop microphone, black   | \$1,598.00  | 41.25%                | \$938.83          |
| Tesira TTM-XEX Black     | Expansion AVB Beamtracking tabletop microphone, black   | \$850.00    | 41.25%                | \$499.38          |
| ATOM                     | AV interface and host device for Crowd Mics   | \$3,500.00  | 41.25%                | \$2,056.25        |