



DATE: OCTOBER 1, 2008 08-0138 **UPDATE**
TO: ALL BPSD RESELLERS
SNAPLAB RESELLERS
SECURITY SYSTEM RESELLERS
FROM: SHARI SENTLOWITZ
SUBJECT: UPDATED PRODUCT SCHEDULE FOR 2ND HALF 2008 "EXTRA CREDIT" - EDUCATION
TYPE: END USER REBATE

UPDATED PRODUCT SCHEDULE, SEE PAGES 5-12 FOR DETAILS.

Sony is pleased to extend the Education purchase program called, "Extra Credit". This program was originally announced in bulletin # 07-0575, ON DECEMBER 1, 2007 and had a program end date of November 15, 2008. This bulletin extends the program through March 31, 2009.

This is an end user program focused on K- 12 and Higher Education customers. The "Extra Credit" program is an incentive awards program designed to reward K-12 School Districts, Colleges and Universities throughout the United States for frequently purchasing Sony Broadcast and Professional products.

As a reseller you benefit from this program by getting a rebate on select products. Please refer **BULLETIN # 08-0088** entitled, "Extra Credit - 2% Education Rebate Program for Resellers"

Each time a school purchases eligible Sony Broadcast and Professional products from Sony Authorized Resellers or directly from Sony, they will receive points toward the redemption of products at www.sony.com/extracredit

The more money spent during the program period, the more points earned per dollar spent.

Level 1 Honor Roll: Schools earn 1 point for every dollar spent up to \$200,000.

Level 2 Salutatorian: Schools earn 1.25 points for every dollar spent \$200,001 to \$400,000.

Level 3 Valedictorian: Schools earn 1.50 points for every dollar spent over \$400,000.

How Do Schools Register?

Each school must register online at www.sony.com/extracredit to get their schools enrolled in the program.

- For K-12 schools the superintendent or principals should enroll, but they may assign a program administrator to assist with all claims.
- For Colleges and Universities, those responsible for purchasing products must enroll and may also assign a program administrator to assist with all claims.

END USER REBATE: "EXTRA CREDIT" - Education Frequent Buyer Program for End Users
BULLETIN # 08-0138 UPDATE
Page Two

What Happens to Points?

Points are accumulated in online accounts that can be monitored by both Sony and the registered end users. Points are tracked and verified by Sony. Redeemed products are shipped directly to the School by Sony. End users can view their point balances, and redeem their points by logging on to www.sony.com/extracredit. Points are valid for one year from the date the product is purchased; however end users must register the product within 60 days of purchase in order to accumulate points. After one year from date of purchase points will expire.

How Are Points Redeemed?

Points can be redeemed for eligible Sony Broadcast and Professional Products at www.sony.com/extracredit.

What Sony Broadcast and Professional Products are included in this program?

See Addendum for a detailed list of all Sony Broadcast and Professional products eligible for purchase under the program. Visit www.sony.com/extracredit regularly for updates to this list.

For More Information

The website: www.sony.com/extracredit contains all the information on Extra Credit, 1-888-772-1758 may also be called to answer any questions.

Terms and Conditions

<p>Promotion Period:</p>	<p>April 1, 2008 through March 31, 2009 Eligible Sony Broadcast and Professional Products purchased by educational end users from authorized Sony resellers or directly from Sony after November 15, 2007 and through March 31, 2009 and registered by end user at www.sony.com/extracredit are eligible. Products purchased must be registered at www.sony.com/extracredit within 60 days of purchase to be eligible. Points expire one calendar year from date of purchase.</p>
<p>Models/Pricing:</p>	<p>See Addendum for a detailed list of all Sony Broadcast and Professional products eligible for purchase under the program and their suggested prices. Sony has the right to add and remove products. Changes and additions will be posted on the website www.sony.com/extracredit. A or B stock models are eligible.</p>
<p>Backorder/Future Order:</p>	<p>Eligible models must be ordered, shipped and invoiced to end user within the promotion period to be eligible for the awarding of points. Only sales to educational end users are eligible. Sales/purchases from reseller to reseller, distributors to reseller or to non-end users are not eligible. Sony reserves the right to reject claims regarding sales that it deems are sales other than to educational end user customers.</p>
<p>Mixing of Promotions:</p>	<p>This program may be combined with other promotions provided those promotions do not prohibit mixing.</p>
<p>Registration Quantity:</p>	<p>End user must go to www.sony.com/extracredit and register. Registration will allow end user to register their eligible Sony Broadcast and Professional product purchases in order to accumulate points and ultimately redeem points for eligible Sony Broadcast and Professional products. By registering the end user will also be able to track their points. There is no limit on the quantity of eligible products that end users may purchase during the program period.</p>
<p>To Accrue Points:</p>	<ol style="list-style-type: none"> 1. End user must go to www.sony.com/extracredit and register. 2. End user must purchase one or more of the eligible Sony Broadcast and Professional products during the promotion period. 3. End user must fill out the online claim form to show their purchases. 4. End user must fax, mail or email printout of completed online claim confirmation form, entire ORIGINAL UPC product code label(s) from the box (es) of the product(s) purchased, and copy (ies) of purchase invoice(s) from reseller or from Sony to Sony Award Headquarters at address below, postmarked no later than 60 days from date of purchase. Copy(s) of invoices can also be uploaded on the program site. <p style="text-align: center;">Sony Extra Credit PO Box 42012 Hazelwood, MO 63042-1012 Phone: 1.888.772.1758 Fax: 1.888.772.1759</p> <p>CLAIMS WILL NOT BE PROCESSED OR CONSIDERED RECEIVED UNTIL THE BACKUP PAPERWORK HAS BEEN SUBMITTED.</p>

END USER REBATE: "EXTRA CREDIT" - Education Frequent Buyer Program for End Users
 BULLETIN # 08-0138 **UPDATE**
 Page Four

Submission Deadline	All claims must be submitted online and back up material must be received with in 30 days of online submission. All claims that do not have all of the required backup information by this time will be rejected.
Claims/Disputes	Disputes for rejected claims must be submitted within 60 days of date of claim rejection. Each end user will be limited to one resubmission. To dispute a claim, end user should log on to submission website and email or call customer service at the email address or toll free phone number provided. In the event of any questions or interpretation of the terms and conditions listed in this promotion, the decision of Sony will be final.
To Redeem Points	<ul style="list-style-type: none"> • End user must log onto www.sony.com/extracredit to redeem their points for eligible Sony Broadcast and Professional products via the online catalog. • The end user can only spend what they have earned in Extra Credit Points. The end user is not allowed to subsidize with cash/credit card. • Only ground shipping is available for Extra Credit Point redemptions. • Products on the Extra Credit redemption site are listed at suggested list price. • End users can NOT redeem Extra Credit Points through a reseller. • Extra Credit Points are valid for 1 year from the date of purchase; however in order to receive points for a product the end-user must register the product with in 60 days of the date of purchase. <p>Resellers are not allowed to enroll or register products on behalf of end users.</p>
Other Terms and Conditions	End user should allow 8-10 weeks following Sony's receipt of properly completed redemption to receive the Sony product redeemed. If product selected for redemption is discontinued or not available in this time, Sony will send end user a letter and/or email to inform end user. At this time end-user will have the ability to select a comparable product on the eligible product list as a substitution. Redeemed product will not be delivered to PO Boxes. Offer is not transferable. Sony reserves the right to request additional information to validate a claim, making it subject to U.S. postal regulations. Offer void where prohibited, taxed or restricted by law. Sony is not responsible for redeemed product lost, or delayed in transit unless Sony has been negligent. Submitted materials become Sony property and will not be returned. Products for which points are redeemed may not be returned (limited product warranty claims excluded). Offer valid only in the continental United States, excluding Alaska, Hawaii, and territories.
Change/Cancellation:	Sony may change or cancel this promotion at any time.

Please contact your Sony Account Manager should you have any questions.

Good Selling!



Shari Sentlowitz
 Government and Education Marketing Manager
 Broadcast and Business Solutions Company

You have received this email advertisement because you have indicated a desire to receive communications from Sony Electronics regarding products, promotions, updated information and services.

PRODUCT SCHEDULE

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
DISPLAYS				
Projectors				
Entry Level - Compact				
VPL-ES4	Entry level 3LCD SVGA Business Projector	\$910.00	\$584.00	16,725
VPL-EX5	LCD Projector- ultra compact	\$1,050.00	\$674.00	18,975
VPL-CX100	2700 LM XGA Projector, Portable	\$1,780.00	\$1,169.00	33,225
VPL-CX120	3000 LM XGA Projector	\$2,050.00	\$1,349.00	37,975
VPL-CX125	3000 LM XGA Projector	\$2,400.00	\$1,619.00	44,975
VPL-CX150	3500 LM XGA Projector	\$2,400.00	\$1,619.00	44,975
VPL-CX155	3500 LM XGA Projector	\$2,800.00	\$1,889.00	52,225
VPL-CW125	3000 LM WXGA Projector	\$3,070.00	\$2,069.00	59,475
Road Warrior				
VPL-CS21	Ultra-Portable Business LCD Projector	\$1,370.00	\$899.00	23,725
VPL-CX21	Ultra-Portable Business Projector	\$1,510.00	\$989.00	28,475
Auditoriums - Lecture Halls				
VPL-FX40	4000 Lm XGA LCD Projector	\$4,670.00	\$3,499.00	87,975
VPL-FX40L		\$4,400.00	\$3,299.00	82,975
VPL-FE40	4000 LM SXGA + LCD Projector with Standard Lens	\$6,000.00	\$4,499.00	118,725
VPL-FE40L		\$5,730.00	\$4,299.00	113,725
VPL-FX52	Installation Network Projector equipped with power operated lens	\$9,470.00	\$7,099.00	173,725
VPL-FX52L	Installation Network Projector without a lens	\$9,070.00	\$7,099.00	163,725
VPL-FW300L- Added to the program effective 8.15.2008	7000 Lm WXGA Larger Venue Projector	\$27,000.00	\$27,000.00	675,000
VPL-FH300L- Added to the program effective 8.15.2008	6000 Lm 2K x 1K Network PJ	\$40,000.00	\$40,000.00	1,000,000
Large Venue				
SRXR105	SXRD 4K Projector 5,000 Lumens	n/a	\$63,600.00	1,272,000
SRXR110	SXRD 4K Projector 10,000 Lumens	n/a	\$93,622.50	1,872,450
SRXS105	SXRD 4KProjector w/ DVI Inout	n/a	\$74,100.00	1,482,000
SRXS110	SXRD 4KProjector w/ DVI Inout	n/a	\$96,900.00	1,938,000
LCD				
FWD-32LX2F/B	32inch LCD Display (1366 x 768)	\$1,300.00	\$899.00	32,499
FWD-32LX2F/S	32inch LCD Display (1366 x 768)	\$1,300.00	\$899.00	32,499
FWD-40LX2F/B	40inch LCD Display (1366 x 768)	\$2,000.00	\$1,399.99	49,999
FWD-40LX2F/S	40inch LCD Display (1366 x 768)	\$2,000.00	\$1,399.99	49,999
KLH-W26	26inch LCD Display W/ Stand and Speakers	\$1,100.00	\$749.99	27,499
KLH-W32	32inch LCD Display W/ Stand and Speakers	\$1,250.00	\$899.99	33,750
GXD-L52H1- Added to the program effective 8.15.2008	52inch Full HD Ruggedized LCD	\$6,500.00	\$4,499.99	109,999

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
Plasma				
FWD-50PX3/B Removed from program- Eligible for claims up to 9.30.2008)	50inch Plasma Display (1365 x 768)	\$2,250.00	\$1,690.00	62,500
FWD-50PX3/S Removed from program- Eligible for claims up to 9.30.2008)	50inch Plasma Display (1365 x 768)	\$2,250.00	\$1,690.00	48,749
Digital Signage Players				
BKM-FW50- Added to the program effective 8.15.2008	Network Media Card for Digital Signage	\$699.00	\$549.00	10,980
ICS-FW40D- Added to the program effective 8.15.2008	High Definition Streaming Card for Digital Signage with 60 GB HDD	\$1,199.00	\$949.00	18,980
VSP-NS7- Added to the program effective 8.15.2008	HD Storage Player For D. Signage	\$2,000.00	\$1,699.00	33,980
LUMAS				
LMD-1410	14" LCD Pro Video Monitor	\$810.00	\$601.37	15,034
LMD-1420	14" LCD Pro Video Monitor	\$1,400.00	\$1,167.60	29,190
LMD-2030W	20" WSXGA HD Monitor w/ HDMI	\$1,550.00	\$1,327.70	33,193
LMD-2050W	20" WSXGA+ High Grade Monitor	\$2,695.00	\$2,343.00	58,575
LMD2050WHD	20" WSXGA+ High Grade w/ BKM-243HS	\$3,995.00	\$3,383.00	83,958
LMD-2450W	24" WUXGA High Grade Monitor	\$3,995.00	3,280.20	82,005
LMD-2450WHD	24" WUXGA High Grade w/ BKM-243HS	\$5,295.00	\$5,076.50	126,913
LMD-4420	4 X 4 Inch LCD Monitor	\$1,900.00	\$1,495.00	37,350
LMD-5320	3 X 5.6 Inch LCD Video Monitor	\$2,000.00	\$1,574.00	40,325
LMD-7220W	2 X 7 Inch LCD Monitor 16:9	\$2,100.00	\$1,652.00	45,225
LMD-9020	9 Inch VGA Multi-Format LCD	\$2,075.00	\$1,633.00	43,025
LMD-9030	9 Inch VGA Multi-Format LCD w/ SDI	\$2,600.00	\$2,046.00	55,075
LMD-9050	9 Inch Multi-Format LCD w/ HDSDI	\$3,600.00	\$2,833.00	89,100
Acquisition and Recording – Cameras and Recorders				
HDV Camcorders				
HVRA1U	C-MOS 1080i HDV Camcorder	\$2,906.67	\$2,493.00	48,320
HVRZ1U	3CCD 1080i HDV Camcorder	\$5,946.00	\$4,986.00	98,840
HVRV1U	Digital HD Video Camera Recorder	\$4,890.00	\$4,065.00	81,300
HVR-S270U- Added to the program effective 8.15.2008	HDV Camcorder	\$10,500.00	\$8,727.00	218,175
HVR-Z7U- Added to the program effective 8.15.2008	HDV Camcorder	\$6,850.00	\$5,964.00	149,100
HVR-HD1000U- Added effective 8.15.2008	Digital High Definition HDV Camcorder	\$1,850.00	\$1,538.00	38,450

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
HDV Hard Disk Recorder				
HVRDR60	HDV HARD DISK RECORDER	\$1,890.00	\$1,571.00	28,278
HDV Videotape and Digital Recorders				
HVRM15AU- Added to the program effective 8.15.2008	Digital HD VTR	\$2480.00	\$2,061.25	51,531
HVRM15U	HDV Video Tape Recorder	\$2,350.00	\$1,953.00	39,060
HVRM25AU- Added to the program effective 8.15.2008	Digital HD VTR	\$4300.00	\$3,574.11	89,353
HVRM25U	HDV Video Tape Recorder	\$4,080.00	\$3,391.00	67,820
HVRM35U- Added to the program effective 8.15.2008	HDV deck with 24p recording/playback	\$5,540.00	\$4,290.00	85,800
HVR1500A- Added to the program effective 8.15.2008	Digital HD Videocassette Recorder	\$8,290.00	\$7,110.00	142,200
XDCAM HD				
XDCAM HD Camcorders				
PDW-F335L	XDCAM HD Camcorder	\$14,600.00	\$12,716.00	500,000
PDW-F355L	XDCAM HD Camcorder	\$25,800.00	\$22,704.00	750,000
XDCAM HD Deck				
PDW-F75	XDCAM HD Deck	\$16,150.00	\$14,071.00	500,000
XDCAM EX				
PMW-EX1- Added to the program effective 8.15.2008	XDCAM EX Camcorder	\$7,790.00	\$6,449.00	194,750
PMW-EX3- Added to the program effective 8.15.2008	XDCAMEX Semi Shoulder Camera	\$9,990.00	\$8,320.00	208,000
XDCAM EX DECKS				
PMWEX30- Added to the program effective 8.15.2008	XDCAM EX Deck	\$4,950.00	\$4,200.00	105,000
Studio and Portable Cameras				
Field Production Cameras				
HDWF900R	CINEALTA 24P HDCAM W/O VF	\$69,900.00	\$61,973.00	1,598,000
HDWF900RPAC1D	HDWF900R, HDVFC35W and VCT14 Package	\$73,700.00	\$65,342.00	1,856,700
HDWF900RPAC3D	HDWF900R, HDVFC35W, LCHDWF900 and VCT14 Package	\$85,000.00	\$75,361.00	1,870,700

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
HDW730S	HDCAM POWER HAD 60I/50I CAMCORDER	\$37,500.00	\$33,248.00	750,000
HDW730SPAC1	HDW-730S W/VCT14	\$37,835.00	\$33,545.00	756,700
HDW730SPAC2	HDW-730S W/VCT AND LCHDWF900 CASE.	\$38,535.00	\$34,165.00	770,700
HDW730SPAC3A	HDW730S, HDVFC35W and VCT14 Package	\$51,135.00	\$45,336.00	1,022,700
HDW730SPAC5	HDW-730S W/VCT/CASE/DNCVT/CACHE/SHUTTER	\$48,755.00	\$43,226.00	975,100
Portable Cameras				
HDC1400	HD CAMERA	\$65,000.00	\$50,425.00	1,218,750
HDC1500L	STUDIO HD 60P PORTABLE CAMERA	\$90,000.00	\$58,500.00	1,687,500
HDCU1000L	HD CAMERA CONTROL UNIT FOR HDC1000.	\$33,166.00	\$21,558.00	603,750
HDCU1500L	HD CAMERA CONTROL UNIT FOR HDC1500.	\$27,398.00	\$17,809.00	498,750
HDCAM Videotape Recorders				
HDW1800	HD DIGITAL VIDEO CASSETTE RECORDER	\$32,000.04	\$28,371.00	640,001
HDWD1800	HD DIGITAL VIDEO CASSETTE RECORDER	\$39,000.18	\$34,578.00	780,004
Switchers and Industrial Cameras				
Switchers				
ANYCAST - Live Content Producer				
AWSG500	Anycast Station Live Content Producer	\$18,500.00	\$16,402.00	328,040
AWSG500HD	Anycast Station Live Content Producer	\$19,500.00	\$17,289.00	345,780
Industrial Cameras				
BRC300	3 CCD Mega Pixel P/T/Z Robotic Color Video Camera	\$4,699.00	\$3,489.00	66,820
BRCH700	HD 3-CCD Robotic Cameras	\$8,995.00	\$7,477.00	149,540
RMBR300	remote for the BRC Cameras	\$1,575.00	\$1,197.00	23,940
Professional Audio				
Microphones				
ECM673	Shotgun Microphone	\$340.00	\$234.00	4,540
ECM674	Shotgun Microphone	\$407.00	\$280.00	5,420
ECM678	Electret Condenser Shotgun Microphone	\$773.00	\$531.00	10,300
ECM-680S- Added to the program effective 8.15.2008	Stereo Shotgun Microphone	\$990.00	\$821.00	16,420
F112	Interview Mic	\$185.00	\$127.00	2,480
F740/9X	Dynamic Handheld Microphone	\$285.00	\$202.00	3,920
MBX6	Wireless Mic Tuner Base Unit	\$825.00	\$550.00	11,000

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
UWPC1/6264 – Removed from program- Eligible for claims up to 9.30.2008)	Lav Mic, Bodypack TX and Portable RX Wireless System (Channels 62 to 65)	\$699.00	\$440.00	8,800
UWPC1/6668 – Removed from program- Eligible for claims up to 9.30.2008)	Lav Mic, Bodypack TX and Portable RX Wireless System (Channels 66 to 69)	\$699.00	\$440.00	8,800
UWPC2/6264 – Removed from program- Eligible for claims up to 9.30.2008)	Handheld Mic TX and Portable RX Wireless System (Channels 62 to 65)	\$699.00	\$440.00	8,800
UWPC2/6668 – Removed from program- Eligible for claims up to 9.30.2008)	Handheld Mic TX and Portable RX Wireless System (Channels 66 to 69)	\$699.00	\$440.00	8,800
UWPX1/6264 – Removed from program- Eligible for claims up to 9.30.2008)	Lav Mic, Bodypack TX and RX Module Wireless System (Channels 62 to 65)	\$699.00	\$440.00	8,800
UWPX1/6668 – Removed from program- Eligible for claims up to 9.30.2008)	Lav Mic, Bodypack TX and RX Module Wireless System (Channels 66 to 69)	\$699.00	\$440.00	8,800
UWPX2/6264 – Removed from program- Eligible for claims up to 9.30.2008)	Handheld Mic TX and RX Module Wireless System (Channels 62 to 65)	\$699.00	\$440.00	8,800
UWPX2/6668 – Removed from program- Eligible for claims up to 9.30.2008)	Handheld Mic TX and RX Module Wireless System (Channels 66 to 69)	\$699.00	\$440.00	8,800
UWPX5/6264 – Removed from program- Eligible for claims up to 9.30.2008)	Headset Mic TX and RX Module Wireless System (Channels 62 to 65)	\$699.00	\$440.00	8,800
UWPX5/6668 – Removed from program- Eligible for claims up to 9.30.2008)	Headset Mic TX and RX Module Wireless System (Channels 66 to 69)	\$699.00	\$440.00	8,800

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
UWP-V1/3032- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$699.00	\$439.76	10,994
UWP-V1/4244- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX Portable RX Wireless System	\$699.00	\$439.76	10,994
UWP-V2/3032- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$699.00	\$439.76	10,994
UWP-V2/4244- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$699.00	\$439.76	10,994
UWP-V6/3032- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$949.00	\$597.04	14,926
UWP-V6/4244- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$949.00	\$597.04	14,926
UWP-X7/3032- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$720.00	\$452.97	11,324
UWP-X7/4244- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$720.00	\$452.97	11,324
UWP-X8/3032- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$720.00	\$452.97	11,324
UWP-X8/4244- Added to the program effective 8.15.2008	Lav Mic, Bodypack TX and Portable RX Wireless System	\$720.00	\$452.97	11,324
Mixers				
SRP-X100	Rack Mount Mixer	\$715.00	\$491.00	9,560
SRPX500P	Digital Powered Mixer	\$1,750.00	\$1,202.00	23,360
SRPX700P	Digital Powered Mixer	\$2,880.00	\$1,979.00	37,100
Headphones				
MDR-7506	Studio Headphones	\$130.00	\$89.00	1,780
Digital Recorders				
PCM-D1- Added to the program effective 8.15.2008	Portable Linear PCM Recorder	\$1,999.95	\$1,552.00	38,800
PCM-D50- Added to the program effective 8.15.2008	Portable Linear PCM Recorder	\$599.95	\$400.00	10,000

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
Storage				
Petasite				
CSM100B	PetaSite CSM 108 slot library system. Remote management and monitoring included. Supports LTO and SAIT tape technology.	\$59,745.00	\$48,365.00	967,300
CSM200B	PetaSite CSM 216 slot library system. Remote management and monitoring included. Supports LTO and SAIT tape technology.	\$88,000.00	\$74,800.00	1,496,000
CSM60B	PetaSite CSM 60 slot library system. Remote management and monitoring included. Supports LTO and SAIT tape technology.	52,500.00	\$42,478.75	849,575
Security and IP Video Monitoring				
Network Cameras - Fixed				
SNCCS50N	Multi Codec Fixed Network Camera	\$1,600.00	\$1,253.00	31,325
SNCP1	Mpeg 4/Jpeg Network Color Camera	\$365.00	\$286.00	8,525
SNCZ20N	Fixed Network Color Camera	\$1,250.00	\$979.00	24,475
Network Cameras - Mini-Dome				
SNCDF40N	Network Indoor Minidome Video	\$725.00	\$567.00	17,425
SNCDF50N	Fixed Network Dome Camera with DEPA	\$975.00	\$861.00	21,525
SNCDF70N	Rugged Minidome Network Camera	\$975.00	\$861.00	21,525
SNCDF80N	Fixed Network Ruggedized Dome Camera with DEPA	\$1,075.00	\$975.00	24,375
Network Cameras -PTZ				
SNCP5	Mpeg 4/Jpeg Network Pan/Tilt/Z	\$650.00	\$509.00	12,350
SNCRZ25N	Mpeg4/Jpeg P/T/Zoom Network Ca	\$1,250.00	\$979.00	24,475
SNCRZ30N	PTZ JPEG Network Camera	\$1,595.00	\$1,249.00	31,225
SNCRZ50N	Multi Codec PTZ Network Camera	\$2,300.00	\$1,800.00	45,000
SNCRX550N/B	Multi Codec 360 PTZ Network Camera (Black)	\$2,560.00	\$2,004.00	50,100
SNCRX550N/W	Multi Codec 360 PTZ Network Camera (White)	\$2,560.00	\$2,270.00	56,750
CCTV Cameras - Fixed				
SSCDC174	1/3" Superhad CCD Color Camera	\$165.00	\$129.00	3,225
SSCDC374	High Resolution Color CCD Camera	\$180.00	\$141.00	3,525
SSCDC593	Day/Night Color CCD Camera	\$505.00	\$395.00	9,650
SSCDC80	1/2" CCD Analog Color Camera	\$844.00	\$661.00	16,100
SSCDC83	1/2" CCD Analog Color Camera	\$844.00	\$661.00	16,100
SSCE453	1/3" Superexwave Color Video Camera	\$220.00	\$172.00	4,250
SSCE473	1/3" Superexwave Color Video Camera	\$280.00	\$219.00	5,475
SSCM183	B&W Video Camera	\$110.00	\$65.00	1,625
SSCM383	B&W Video Camera	\$210.00	\$164.00	4,075

PRODUCT SCHEDULE CONTINUED

Model #	Description	New List Price	SPE (Suggested Price for Education)	# points to redeem for 1
CCTV Cameras - Dome				
SSCCD43V	Non-Ruggedized, Fixed Mini Dome Color Camera	\$270.00	\$246.00	6,150
SSCCD73V	Ruggedized, Day/Night Fixed Color Mini Dome Camera	\$460.00	\$360.00	9,350
SSC-CD79- Added to the program effective 8.15.2008	Vandal resistant minidome with DynaView technology	\$598.00	\$449.00	11,225
Recorders				
NSR-100	1 Terabyte 100 GB Network Recorder- supports 64 cameras max	\$12,000.00	\$9,360.00	234,000
NSR-50	500 GB network recorder - 32 Cameras Max	\$7,500.00	\$5,850.00	146,250
NSR-25	250 GB Network Recorder- 20 Cameras Max	\$5,500.00	\$4,290.00	107,250
NSR-25/500	500 GB network recorder - 20 Cameras Max	\$5,950.00	\$4,641.00	116,025
Servers				
SNTV704	Network Video Server 4 channel	\$808.00	\$587.00	15,750
Digital Photography				
UPCR10L	Snaplab Digital Photo Printer	\$1,995.00	\$1,437.00	28,740