

Price List : Synergy AV PriceList - Version 32.1 : Effective Date - 5/1/2010

| Part Number                                    | Product Name  | List Price |
|--|---|------------|
| <b>1000 MXP for Cisco Call Manager</b>         |   |            |
| 113886U13                                      | TANDBERG 1000 MXP STANDARD - upgrade to NPP                 | \$2,400    |
| <b>1700 MXP upgrades to NPP / NPP &amp; MS</b> |   |            |
| 113886U20                                      | TANDBERG 1700 MXP Standard - upgrade to NPP                 | \$2,400    |
| 113887U20                                      | TANDBERG 1700 MXP NPP - upgrade to MS                       | \$3,600    |
| <b>2000 MXP Upgrades</b>                       |   |            |
| 113886U11                                      | TANDBERG 2000 MXP Standard - upgrade to NPP                 | \$2,400    |
| 113887U11                                      | TANDBERG 2000 MXP NPP - upgrade to MS                       | \$3,600    |
| 113888U11                                      | TANDBERG 2000 MXP IP Only to 512 kbps/2 Mbps                | \$2,400    |
| <b>3000 MXP Bandwidth upgrade</b>              |   |            |
| 113888U2                                       | TANDBERG 3000 MXP from 384 kbps/1.5 Mbps to 512 kbps/2 Mbps | \$2,400    |
| <b>3000 MXP upgrades to NPP / NPP &amp; MS</b> |   |            |
| 113886U2                                       | TANDBERG 3000 MXP STANDARD - upgrade to NPP                 | \$2,400    |
| 113887U2                                       | TANDBERG 3000 MXP NPP - upgrade to MS                       | \$3,600    |
| <b>550 MXP upgrades to PP</b>                  |   |            |
| 113886U14                                      | TANDBERG 550 MXP STANDARD - upgrade to PP                   | \$1,200    |
| <b>6000 MXP upgrades to NPP / NPP &amp; MS</b> |   |            |
| 113886U1                                       | TANDBERG 6000 MXP STANDARD - upgrade to NPP                 | \$2,400    |
| 113887U1                                       | TANDBERG 6000 MXP NPP - upgrade to MS                       | \$4,800    |
| <b>7000 MXP Upgrades</b>                       |   |            |
| 113886U17                                      | TANDBERG 7000 MXP STANDARD - upgrade to NPP                 | \$2,400    |
| 113887U17                                      | TANDBERG 7000 MXP NPP - upgrade to MS                       | \$4,800    |
| 113888U17                                      | TANDBERG 7000 MXP from 768 kbps/3 Mbps to 2Mbps/6Mbps       | \$2,400    |
| <b>770 MXP upgrade to 880 MXP</b>              |   |            |
| 113889U5                                       | TANDBERG 770 MXP to TANDBERG 880 MXP                        | \$1,200    |
| <b>770 MXP upgrades to NPP</b>                 |   |            |
| 113886U5                                       | TANDBERG 770 MXP STANDARD - upgrade to NPP                  | \$2,400    |
| <b>8000 MXP Bandwidth upgrade</b>              |   |            |
| 113888U1                                       | TANDBERG 6000 MXP from 768 kbps/3 Mbps to 2Mbps/6Mbps       | \$2,400    |
| 113888U16                                      | TANDBERG 8000 MXP from 768 kbps/3 Mbps to 2Mbps/6Mbps       | \$2,400    |

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| <b>8000 MXP upgrades to NPP / NPP &amp; MS</b> |   |            |
| 113886U16                                      | TANDBERG 8000 MXP STANDARD - upgrade to NPP | \$2,400    |
| 113887U16                                      | TANDBERG 8000 MXP NPP - upgrade to MS       | \$4,800    |

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|-----------------------------------|--------------------------------------|---------|
| <b>880 MXP upgrade to 990 MXP</b> |                                      |         |
| 113889U4                          | TANDBERG 880 MXP to TANDBERG 990 MXP | \$1,200 |

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| <b>990/880 MXP upgrades to NPP / NPP &amp; MS</b> |  |         |
| 113886U3  | TANDBERG 990/880 MXP Standard - upgrade to NPP | \$2,400 |
| 113887U3  | TANDBERG 990/880 MXP NPP - upgrade to MS       | \$3,600 |

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|--------------------------|---|----------|
| <b>Border Controller</b> |   |          |
| 114758Y10                | TANDBERG Border Controller - additional 50 registrations and 10 traversal calls | \$16,200 |
| 114758Y5                 | TANDBERG Border Controller - additional 25 registrations and 5 traversal calls  | \$8,100  |

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| <b>Codec 3000 MXP Bandwidth upgrade</b> |  |         |
| 113888U9                                | Codec 3000 MXP from 384 kbps/1.5 Mbps to 512 kbps/2 Mbps | \$2,400 |

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| <b>Codec 3000 MXP upgrades to NPP / NPP &amp; MS</b> |  |         |
| 113886U9   | Codec 3000 MXP STANDARD - upgrade to NPP | \$2,400 |
| 113887U9   | Codec 3000 MXP NPP - upgrade to MS       | \$3,600 |

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| <b>Codec 6000 MXP</b> |   |         |
| 113886U7              | Codec 6000 MXP STANDARD - upgrade to NPP                | \$2,400 |
| 113887U7              | Codec 6000 MXP NPP - upgrade to MS                      | \$4,800 |
| 113888U7              | Codec 6000 MXP from 384 kbps/1.5 Mbps to 768 Kbps/3Mbps | \$2,400 |
| 113888U7A             | Codec 6000 MXP from 768 kbps/3Mbps to 2Mbps/6Mbps       | \$2,400 |

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| <b>Codec C60</b> |  |         |
| 117142U2         | TANDBERG Codec C60 or C60 based system STANDARD - upgrade to NPP | \$4,800 |
| 117143U2         | TANDBERG Codec C60 or C60 based system STANDARD - upgrade to MS  | \$7,200 |
| 117144U2         | TANDBERG Codec C60 or C60 based system STANDARD - upgrade to PR  | \$4,800 |

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| <b>Codec C90</b> |  |          |
| 117142U1         | TANDBERG Codec C90 or C90 based system STANDARD - upgrade to NPP | \$4,800  |
| 117143U1         | TANDBERG Codec C90 or C90 based system STANDARD - upgrade to MS  | \$10,800 |
| 117144U1         | TANDBERG Codec C90 or C90 based system STANDARD - upgrade to PR  | \$4,800  |

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| <b>Compass MXP Upgrades</b> |  |         |
| 113888U19                   | Compass MXP upgrade 0/768 to 128/768   | \$1,200 |
| 113888U19A                  | Compass MXP upgrade 128/768 to 384/768 | \$2,400 |

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|             | <b>Content Server</b>   |            |
| 115361P4    | Content Capture option - 4 ports original format/original bit rate for Windows Media or Quick Time      | \$11,900   |
| 115361T1    | Content Capture option - 1 transcoding and transrating port to Windows Media, Quick Time and Real Media | \$7,900    |

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|          | <b>EDUCATOR</b>  |         |
| 500857U1 | TANDBERG Educator/Tutor Upgrades to MS (North America Only)  | \$4,800 |
| 500998U1 | Educator MXP/Professional Package/Maestro Professional 2 Mbps ISDN/ 4 Mbps IP/ 6Mbps MS (North America Only) | \$2,400 |

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|          | <b>Edge 75 MXP upgrade to Edge 85 MXP</b>    |         |
| 113889U7 | TANDBERG Edge 75 MXP to TANDBERG Edge 85 MXP | \$1,200 |

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|-----------|--|---------|
|           | <b>Edge 75 MXP upgrade to NPP</b>              |         |
| 113886U19 | TANDBERG Edge 75 MXP STANDARD - upgrade to NPP | \$2,400 |

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|          | <b>Edge 85 MXP upgrade to Edge 95 MXP</b>    |         |
| 113889U6 | TANDBERG Edge 85 MXP to TANDBERG Edge 95 MXP | \$1,200 |

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|-----------|--|---------|
|           | <b>Edge 95/85 MXP upgrades to NPP / NPP &amp; MS</b> |         |
| 113886U18 | TANDBERG Edge 95/85 MXP Standard - upgrade to NPP    | \$2,400 |
| 113887U18 | TANDBERG Edge 95/85 MXP NPP - upgrade to MS          | \$3,600 |

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|-----------|---|---------|
|           | <b>Edge MXP 95/85/75 Bandwidth Upgrade</b>                |         |
| 113888U20 | TANDBERG Edge 95 MXP IP only to 512 kbps ISDN/2 Mbps IP   | \$2,400 |
| 113888U21 | TANDBERG Edge 85 MXP IP only to 384 kbps ISDN/1.1 Mbps IP | \$2,400 |
| 113888U22 | TANDBERG Edge 75 MXP IP only to 128 kbps ISDN/768 kbps IP | \$1,200 |

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|-----------|---|----------|
|           | <b>Gatekeeper</b>   |          |
| 114757T10 | TANDBERG Gatekeeper - additional 10 firewall traversal calls                  | \$16,200 |
| 114757T5  | TANDBERG Gatekeeper - additional 5 firewall traversal calls                   | \$8,100  |
| 114757X25 | TANDBERG Gatekeeper - additional 125 registrations and 25 Local Network Calls | \$3,400  |
| 114757X50 | TANDBERG Gatekeeper - additional 250 registrations and 50 Local Network Calls | \$6,750  |

|        |                               |          |
|--------|-------------------------------|----------|
|        | <b>Gateway 2 MB upgrade</b>   |          |
| 113609 | TANDBERG Gateway 2 MB to 4 MB | \$18,000 |

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|-----------|-------------------------------------|----------|
|           | <b>IP GW 3500 Upgrades</b>          |          |
| 193510U20 | Upgrade from IPGW-3510 to IPGW-3520 | \$16,900 |
| 193510U40 | Upgrade from IPGW-3510 to IPGW-3540 | \$37,900 |
| 193520U40 | Upgrade from IPGW-3520 to IPGW-3540 | \$27,300 |

| Part Number                                    | Product Name                      | List Price |
|--|-----------------------------------|------------|
| <b>IP VCR 2200 - Video Conference Recorder</b> |                                   |            |
| 192210U20                                      | Upgrade from VCR-2210 to VCR-2220 | \$24,700   |
| 192210U40                                      | Upgrade from VCR-2210 to VCR-2240 | \$45,700   |
| 192220U40                                      | Upgrade from VCR-2220 to VCR-2240 | \$27,300   |

| <b>ISDN GW 3200 Upgrades</b> |   |          |
|------------------------------|---|----------|
| 193210U20                    | Upgrade from ISDNGW-3210 to ISDNGW-3220 | \$10,500 |
| 193210U40                    | Upgrade from ISDNGW-3210 to ISDNGW-3240 | \$33,600 |
| 193220U40                    | Upgrade from ISDNGW-3220 to ISDNGW-3240 | \$23,100 |

| <b>MAESTRO</b> |  |         |
|----------------|--|---------|
| 113886U10      | TANDBERG Maestro MXP STANDARD - upgrade to NPP       | \$2,400 |
| 113887U10      | TANDBERG Maestro MXP NPP - upgrade to MS             | \$4,800 |
| 113888U10      | TANDBERG Maestro from 768 kbps/3 Mbps to 2Mbps/6Mbps | \$2,400 |

| <b>MCU 4200 Upgrades</b> |                                   |          |
|--------------------------|-----------------------------------|----------|
| 194203U05                | Upgrade from MCU-4203 to MCU-4205 | \$20,800 |
| 194203U10                | Upgrade from MCU-4203 to MCU-4210 | \$33,000 |
| 194203U15                | Upgrade from MCU-4203 to MCU-4215 | \$55,500 |
| 194203U20                | Upgrade from MCU-4203 to MCU-4220 | \$78,600 |
| 194205U10                | Upgrade from MCU-4205 to MCU-4210 | \$19,100 |
| 194205U15                | Upgrade from MCU-4205 to MCU-4215 | \$41,500 |
| 194205U20                | Upgrade from MCU-4205 to MCU-4220 | \$64,600 |
| 194210U15                | Upgrade from MCU-4210 to MCU-4215 | \$29,400 |
| 194210U20                | Upgrade from MCU-4210 to MCU-4220 | \$52,500 |
| 194215U20                | Upgrade from MCU-4215 to MCU-4220 | \$30,000 |

| <b>MCU 4200 High Resolution Option Upgrades</b> |                                   |          |
|---|-----------------------------------|----------|
| 194205HROU10                                    | Upgrade from HRO-4205 to HRO-4210 | \$4,410  |
| 194205HROU15                                    | Upgrade from HRO-4205 to HRO-4215 | \$8,710  |
| 194205HROU20                                    | Upgrade from HRO-4205 to HRO-4220 | \$13,000 |
| 194210HROU15                                    | Upgrade from HRO-4210 to HRO-4215 | \$4,300  |
| 194210HROU20                                    | Upgrade from HRO-4210 to HRO-4220 | \$8,610  |
| 194215HROU20                                    | Upgrade from HRO-4215 to HRO-4220 | \$4,300  |

| <b>MCU 4200 High Resolution Options</b> |  |          |
|---|--|----------|
| 194205HRO                               | HRO-4205 High Resolution Option for the MCU 4205 | \$4,300  |
| 194210HRO                               | HRO-4210 High Resolution Option for the MCU 4210 | \$8,710  |
| 194215HRO                               | HRO-4215 High Resolution Option for the MCU 4215 | \$13,000 |
| 194220HRO                               | HRO-4220 High Resolution Option for the MCU 4220 | \$17,300 |

| <b>MCU 4200 Video Firewall Option Upgrades</b> |                                  |          |
|--|----------------------------------|----------|
| 194203VFOU00                                   | Upgrade from VFO-4203 to VFO4200 | \$10,900 |
| 194203VFOU05                                   | Upgrade from VFO-4203 to VFO4205 | \$2,830  |
| 194205VFOU00                                   | Upgrade from VFO-4205 to VFO4200 | \$8,080  |

| Part Number | Product Name | List Price |
|-------------|--------------|------------|
|-------------|--------------|------------|

| MCU 4200 Web Conferencing Option Upgrades |                                   |          |
|---|-----------------------------------|----------|
| 194203WCOU05                              | Upgrade from WCO-4203 to WCO-4205 | \$1,360  |
| 194203WCOU10                              | Upgrade from WCO-4203 to WCO-4210 | \$5,770  |
| 194203WCOU15                              | Upgrade from WCO-4203 to WCO-4215 | \$10,000 |
| 194203WCOU20                              | Upgrade from WCO-4203 to WCO-4220 | \$14,300 |
| 194205WCOU10                              | Upgrade from WCO-4205 to WCO-4210 | \$4,410  |
| 194205WCOU15                              | Upgrade from WCO-4205 to WCO-4215 | \$8,710  |
| 194205WCOU20                              | Upgrade from WCO-4205 to WCO-4220 | \$13,000 |
| 194210WCOU15                              | Upgrade from WCO-4210 to WCO-4215 | \$4,300  |
| 194210WCOU20                              | Upgrade from WCO-4210 to WCO-4220 | \$8,610  |
| 194215WCOU20                              | Upgrade from WCO-4215 to WCO-4220 | \$4,300  |

| MCU 4200 Web Conferencing Options |   |          |
|-----------------------------------|---|----------|
| 194203WCO                         | WCO-4203 Web Conferencing Option for the MCU 4203 | \$2,940  |
| 194205WCO                         | WCO-4205 Web Conferencing Option for the MCU 4205 | \$4,300  |
| 194210WCO                         | WCO-4210 Web Conferencing Option for the MCU 4210 | \$8,710  |
| 194215WCO                         | WCO-4215 Web Conferencing Option for the MCU 4215 | \$13,000 |
| 194220WCO                         | WCO-4220 Web Conferencing Option for the MCU 4220 | \$17,300 |

| MCU 4500 Upgrades |                                   |           |
|-------------------|-----------------------------------|-----------|
| 194505U10         | Upgrade from MCU-4505 to MCU-4510 | \$61,900  |
| 194505U15         | Upgrade from MCU-4505 to MCU-4515 | \$124,900 |
| 194505U20         | Upgrade from MCU-4505 to MCU-4520 | \$187,900 |
| 194510U15         | Upgrade from MCU-4510 to MCU-4515 | \$72,400  |
| 194510U20         | Upgrade from MCU-4510 to MCU-4520 | \$135,400 |
| 194515U20         | Upgrade from MCU-4515 to MCU-4520 | \$72,400  |

| MCU 4500 Web Conferencing Option Upgrades |                                   |          |
|---|-----------------------------------|----------|
| 194505WCOU10                              | Upgrade from WCO-4505 to WCO-4510 | \$5,250  |
| 194505WCOU15                              | Upgrade from WCO-4505 to WCO-4515 | \$10,500 |
| 194505WCOU20                              | Upgrade from WCO-4505 to WCO-4520 | \$15,700 |
| 194510WCOU15                              | Upgrade from WCO-4510 to WCO-4515 | \$5,250  |
| 194510WCOU20                              | Upgrade from WCO-4510 to WCO-4520 | \$10,500 |
| 194515WCOU20                              | Upgrade from WCO-4515 to WCO-4520 | \$5,250  |

| MCU 4500 Web Conferencing Options |   |          |
|-----------------------------------|---|----------|
| 194505WCO                         | WCO-4505 Web Conferencing Option for the MCU 4505 | \$9,450  |
| 194510WCO                         | WCO-4510 Web Conferencing Option for the MCU 4510 | \$14,700 |
| 194515WCO                         | WCO-4515 Web Conferencing Option for the MCU 4515 | \$19,900 |
| 194520WCO                         | WCO-4520 Web Conferencing Option for the MCU 4520 | \$25,200 |

| MXP IP Bandwidth upgrades |  |         |
|---------------------------|--|---------|
| 113888U13                 | TANDBERG 1000 MXP IP only to 128 kbps/768 kbps           | \$1,200 |
| 113888U13A                | TANDBERG 1000 MXP 128 kbps/768 kbps to 384 kbps/768 kbps | \$1,200 |
| 113888U14A                | TANDBERG 550 MXP 128 kbps/768 kbps to 384 kbps/768 kbps  | \$1,200 |
| 113888U3                  | TANDBERG 990 MXP IP only to 512 kbps/2 Mbps              | \$2,400 |

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| 11388U4     | TANDBERG 880 MXP IP only to 384 kbps/1.1 Mbps | \$2,400    |
| 11388U5     | TANDBERG 770 MXP IP only to 128 kbps/768 kbps | \$1,200    |

| MXP for Cisco Call Manager / IP Conversion |  |       |
|--|--|-------|
| 114465                                     | TANDBERG 770 MXP Conversion Kit from IP (H.323) to Cisco Call Manager Support (Includes 113150 TANDBERG MXP Remote Control)                        | \$610 |
| 114466                                     | TANDBERG 770 MXP Conversion from Cisco Call Manager Support to IP (H.323)  | \$450 |
| 114467                                     | TANDBERG 550 MXP Conversion Kit from IP (H.323) to Cisco Call Manager Support (Includes 114050 TANDBERG MXP Remote Control for Cisco Call Manager) | \$610 |
| 114468                                     | TANDBERG 550 MXP Conversion from Cisco Call Manager Support to IP (H.323)  | \$450 |
| 114497                                     | TANDBERG 1000 MXP Conversion from IP (H.323) to Cisco Call Manager Support (Includes 114050 TANDBERG MXP Remote Control for Cisco Call Manager)    | \$610 |
| 114498                                     | TANDBERG 1000 MXP Conversion from Cisco Call Manager Support to IP (H.323)   | \$450 |

| Portable 3000 MXP Upgrades |   |         |
|----------------------------|---|---------|
| 113886U8                   | Portable 3000 MXP STANDARD - upgrade to NPP                 | \$2,400 |
| 113887U8                   | Portable 3000 MXP NPP - upgrade to MS                       | \$3,600 |
| 113888U8                   | Portable 3000 MXP from 384 kbps/1.5 Mbps to 512 kbps/2 Mbps | \$2,400 |

| Portable 6000 MXP Upgrades |   |         |
|----------------------------|---|---------|
| 113886U6                   | Portable 6000 MXP STANDARD - upgrade to NPP                     | \$2,400 |
| 113887U6                   | Portable 6000 MXP NPP - upgrade to MS                           | \$4,800 |
| 113888U6                   | Portable 6000 MXP from 384 kbps / 1.5 Mbps to 768 kbps / 3 Mbps | \$2,400 |
| 113888U6A                  | Portable 6000 MXP from 768 kbps / 3 Mbps to 2 Mbps / 6 Mbps     | \$2,400 |

| T1-MOD    |   |         |
|-----------|---|---------|
| 117093MS  | TANDBERG T1, 4 Way HD Multisite (HD-MS) option      | \$9,000 |
| 117093NPP | TANDBERG T1 Natural Presenter Package (NPP) option  | \$4,000 |
| 117093PR  | TANDBERG T1, Premium Resolution (1080p/UXGA) option | \$4,000 |

| Tactical MXP IP/ISDN |   |         |
|----------------------|---|---------|
| 113886U15            | TANDBERG Tactical MXP Standard upgrade to NPP             | \$2,400 |
| 113887U15            | TANDBERG Tactical MXP with NPP - upgrade to MS            | \$3,600 |
| 113888U15            | Tactical MXP upgrade 384 kbps/1.5 Mbps to 512 kbps/2 Mbps | \$3,600 |

| UTILITY    |  |         |
|------------|--|---------|
| 113888U18  | Utility MXP upgrade 0/768 to 128/768   | \$1,200 |
| 113888U18A | Utility MXP upgrade 128/768 to 384/768 | \$2,400 |

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