National IPA - Panasonic
Competitively solicited and publicly awarded by: City of Tucson, AZ
Contract #171725-01
Island Tech Services, LLC (ITS)

Solution	Manufacturer	Discount off Msrp
Toughbook - Fully Rugged	Panasonic	16%
Toughbook - Semi Rugged	Panasonic	13%
Toughbook - Business Rugged	Panasonic	11%
Toughbook - Tablet	Panasonic	12%
Arbitrtator	Panasonic	11%
Arbitrtator - BWC	Panasonic	11%
Accessories	Panasonic	11%
Services	Panasonic	0%
Modems	Sierra	10%
Modems	Cradlepoint	10%
Modems	Peplink	10%
Connectivity	Open DNS	5%
Connectivity	NetMotion	5%
Connectivity	ITS Branded	5%
AVL	Track Star	5%
RFID	Sierra	5%
Scanner	Ltron	5%
Scanner	License Plate Reader	5%
Radios	Mag Mic	5%
Antenna	Panorama	10%
Antenna	Antenna Plus	10%
Antenna	Laird	10%

Solution	Manufacturer	Discount off Msrp
Mounting Equipment	Havis	15%
Mounting Equipment	Gamber	15%
Mounting Equipment	Hint	15%
Mounting Equipment	Troy	15%
Mounting Equipment	Westin	15%
Mounting Equipment	Code 3	15%
Mounting Equipment	Setina	10%
Mounting Equipment	American Aluminum	10%
Power	Lind Electronic	5%
Power	MnStar	10%
Printers	Brother	8%
Printers	Zebra	8%
Printers	E-Seek	8%
Wireless	Datto	8%
Wireless	EnGenius	8%
Services	Onsite Installation	10%
Services	Travel Charge	10%
Services	Remote Installation	10%
Services	Hourly Rate	10%
Services	Wiring	10%
Services	Project Management	10%
Services	Engineering	10%