

## 15.7 Discount Schedule

|   |   |  | Proposed Discount % |
|---|---|--|---------------------|
| Reserved  | Single or Across-the-Board Discount             | Applies to all product listed in the Product Line Product Offering and Base Pricing Source submitted   | N/A                 |
| Categorical Discounts (If Applicable)                               |   |  |                     |
| Category Identification   | Title   | Description  | Proposed Discount % |
| Cisco Core  | Core Offerings                                  | Cisco Core Products (Hardware & Software) including but not limited to, Networking, Wireless and Mobility, Security, Collaboration, Data Center, Analytics, Video, Internet of Things, Meraki, etc. and Subscription-based offers, on Cisco's then-current U.S. Global Pricelist classified under the Core Category.       | 35%                 |
| Cisco Compute   | Compute Offerings                               | Cisco Compute Products (Hardware & Software) including but not limited to, Networking, Wireless and Mobility, Security, Collaboration, Data Center, Analytics, Video, Internet of Things, Meraki, etc. and Subscription-based offers, on Cisco's then-current U.S. Global Pricelist classified under the Compute Category. | 35%                 |
| Cisco Market  | Market Offerings                                | Cisco Market Products including but not limited to, Cloud Analytics, Cloud Applications and Services (i.e. SaaS, IaaS, PaaS, etc.), Automated Infrastructure, Cloud Security, Collaboration Tools, etc. and Subscription-based offers, on Cisco's then-current U.S. Global Pricelist classified under the Market Category. | 10%                 |
| Cisco Net   | Net Offerings                                   | Cisco Net Products including but not limited to, custom, limited or restricted offers (including Subscription-based offers) on Cisco's then-current U.S. Global Pricelist classified under the Net Category.   | 0%                  |
| Maintenance & Technical Support Services for Education (1 yr. term) | Smart Net Total Care for Education (1 yr. term) | Maintenance and technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)   | 25%                 |

|  |   |  |     |
|--|---|--|-----|
| Maintenance & Technical Support Services for Education (3 yr. term)      | Smart Net Total Care for Education (3 yr. term)                           | Maintenance and technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)   | 28% |
| Maintenance & Technical Support Services for Education (5 yr. term)      | Smart Net Total Care for Education (5 yr. term)                           | Maintenance and technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)   | 30% |
| Other Maintenance & Technical Support Services                           | Other available Support Services not under “Smart Net Total Care” program | All other maintenance and technical support offers <u>not</u> under Smart Net Total Care Services, including Support Services for on-premise Software, provided by Cisco.  | 10% |
| Cisco Services (formerly known as Advanced Services). See Table 1 below. | Cisco Services  | Services provided and delivered by Cisco including but not limited to, Survey/Design, Implementation, Optimization, Remote, Managed, Technical, Advisory, Network Architectural Design, Statements of Work (SOWs), Combined Services, Deployment/Advisory Services and Subscription-based offers. These Cisco Services may be offered under Cisco’s then-current U.S. Global Pricelist or via a SOW. | 0%  |
| Cisco Reseller Services. See Table 2 below.                              | Limited Reseller Services   | Basic Installation and Configuration Services only, that enable the implementation of Cisco offers, subject to Cisco's written approval. See Table 2 for description of allowable services.  | 0%  |
| Training   | Catalog of courses and custom training                                    | Various training courses available (i.e. online, in-person, catalog, custom, etc.) related to Cisco offers.  | 0%  |

**Table 1.**

| Cisco Services                |                         |                         |
|-------------------------------|-------------------------|-------------------------|
| Description                   | Onsite NTE Amount/Hour* | Remote NTE Amount/Hour* |
| Maintenance Services          | \$600.00                | \$525.00                |
| Deployment Services           | \$743.17                | \$661.17                |
| Advisory Services             | \$743.18                | \$661.18                |
| Architectural Design Services | \$743.19                | \$661.19                |
| Statement of Work Services    | \$743.20                | \$661.20                |
| Training Deployment Services  | \$600.00                | \$525.00                |

\*The hourly labor rates provided are Not-to-Exceed (NTE) rates. Individual hours or block of hours may not be purchased separately. Cisco will use the NTE rates to determine the total fixed price of a customer-approved SOW with specific deliverables. To calculate the total fixed price of the SOW, Cisco will evaluate, after consultation with the customer, the required level of effort needed to produce the required deliverables. Accordingly, because the SOW will be offered at a fixed price, Cisco will not keep time cards. Additionally, any customer-approved travel costs that are incurred in connection with the performance of the SOW will be itemized and billed separately based on agreed upon terms.

**Table 2.**

| <b>Reseller Services (Limited)</b>   |                                |                                 |
|--|--------------------------------|---------------------------------|
| <b>Description</b>   | <b>Onsite NTE Amount/Hour*</b> | <b>Remote NTE Amount/Hour**</b> |
| Basic Installation and Configuration Services are as follows and subject to Cisco's written approval: <ul style="list-style-type: none"> <li>• Certified and Technical Project Management</li> <li>• Staging &amp; Implementation Engineering</li> <li>• Site Survey, High Level Design Review</li> <li>• Global Implementation Capability</li> <li>• Configuration Development</li> <li>• Knowledge Transfer</li> <li>• Acceptance Testing</li> </ul> | \$600.00                       | \$525.00                        |

\***Onsite NTE Amount/Hour:** Not-to-Exceed Hourly Labor Rates for Limited Reseller Services provided on Customer's site

\*\***Remote NTE Amount/Hour:** Not-to-Exceed Hourly Labor Rates for Limited Reseller Services provided remotely