## Attachment C - Pricing Discounts & Value Added Services

Cisco Systems, Inc.

Contractor

Section 1: Pr Notes	icing
1.	% discounts are based on minimum discounts off Contractor's commercially published pricelists versus fixed pricing.

Nonetheless, Orders will be fixed-price or fixed-rate and not cost reimbursable contracts. Contractor has the ability to update and refresh its respective price catalog, as long as the agreed-upon discounts are fixed.

2. Minimum guaranteed contract discounts do not preclude Contractor and/or its Fulfillment Partners from providing deeper or additional, incremental discounts at their sole discretion.

3. Purchasing Entities shall benefit from any promotional pricing offered by Contractor to similar customers. Promotional pricing shall not be cause for a permanent price change.

4. Contractor's price catalog shall only include offers that are in contract scope and within the awarded categories. Quotes to eligible Purchasing Entities shall be based on the then-current approved price catalog as posted on the NASPO ValuePoint's website as well as the Contractor's mandatory contract webpage.

Section 2: Minimum Discount % off List	
Category 1.1 Unified Communications (UC)	
Hardware and Software (on premise)	35.00%
Cloud Services	10.00%
Service Packages (i.e., Maintenance, etc.)	10.00%
Category 1.2 Networking	
Hardware and Software (on premise)	35.00%
Cloud Services	10.00%
Service Packages (i.e., Maintenance, etc.)	10.00%
Category 1.3 Routers, Switches, Secuirty, and Networking Storage	
Hardware and Software (on premise)	35.00%
Cloud Services	10.00%
Service Packages (i.e., Maintenance, etc.)	10.00%
Category 1.4 Wireless	
Hardware and Software (on premise)	35.00%
Cloud Services	10.00%
Service Packages (i.e., Maintenance, etc.)	10.00%
Category 1.5 Facility Management, Monitoring, and Control	
Hardware and Software (on premise)	35.00%
Cloud Services	10.00%
Service Packages (i.e., Maintenance, etc.)	10.00%

## Section 3: Value Added Services

		Hourly Rates					
		Weekday		Weekend		State Holiday	
Title	Job Description	Onsite	Remote	Onsite	Remote	Onsite	Remote
	Non-Packaged (i.e. not SMART Total						
Maintenance Services	Care); Not-To-Exceed (NTE) Rates	\$600.00	\$525.00	\$600.00	\$525.00	\$600.00	\$525.00
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Professional Services	i.e. Cisco Advanced Services, IoT, NTE	\$743.17	\$661.17	\$743.17	\$661.17	\$743.17	\$661.17
	i.e. Cisco Implementation Services, IoT,						
Deployment Services	NTE	\$743.17	\$661.17	\$743.17	\$661.17	\$743.17	\$661.17
Consulting Advisory Services	i.e. Cisco Advisory Services, IoT, NTE	\$743.17	\$661.17	\$743.17	\$661.17	\$743.17	\$661.17
Architectural Design Services	i.e. Cisco Advanced Services, IoT, NTE	\$743.17	\$661.17	\$743.17	\$661.17	\$743.17	\$661.17
Statement of Work Services	i.e. Cisco Advanced Services, IoT, NTE	\$743.17	\$661.17	\$743.17	\$661.17	\$743.17	\$661.17
	Basic Install & Config Only (i.e. rack &						
Partner Services	stack, cabling, etc.), IoT, NTE	\$600.00	\$525.00	\$600.00	\$525.00	\$600.00	\$525.00
	i.e. Software Adoption, Cisco Training						
Fraining Deployment Services	Services, NTE	\$600.00	\$525.00	\$600.00	\$525.00	\$600.00	\$525.00