

## Tab 9 - 14.9 Discount Schedule

See Section 7

			Proposed Discount %
Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product/Service Offering and Base Pricing Source submitted	N/A
<b>Categorical Discounts (If Applicable)</b>			
Category Identification	Title	Description	Proposed Discount %
Cisco Core	Core Category 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 ("GPL") classified under the Core Category.	35%
Cisco Compute	Compute Category Offerings	Cisco Unified Compute Products (Hardware & Software) on Cisco's then-current GPL classified under the Compute Category.	35%
Cisco Market	Market Category Offerings	Cisco Market Products include, 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 GPL classified under the Market Category.	10%
Cisco Net	Net Category Offerings	Cisco Net Products include, but not limited to, custom, limited or restricted offers (including Subscription-based offers) on Cisco's then-current GPL classified under the Net Category. This will also be the default category for any future Cisco acquisition product offers that are offered on the Cisco GPL but not in any of the categories named above.	0%
Other Services	Service Category Offerings for both Cisco-led and Partner-led services	Cisco Services include maintenance agreements, technical support access, advanced services, training and all other service offerings. These Cisco Services may be offered under Cisco's then-current U.S. Global Pricelist or via a SOW.  Partner-led services include Basic Installation and Configuration Services that enable the implementation of Cisco offers, subject to Cisco's written approval.	0%

Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the products of the proposed product line/service list on the Product Line/Service Offering and Base Pricing