



**STATE OF ARKANSAS**  
**OFFICE OF STATE PROCUREMENT**  
 1509 West 7th Street, Room 300  
 Little Rock, Arkansas 72201-4222

**AMENDMENT 1**

TO: Vendors Addressed  
 FROM: Stephanie Cellers, Buyer  
 DATE: May 8, 2017  
 SUBJECT: SP-16-0027 Cisco Data Communications Products and Services

The following changes to the above-referenced contract have been made as designated below:

**ADDITIONAL SPECIFICATIONS**

- Cisco's SMARTnet and other Technical/Maintenance Services discounts for Government and Educational customers as set forth in Attachment A and shall be reflected on the October 2016 pricelist submission to the State of Utah for approval; and
- Cisco offers trade-in credits in accordance with the Cisco Technology Migration Program (TMP). Eligible purchasers within the State of Arkansas as defined by Ark. Code Ann. § 19-11-203(30)(A) and Ark. Code Ann. § 19-11-203(19), with prior approval from Marketing and Redistribution, may be eligible for trade-in credits for their existing Cisco and competitive networking products when they purchase new Cisco products. Most major products offered by Cisco under the contract are eligible for TMP. If TMP has been applied to a particular order, the Fulfillment Partner will so indicate in the quote to the Purchasing Entity.

All contract discounts, including those as set forth above, are subject to the requirements of Solicitation JP14001 and Master Agreement No. AR233.

**ADDITIONAL DOCUMENTS**

- Attachment A

The specifications by virtue of this amendment become a permanent addition to the above referenced contract.

If you have any questions please contact Stephanie Cellers at [Stephanie.Cellers@dfa.arkansas.gov](mailto:Stephanie.Cellers@dfa.arkansas.gov) or (501) 371-6065.

State of Arkansas:	Cisco Systems, Inc.
Name: <i>Please Print</i> Randy Wright	Name: Brian Dulac <i>Please Print</i> Director, Finance
Signature: <i>Randy Wright</i>	Signature: <i>Brian Dulac</i>
Title: Asst. Admin.	Title:
Date: 5/26/17	Date: May 24, 2017

**APPROVED BY LEGAL**

## ATTACHMENT A

<b>Cisco's SMARTnet Maintenance Services</b>	<b>Government Discount %</b>	<b>Education Discount %</b>
One (1) Year Contract	10%	25%
Three (3) Year Prepaid Contract*	17%	28%
Five (5) Year Prepaid Contract*	21%	30%

\*If a three (3) or five (5) year prepaid term is selected, full payment is made upfront at the beginning of the subscription term. The above discounts do not assume or factor in any applicable finance or interest charges for the prepaid terms. It is the responsibility of the customer to determine the mechanism of the funding.

<b>Cisco's Other Technical/Maintenance Services</b>	<b>Discount %</b>
Not Under SMARTnet Program	10%