Attachment C - Pricing Discounts & Value Added Services

Contractor ***Cisco Systems, Inc.***

Section 1: Pricing Notes

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**
Maintenance Services	Non-Packaged (i.e. not SMART Total Care); Not-To-Exceed (NTE) Rates	$600.00	$525.00	$600.00	$525.00	$600.00	$525.00
Professional Services	i.e. Cisco Advanced Services, IoT, NTE	$743.17	$661.17	$743.17	$661.17	$743.17	$661.17
Deployment Services	i.e. Cisco Implementation Services, IoT, 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
Partner Services	Basic Install & Config Only (i.e. rack & stack, cabling, etc.), IoT, NTE	$600.00	$525.00	$600.00	$525.00	$600.00	$525.00
Training Deployment Services	i.e. Software Adoption, Cisco Training Services, NTE	$600.00	$525.00	$600.00	$525.00	$600.00	$525.00

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