VCU

Virginia Commonwealth University

November 8, 2012

Ms. Mimi Nguyen
Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134

Dear Ms. Nguyen:

The VASCUPP cooperative contract #UCP-3491557JC with Virginia Commonwealth University (VCU) as the lead institution for Cisco Products, Maintenance and Services expires on December 31, 2012. VCU intends to exercise the second annual renewal of this contract in accordance with Section IX, Page 31, Item N of RFP #3491557JC.

Please facilitate obtaining the authorized Cisco signature below to indicate acceptance of this renewal, and return this document to me no later than December 7, 2012. Your response may be emailed to jcolbert@vcu.edu. If you have any questions, please contact me at (804) 828-0163. Please include information about any new Cisco partners authorized to accept orders directly from the users of the contract.

Sincerely,

Jackie Colbert

Jackie Colbert, C.P.M.
Purchasing Manager

RESPONSE:

Products and Services shall be provided in accordance with Cisco contract #UCP-3491557JC for the renewal period January 1, 2013 through December 31, 2013 as follows:

X The discount off of the List Price for products and services remains the same as in the previous contract period.

X The hourly rates for services remain the same as in the previous contract period.

_____ The discount off of the List Price for products and services is increased and/or additional products and services are added to the contract as specified in the attached request for revised pricing.

_____ Attached is the request for revised pricing for the services hourly rates in accordance with contract terms.

Signature

Phil Lozano

Name Printed

Director of Finance

Title

11/21/2012

Date