

CISCO BRANDED PRODUCTS			
Brand	Product Category	Product Description	DIR Customer Discount % off MSRP
CISCO	Hardware on Cisco Global Price List	All Cisco Products not listed below	40.00%
CISCO	Meraki Price List	All Meraki Products	40.00%
CISCO	Networking - Core/Compute	Switches, Routers, Wireless and Interface Modules	40.00%
CISCO	Wireless and Mobility - Core/Compute	Wireless Access Points, Controllers	40.00%
CISCO	Security - Core/Compute	Firewalls, Malware Protection, Email & Web Security	40.00%
CISCO	Collaboration - Core/Compute	Endpoints, Conferencing, Unified Communications	40.00%
CISCO	Data Center - Compute	Unified Computing System (UCS) products	40.00%
CISCO	Data Center - Core	Security, Management & Automation, Switches, Infrastructure, Storage & Virtual Networking	40.00%
CISCO	Analytics - Core/Compute	Business Intelligence Analytics	40.00%
CISCO	Video - Core/Compute	Endpoints, Entertainment, Intelligence, Signage	40.00%
CISCO	Internet of Things - Core/Compute	Connectivity, IoT Analytics, Iox, Embedded Networks	40.00%
CISCO	Software - Core/Compute	Spark Subscription - WebEx, Meeting Center, Video Bridging	21.00%
CISCO	Software - Core/Compute	Sparkboard and licensing	14.00%
CISCO	Software - Core/Compute	IOS & NX-OS, One	40.00%
VALUE ADDED AND RELATED SERVICES			
BRAND	SERVICE DESCRIPTIONS	Product Description	DIR Customer Discount % off MSRP
CISCO	SMARTnet for Government (1 year term)		10.00%
CISCO	SMARTnet for Government (3 year term)		17.00%
CISCO	SMARTnet for Government (5 year term)		21.00%

CISCO	SMARTnet for Education (1 year term)		25.00%
CISCO	SMARTnet for Education (3 year term)		28.00%
CISCO	SMARTnet for Education (5 year term)		30.00%
CISCO	Technical and Maintenance Services		10.00%
CISCO	Training		5.00%
CISCO	Support		5.00%
NWN	Miscellaneous as a Service	NWNComm Video Services	7.00%
NWN	Miscellaneous as a Service	NWNComm Meetings	7.00%
NWN	Miscellaneous as a Service	NWNComm Spark	7.00%
NWN	Miscellaneous as a Service	NWNComm Gateways	7.00%
NWN	Collaboration as a Service	NWNComm Endpoints (Includes Product Replacement)	7.00%
NWN	Collaboration as a Service	NWNComm Hosted Call Center Platform and Agents	7.00%
NWN	Collaboration as a Service	NWNComm Call Center Bundles - Includes Agent/SUP Licensing, Call Center Platform, Agent Software, One IVR Ports per Agent (min of 50 total)	7.00%
NWN	Collaboration as a Service	NWNComm Additional Features	7.00%
NWN	Collaboration as a Service	NWNComm Hosted Voice and Messaging Platform	7.00%
NWN	Collaboration as a Service	NWNComm Voice Bundles - Includes Licensing, Call Control and Messaging Platform, Redundant WAN, SIP Trunks, DID	12.00%
NWN	Platform as a Service	Ncloud Platform as a Services (PaaS)	12.00%
NWN	Infrastructure as a Service	Ncloud Infrastructure as a Services (IaaS)	12.00%
NWN	Managed Services	Ncare Service Desk	12.00%
NWN	Managed Services	Ncare Management & Monitoring - ex. Application Server (Physical or Virtual), Data Center, Switches	20.00%
NWN	Managed Services	Ncare Management & Monitoring - ex. Application Server (Physical or Virtual), Data Center, Switches	20.00%
NWN	Technical Services Project Based and Staff Augmentation Based	Npro Technical Services - NWN Applications and Data Service Offerings: Hourly Rates	20.00%
NWN	Technical Services Project Based and Staff Augmentation Based	Npro Technical Services - NWN Applications and Data Service Offerings: ex. Applications Solutions, Enterprise Mobility Solutions, Analytics and Big Data Solutions, System Integration Solutions	20.00%

NWN	Technical Services Project Based and Staff Augmentation Based	NPro Technical Services - ex. Technicians and Engineers, Project Management, Training	20.00%
THIRD PARTY PRODUCTS FOR CISCO BRANDED PRODUCTS			
BRAND	Product Category (if applicable)	Product Description	DIR Customer Discount % off MSRP
Hardware			
APC	Hardware	Ethernet and IT related cabling	10.00%
Tripplite	Hardware	Equipment Rack/shelves, cabling patch panels, ethernet cabling	10.00%
Eaton	Hardware	Uninterruptable Power Supplies (UPS)	10.00%
Panduit	Hardware	Uninterruptable Power Supplies (UPS)	10.00%
C2G	Hardware	Uninterruptable Power Supplies (UPS)	10.00%
Data Center			
Nutanix	Data Center	Next Gen Enterprise Compute (converges compute, virtualization and storage into single solutions)	5.00%
Veeam	Data Center	Virtual Infrastructure Management and Data Protection	5.00%
Commvault	Data Center	Cloud Data Management Solutions	5.00%
VMWare	Data Center	Virtualization Solutions	5.00%
Citrix	Data Center	App and Data Delivery Solutions	5.00%
Services			
Quantela	Internet of Things	IoT Sensors and Analytics for Smart Cities	10.00%
iOmniscient	Internet of Things	Video alarm analytics	10.00%
2Ring	Collaboration	Finesse based gadgets, dashboards, wallboards and services for Enhanced and Premium Agent types	10.00%
Acqueon	Collaboration	Outbound List and Campaign Management	10.00%
AltoCloud	Collaboration	Website Traffic Analyzer and Technical Services	10.00%
Calabrio	Collaboration	Advanced Quality Management Analytics	10.00%
Consilium	Collaboration	Contact Center Solutions Connectors, Dashboards & Outbound	10.00%
eGAin	Collaboration	Digital Customer Engagement, Knowledge Management Solutions	10.00%
Jabra	Collaboration	Wireless Headsets	10.00%
NICE	Collaboration	Workforce Optimization Solutions	10.00%
Noble Systems	Collaboration	Life Cycle Solutions	10.00%

Nuance	Collaboration	Website Traffic Analyzer and Technical Services	10.00%
Plantronics	Collaboration	Wired and Wireless Headsets	10.00%
Singlewire / Informacast	Collaboration	Paging through Phones	10.00%
SpinSci	Collaboration	Agenta Snap Toolkit and Electronic Health Record Adapter	10.00%
Verint	Collaboration	Workforce Optimization Solutions	10.00%
Webtext	Collaboration	Cloud Messaging Services	10.00%
Zoom	Collaboration	Video Solutions	10.00%

VOLUME DISCOUNTS- CISCO BRANDED PRODUCTS AND SERVICES

Brand	Type of Volume	Product Category	DIR Customer Discount % off MSRP
	By QTY		
	1-99 units	All Cisco Branded Solutions and NWN Services	Base Discount
	100-500 units	All Cisco Branded Solutions and NWN Services	Base Discount + .5%
	500+ units	All Cisco Branded Solutions and NWN Services	Base Discount + 1%
	Total Statewide Aggregate Contract Sales		
	Aggregated Sales are greater than \$3M	All Cisco Branded Solutions and NWN Services	Base Discount + 1%
	Aggregated Sales are greater than \$5M	All Cisco Branded Solutions and NWN Services	Base Discount + 2%