

3COM PRODUCT DISCOUNTS FOR WSCA CONTRACT AR1464

Discounts of Manufacturers Price List

3Com's WSCA Contract pricing is based on discounts off List Price. The discount percentages vary by 3Com Product Category. Details are provided below.

<u>Discount Category</u>	<u>WSCA Discount</u>
D	10%
E	0%
F	30%
J	40%
T	20%
Starter Kits	Discount
J	35%
NBX/VCX F	22%
NBX/VCX G	34%
NBX/VCX J	30%

COST INFORMATION FOR SUPPORT SERVICES AND SERVICE CONTRACTS

3Com currently uses band pricing for services. A WSCA Services Price List is provided in a separate section of our bid.

3Com is offering WSCA a 15% discount off Maintenance Service List Price for networking products.

3Com is offering WSCA a 50% Maintenance GEM discount through TippingPoint's GEM program with the exception of the DVGOLD for the X505. The DVGOLD Maintenance Service for the X505 is being offered at the standard 15% discount off of commercial list price.

Service List Price.

3Com is offering WSCA a 15% discount off Training List Price.

3Com is offering WSCA a 15% discount off Software Upgrade Service and Software Application Support List Prices.