

PRICING DISCOUNTS

Product Group -- Hardware & Software:

Nortel's Sale of its Enterprise Solutions Business to Avaya did not include the full range of equipment and software manufactured by Nortel, therefore the Hardware & Software listed in the Contract is updated to reflect the Nortel equipment and hardware included in the Sale Agreement. Further, additional equipment and software manufactured by Avaya is now available to the State under the Contract as set forth herein. This listing of the "Product Group" and "Discount off MSRP" replaces the corresponding section in the Contract.

Nortel	
Product Group	Discount off MSRP
Voice Products including BCM and CS1000	35%
CS1000	35%
Contact Center	Configuration Dependant – 0% as base
IP Terminals/phones	Configuration Dependant – 0% as base
MPS IVR Products	Configuration Dependant – 0% as base
Data	35%
WLAN	25%
VPN (except VPN 1000)	30%
VPN 1000	20%

AVAYA			
Product Group/ Manufacturer/Product Line/Product Category	FRONT MARKET Discount % off MSRP	Description of MSRP	Material Pricing Group (MPG)
CM Common Hardware, AURA, Messaging, Phones, Octel, Unified Communications	44.25%	Commercial List Price	A1, DU, U2, U3, DA, DR, DT, I6, I7, IB, IE, LC, IL, IM, IS, ITOR, OS, W1, W2, UC, QR, DB, DP, DS, IG, IH, QM, DX, IS
ECAD - Call Center, Self Service, Proactive Contact	35.25%	Commercial List Price	CR, DE, EM, NH, M1, P2, P3, HT, PA, QO, QQ, XR, PY, RB, RC
IP Office, Dist Enterprise, Headsets, SMBS	36.00%	Commercial List Price	4F, 4S, IQ, IU, IV, IP, IY, IZ, PD, PO, RF, SP, XA, XG, XK, IZ, IY, XT
OEM - Nice, Verint	35.25%	Commercial List Price	QP, QW, RX
Intelligent Internet	43.25%	Commercial List Price	PP, PI, PJ, PS, PC, PL, PQ, RK
OEM - Custom Solutions	2.00%	Commercial List Price	
Maintenance	3.00%	Commercial List Price	
Non-Discountable Services	0.00%	Commercial List Price	