

**OFFICIAL BID PRICE SHEET  
SP-09-0229  
MANUFACTURER – CISCO**

<u>DISCOUNT PERCENTAGE FOR CORE PRODUCTS</u>	<u>% OFF RETAIL</u>
CORE NETWORK PRODUCTS	38.5 %
<u>DISCOUNT PERCENTAGES FOR SMARTNET MAINTENANCE</u> (1 <sup>st</sup> Year MUST be at no charge)	<u>% OFF RETAIL</u>
SMARTNET (1 YR) RENEWAL:	11 %
SMART NET (3 YR) RENEWAL:	11 %
<u>DISCOUNT PERCENTAGES FOR PROFESSIONAL SERVICES/AS/TRAINING</u>	<u>% OFF RETAIL</u>
PROFESSIONAL SERVICES:	50 % **
AS:	10 % **
TRAINING:	5 % **
<u>DISCOUNT PERCENTAGES FOR SPECIALTY PRODUCTS</u> (Please list all specialty products)	<u>% OFF RETAIL</u>
Integration Services	50 %
Consulting Services	10 %
Management services for Cisco devices or software	10 %
Monitoring services for Cisco devices or software	10 %
_____	_____ %
_____	_____ %

\*NOTE: Please use additional sheets if necessary for Specialty Products

DELIVERY 15-45 CALENDAR DAYS AFTER RECEIPT OF ORDER.

**\*\*Discounts listed for Professional Services, AS, and Training as listed above are AT&T branded services.**