



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

<b><u>DISCOUNT PERCENTAGE FOR CORE PRODUCTS</u></b>	<b><u>% OFF RETAIL</u></b>
CORE NETWORK PRODUCTS	34.5 %
<b><u>DISCOUNT PERCENTAGES FOR SMARTNET MAINTENANCE</u></b> (1 <sup>st</sup> Year MUST be at no charge)	<b><u>% OFF RETAIL</u></b>
SMARTNET (1 YR) RENEWAL:	10 %
SMART NET (3 YR) RENEWAL:	15 %
<b><u>DISCOUNT PERCENTAGES FOR PROFESSIONAL SERVICES/AS/TRAINING</u></b>	<b><u>% OFF RETAIL</u></b>
PROFESSIONAL SERVICES:	30 %
AS: Advanced Services	As defined per project basis on agreed SOW
TRAINING:	30 %
<b><u>DISCOUNT PERCENTAGES FOR SPECIALTY PRODUCTS</u></b> (Please list all specialty products)	<b><u>% OFF RETAIL</u></b>
<u>CISCO Advanced Unified Communications</u>	34.5 %
<u>CISCO Advanced Security</u>	34.5 %
<u>CISCO Advanced Wireless</u>	34.5 %
<u>CISCO Advanced Routing &amp; Switching</u>	34.5 %
<u>BLACK BOX Cable (Copper, Fiber, Wire Mgmt, Patch Panel, Patch Cables, Connectors, Jacks and Wall Plates)</u>	15 %
<u>BLACK BOX Infrastructure (Cabinets, Racks, Ladder Racks, Power Distribution &amp; Strips, Mounting Hardware and Shelves)</u>	15 %
<u>BLACK BOX Datacom (Modems, CSU/DSU, Media Convertors, Adapters, Multiplexers, Extenders)</u>	15 %
<u>BLACK BOX Management (Environmental Monitoring, KVM, Remote Power Control)</u>	15 %

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

DELIVERY 30 CALENDAR DAYS AFTER RECEIPT OF ORDER.