

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

<u>DISCOUNT PERCENTAGE FOR CORE PRODUCTS</u>	<u>% OFF RETAIL</u>
CORE NETWORK PRODUCTS	<u>36</u> %
<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:	<u>16</u> %
SMART NET (3 YR) RENEWAL:	<u>18</u> %
<u>DISCOUNT PERCENTAGES FOR PROFESSIONAL SERVICES/AS/TRAINING</u>	<u>% OFF RETAIL</u>
PROFESSIONAL SERVICES:	<u>10</u> %
AS:	<u>5</u> %
TRAINING:	<u>5</u> %
<u>DISCOUNT PERCENTAGES FOR SPECIALTY PRODUCTS</u> (Please list all specialty products)	<u>% OFF RETAIL</u>
<u>Advanced Unified Communications</u>	<u>38</u> %
<u>Advanced Security</u>	<u>38</u> %
<u>Advanced Routing and Switching</u>	<u>36</u> %
<u>Advanced Wireless LAN</u>	<u>36</u> %
_____	_____ %
_____	_____ %

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

DELIVERY 30 CALENDAR DAYS AFTER RECEIPT OF ORDER.