

**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:	13%
SMART NET (3 YR) RENEWAL:	18%
<u>DISCOUNT PERCENTAGES FOR PROFESSIONAL SERVICES/AS/TRAINING</u>	<u>% OFF RETAIL</u>
PROFESSIONAL SERVICES:	20%
AS:	10%
TRAINING:	20%
<u>DISCOUNT PERCENTAGES FOR SPECIALTY PRODUCTS</u> (Please list all specialty products)	<u>% OFF RETAIL</u>
Unified Communications	38.5%
Telepresence	38.5%
Wireless	38.5%
Security	38.5%
Data Center	38.5%
Digital Signage	38.5%

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

DELIVERY **30** CALENDAR DAYS AFTER RECEIPT OF ORDER.