

Official Bid Price Sheet
 SP-09-0206
 Manufacturer - Adtran

Discount Percentage for Hardware/Software	% off Retail
Discount Categories	
A	35%
B	43%
C	43%
F	42%
G	5%
K	43%
Average	35%

Discount Percentages for Installation

Hardware	50%
Software	50%
Average	50%

Discount Percentages for Maintenance

1 Year Maintenance	38%
3 Year Maintenance	38%

Discount Percentages for Training

System Usage	10%
System Troubleshooting	10%

Frequency of Publishing Vendor Catalog: _____ Semi-Annually
 Frequency of Publishing Manufacturer Catalog: _____ Semi-Annually
 Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Adtran	Yes
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Total Discount	85%
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Official Bid Price Sheet
 SP-09-0206
 Manufacturer - Polycom

Discount Percentage for Hardware/Software	% off Retail
Discount Categories	
ACC 1	24%
ACC 2	24%
ACC 3	24%
AUD 1	52%
AUD 2	29%
AUD 3	29%
AUD 4	39%
AUD 5	44.25%
AUD 6	49.25%
AUD 7	52.25%
AUD 10	52.25%
NS 1	49.25%
NS 2	44.25%
PDC 8	34%
SW 1	34%
TP 1	29%
VID 2	34%
VID 4	39%
Average	38%

Discount Percentages for Installation

Hardware	50%
Software	50%
Average	50%

Discount Percentages for Maintenance

1 Year Maintenance	50%
3 Year Maintenance	60%

Discount Percentages for Training

System Usage	100%
System Troubleshooting	100%

Frequency of Publishing Vendor Catalog: _____ Semi-Annually

Frequency of Publishing Manufacturer Catalog: _____ Semi-Annually

Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Polycom	Yes
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Total Discount	88%
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Optional Bid Price Sheet

SP-09-0206

Manufacturer - Polycom Academic customers only *

* Subject to the qualification of the Polycom HONORS program terms and conditions

Discount Percentage for Hardware/Software	% off Retail
Discount Categories	
ACC 1	27.50%
ACC 2	27.50%
ACC 3	27.50%
AUD 1	54.50%
AUD 2	32.25%
AUD 3	32.25%
AUD 4	42.00%
AUD 5	46.75%
AUD 6	51.75%
AUD 7	54.50%
AUD 10	54.50%
NS 1	51.75%
NS 2	46.75%
PDC 8	37.25%
SW 1	37.25%
TP 1	32.25%
VID 2	37.25%
VID 4	42.00%
Average	40.86%

Discount Percentages for Installation

Hardware	50%
Software	50%
Average	50%

Discount Percentages for Maintenance

1 Year Maintenance	50%
3 Year Maintenance	50%

Discount Percentages for Training

System Usage	100%
System Troubleshooting	100%

Frequency of Publishing Vendor Catalog: _____

Semi - Annually

Frequency of Publishing Manufacturer Catalog: _____

Semi- Annually

Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Polycom	Yes
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Total Discount	91%
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