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

DISCOUNT PERCENTAGE FOR CORE PRODUCTS	% OFF RETAIL
CORE NETWORK PRODUCTS	33 %

DISCOUNT PERCENTAGES FOR SMARTNET MAINTENANCE (1st Year MUST be at no charge)	% OFF RETAIL
SMARTNET (1 YR) RENEWAL:	4 %
SMART NET (3 YR) RENEWAL:	10 %

DISCOUNT PERCENTAGES FOR PROFESSIONAL SERVICES/AS/TRAINING	% OFF RETAIL
PROFESSIONAL SERVICES: $187.50 hourly rate at 17% discount $155.62	
AS: *This is Cisco Advanced Services	N/A %
TRAINING: $187.50 hourly rate at 17% discount $155.62	

DISCOUNT PERCENTAGES FOR SPECIALTY PRODUCTS (Please list all specialty products)	% OFF RETAIL
Unified Communications	33 %
Security	33 %
Wireless	33 %
	%
	%
	%

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

DELIVERY 30 days CALENDAR DAYS AFTER RECEIPT OF ORDER.