

Appendix C Pricing Index
DIR-TSO-4231
Layer 3 Communications

| Brand | Category | DIR Customer Discount % off MSRP |
|-------------------------|--------------------------------------|---|
| Aruba Networks | Wireless, Switching, Feature license | 41.00% |
| A10 Networks | Hardware & Subscription | 20.00% |
| Juniper Networks | Hardware & Feature license | 49.00% |
| Ventev | Accessories | 20.00% |
| Mitel | Hardware & Feature license | 38.00% |
| Related Services | Category | DIR Customer Discount % off MSRP |
| Aruba Networks | Maintenance and Support | 15.00% |
| A10 Networks | Maintenance and Support | 10.00% |
| Juniper Network | Maintenance and Support | 17.00% |
| Mitel | Maintenance and Support | 15.00% |
| Fortinet | Maintenance and Support | 10.00% |
| Layer 3 Communications | Cabling services | 20.00% |
| Layer 3 Communications | Technical services | 30.00% |
| Layer 3 Communications | Re-occurring services | 20.00% |