

CISCO BRANDED PRODUCTS				
BRAND	PRODUCT CATEGORY	Product Description	MSRP	DIR Customer Discount % off MSRP
Cisco	Cisco Core & Compute	Cisco Core & Compute Products (Hardware & Software) including but not limited to, Networking, Wireless and Mobility, Security, Collaboration, Data Center, Analytics, Video, Internet of Things, Meraki, etc. on Cisco's then-current U.S. Global Pricelist under the Core & Compute Categories.	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	36.00%
Cisco	Cisco Market	Cisco Market Products including but not limited to, Cloud Analytics, Cloud Applications and Services, Automated Infrastructure, Cloud Security, Collaboration Tools, etc. on Cisco's then-current U.S. Global Pricelist under the Market Category	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	10.00%
Cisco	Cisco Net	Cisco Net Products including but not limited to, custom, limited or restricted offers on Cisco's then-current U.S. Global Pricelist under the Net Category	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	0.00%
VALUE ADDED AND RELATED SERVICES				
BRAND	SERVICE DESCRIPTIONS	Product Description	MSRP	DIR Customer Discount % off MSRP
Cisco Smart Net Total Care Services		Cisco is providing its standard warranty term for all new hardware and software purchased under the contract. Customers may purchase Cisco Smart Net Total Care Service for an increased level of maintenance support which provides: 1) Global 24 hr/365 day access to experts in the Cisco Technical Assistance Center (TAC); 2) Self-help support through online communities, resources, and tools; 3) hardware replacement options, including 2-hour, 4-hour and next business day; 4) Operating Systems (OS) software updates. Below is pricing for 1, 3 and 5 year terms		
Cisco	SMARTnet for Government (1 year term)	Technical Support and flexible hardware coverage provided by Cisco Technical Assistance Center (TAC).	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	10.00%
Cisco	SMARTnet for Government (3 year term)	Technical Support and flexible hardware coverage provided by Cisco Technical Assistance Center (TAC).	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	17.00%
Cisco	SMARTnet for Government (5 year term)	Technical Support and flexible hardware coverage provided by Cisco Technical Assistance Center (TAC).	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	21.00%
Cisco	SMARTnet for Education (1 year term)	Technical Support and flexible hardware coverage provided by Cisco Technical Assistance Center (TAC).	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	25.00%
Cisco	SMARTnet for Education (3 year term)	Technical Support and flexible hardware coverage provided by Cisco Technical Assistance Center (TAC).	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	28.00%
Cisco	SMARTnet for Education (5 year term)	Technical Support and flexible hardware coverage provided by Cisco Technical Assistance Center (TAC).	See posted Pricelist at Cisco's DIR Contract Webpage at <a href="http://www.cisco.com">www.cisco.com</a>	30.00%

Technical and Maintenance Services				
BRAND	SERVICE DESCRIPTIONS	Product Description	MSRP	DIR Customer Discount % off MSRP
Cisco	Other Cisco Technical and Maintenance Services	All other maintenance support offers not under Smart Net Total Care Service, including Support Services for on-premise software.	See posted Pricelist at Cisco's DIR Contract Webpage at www.cisco.com	10.00%
Cisco	Cisco Services (formerly known as Advanced Services)	Services includes, but not limited to, Survey/Design, Implementation, Optimization, Remote, Managed, Technical, Advisory, Network Architecture Design, Statements of Work (SOW's) Combined Services, and other Professional or Consulting Services.	See posted Pricelist at Cisco's DIR Contract Webpage at www.cisco.com	0.00%
Cisco	Training	Various Training Courses Available Related to Cisco Offers / Solutions	See posted Pricelist at Cisco's DIR Contract Webpage at www.cisco.com	0.00%
Cisco	Support	See above under Smart Net Total Care Service & Other Technical and Maintenance Services.	See posted Pricelist at Cisco's DIR Contract Webpage at www.cisco.com	10.00%
Cisco	Program Manager		\$ 240.00	15.00%
	Senior Network Engineer		\$ 240.00	15.00%
	Enterprise Network Services I		\$ 250.00	15.00%
	Project Manager		\$ 215.00	15.00%
	Enterprise Network Services II		\$ 290.00	15.00%
	Enterprise Network Services III		\$ 340.00	15.00%
	Technician		\$ 145.00	15.00%
	Network Engineer		\$ 190.00	15.00%