

**Appendix C Pricing Index**  
**DIR-TSO-4304**  
**ALE USA INC. DBA ALCATEL-LUCENT ENTERPRISE USA INC.**

<b>Brand: Alcatel-Lucent</b>	<b>DIR Customer Discount % off MSRP</b>
<b>Products</b>	
OmniSwitch 10K and OmniSwitch 9000/9000E and related hardware and software	45.75%
OmniSwitch 62xx, 64xx, 6900, 6850E, 6855 and related hardware and software. (L2/L3 Modular LAN Switches)	45.75%
OmniAccess Wireless LAN (WLAN) Series; Mobile Wireless LAN Products	30.75%
Transceivers - SFP/XFPs, etc.	45.75%
ClearPass Hardware and Software	15.00%
OmniVista Network Management System (NMS) Solutions, Accessories & Options	43.75%
Power Cords and all other Misc. Accessories and Parts	0.75%
OpenTouch Suite for Medium to Large Enterprise/OmniPCX Enterprise (OXE), OpenTouch Suite for Small Business/OmniPCX Office and related hardware, software, licenses, and applications	43.00%
Phones - IP Phones, Mobility/DECT Sets, 8 & 9 series phones, Reflex Sets, etc.	43.00%
OEM Hardware/Software; Tools	10.00%
Maintenance - Hardware/Software Maintenance, Service & Support	5.75%
Installation, Technical & Design Services	0.75%