

Appendix C Pricing Index
DIR-TSO-4353
Telamon Technologies Corp.

Brand: Ciena	
Product Line/Product Category	DIR Customer Discount % off MSRP
6500 Software	40.60%
6500 Photonics	
6500 & 8700 Misc Commons	
PLOPT C	
PLOPT A/B	25.50%
6500 100G/40G/10G	
Waveserver	
8700	
Implementation & Consulting Services	18.50%
Maintenance Services	
Training	
Packet Networking (39xx/51xx)	48.00%
54xx Misc Commons	
PLOPT D/E	
Opt Transport Misc Commons	66.30%
PLOPT F	
One Control Base Software	33.30%
ESM Software	
Packet Networking SFP/XFPs	55.50%
61xx	
5430/5410	
6200	
2150	78.00%
2110	
One Control Advanced Software	0.00%
Cert Training	
OEM IRM	
Waveserver Software Licenses	
VSOE Maintenance	
Smart Support	Custom pricing based on network items purchased.
Managed Spares	
Engineer Dispatch	
Repairs	
Deployment Services	