

		<b>AWARD</b>		
<b>Line #</b>	<b>Cisco CTS, CTI &amp; L Category Video Conferencing Products</b>	<b>AVI Systems</b>	<b>Sirius</b>	<b>SKC SYSTEMS</b>
	Part # and/ or Part Description	Discount %	Discount %	Discount %
1	Cisco CTS Category All Telepresence Endpoints and Peripherals (i.e. C40's, USB Web Cameras	36%	42% or 50%	47.90%
2	Cisco CTI Category all Telepresence Infrastructure (i.e. VCS,Codian, Content Server	36%	42% or 50%	39.90%
3	Cisco L Category All Telepresence Add. Licenses for Infrastructure and Endpoints	36%	42% or 50%	39.90%
Payment Terms		Net 30 Days		0% 30 Days
Delivery Days ARO		21 Days ARO	10-20 Days ARO	15-30 Days ARO
Award Explanation				SKC not bidding FOB Destination terms. SKC did not bid on entire product list as required by the ITB. SKC requires 20% down payment for orders over \$300,000.