

											AWARD	
Line #	Cisco Product Catalogue			AOS-NC, LLC		CDW Government LLC (CDW-G)		PCMG, Inc.		Sirius Computer Solutions, Inc.		
	Description	UOM	Discount	UOM	Discount	UOM	Discount	UOM	Discount	UOM	Discount	
1	CISCO HARDWARE INCLUDES IOS, SOFTWARE % Discount off Manufacturer Product Catalogue List Price	%		%	43	%	42	%	40	%	45*	
2	CISCO MAINTENANCE/SERVICE SUPPORT CONTRACT 1 YEAR TERM % Discount off Manufacturer Product Catalogue List Price	%		%	20	%	10	%	22	%	18*	
3	CISCO MAINTENANCE/SERVICE SUPPORT CONTRACT 3 YEAR TERM % Discount off Manufacturer Product Catalogue List Price	%		%	25	%	17	%	22	%	23*	
4	ADDITIONAL % OFF DISCOUNT FOR ALL CISCO ORDERS OVER \$150,000	%		%	45	%	42	%	5	%	5*	
<b>Total</b>												
Payment Terms				N/A		0 30		0 30		N/A 45		
Delivery Days ARO				45		2-10**		30		10-20		
Comments						Delivery Days ARO ** In stock item-Most shipped same day order is placed. ** Out of stock item- 2-10 business days ARO, subject to availability.				*Please refer to Appendix A for additional incentives and a reference example. On purchases of at least \$150,000, Sirius may offer additional incentives beyond the stated discount levels. These incentives may be Cisco Advanced Technology seed investments (i.e. a UCS chassis and bundled blades, Collaboration and Unified Communication, Security products, etc) or Cisco Learning Credits. Depending on the need, Sirius may offer additional engineering services to the State for specific requirements that will require a Statement of Work to be signed by both parties. These, and other ideas, would be considered for each transaction. Sirius also has 200 employees residing in Nebraska. Please refer to Appendix B for Sirius' exceptions to the State's terms and conditions. Sirius hereby acknowledges all addendums issued by the State of Nebraska for this bid.		