

Line #	Cisco Product Catalog	CDW Government LLC	Century Link	Sirius
	Description	% Discount	% Discount	% Discount
1	CATEGORY: CORE PRODUCT TRADITIONAL NETWORKING, OPTICAL NETWORKING, SECURITY, WIRELESS, COLLABORATION PRODUCTS, ETC.	42	39.79	51%*
2	CATEGORY: COMPUTE PRODUCT BLADE AND RACK SERVERS, MANAGEMENT SOFTWARE, FABRIC INTERCONNECT, ETC.	60	59.18	61%*
3	CATEGORY: MARKET PRODUCT CLOUD ANALYTICS, APPLICATIONS AND SERVICES, AUTOMATED INFRASTRUCTURE, CLOUD SECURITY, SPARK AND SPARKBOARDS, ETC. THAT MAY OR MAY NOT BE USED IN CONJUNCTION WITH CORE AND COMPUTE OFFERS	20	39.79	18%*
4	CATEGORY: NET PRODUCT CUSTOM, LIMITED OR RESTRICTED OFFERS ADDED TO CISCO'S GLOBAL PRICELIST TO COMPLETE CISCO SOLUTIONS	0	39.79	5%*
5	CISCO MAINTENANCE/SERVICE SUPPORT 1 YEAR TERM	23	20.40	18.5%* (non-renewal)
6	CISCO MAINTENANCE/SERVICE SUPPORT 3 YEAR TERM	26	25.90	23.5%* (non-renewal)
7	ADDITIONAL DISCOUNT FOR ANY CISCO ORDERS OVER \$150,000.00	5.5	<u>ICB</u> (Individual Case Basis)	5%* (Net of Category 1 Products)
Total		176.5	224.85	182.00
Payment Terms		0	0 0	N/A N/A
Delivery Days ARO		2-10 ARO	30	TBD
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 of this proposal for additional information.