

APPENDIX C - PRICING INDEX

DIR-SDD-2004

A T T CORP.

AMENDMENT NO. 2

PRODUCTS	Customer Discount % off MSRP
Cisco	
Hardware	39.00%
Polycom	
Immersive Telepresence-RPX & OTX Series	43.00%
VSX & HDX Video Systems; VVX Video phones; all microsoft Lync CX video and phones	48.00%
Polycom UC Board & Touch control	32.00%
QDX series M100 series	43.00%
Polycom Video content management/Recording & streaming/firewall Transversal	
RealPresence media manager	48.00%
RealPresence media manager software and capture stations	37.00%
RSS 4000; Recording & Streaming Server; VBP Firewall solution E & ST	54.00%
Polycom Bridging/Virtualization/Management	
RMX 4000,2000, 1500; DMA 7000	60.00%
Polycom Converged Management Application CMA 5000 & CMA 4000	48.00%
Polycom Voice	
Soundpoint IP, Soundstation IP,VVX	54.00%
Voice Accessories	37.00%
VoiceStation, Soundstructure, & Vortex Systems	48.00%
Tripplite	
UPS, Cables, racks, power strips	44.00%
Customized cables	67.00%
Powervar	
Power Conditioners	53.00%
CLD power conditioners	41.00%
Online Series Protectors	44.00%
ON-series UPS	38.00%
Sinergy UPS	44.00%
Desk power UPS	38.00%
Security Plus 208 Volt UPS's	38.00%
Software and Instrumentation	32.00%
Lifesize	
Category A- Lifesize hardware, endpoints and software	25.00%
Category C Installation and recertification fees	0.00%
Category D third party items (ie. Chief wall mounts)	0.00%
Category E Lifesize servers (UVC 3350, 1150) and Digital Micpod	5.00%
Category G Lifesize Icon codec only system	20.00%
TwinStrata	
Hardware	10.00%
Great Lakes Wire & Cable	
A/V PRODUCTS	

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AUDIO/VIDEO CONFERENCING	10.25%
AUDIO/VIDEO ACCESSORIES	10.25%
AUDIO/VIDEO CABLES	10.25%
AUDIO/VIDEO PROJECTORS	10.25%
AUDIO/VIDEO PROJECTORS/SCREENS	10.25%
FIBER JUMPERS (SIMPLEX/DUPLEX)	43.25%
FIBER ASSEMBLIES (MULTI FIBER)	43.25%
CATEGORY PATCH CABLES	43.25%
COPPER ASSEMBLIES	43.25%
ENCLOSURES/CABINETS	15.25%
CONDUIT/INNERDUCT	15.25%
RACKS/SHELVING/LOCKS	15.25%
Cabling	15.25%
BULK CABLE	15.25%
BULK FIBER	15.25%
TEST EQUIPMENT	10.25%
CONSUMABLES	10.25%
HARDWARE	10.25%
SOFTWARE	10.25%
POWER/UPS	10.25%
ENVIORMENTAL SYSTEM	10.25%
MISC TELECOM PRODUCTS	10.25%
LOW VOLTAGE	10.25%
SECURITY PRODUCTS	10.25%
WIRELESS INDUSTRY	10.25%
RF PRODUCTS	10.25%
SATELLITE	10.25%
DAS SYSTEMS (DIGITAL ANTENNEA)	10.25%
Cisco	
Maintenance	10.00%
Maintenance education	10.00%
Installation	0.00%
Leasing	0.00%
Polycom	
Maintenance	10.00%
Installation	10.00%
Training	0.00%
Lifesize	
Category J Maintenance, some category A maintenance	15.00%
Triplite	
Maintenance	44.00%
Installation	0.00%
Power Audit	0.00%
Powervar	

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Technician training	0.00%
Onsite Power/Protection site audit	0.00%
Installation Support (based on during or after hours)	0.00%
Extended Warranties available (yes, based on request)	0.00%
TwinStrata	
Maintenance	10.00%
AT&T AMS Polycom maintenance	
Polycom Premier - 8x5xNBD (with free upgrade to On-Site - 1 Year	16.00%
Polycom Premier Plus - 8x5xNBD - 1 Year	16.00%
Polycom Premier - 8x5xNBD (with free upgrade to On-Site) - 3 Year	21.50%
Polycom PremierPlus - 8x5xNBD - 3 Year	21.50%
AT&T Installation Services	
Installation services for Cisco/Tandberg, Fortinet, Polycom, Tripplite, Powervar, Lifesize & Twinstrata	10.00%
AT&T Design Services	
Engineering services for design and installation of Cisco/Tandberg, Fortinet, Polycom, Tripplite, Great Lakes, Lifesize & Twinstrata	5.00%
Technical Services	5.00%
Project Management	5.00%
NOTE: NO CUSTOMIZATION WILL BE ALLOWED UNDER THIS CONTRACT	