

**APPENDIX C PRICING INDEX  
DIR-TSO-2543  
GENERAL DATATECH, L.P.**

<b>Hardware</b>	<b>DIR Customer Discount</b>
Cisco	44.85%
Ironport	24.50%
Ironport Maintenance (Annual)	23.00%
<b>Maintenance</b>	
Smartnet	20.50%
Smartnet for Education (K-12 & higher education)	31.75%
Cisco Maintenance	20.50%
Cisco Maintenance for Education (k-12 & higher education)	31.75%
<b>Technical Services</b>	<b>DIR Hourly Rates</b>
End User Specialist/Trainer	\$100.00
Associate Network Systems Engineer	\$100.00
Network Systems Engineer/Security Systems Engineer	\$135.00
Technical	\$150.00
Principal	\$160.00
Staging Resource	\$60.00
Level 1 installer	\$78.00
Level 2 installer	\$78.00
Level 3 installer	\$95.00
Level 4 installer	\$100.00
Installation Engineers	\$100.00
Associate PM	\$100.00
Project Manager	\$130.00
Senior Project Manager	\$130.00
Staging Engineer	\$65.00
Cisco Authorized Training	9.50%