

**APPENDIX C PRICING INDEX**

DIR-TSO-2645

CENTURYLINK

<b>Manufacturer/Product Line/Product Category</b>	<b>Customer Discount % off MSRP</b>
<b>Avaya Hardware</b>	
Enterprise Unified Communications Products -Avaya RED (legacy Avaya products, Avaya product categories 1P & 2P - Primarily Avaya Red U C)	46.89%
Unified Communications Products - Avaya Blue (legacy Nortel products, Avaya product categories 4P & 5P - Primarily Blue)	36.00%
Networking (Avaya product category 6P - DATA)	36.11%
Integrated 3 <sup>rd</sup> Party Products – Avaya Supplied (Avaya product category 7P - OEM - Various, mostly Red)	24.44%
Video Products (Avaya product category 8P	44.44%
IP Office (Avaya product category 9P - SMEC - Red IP Office)	47.00%
Telephones & Peripherals (Avaya product category 3P - Peripherals - Mix of telsets and other devices)	47.00%
<b>Maintenance</b>	
Avaya Maintenance (Avaya product category 1S – Maintenance)	27.78%
CenturyLink - Centurion Maintenance	20.75%
<b>Technical Services</b>	
Avaya Technical Services (Avaya product category 2S - APS)	7.78%
CenturyLink - Installation - Voice Tech	20.75%
CenturyLink - Installation - Data Tech	20.75%
CenturyLink - Installation - E911 Support	20.75%
CenturyLink - Training	20.75%
<b>Polycom Hardware</b>	
Polycom Video Conference	25.00%
Polycom VoIP Equipment	31.75%
<b>Maintenance</b>	
Polycom Video Conference	13.50%
Polycom Software Support	13.50%
Polycom Partner Premier	20.00%
<b>Technical Services</b>	
Polycom OnSite Installation	3.25%
Polycom Remote Installation	8.00%
<b>Accessories</b>	
Polycom Video Conference Accessories	31.75%

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<b>Shoretel Hardware</b>	
ShoreGear Appliances	40.00%
IP Phones (not includeing 930D or Components)	40.00%
Licensing	40.00%
Contact Center	40.00%
Mobility	40.00%
Conferencing	40.00%
PBX Applications	40.00%
VPN Concentrator	25.00%
9300 Dect Phone + Components	20.00%
<b>Maintenance</b>	
Enterprise Support	10.00%
<b>Technical Services</b>	
ShoreTel Remote Technical Services	10.00%
<b>Accessories</b>	
IP Phone Wall Mount Kits	40.00%
<b>Ciena Hardware</b>	
DW antenna kit	22.00%
ONCENTER, ONE Control	40.00%
DragonWave HW, PLOPT A/B	39.00%
CES (31xx/39xx/51xx/5305), ESM, 50x0, PLOPTC	47.50%
PLOPTD, PLOPTE, CES SFP/XFPs; 61xx; CoreStream; 5430/5410; 6200, 5130	56.50%
CoreDirector;	67.00%
3500; PLOPTF	67.00%
4200 Cat B - SW, Opt. ROADM	72.50%
6500 Core	75.75%
4200 Cat A - Chassis and Comms, 2150, 2110; 6500 MSPP/Switching	78.00%

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5200; 6500 BB/10G/40G/100G/ Photonics/SW; CPL 80%	80.00%
6500 kits	85.50%
<b>Maintenance</b>	
Impl. & Consulting; Maint. srvc; Training	19.00%
<b>Technical Services</b>	
ONCENTER & ONECONTROL ADV, OSP License Media, Cert Training; OEM, IRM	0%