

**APPENDIX C, PRICING INDEX  
TO DIR-TSO-2649  
ADTRAN, INC.**

<b>PRODUCT CATEGORY</b>	<b>Customer Discount % off MSRP</b>
<b>HARDWARE - ADTRAN BRAND</b>	
NetVanta Routers & Switches	44.75%
NetVanta 7100 (VOIP PBX)	35.75%
NetVanta Unified Communications	35.75%
NetVanta Modules	35.75%
ADTRAN VOIP Phones	35.75%
Bluesocket Wireless	37.75%
ATLAS	35.75%
Total Access Series	35.75%
Total Access (9XX/9XXe only)	38.75%
MXx Series	35.75%
OPTI Series	35.75%
TSU/DSU Series	35.75%
<b>NOTE: Software must be bundled with hardware. This contract does not allow stand alone software purchases.</b>	
<b>MAINTENANCE - ADTRAN BRAND</b>	
ProCare	10.75%
<b>TECHNICAL SERVICES - ADTRAN BRAND</b>	
ProStart (Installation)	10.75%
ProCloud (Hosted Management)	10.75%
Training	30.75%
<b>The services sold under this contract do not include Cloud Infrastructure as a Service, Platform as Service, Cloud Broker or Cloud Assessment.</b>	
<b>ACCESSORIES - ADTRAN BRAND</b>	
ADTRAN Accessories (NetVanta 420e, Cables, other)	10.75%