

**APPENDIX C PRICING INDEX**

**DIR-TSO-2666**

**DATAVOX, INC**

<b>Manufacturer/Product Line/Product Category</b>	<b>Customer Discount % off MSRP</b>
<b>Hardware</b>	
Avaya - Product Category 1P - Hardware 1 (RED)	43.00%
Avaya - Product Category 2P - Software 1 (RED)	43.00%
Avaya - Product Category 3P - Peripherals	40.00%
Avaya - Product Category 4P - Hardware (BLUE)	30.00%
Avaya - Product Category 5P - Software (BLUE)	30.00%
Avaya - Product Category 6P - Data	30.00%
Avaya - Product Category 7P - OEM	20.00%
Avaya - Product Category 8P - Video	36.00%
Avaya - Product Category 9P - SMEC (IP Office)	40.00%
Riverbed - WAN Optimization (Steelhead)	25.00%
Riverbed - Storage Delivery (Granite)	25.00%
Riverbed - Performance Management	5.00%
Riverbed - Application Delivery (Stingray)	5.00%
SagemCom - (Xmedius)	19.50%
SecureLogix	19.75%
<b>Maintenance</b>	
Avaya - Maintenance Services	0.75%
Riverbed - Maintenance Services	5.00%
SagemCom - Maintenance Services	14.50%
SecureLogix - Maintenance Services	9.75%
<b>Technical Services</b>	
Secure Logix - Training	9.75%
Secure Logix - Installation Services	9.75%
DataVox – Level 1 Technical	25.75%
DataVox – Level 2 Technical	34.75%
DataVox – Level 3 Technical	34.75%
DataVox – Project Manager / Trainer	31.75%