

APPENDIX C - PRICING INDEX DIR-SDD-2090 ECESSA CORPORATION		MSRP	Customer Discount % off MSRP
	Emergency Preparedness Hardware Products		
Ecessa PowerLink 60 WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 60Mbps aggregation, Authoritative DNS, Supports 128 Domain names, QoS & bandwidth throttling, Support for 3 WAN Links, Rack Mount Optional, 4 Port Smart Smart-switch with routing mode.	\$2,295.00	34.50%
Ecessa PowerLink 175 WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 175Mbps aggregation, Authoritative DNS, Supports 256 Domain names, QoS & bandwidth throttling, Support for 15 WAN Links, Rack Mount Std., 6 Port Smart Smart-switch with routing mode.	\$3,495.00	34.50%
Ecessa PowerLink 175 EHQ WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 175Mbps aggregation, Authoritative DNS, Supports 256 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 10 sites), Central Mgmt., Server Load Balancing / Failover, Support for 15 WAN Links, Rack Mount Std., 6 Port Smart Smart-switch with routing mode.	\$4,495.00	34.50%
Ecessa PowerLink 600 WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 600Mbps aggregation, Authoritative DNS, Supports 512 Domain names, QoS & bandwidth throttling, Support for 15 WAN Links, Rack Mount Std., 8 Port Smart Smart-switch with routing mode.	\$5,495.00	34.50%
Ecessa PowerLink 600 EHQ WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 600Mbps aggregation, Authoritative DNS, Supports 512 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 20 sites), Central Mgmt., Server Load Balancing / Failover, Support for 15 WAN Links, Rack Mount Std., 8 Port Smart Smart-switch with routing mode.	\$6,495.00	34.50%
Ecessa PowerLink 1200 WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 1.2Gbps aggregation, Authoritative DNS, Supports 1024 Domain names, QoS & bandwidth throttling, Support for 25 WAN Links, Rack Mount Std., 12 Port Smart Smart-switch with routing mode.	\$7,995.00	34.50%

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Ecessa PowerLink 1200 EHQ WAN Aggregator	WAN Link Optimization Appliance; Automatic fail-over, Intelligent link load-balancing, 1.2Gbps aggregation, Authoritative DNS, Supports 1024 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 40 sites), Central Mgmt., Server Load Balancing / Failover, Support for 25 WAN Links, Rack Mount Std., 12 Port Smart Smart-switch with routing mode.	\$8,995.00	34.50%
Ecessa ShieldLink 60 WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 60Mbps aggregation, Authoritative DNS, Supports 128 Domain names, QoS & bandwidth throttling, Support for 3 WAN Links, Rack Mount Optional, 4 Port Smart Smart-switch with routing mode.	\$2,795.00	34.50%
Ecessa ShieldLink 175 WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 175Mbps aggregation, Authoritative DNS, Supports 256 Domain names, QoS & bandwidth throttling, Support for 15 WAN Links, Rack Mount Std., 6 Port Smart Smart-switch with routing mode.	\$3,995.00	34.50%
Ecessa ShieldLink 175 EHQ WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 175Mbps aggregation, Authoritative DNS, Supports 256 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 10 sites), Central Mgmt., Server Load Balancing / Failover, Support for 15 WAN Links, Rack Mount Std., 6 Port Smart Smart-switch with routing mode.	\$4,995.00	34.50%
Ecessa ShieldLink 600 WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 600Mbps aggregation, Authoritative DNS, Supports 512 Domain names, QoS & bandwidth throttling, Support for 15 WAN Links, Rack Mount Std., 8 Port Smart Smart-switch with routing mode.	\$5,995.00	34.50%
Ecessa ShieldLink 600 EHQ WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 600Mbps aggregation, Authoritative DNS, Supports 512 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 20 sites), Central Mgmt, Server Load Balancing / Failover, Support for 15 WAN Links, Rack Mount Std., 8 Port Smart Smart-switch with routing mode.	\$6,995.00	34.50%

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Ecessa ShieldLink 1200 WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 1.2Gbps aggregation, Authoritative DNS, Supports 1024 Domain names, QoS & bandwidth throttling, Support for 25 WAN Links, Rack Mount Std., 12 Port Smart Smart-switch with routing mode.	\$8,495.00	34.50%
Ecessa ShieldLink 1200 EHQ WAN Aggregator	WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; Automatic fail-over, Intelligent link load-balancing, 1.2Gbps aggregation, Authoritative DNS, Supports 1024 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 40 sites), Central Mgmt., Server Load Balancing / Failover, Support for 25 WAN Links, Rack Mount Std., 12 Port Smart Smart-switch with routing mode.	\$9,495.00	34.50%
Ecessa ClariLink 60 WAN Aggregator	SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic fail-over, Intelligent link load-balancing, 60Mbps aggregation, Authoritative DNS, Supports 128 Domain names, QoS & bandwidth throttling, Support for 3 WAN Links, SIP registrar, SIP proxy, Rack Mount Optional, 4 Port Smart Smart-switch with routing mode.	\$3,295.00	34.50%
Ecessa ClariLink 175 WAN Aggregator	SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic fail-over, Intelligent link load-balancing, 175Mbps aggregation, Authoritative DNS, Supports 256 Domain names, QoS & bandwidth throttling, Support for 15 WAN Links, SIP registrar, SIP proxy, Rack Mount Std., 6 Port Smart Smart-switch with routing mode.	\$4,495.00	34.50%
Ecessa ClariLink 175 EHQ WAN Aggregator	SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic fail-over, Intelligent link load-balancing, 175Mbps aggregation, Authoritative DNS, Supports 256 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 10 sites), Central Mgmt., Server Load Balancing / Failover, Support for 15 WAN Links, SIP registrar, SIP proxy, Rack Mount Std., 6 Port Smart Smart-switch with routing mode.	\$5,495.00	34.50%
Ecessa ClariLink 600 WAN Aggregator	SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic fail-over, Intelligent link load-balancing, 600Mbps aggregation, Authoritative DNS, Supports 512 Domain names, QoS & bandwidth throttling, Support for 15 WAN Links, SIP registrar, SIP proxy, Rack Mount Std., 8 Port Smart Smart-switch with routing mode.	\$6,495.00	34.50%

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Ecessa ClariLink 1200 WAN Aggregator	SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic fail-over, Intelligent link load-balancing, 1.2Gbps aggregation, Authoritative DNS, Supports 1024 Domain names, QoS & bandwidth throttling, Support for 25 WAN Links, SIP registrar, SIP proxy, Rack Mount Std., 12 Port Smart Smart-switch with routing mode.	\$9,495.00	34.50%
Ecessa ClariLink 1200 EHQ WAN Aggregator	SIP aware WAN Link Optimization Appliance with Firewall, IPSec & SSL VPN; VoIP real-time Automatic fail-over, Intelligent link load-balancing, 1.2Gbps aggregation, Authoritative DNS, Supports 1024 Domain names, QoS & bandwidth throttling, Site2Site Channel-bonding (up to 40 sites), Central Mgmt., Server Load Balancing / Failover, Support for 25 WAN Links, SIP registrar, SIP proxy, Rack Mount Std., 12 Port Smart Smart-switch with routing mode.	\$10,495.00	34.50%
Ecessa OutPost PowerLink Remote WAN Aggregator	Remote site concentrator for PowerLink EHQ; Channel bonding (1 site), WAN Link Optimization & aggregation, 30Mbps, 3 WAN Links, Central Mgmt., Rack Mount Optional, 4 Port Smart switch with routing mode..	\$1,295.00	34.50%
Ecessa OutPost PowerLink Plus Remote WAN Aggregator	Remote site concentrator for connecting to EHQ model; Channel bonding (3 sites), WAN Link Optimization & aggregation, 50Mbps, Authoritative DNS, 3 WAN Links, Central Mgmt., Rack Mount Optional, 4 Port Smart switch with routing mode.	\$1,995.00	34.50%

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Ecessa OutPost ShieldLink Remote WAN Aggregator	Remote site concentrator for connecting to EHQ model, IPsec & SSL VPN; Channel bonding (1 site), WAN Link Optimization & aggregation, 30Mbps, 3 WAN Links, Central Mgmt., Rack Mount Optional, 4 Port Smart switch with routing mode.	\$1,795.00	34.50%
Ecessa OutPost ShieldLink Plus Remote WAN Aggregator	Remote site concentrator for connecting to EHQ model, IPsec & SSL VPN; Channel bonding (3 sites), WAN Link Optimization & aggregation, 50Mbps, Authoritative DNS, 3 WAN Links, Central Mgmt., Rack Mount Optional, 4 Port Smart switch with routing mode.	\$2,495.00	34.50%
Ecessa OutPost ClariLink Remote WAN Aggregator	SIP aware remote site concentrator for connecting to EHQ model, IPsec & SSL VPN; SIP proxy, SIP registrar, Channel bonding (1 site), WAN Link Optimization & aggregation, 30Mbps, 3 WAN Links, Central Mgmt., Rack Mount Optional, 4 Port Smart switch with routing mode.	\$2,295.00	34.50%
Ecessa OutPost ClariLink Plus Remote WAN Aggregator	SIP aware remote site concentrator for connecting to EHQ model, IPsec & SSL VPN; VoIP real-time Automatic failover, SIP proxy, SIP registrar, Channel bonding (3 sites), WAN Link Optimization & aggregation, 50Mbps, Authoritative DNS, 3 WAN Links, Central Mgmt., Rack Mount Optional, 4 Port Smart switch with routing mode.	\$2,995.00	34.50%
Emergency Preparedness Accessories			
PowerLink 60/Outpost Rack	Rack mount kit hardware (not included with PL60)	\$30.00	34.50%
ShieldLink 60/Outpost Rack	Rack mount kit hardware (not included with SL60)	\$30.00	34.50%
ClariLink 60/Outpost Rack Mount	Rack mount kit hardware (not included with CL60)	\$30.00	34.50%
Emergency Preparedness Services			
3 year, 24x7 (PL60) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,030.00	34.50%

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3 year, 24x7 (PL175) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,570.00	34.50%
3 year, 24x7 (PL600) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$2,470.00	34.50%
3 year, 24x7 (PL1200) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$3,590.00	34.50%
3 year, 24x7 (SL60) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,250.00	34.50%
3 year, 24x7 (SL175) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,790.00	34.50%
3 year, 24x7 (SL600) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$2,690.00	34.50%
3 year, 24x7 (SL1200) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$3,820.00	34.50%
3 year, 24x7 (CL60) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,480.00	34.50%
3 year, 24x7 (CL175) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$2,020.00	34.50%
3 year, 24x7 (CL600) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$2,920.00	34.50%
3 year, 24x7 (CL1200) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$4,270.00	34.50%

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3 year, 24x7 (OP-PL) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$580.00	34.50%
3 year, 24x7 (OP- PL+) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$890.00	34.50%
3 year, 24x7 (OP-SL) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$800.00	34.50%
3 year, 24x7 (OP- SL+) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,120.00	34.50%
3 year, 24x7 (OP-CL) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,030.00	34.50%
3 year, 24x7 (OP- CL+) Support Agreement	24x7 800# support, includes "spare in the air" & firmware upgrades.	\$1,350.00	34.50%