

APPENDIX C TO DIR-SDD-1366 – PRICING INDEX NWN Corporation Manufacturer/Product Line/Product Category Amendment #2	Customer Discount % off MSRP
Hardware	
Cisco	
Cisco Hardware/Software (Texas based DIR Customer)*	44.25%
Cisco	
Cisco SmartNet Maintenance (Education)	30.50%
Cisco SmartNet Maintenance (Government)	18.50%
Cisco Maintenance (Education)	30.50%
Cisco Maintenance (Government)	18.50%
Technical Services	
Senior Solution/Consulting Engineers - CCIE, CISSP, or equivalent	14.25%
Solution Engineers	9.25%
Senior Project Manager	14.25%
Project Manager	9.25%
Project Coordinator	4.25%
Structured Cabling	4.25%
Overtime Rate - Emergency - Holiday	0.50%
Training	
Cisco Systems Classroom Training	4.25%
Cisco Systems Virtual/Self Paced Training	9.25%
Security Classroom Training	4.25%
Security Virtual/Self Paced Training	9.25%
Networking & Telephony Classroom Training	4.25%
Networking & Telephony Virtual/Self Paced	9.25%
*Software must be bundled with hardware. This contract does not allow stand alone software purchases.	