

**APPENDIX C PRICING INDEX  
TO DIR-SDD-1369  
Amendment #2**

Calence LLC dba Insight Networking Manufacturer/Product Line/Product Category	<b>Customer Discount % off MSRP</b>
<b>Hardware</b>	
Cisco product (Texas based DIR Customer)	44.50%
Cisco product (Non-Texas based DIR Customer)	37.50%
Cisco Ironport Systems	24.50%
<b>Maintenance</b>	
Cisco maintenance (gov't)	18.50%
Cisco maintenance (education)	30.50%
<b>Services</b>	
Technical Services - Asset Management(Asset Tagging); Trade-In and Asset Disposal; Warehousing, Staging, Configuration & Integration Services; Professional Services; Project Management; Cabling Services; Training;	29.25%
Cisco Ironport Professional Services	0.50%