

APPENDIX C - PRICING INDEX TO DIR-SDD-1388 Flair Data Systems, Inc. Amendment #1 Manufacturer/Product Line/Product Category	Customer Discount % off MSRP
Hardware	
Cisco	44.50%
IronPort	18.50%
Maintenance	
Smartnet	19.25%
Smartnet for Education (K-12 and Higher Education)	29.25%
Cissco Maintenance	19.25%
Cisco Maintentance for Education (K-12 and Higher Education)	29.25%
IronPort	9.25%
Services	
Technical Services	.50%
Cisco Authorized Training	4.25%