

Official Bid Price Sheet  
 SP-09-0206  
 Manufacturer - Adtran

Discount Percentage for Hardware/Software	% off Retail
<b>Discount Categories</b>	
A	35%
B	43%
C	43%
F	42%
G	5%
K	43%
<b>Average</b>	<b>35%</b>

**Discount Percentages for Installation**

Hardware	50%
Software	50%
<b>Average</b>	<b>50%</b>

**Discount Percentages for Maintenance**

1 Year Maintenance	38%
3 Year Maintenance	38%

**Discount Percentages for Training**

System Usage	10%
System Troubleshooting	10%

Frequency of Publishing Vendor Catalog: \_\_\_\_\_ Semi-Annually

Frequency of Publishing Manufacturer Catalog: \_\_\_\_\_ Semi-Annually

Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Adtran	Yes
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<b>Total Discount</b>	<b>85%</b>
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Official Bid Price Sheet  
 SP-09-0206  
 Manufacturer - Polycom

Discount Percentage for Hardware/Software	% off Retail
<b>Discount Categories</b>	
ACC 1	24%
ACC 2	24%
ACC 3	24%
AUD 1	52%
AUD 2	29%
AUD 3	29%
AUD 4	39%
AUD 5	44.25%
AUD 6	49.25%
AUD 7	52.25%
AUD 10	52.25%
NS 1	49.25%
NS 2	44.25%
PDC 8	34%
SW 1	34%
TP 1	29%
VID 2	34%
VID 4	39%
<b>Average</b>	<b>38%</b>

**Discount Percentages for Installation**

Hardware	50%
Software	50%
<b>Average</b>	<b>50%</b>

**Discount Percentages for Maintenance**

1 Year Maintenance	50%
3 Year Maintenance	60%

**Discount Percentages for Training**

System Usage	100%
System Troubleshooting	100%

Frequency of Publishing Vendor Catalog: \_\_\_\_\_ Semi-Annually

Frequency of Publishing Manufacturer Catalog: \_\_\_\_\_ Semi-Annually

Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Polycom	Yes
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<b>Total Discount</b>	<b>88%</b>
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Official Bid Price Sheet  
 SP-09-0206  
 Manufacturer - Tandberg

Discount Percentage for Hardware/Software	% off Retail
<b>Discount Categories</b>	
A	34%
B	36%
C	39%
D	49%
E	14%
AC	24%
EP	34%
FO	44%
NW	39%
<b>Average</b>	<b>35%</b>

**Discount Percentages for Installation**

Hardware	50%
Software	50%
<b>Average</b>	<b>50%</b>

**Discount Percentages for Maintenance**

1 Year Maintenance	50%
3 Year Maintenance	50%

**Discount Percentages for Training**

System Usage	100%
System Troubleshooting	100%

Frequency of Publishing Vendor Catalog: \_\_\_\_\_

Semi-Annually

Frequency of Publishing Manufacturer Catalog: \_\_\_\_\_

Semi- Annually

Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Tandberg	Yes
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<b>Total Discount</b>	<b>85%</b>
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**Optional Bid Price Sheet**

SP-09-0206

Manufacturer - Polycom Academic customers only \*

\* Subject to the qualification of the Polycom HONORS program terms and conditions

Discount Percentage for Hardware/Software	% off Retail
<b>Discount Categories</b>	
ACC 1	27.50%
ACC 2	27.50%
ACC 3	27.50%
AUD 1	54.50%
AUD 2	32.25%
AUD 3	32.25%
AUD 4	42.00%
AUD 5	46.75%
AUD 6	51.75%
AUD 7	54.50%
AUD 10	54.50%
NS 1	51.75%
NS 2	46.75%
PDC 8	37.25%
SW 1	37.25%
TP 1	32.25%
VID 2	37.25%
VID 4	42.00%
<b>Average</b>	<b>40.86%</b>

**Discount Percentages for Installation**

Hardware	50%
Software	50%
<b>Average</b>	<b>50%</b>

**Discount Percentages for Maintenance**

1 Year Maintenance	50%
3 Year Maintenance	50%

**Discount Percentages for Training**

System Usage	100%
System Troubleshooting	100%

Frequency of Publishing Vendor Catalog: \_\_\_\_\_

Semi - Annually

Frequency of Publishing Manufacturer Catalog: \_\_\_\_\_

Semi - Annually

Delivery: 30 Calendar Days After Receipt of Order

Is current manufacturer certification letter attached?

Polycom	Yes
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<b>Total Discount</b>	<b>91%</b>
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