



Please contact MHEC's Enterasys representative David Jelden at (630) 659-6433 or via email at: [djelden@enterasys.com](mailto:djelden@enterasys.com) with questions.

#### Details and Price Information

##### 1) Solution Development Assistance

- Access to pre-sales engineering teams to facilitate an understanding of how specific solutions may resolve critical issues

##### 2) Try and Buy Program

- Proof of Concept (PoC) process designed to validate a particular solution
- Effectively address the participant's solution requirements prior to purchase

##### 3) Industry Knowledge Transfer

Working through the MHEC organization, Enterasys will sponsor periodic informational events across the 12-state MHEC region.

- Format, topics, and location to be determined annually based upon input from the MHEC organization and participants, to ensure content is timely and applicable.
- Events will include webcasts, live seminars, round tables, etc.

##### 4) MHEC Participant base discount off of List Price

- Higher education (public and not-for-profit) are eligible.
- This contract expires December 31, 2011. The Master Agreement may be mutually renewed for up to four additional one-year terms.
- All MHEC participants are eligible for a Special Pricing Allowance (SPA) relative to their solution requirements. However, a *minimum* base discount off list price has been established as follows:
  - Switching Products – 38% off list
  - Routing Products – 38% off list
  - Wireless Products – 35% off list
  - Security Products – 38% off list
  - NAC Hardware – 35% off list
  - Software – 22% off list
  - Trusted Access Gateway (NAC & NSTAM) – 22% off list
  - Cables – 5% off list
  - SupportNet (Hardware) – 12% off list
  - SupportNet (Software) – 6%

## 5) Support

- MHEC Participants are eligible to take advantage of a special bundle on SupportNet product maintenance.
  - 3-year SupportNet plan at the 2-year price
  - 5-year SupportNet plan at the 3-year price

## 6) Professional Services / Training

- MHEC Participants are eligible to take advantage of special bundle pricing for Enterasys Service Units (ESU).
  - 4 Pack bundle of ESUs for a price of a 20 pack of ESUs (Equates to a 20% discount)
    - Each ESU provides MHEC participants one of the following:
      - One day (8 hours) of professional services engagement
      - One open enrollment training session per unit
      - Customized training course delivered at MHEC member location