



Please direct questions to MHEC's Enterasys representative: Julie Hale
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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