

DICE Communications Discount Schedule

1. Minimum discount percentage off ALE list price for hardware:
 - A: Data Center and LAN Networks - Network Management 45 %
 - B: Data Center and LAN Networks - Routers 15 %
 - C: Data Center and LAN Networks - Large Chassis Solutions 35%
 - F: Data Center and LAN Networks - Edge Switch Portfolio 45 %
 - G: Data Center and LAN Networks - Layer 3 Core/Aggregation Solutions 45%
 - H: Wireless LAN Network 30%
 - M: Data Center and LAN Networks - Optics and Transceivers 40%
 - N: Accessories (power cords, mounting brackets, etc.) 45%

Note:

- a. The equipment must be new (based on ALE's definition of "new").
- b. All shipping and handling fees for this new ALE equipment will be paid by the vendor.
- c. Delivery of new ALE equipment within 45 days.

2. Minimum discount percentage off one (1) year maintenance/service/support contract:

- O: Support Services on Routers 5%
- V: Unified Access for Networks 5%
- Y: Support Services on Clearpass 5%
- Z: Support Services on Network Solutions 5 %

3. Minimum discount percentage off three (3) year maintenance/services/support contract:

- O: Support Services on Routers 7%
- V: Unified Access for Networks 7%
- Y: Support Services on Clearpass 7%
- Z: Support Services on Network Solutions 7%

4. Minimum additional discount percentage off orders greater than \$150,000: 5%

5. Minimum discount percentage off training and certifications: 15%

6. Minimum discount percentage off professional services and implementation support:

- E: ALE Provided Professional Services: 5%