Appendix C Pricing Index

CISCO SYSTEMS, INC.

DIR-CPO-5347

PRODUCTS			
Brand	**Category**	**Product Description**	**DIR Discount % off MSRP**
Cisco	Core and Compute	Cisco Core & Compute Products including but not limited to, Networking, Wireless and Mobility, Security, Collaboration, Data Center, Analytics, Video, IoT, Meraki, etc. on Cisco's then-current U.S. Global Pricelist under the Core & Compute Categories.	36%
Cisco	Market	Cisco Market Products including but not limited to, Cloud Analytics, Cloud Applications and Services, Automated Infrastructure, Cloud Security, Collaboration Tools, etc. on Cisco's then-current U.S. Global Pricelist under the Market Category.	10%
Cisco	Net	Cisco Net Products including but not limited to, custom, limited or restricted offers on Cisco's then-current U.S. Global Pricelist under the Net Category.	0%

		Related Services	
Brand	**Category**	**Service Description**	**DIR Discount % off MSRP**
Cisco	Networking Services: Smart Net Services	Smart Net Total Care for Government with 1 year term: Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)	10%
Cisco	Networking Services: Smart Net Services	Smart Net Total Care for Government with 3 year term: Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)	17%
Cisco	Networking Services: Smart Net Services	Smart Net Total Care for Government with 5 year term: Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)	21%
Cisco	Networking Services: Smart Net Services	Smart Net Total Care for Education with 1 year term: Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)	25%
Cisco	Networking Services: Smart Net Services	Smart Net Total Care for Education with 3 year term: Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)	28%
Cisco	Networking Services: Smart Net Services	Smart Net Total Care for Education with 5 year term: Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC)	30%

Cisco	Networking Services: Value-add Services	Other Cisco Technical and Maintenance Services: All other maintenance support offers not under Smart Net Total Care Service, including Support Services for on-premise Software	10%
Cisco	Networking Services: Value-add Services	Cisco Services (formerly known as Advanced Services): Services includes, but not limited to, Survey/Design, Implementation, Optimization, Remote, Managed, Technical, Advisory, Network Architectural Design, Statements of Work (SOWs), Combined Services, and other Professional or Consulting Services	0%
Cisco	Networking Services: Value-add Services	Cisco Reseller/Partner Services (Limited): Limited Partner Services, subject to Cisco's written approval, that enable the implementation and/or technical support of Cisco Offers/Solutions	0%
Cisco	Networking Services: Value-add Services	Training: Various Training Courses Available Related to Cisco Offers/Solutions	0%
Cisco	Networking Services: Value-add Services	Support: See above under Smart Net Total Care Service & Other Technical and Maintenance Services	10%
Cisco	Cisco Services: Value-add Services	Maintenance Services – Onsite & Remote Not to Exceed Hourly	0%
Cisco	Cisco Services: Value-add Services	Deployment Services – Onsite & Remote Not to Exceed Hourly	0%
Cisco	Cisco Services: Value-add Services	Advisory Services – Onsite & Remote Not to Exceed Hourly	0%

Cisco	Cisco Services: Value-add Services	Architectural Design Services – Onsite & Remote Not to Exceed Hourly	0%
Cisco	Cisco Services: Value-add Services	Statement of Work Services – Onsite & Remote Not to Exceed Hourly	0%
Cisco	Cisco Services: Value-add Services	Training Deployment Services – Onsite & Remote Not to Exceed Hourly	0%
Cisco	Partner Services: Value-add Services	Partner Services - Onsite	0%
Cisco	Partner Services: Value-add Services	Partner Services - Remote	0%