

## Avaya Pricing

The pricing structure for this contract is a, not-to-be-less-than "percentage discount from MSRP," therefore minimal discounts offered are as following. To qualify for these discounts the State must purchase (i) Hardware and Software Bundled, plus (ii) a minimum three (3) year term of Maintenance at the same time products are purchased, otherwise Contractor's discounts set out in Contractor's US Government General Services Agency (GSA) Federal Supply Schedule(s) shall apply.

a) Hardware & Software Bundled

Data Networking	42.75%
CM Common Hardware	43.75%
AURA	43.75%
Messaging	43.75%
Phones	43.75%
Unified Communications	43.75%
Nortel Enterprise Solutions	43.75%

ECAD – Call Center	34.75%
Self Service	34.75%
Proactive Content	34.75%
Call Recording	34.75%

IP Office	35.50%
Headsets	35.50%
SMBS	35.50%

b) Software **Not Separately Priced** \*%

c) \* Software must be bundled with Hardware

d) Maintenance 5.75%

e) Hourly rates for:

1. Installation & configuration \$ 200.00 per hour per on-site technician with plus \$100.00 per site visit fee
2. Contractor Support \$ 200.00 per hour per on-site technician with plus \$100.00 per site visit fee
3. Professional Services \$ Requires custom pricing that is a function of the Scope of Work requested

Pricing structures will be reviewed/renegotiated each year prior to contract renewal.