

APPENDIX C Amendment No. 4 DIR-SDD-2001 INSIGHT PUBLIC SECTOR, INC.	Customer Discount % off MSRP
Products	
Cisco Systems Video Conferencing Equipment	37.73%
Supporting Cisco Hardware/Software	37.73%
Polycom - DC2	0.50%
Polycom - DC4-TIER.04	7.50%
Polycom DC6-TIER.05	13.50%
Polycom-DC8 (Accordent)-TIER.06	25.50%
Polycom - DC10-VID.2	24.50%
Polycom - DC12-VID.4	29.50%
Polycom - DC14 - NS.1	33.00%
Vbrick Systems	27.66%
Related Services	
Maintenance and Support	28.50%
Installation	28.50%
Training	9.50%
Customization - Hourly Rate	28.50%
1 year Cisco SMARTnet Contract - Government	10.00%
3 year Pre-Paid Cisco SMARTnet Contract - Government	17.00%
1 year Cisco SMARTnet Contract - Education	25.00%
Cisco Training	9.50%
Vbrick Support	1.25%
InsightManaged Video Services - Enhanced	
TelePresence/Management Services	1.25%
Infrastructure Management (TelePresence, VCS & MCU)	1.25%
Videoconferencing Endpoints and Codecs	1.25%
TelePresence Endpoints	1.25%