

# United Data Technologies, Inc.

## APPENDIX C – PRICING INDEX

### DIR-CPO-5409

Products		
Brand	Category	Discount % Off MSRP
APC	Network Infrastructure	15%
Cisco	Cisco Market	5%
	Core and Compute	25%
	Cisco Networking Equipment	1%
Cohesity	Data Storage	5%
CommScope	Network Infrastructure	15%
Dell	Data Storage	12%
	Computer	12%
Eaton	Network Infrastructure	25%
Extreme Networks	Networking	30%
	Networking Cables	20%
Fortinet	Networking	15%
Hewlett Packard Enterprise (HPE)	Networking - Switches	22%
	Servers	22%
	Networking - Wireless	25%
	Data Storage	20%
Juniper Networks	Networking	30%
Liebert/Vertiv	Network Infrastructure	12%
Palo Alto Networks	Networking	15%
Veeam	Storage	5%

Volume Discount			
Brand	Cumulative	Frequency	Discount % Off MSRP
Cisco	\$5,000,000.00	Annually	1%

Related Services		
Brand	Related Service	Discount % Off MSRP
Cisco	Cisco Smart Net for GOV 1 year	10%
	Cisco Smart Net for GOV 3 year	17%
	Cisco Smart Net for GOV 5 year	21%
	Cisco Smart Net for EDU 1 year	25%
	Cisco Smart Net for EDU 3 year	28%
	Cisco Smart Net for EDU 5 year	30%
	Other Cisco Technical & Maintenance Services	10%
	Cisco Services	1%
	Cisco Reseller/Partner Services	1%
	Cisco Training	1%
	Cisco Support	10%
Extreme Networks	Maintenance and Support	12%
	Implementation and Installation	2%
	Network Subscription	5%
Fortinet	Maintenance and Support	5%
HPE	Maintenance and Support	15%
Juniper Networks	Maintenance and Support	15%
Palo Alto Networks	Maintenance and Support	5%
United Data Technologies, Inc. (UDT)	Technical Services	15%
	Cabling Services	15%
	Recurring Services	15%

**End of Appendix C**