

DISCOUNT SCHEDULE

			Proposed Discount %
Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product Offering and Base pricing Source submitted	
Categorical Discounts (If Applicable)			
Category Identification	Title	Description	Proposed Discount %
General Hardware	General Hardware	Includes ATLAS, Total Access, DSU, TSU, MX, OPTI & NetVanta 800 Series products	30%
NetVanta Internetworking	NetVanta Internetworking	Internetworking, Routers, Ethernet Switches, Voice Over IP Business Gateways	30%
NetVanta IP Telephony	NetVanta IP Telephony	IP PBX, IP phone systems	30%
NetVanta UC	NetVanta UC	Unified Communication System, Integrated Messaging, Business Application Services	30%
NetVanta UC/IPT Bundled	NetVanta UC/IPT Bundled	IP PBX with Unified Communications features	30%
vWLAN	vWLAN	Virtual Wireless LAN, wifi Indoor and Outdoor Access Points, Wireless Networking	25%
UC Endpoints	UC Endpoints	IP Phones, SIP Phones	20%
ACES, Accessories & S/W	ACES, Accessories & S/W	Custom Extended Services, Installation, Maintenance, Software, Accessories, Smart 16, NetVanta 420 and vWLAN Appliance	5%
Training and Miscellaneous Products	Training and Miscellaneous Products	ADTRAN certification training, ADTRAN University, TRACER (Microwave Wireless radios) , Miscellaneous Products	LIST
Cables: Total Access 1500, OPTI & MX	Cables: Total Access 1500, OPTI & MX	Cables for TA 1500, OPTI and MX solutions	5%