

DISCOUNT SCHEDULE – REQUIRED (TAB 9)

See Section 7

			Proposed Discount %
Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product/Service Offering and Base Pricing Source submitted	
Categorical Discounts (If Applicable)			
Category Identification	Title	Description	Proposed Discount %
A, ACN	General Hardware	TA900, MX2800, MX4 Series	25%
25%B, K	Routers, Switches, Access Points	NV1000, NV3000, NV4000 Series, nCommand MSP, Modules and Access Points	25%
E, E1, E2, E3, E4, F	ProServices, Accessories	ProServices and Accessories	10%
T	Training	Training Services on all Adtran Products	10%
X	ProCloud Service	Cloud Based Management of WiFi	10%

Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the products of the proposed product line/service list on the Product Line/Service Offering and Base Pricing Source. Otherwise, if a single discount is proposed, enter that amount in the reserved section above. Add an additional page if necessary.