

Cisco Products		ASC Pricing Index #16-7210		Pivot Technology Services Corp.	
Product Category	Manufacturer Part Number	MSRP Cost	Each Per Unit	ASC Customer Discount % From MSRP	ASC Customer Price Each Per Unit
Cisco Hardware on Cisco Global Price List	See Cisco Web Page for detail	See Cisco Web Page for detail		36%	Customer price will be 36.00% less the then-current List Price as published on Cisco's Global Price List
Cisco Meraki Price List	See Cisco Web Page for detail	See Cisco Web Page for detail		36%	Customer price will be 36.00% less the then-current List Price as published on Cisco's Global Price List
Cisco Hardware on Cisco Global Price List	Cisco standard warranty term for all new hardware and software purchased under the contract apply. Customers may purchase Cisco SMARTnet for an increased level of support which provides: 1) Global 24-hour access to experts in the Cisco Technical Assistance Center (TAC), 2) Self-help support through online communities, resources, and tools, 3) Hardware replacement options, including 2-hour, 4-hour and next business day, and 4) Operating System (OS) software updates. Below is pricing for a 1, 3, and 5 year term of service.				
Product Category	Manufacturer Part Number	MSRP Cost	Each Per Unit	ASC Customer Discount % From MSRP	ASC Customer Price Each Per Unit
Cisco SMARTnet for Government (1 Year Term)	See Cisco Web Page for detail	See Cisco Web Page for detail		10%	Customer price will be 10.00% less the then-current List Price as published on Cisco's Global Price List
Cisco SMARTnet for Government (3 Year Term) *	See Cisco Web Page for detail	See Cisco Web Page for detail		17%	Customer price will be 17.00% less the then-current List Price as published on Cisco's Global Price List
Cisco SMARTnet for Government (5 Year Term) *	See Cisco Web Page for detail	See Cisco Web Page for detail		21%	Customer price will be 21.00% less the then-current List Price as published on Cisco's Global Price List
Cisco SMARTnet for Education (1 Year Term)	See Cisco Web Page for detail	See Cisco Web Page for detail		25%	Customer price will be 25.00% less the then-current List Price as published on Cisco's Global Price List
Cisco SMARTnet for Education (3 Year Term) *	See Cisco Web Page for detail	See Cisco Web Page for detail		28%	Customer price will be 3628.00% less the then-current List Price as published on Cisco's Global Price List
Cisco SMARTnet for Education (5 Year Term) *	See Cisco Web Page for detail	See Cisco Web Page for detail		30%	Customer price will be 3630.00% less the then-current List Price as published on Cisco's Global Price List
* If a three (3) or five (5) year prepaid term is selected, full payment is made upfront at the beginning of the subscription term. The above discounts do not assume or factor in any applicable finance or interest charges for the prepaid terms. It is the responsibility of the customer to determine the mechanism for funding.					
Optional Item	Manufacturer Part Number	Each Per Unit		ASC Customer Discount % From MSRP	ASC Customer Price Each Per Unit
Cisco Learning Credits	To provide ASC customers with access to training and development on Cisco's products and services, we are pleased to offer Cisco Learning Credits for purchase under the contract. Cisco Learning Credits are available for purchase at \$100 per credit on the U.S. Global Price Lists and sold in packages of 10, 100, 500, and 1500 as follows. They can be added to any Cisco hardware, software, or solution purchase and redeemed within one (1) year from activation on the Cisco Learning Credits Management Tool (LCMT). Cisco Learning Credits can be redeemed for high-quality, authorized training from a Cisco Learning Partner or their affiliated organizations, or Cisco Advanced Services Education.				
Cisco Learning Credits (Qty 10)	TRN-CLC-000	\$	1,000.00	0.00%	\$ 1,000.00
Cisco Learning Credits (Qty 100)	TRN-CLC-001	\$	10,000.00	0.00%	\$ 10,000.00
Cisco Learning Credits (Qty 500)	TRN-CLC-002	\$	50,000.00	0.00%	\$ 50,000.00
Cisco Learning Credits (Qty 1500)	TRN-CLC-003	\$	150,000.00	0.00%	\$ 150,000.00