

NORSTAN COMMUNICATIONS, INC.

APPENDIX C – PRICING INDEX

DIR-CPO-5395

Brand	Category	Subcategory	Discount % Off
Avaya	Hardware	Hardware with Subscriptions, Licenses, & Software	35.98%
		Related Services – Installation, Training	19.6%
CommScope	Distributed Antenna System (DAS)	Hardware	11.39%
Corning	Distributed Antenna System (DAS)	Hardware	27.7%
Juniper Networks	Data Communications & Networking Equipment	Hardware with Subscriptions, Licenses, & Software	17.37%
Logitech	Networking Equipment	Hardware	48.17%
		Related Services – Warranties, Service Plans, & Support	3.81%
NEC	Data Communications & Networking Equipment	Hardware with Licenses	43.66%

Brand	Category	Subcategory	Discount % Off
Yealink	Video Conferencing	Hardware	9.04%

Related Services	Discount % Off
Installation Technician – Business Hours	13.30%
Installation Technician – Overtime	13.30%
Remote Engineering – Business Hours	13.30%
Remote Engineering – Overtime	13.30%
Project Manager	13.30%

End of Appendix C