

Please see TAB below titled CATEGORY DEFINITIONS for more information of each Category

Discounts are listed as a % off list price.

If a Manufacturer is missing, please add their name at the bottom

	Routing Devices	Switching Devices	Wireless Ethernet	Security Equipment & Solutions	Monitoring & Management Solutions	Other Network Centric Solutions	Telephony	Multi-Function Solutions	Maintenance	Training: Initial on Equipment Purchased	Training: As Needed	Training: Annual up to 50 Participants	Volume Discount Information	Notes				
APC				5%	12%			5%					May apply depending on technology and spend.					
													<p><i>NOTE: Discounts do not stack For Routing, Switching, Wireless, Security, Telephony, & Monitoring product only. (Excluding SaaS Subscriptions, Enterprise Agreements, Multi-Function Solutions, Maintenance, & Training)</i></p> <p>Per Transaction Volume Discounts: Between \$1M and \$2M: +2% discount (45% Total) Over \$2M: +4% discount (47% Total)</p> <p>HyeTech Architected Design Discounts: Over \$10k: +4% discount (47% Total)</p>	SmartNET Non-educational agencies: One year = 20% off List, Three year = 25% off List, Five year = 27% off List SmartNET Educational agencies: One year = 32% off List, Three year = 35% off List, Five year = 38% off List Partner Support Non-educational agencies: One year = 36% off List, Three year = 40% off List, Five year = 40% off List Partner Support Educational agencies: One year = 47% off List, Three year = 50% off List, Five year = 50% off List				
Cisco	43%	43%	43%	43%	20%	43%	61%	See notes one year: 20%/32%/36%/47%	43%	43%	43%							
Citrix				26%	26%	26%		5%					May apply depending on technology and spend.					
CradlePoint	18%		18%	18%			18%	0%					May apply depending on technology and spend.					
Dell	15%	44%	31%	15%	10%	8%	5%	5%					May apply depending on technology and spend.					
EMC				39%	39%	39%	39%	5%					May apply depending on technology and spend.					
F5 Networks				23%		23%	23%	8%					May apply depending on technology and spend.	EA: 8%				
HP Enterprise	44%	44%	44%	44%	44%	44%	45%	10%					May apply depending on technology and spend.					
Juniper Networks	51%	51%	51%	51%	45%	15%	45%	12%					May apply depending on technology and spend.					
													<p><i>NOTE: Discounts do not stack For Routing, Switching, Wireless, Security, Telephony, & Monitoring product only. (Excluding SaaS Subscriptions, Enterprise Agreements, Multi-Function Solutions, Maintenance, & Training)</i></p> <p>Per Transaction Volume Discounts: Between \$1M and \$2M: +2% discount (45% Total) Over \$2M: +4% discount (47% Total)</p> <p>HyeTech Architected Design Discounts: Over \$10k: +4% discount (47% Total)</p>	SmartNET Non-educational agencies: One year = 20% off List, Three year = 25% off List, Five year = 27% off List SmartNET Educational agencies: One year = 32% off List, Three year = 35% off List, Five year = 38% off List Partner Support Non-educational agencies: One year = 36% off List, Three year = 40% off List, Five year = 40% off List Partner Support Educational agencies: One year = 47% off List, Three year = 50% off List, Five year = 50% off List				
Meraki	43%	43%	43%	43%	43%	43%	43%	See notes one year: 20%/32%/36%/47%										
													<p><i>(Excluding Subscriptions, Enterprise Agreements, Maintenance, & Training)</i></p> <p>HyeTech Architected Design Discounts: +6% discount (36% Total)</p>					
Palo Alto	30%			30%	25%	10%	25%	8%										
Polycm						5%	25%	25%	10%				May apply depending on technology and spend.					
Ruckus		47%	40%			18%		18%					May apply depending on technology and spend.					

