

**APPENDIX C PRICING INDEX  
TO DIR-SDD-1460  
Amendment #1**

| Calence LLC dba Insight Networking<br>Manufacturer/Product Line/Product Category   | <b>Customer<br/>Discount<br/>% off<br/>MSRP</b> |
|--|---|
| <b>Hardware</b>  |   |
| Bluesocket   | 22.50%  |
| Commscope/Systimax   | 36.25%  |
| Exterity   | 15.75%  |
| Lightspeed   | 14.50%  |
| Netscout Systems   | 22.50%  |
| Vbrick Systems, Inc.   | 21.50%  |
| Panduit  | 35.50%  |
| Syn-Apps   | 5.75%   |
| RSA Security   | 14.50%  |
| Tripp Lite   | 25.75%  |
| APC  | 36.00%  |
| <b>Maintenance</b>   |   |
| Lightspeed   | 8.50%   |
| Vbrick   | 5.50%   |
| RSA  | 5.5%  |
|  |   |
| <b>Technical Services</b>  |   |
| Asset Management (Asset Tagging), Trade-In<br>and Asset Disposal, Warehousing, Staging &<br>Configuration & Integration Services, Project<br>Management, Cabling, Training | 29.25%  |

## Matilde Faz

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**From:** Edna Kirby [edna.kirby@co.hidalgo.tx.us]  
**Sent:** Monday, February 04, 2013 1:16 PM  
**To:** 'Matilde Faz'  
**Subject:** FW: Hidalgo County 911  
**Attachments:** Hidalgo Co Lightspeed Suite 2 Year Option Q12313-2Y.xlsx; Hidalgo Co Lightspeed Suite 3 Year Option Q12313-3Y.xlsx

REQ. 230889 (Calence)

2<sup>nd</sup> attachment

Good morning Edna,

No signatures are required.

Thanks!

-db-

Regards,  
*Edna Kirby*  
edna.kirby@co.hidalgo.tx.us  
Administrative Assistant II  
100 E Cano 4th Floor  
Edinburg, Texas 78539  
p. 956.292.7010 Ext. 6017  
f. 956.318.2152  
Hidalgo County, Texas

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**From:** Lee Pena [mailto:lee.pena@co.hidalgo.tx.us]  
**Sent:** Monday, February 04, 2013 10:02 AM  
**To:** edna kirby  
**Cc:** Juan de Leon; Renan Ramirez; Charles Graham  
**Subject:** Fwd: Hidalgo County 911

Edna,

Here are the quotes for the Lightspeed renewal.

"Lee" Leonila Pena | Technical Services Manager | Information Technology  
County of Hidalgo, Texas | Tel: 956.292.7000 x6031 | lee.pena@co.hidalgo.tx.us

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**From:** "Jason Sawyers" <Jason.Sawyers@insight.com>  
**To:** "Lee Pena" <lee.pena@co.hidalgo.tx.us>, "Diana Berger" <Diana.Berger@insight.com>  
**Sent:** Monday, February 4, 2013 9:41:37 AM  
**Subject:** RE: Hidalgo County 911

Here are the current quotes for 2 and 3 years. Not sure which one you wanted.

**Jason Sawyers** | Associate Account Executive | Insight Public Sector | IPS.Insight.com  
t. 800.467.4448 Ext. 6735 t. 480.409.6735 f. 480.760.6232 jsawyers@insight.com