



Insight TOLA Rate Card  
FY 2013- 9/14/2012

	DIR	DIR Rates
	Discount	LIST
ARCH SR.	29.50%	350.00
ARCH II	29.50%	250.00
ARCH I	29.50%	190.00
CON SR.	29.50%	200.00
CON II	29.50%	140.00
CON I	29.50%	100.00
PM	29.50%	145.00
PM SR.	29.50%	200.00
SERV TECH	29.50%	85.00
SERV TECH SR.	29.50%	125.00
PROJ COORD	29.50%	105.00
MGR. PROG.	29.50%	240.00

created by:

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**APPENDIX C PRICING INDEX  
TO DIR-SDD-1369  
Amendment #2**

Calence LLC dba Insight Networking Manufacturer/Product Line/Product Category	Customer Discount % off MSRP
<b>Hardware</b>	
Cisco product (Texas based DIR Customer)	44.50%
Cisco product (Non-Texas based DIR Customer)	37.50%
Cisco Ironport Systems	24.50%
<b>Maintenance</b>	
Cisco maintenance (gov't)	18.50%
Cisco maintenance (education)	30.50%
<b>Services</b>	
Technical Services - Asset Management(Asset Tagging); Trade-In and Asset Disposal; Warehousing, Staging, Configuration & Integration Services; Professional Services; Project Management; Cabling Services; Training;	29.25%
Cisco Ironport Professional Services	0.50%

## Matilde Faz

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**From:** Edna Kirby [edna.kirby@co.hidalgo.tx.us]  
**Sent:** Thursday, February 07, 2013 4:56 PM  
**To:** 'Matilde Faz'  
**Subject:** FW: Quote for 40 Hours of Technical Support  
**Attachments:** Quote for Technical Support 40 Hours - 1-28-13.xlsx; DIR Services Rates 101212 CUST.xlsx

**Importance:** High

Maty,

Diana has sent a correction.

Regards,

*Edna Kirby*

[edna.kirby@co.hidalgo.tx.us](mailto:edna.kirby@co.hidalgo.tx.us)

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**From:** Berger, Diana [mailto:Diana.Berger@insight.com]  
**Sent:** Thursday, February 07, 2013 3:55 PM  
**To:** Edna Kirby  
**Cc:** Rosenbaum, Maby  
**Subject:** FW: Quote for 40 Hours of Technical Support

CORRECTION

Edna,

I did not realize that we have a new rate chart for DIR and some of our titles/hourly rates have changed. I have attached the new rate chart and the updated quote. The quote amount to you did not change but the list price amount did.

Therefore, the hourly rate that you should use is Arch II which is \$250/hour x 40 hours = \$10,000.

The DIR discount is 29.50% so the customer amount is \$176.25/hour x 40 hours = \$7,050.

We are quoting \$151/hour x 40 hours = \$6,040.

Sorry for the confusion.

Thanks!

-db-

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**From:** Berger, Diana  
**Sent:** Thursday, February 07, 2013 2:57 PM  
**To:** Edna Kirby  
**Cc:** Rosenbaum, Maby  
**Subject:** RE: Quote for 40 Hours of Technical Support