

Cisco Pricing Structure

The pricing structure for this contract is a, not-to-be-less-than “percentage discount from MSRP,” therefore minimal discounts offered are as following:

- Cisco Hardware 38%
- Cisco Software 38%
- Cisco Maintenance 16%
- Hourly rates for: 10.5% off of MSRP pricing table below:

Part Number	Description	Unit	MSRP
PS-DIR-ADV	Advanced Daily Install	Day	\$1,333.33
PS-DIR-INT	Intermediate Daily Install	Day	\$1,111.11
PS-DIR-BASIC	Basic Daily Install	Day	\$ 888.89
PS-DIR-ENC	Enterprise Network Consultant	Hour	\$ 205.72
PS-DIR-ENC II	Enterprise Network Consultant II	Hour	\$ 239.11
PS-DIR-ENC III	Enterprise Network Consultant III	Hour	\$ 278.07
PS-DIR-DCT	Data Communications Technician	Hour	\$ 105.54
PS-DIR-NE	Network Engineer	Hour	\$ 150.07
PS-DIR-SNE	Senior Network Engineer	Hour	\$ 166.76
PS-DIR-PM	Project Manager	Hour	\$ 166.76

Pricing does not include travel or living expenses. Travel and living expenses shall be billed separately

Pricing structures will be reviewed/renegotiated each year prior to contract renewal.