

Appendix C
Product and Pricing Index
DIR-SDD-289

Product Description	DIR Customer Discount	Description of MSRP
PP8XXX, BPS, Baystack, Contivity 600/1500/2700/4500/etc	38%	Commercial List Price
WAN, LAN, routers, Alteon	30%	Commercial List Price
New Voice Systems (M1/CSE) including phones and applications	50%	Commercial List Price
Symposium, Call Pilot, CCMIS, Companion, Norstar, System upgrades (M1/CSE) and new systems without phones and applications	35%	Commercial List Price
BCM 200/400, BCM 50	42%	Commercial List Price
Peri, MCS	custom quote	
<i>PASS Software Support-GE4300, GE4303, GU4300, GU4303</i>		
CS1000, Call Pilot, Contact Center	17%	Commercial List Price
<i>Service/Training</i>		
Training Technician	\$75 per hour	
Cable Technician	\$70 per hour	
Norstar BCM Technician	\$80 per hour	
Meridian 1/Succession Technician	\$90 per hour	
Applications Technician	\$110 per hour	
<i>Maintenance</i>		
Over 1,000 ports per month	\$2 per port	
501 to 1000 ports per month	\$2.35 per port	
1 to 500 ports per month	\$2.50 per port	
<i>\$.10 per port to be added if customer requests plain monitoring</i>		