

APPENDIX C PRICING INDEX
DIR-TSO-2687
CONVERGEONE, INC.

Manufacturer/Product Line/Product Category	Customer Discount % off MSRP
Hardware	
<u>Avaya 1P Group</u> - Servers, Gateway, MX Conf, Session Manager, System Manager, PBX Hardware	44.75%
<u>Avaya 2P Group</u> - CM and Suite Software, AAC, SBCs	44.75%
<u>Avaya 3P Group</u> - IP Phones, Wireless, Digital Phones, OneX Family	44.75%
<u>Avaya 4P Group</u> - Heritage Nortel Hardware, Avaya CMS HW, AES, WFO, 14XX phones, 24XX phones, 94XX phones, Analog devices, IQ, Nortel CC Hardware, BCM HW	34.75%
<u>Avaya 5P Group</u> - Call Center, Avaya OneX Agent, IP Agent Heritage Nortel Software, DMCC, AES HA, ACE, AACC, IC, CCCM, CMS SW, Call Recording, BCM SW	35.75%
<u>Avaya 6P Group</u> - Ethernet Switches, WLAN, Data	34.75%
<u>Avaya 7P Group</u> - CCCM, Nuance, POM, Paging, UPS, Speakerphones, Mediant 1000, eCAS, OEM, AAEP, VoicePortal, WFO-Verint	20.75%
<u>Avaya 8P Group</u> - Radvision and Scopia Licenses and Hosting Svc	39.00%
<u>Avaya 9P Group</u> - IP Office, IP Office Phones	36.75%
Avaya OEM and DevConnect Products	15.75%
IP-PBX and Related Applications	
ESNA - PBX/Unified Communications to Google Enterprise	10.75%
Interactive Intelligence - Contact Center Application	14.75%
Extension Healthcare - IP Notification for healthcare networks	10.75%
Verint Call Recording Application (to be bundled)	27.75%
Commercial off-the-shelf hardware for Verint	5.75%
Uptivity Call Recording Application (to be bundled)	20.75%
Commercial off-the-shelf hardware for Uptivity	5.75%
Taske Call Recording	20.75%
RMG Networks - Digital Signage	17.75%
AVST	15.00%
Calabrio	30.00%
Calero/Veramark eCAS Call Accounting	30.00%
CTIntegrations Contact Center Software Solutions	15.00%
Datel Contact Center Software Solutions	30.00%
Empirix	11.00%
Enghouse Interactive	20.00%
Mutare	10.00%
Netlert Call Reporting	16.00%

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Polycom Realpresence Environments	25.00%
Polycom Realpresence Platform	10.00%
Polycom Reapresence Immersive	10.00%
Polycom Voice over IP Endpoints	28.00%
Polycom Installed Voice Solutions	25.00%
Polycom - Microsoft Optimized Solutions	10.00%
RedSky E911 Emergency Management Software	7.00%
IP Telephony Handsets, Headsets & Gateways	
Spectralink - Mobility Handsets	25.75%
Jabra - Core Headsets	43.75%
Jabra UC Branded Headsets	35.75%
Plantronics - Headsets	40.75%
Services	
Avaya Direct Retail CSA Maintenance	5.00%
Avaya Professional Services	10.00%
ConvergeOne Implementation Services	10.75%
ConvergeOne Ovation Services	5.75%
ConvergeOne Maintenance Services	5.75%
ConvergeOne Managed & Hosted Services	5.75%
Gold Seal Maintenance - Polycom Realpresence Environments	10.00%
Gold Seal Maintenance - Polycom Realpresence Platform	10.00%
Gold Seal Maintenance - Polycom Reapresence Immersive	10.00%
Gold Seal Maintenance - Polycom Voice over IP Endpoints	0.75%
Gold Seal Maintenance - Polycom Installed Voice Solutions	0.75%
Gold Seal Maintenance - Polycom Microsoft Optimized Solutions	0.75%
RedSky E911 Professional Services	6.50%
Volume Discounts	
Additional Discount for \$1 million+ Avaya, Interactive Intelligence, Uptivity	2.00%
Accessories	
Training Manuals	10.00%
Training Courses	5.00%