

**Appendix C**  
**Product and Pricing Index**  
**DIR-SDD-229**

<b>Product Description</b>	<b>DIR Customer Discount</b>	<b>Description of MSRP</b>
<b>Hardware</b>		
3Com Category B	41%	<b>Commercial List Price</b>
3Com Category D	10%	<b>Commercial List Price</b>
3Com Category E	0%	<b>Commercial List Price</b>
3Com Category F	30%	<b>Commercial List Price</b>
3Com Category G	40%	<b>Commercial List Price</b>
3Com Category J	40%	<b>Commercial List Price</b>
3Com Category T	10%	<b>Commercial List Price</b>
3Com Voice Cat. F	5%	<b>Commercial List Price</b>
3Com Voice Cat. G	13%	<b>Commercial List Price</b>
3Com Voice Cat. J	5%	<b>Commercial List Price</b>
<b>Maintenance</b>		
3Com Express	15%	<b>Commercial List Price</b>
3Com Guardian	15%	<b>Commercial List Price</b>
3Com Software Updates	15%	<b>Commercial List Price</b>
3Com Software Application Support	15%	<b>Commercial List Price</b>
3Com TippingPoint Express	15%	<b>Commercial List Price</b>
3Com TippingPoint Express (GEM)	0%	<b>Commercial List Price</b>
<b>Service</b>		
3Com NBX Installation	5%	<b>Commercial List Price</b>
3Com Router Installation	5%	<b>Commercial List Price</b>
3Com On-site Engineering	5%	<b>Commercial List Price</b>
3Com Professional Services	5%	<b>Commercial List Price</b>

