

Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product Offering and Base pricing Source submitted	
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Categorical Discounts (If Applicable)

Category Identification	Title	Description	Proposed Discount %
DC2	Services	See Polycom Pricelist for specific SKU information and discount category code.	2%
DC3	Maintenance Services	See Polycom Pricelist for specific SKU information and discount category code.	2%
DC4	Premier Services	See Polycom Pricelist for specific SKU information and discount category code.	2%
DC6	Accessories	See Polycom Pricelist for specific SKU information and discount category code.	17%
DC8	CX Phone Accessories and Bundles.	See Polycom Pricelist for specific SKU information and discount category code.	17%
DC10	System Hardware	See Polycom Pricelist for specific SKU information and discount category code.	17%
DC12	End-Point Hardware	See Polycom Pricelist for specific SKU information and discount category code.	17%
DC14	Infrastructure Hardware	See Polycom Pricelist for specific SKU information and discount category code.	20%
DC16	Sound Station Hardware	See Polycom Pricelist for specific SKU information and discount category code.	22%
DC99	Reactivation & Custom Services	See Polycom Pricelist for specific SKU information and discount category code.	17%