



Effective 8/15/2008

State of FL Contract # 730-000-09-1

IMPLEMENTATION SERVICES

Pricing and Discounting Method provided under this State Term Contract Award is based on specific, individual customer configurations and custom priced as a % off of Avaya Standard MSRP list price on a System or Location Basis or via a pre-discounted Market Based Packaged Price.

Implementation Discounts apply to all MSRP System Quotes with custom SOWs:

Hybrid Configurations

Configuration 1	10% Discount
Configuration 2	10% Discount
Configuration 3	10% Discount
Configuration 4	10% Discount

Pure IP Configurations

Configuration 1	10% Discount
Configuration 2	10% Discount
Configuration 3	10% Discount
Configuration 4	10% Discount

Market Based Pricing

Discounted Pre-Packaged Pricing ~ 10-25% Effective Discount.

1. Industry Standard Package
2. Full Service Package
3. Premium Package

Market Based Pricing services descriptions can be found at <http://florida.avaya.com>.

Adjunct and Balance of Line System Implementation Options are priced at standard MSRP and discounted at 10% for all related services, excluding Travel and Expense.

Professional Services

ACD Configuration	\$202.50/per hour
IVR Programming	\$247.50/per hour

Warranties: Standard Avaya Manufacturer Warranties apply to all products procured from this State Term Contract. Warranty Description may be found at <http://florida.avaya.com>.

Resellers: Avaya resellers are authorized to sell only Avaya Implementation Services under this STC Award. Unauthorized use of this contract for services other than those approved by Avaya and DMS State Purchasing may result in penalties including voidance of warranties and suspension of the contracted reseller.