

Appendix C
Product and Pricing Index
DIR-SDD-229

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