

May 1, 2025

## **Newcastle Communications #120122-NEW**

Pricing for contract #120122-NEW offers Sourcewell participating agencies the following discounts:

### **Unified Communications and Call Center Solutions**

#### **NEC 3C and SV9000 Products**

Discount range is from 37% on some software applications, down to 3% and 0% on some small number of hardware components. Pricing is always subject to quarterly system discount promotions, rebates, trade-ins etc. from NEC, so discounts can be more than listed. Newcastle Communications can also ask for special discount considerations from NEC for all non-profit entities. This is submitted on a case-by-case basis. The discounts applied will be based on volume and scope of work.

#### **Intermedia ELEVATE Cloud Products**

Discount range is 5% on licenses and hardware components. Pricing is always subject to quarterly cloud discount promotions, rebates, trade-ins etc. from Intermedia, so discounts can be more than listed. Newcastle Communications can also ask for special discount considerations from Intermedia for all non-profit entities. This is submitted on a case-by-case basis.

#### **Esker Fax and eFax Products**

Discount range is from 51% to 30% for DIDS, fax pages per month and set-up fees. The discounts applied will be based on volume and scope of work.

**PLEASE NOTE:** Newcastle Communications listed pricing is a “not to exceed” cost. There are always additional discounts to be applied based on volume and scope of work. These quantity discounts start at 50, 100, 150, 200 for licenses, phones, DIDS, etc. but are dependent on size and configuration.