

Sourcewell RFP 120122
Avaya Material Price Groups - Discount Summary

Material Price Group (MPG)	Brand	Description	Group	Discount
1P	Avaya	Hardware – Heritage Avaya	Product	35.50%
2P	Avaya	Software UC – Heritage Avaya	Product	39.50%
2R	Avaya	Avaya Alliances	Product	0.00%
3P	Avaya	Peripheral Equipment	Product	39.50%
4P	Avaya	HW2 – Heritage Nortel	Product	27.50%
5P	Avaya	Software CC – Heritage Nortel	Product	27.50%
7P	Avaya	OEM	Product	19.50%
8P	Avaya	Video	Product	39.50%
9P	Avaya	SMEC	Product	27.50%
1C	Avaya	Support Services	Services	0.50%
1N	Avaya	Support Services	Services	0.50%
1S	Avaya	Maintenance Services	Services	0.50%
2S	Avaya	Professional Services	Services	0.50%
3S	Avaya	APCS	Services	0.50%
5S	Avaya	Support Services	Services	0.50%
6S	Avaya	Maintenance Services	Services	0.50%
7S	Avaya	Maintenance Services	Services	0.50%
1T	Avaya	Cloud Offers	Subscription	0.50%
8S	Avaya	CC Subscription Services	Subscription	0.50%
9S	Avaya	UC Subscription Services	Subscription	0.50%
1Z	Avaya	Non-Discountable	NA	0.00%

Price Notes:

1. The Avaya discounts and associated pricing result in a “Not to Exceed” (NTE) price for Sourcewell and its members.
2. Greater discounts may be considered at the individual opportunity level based on the merit and unique requirements such as size, value, customer commitment, etc.
3. Pricing is in US Dollars. Canadian pricing is based on the U.S. Price Catalog and will use the prevailing Foreign Exchange rate at the time of the order. Actual pricing may change pending Foreign Exchange fluctuations over the term of the contract.
4. Avaya’s pricing excludes taxes and tax-related fees & surcharges.