



Barcom Technology Solutions

Summary of DIR Contracts

May 2020





Cisco Systems, Inc. – DIR-TSO-4167

- 36% off MSRP of Cisco Core and Compute
- 10% off MSRP of Cisco Market
- 10-21% off MSRP of Cisco SmartNet for Government Clients
- 25-30% off MSRP of Cisco SmartNet for Education Clients
- Above discounting are MINIMUM, additional discounting can be applied.



Synnex Corporation – DIR-TSO-4075

- 10% off MSRP of Fortinet Fortguard and Fortigate
- 10% off MSRP of Fortinet Category A Hardware and Services
- Various Discounting for Professional Services. See Pricing Index for additional details.
- Above discounting are MINIMUM, additional discounting can be applied.





Graybar Electric Company, Inc. – DIR-TSO-4359

- Various Discounting for Cabling Services. See Pricing Index for additional details.
- Pricing Index Includes Tripp Lite, APC and Eaton for UPS Units.
- Stated discounts are MINIMUM, additional discounting can be applied.



Lenovo Global Technologies – DIR-TSO-3808

- 35% off MSRP of Laptops, Workstations and Tablets
- 21% off MSRP of Support and Warranty Services
- 13-21% off MSRP of Peripherals
- Stated discounts are MINIMUM, additional discounting can be applied.



Mitel Business Systems – DIR-TSO-4355

- 38% off MSRP of Mitel MiVoice Business Hardware and Software
- 35% off MSRP of Mitel MiVoice Connect Hardware and Software
- Stated discounts are MINIMUM, additional discounting can be applied.



Extreme Networks, Inc. – DIR-TSO-4339

- 48% off MSRP of Extreme Networks Networking Products
- 12% off MSRP of Extreme Networks Maintenance Products
- 4.5% off MSRP of Extreme Networks Network Subscription Products
- Stated discounts are MINIMUM, additional discounting can be applied.



Ruckus Wireless, Inc. – DIR-CPO-4401


- 46% off MSRP of LAN Hardware, Software and Accessories
- 32% off MSRP of LAN Support and Maintenance
- 35% off MSRP of WLAN Hardware and Accessories
- 10% off MSRP of WLAN Support and Software
- Stated discounts are MINIMUM, additional discounting can be applied.

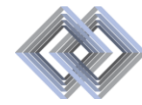


EMC²



EMC Corp. – DIR-TSO-4299

- 23-33% off MSRP of EMC Software
 - 26% off MSRP of Isilon Storage Software
 - 35% off MSRP of Powermax Storage
 - 5% off MSRP of Maintenance
 - Stated discounts are MINIMUM, additional discounting can be applied.
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network alliance



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TECHNOLOGY SOLUTIONS

Network Alliance – DIR-TSO-3744

- 13.5% off MSRP of Variphy Insight for Enterprises
- 12% off MSRP of Syn-Apps
- 40% off MSRP of Zoom Call Recording
- 10-40% off MSRP of Support Services
- Stated discounts are MINIMUM, additional discounting can be applied.



Questions?

