

**DISCOUNT SCHEDULE**

			Proposed Discount %
Reserved	Single or Across-the-Board Discount	Applies to all product listed in the Product Line Product Offering and Base Pricing Source submitted	
Categorical Discounts (If Applicable)			
Category Identification	Title	Description	Proposed Discount %
DC2 DC3	Services	See Polycom pricelist for specific SKU information and discount category code.	2%
DC6	Accessories and Bundles	Same as above	17%
DC10	System Hardware	Same as above	17%
DC12	Endpoint Hardware	Same as above	17%
DC14	Infrastructure Hardware	Same as above	20%
DC4	Services	Same as above	2%
DC8	Phone Acc. & Bundles	Same as above	17%
DC99	Reactivation and Customer Services	Same as above	17%

907 Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the  
 908 products of the proposed product line list on the Product Line Offering and Base Pricing Source. Otherwise if a  
 909 single discount is proposed enter that amount in the reserved section above. Add an additional page if  
 910 necessary.