

REASONABLENESS OF PRICE QUESTIONNAIRE

**PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE INSERTED
YOUR COMPANY'S NAME IN THE BOX**

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No. #:
Category:

1
A. Centrex

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

_____	GSA	_____	VA
_____	DOD	_____	Other
<u>X</u>	NO		

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

☐ GSA ☐ VA
☐ DOD ☐ Other
☒ YES ☐ NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

_____ YES _____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

_____ YES _____ NO

If Bidder has state contract for products offered, please provide the name of the state:

New York; PT59009 and PS59010

http://www.cisco.com/cdc_content/elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

YES NO

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES

_____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES

__ X _ NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES

_____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES

_____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No. #:

Category:

 1
 B. Key Systems

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

 GSA VA
 DOD Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

 GSA VA
 DOD Other
 X YES NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

 YES NO

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

 YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

If Bidder has state contract for products offered, please provide the name of the state:

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 YES NO

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES

_____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES

__ X _ NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES

_____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES

_____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No. #:

Category:

 1
C. Private Branch Exchange

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

 GSA VA
 DOD Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

 GSA VA
 DOD Other
 X YES NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

 YES NO

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

 YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

If Bidder has state contract for products offered, please provide the name of the state:

New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information

 YES NO

as outline in section II.3. Have you included an electronic copy?

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES _____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES _____ X NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES _____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES _____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No. #:

Category:

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

If Bidder has state contract for products offered, please provide the name of the state:

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 1
 D. IP Telephony

 GSA VA
 DOD Other
 X NO

 GSA VA
 DOD Other
 X YES NO

 YES NO

 YES NO

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

 X YES NO

 X YES NO

 YES NO

 YES NO

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES

_____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES

__ X _ NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES

_____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES

_____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No.:#

Category:

 2

 A. Area Networking Hardware & Software

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

 GSA VA
 DOD Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

 GSA VA
 DOD Other
 X YES NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

 YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has state contract for products offered, please provide the name of the state:

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information

 YES NO

as outline in section II.3. Have you included an electronic copy?

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES _____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES _____ X NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES _____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES _____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No.#: _____

Category: _____

 2

 B. Automatic Call Distribution (ACD) System

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

_____ GSA _____ VA
_____ DOD _____ Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

_____ GSA _____ VA
_____ DOD _____ Other
 X YES _____ NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

_____ YES _____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

_____ YES _____ NO

If Bidder has state contract for products offered, please provide the name of the state:

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES _____ NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES _____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

_____ YES _____ NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information

_____ YES _____ NO

as outline in section II.3. Have you included an electronic copy?

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES _____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES _____ X NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES _____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES _____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No.#: _____

Category: _____

__2__

C. Interactive Voice Response (IVR) Systems

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

____ GSA ____ VA
____ DOD ____ Other
__X__ NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

____ GSA ____ VA
____ DOD ____ Other
__X__ YES ____ NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

____ YES ____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

____ YES ____ NO

If Bidder has state contract for products offered, please provide the name of the state:

__New York; PT59009 and PS59010__

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

__X__ YES ____ NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

__X__ YES ____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

____ YES ____ NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information

____ YES ____ NO

as outline in section II.3. Have you included an electronic copy?

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES _____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES _____ X NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES _____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES _____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No.:#

Category:

 2

 D. Audio Conferencing

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

<u> </u> GSA	<u> </u> VA
<u> </u> DOD	<u> </u> Other
<u> X </u> NO	

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

<u> </u> GSA	<u> </u> VA
<u> </u> DOD	<u> </u> Other
<u> X </u> YES	<u> </u> NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

 YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has state contract for products offered, please provide the name of the state:

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 YES NO

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES

_____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES

__ X _ NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES

_____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES

_____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No. #:

Category:

 2

 E. Video Conferencing

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

 GSA VA
 DOD Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

 GSA VA
 DOD Other
 X YES NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

 YES NO

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

 YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

If Bidder has state contract for products offered, please provide the name of the state:

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 YES NO

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES

_____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES

__ X _ NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES

_____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES

_____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No. #:

Category:

2

F. Voice Mail

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

 GSA VA
 DOD Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

 GSA VA
 DOD Other
 X YES NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

 YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has state contract for products offered, please provide the name of the state:

New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

 YES NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 YES NO

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES

_____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES

__ X _ NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES

_____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES

_____ NO

REASONABLENESS OF PRICE QUESTIONNAIRE

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

⇒ ⇒ ⇒ ⇒ ⇒ ⇒

Cisco Systems, Inc.

NOTES TO BIDDERS: FAILURE TO ANSWER THE QUESTIONS WILL DELAY THE EVALUATION OF YOUR BID AND MAY RESULT IN REJECTION OF YOUR BID.

Please provide the following information (one sheet per category bid)

LOT No.#: _____

Category: _____

 2

 G. Other Telecommunications System
Peripherals & Accessories _____

Do you have a contract with the General Services Administration (GSA), Veterans Affairs (VA), Department of Defense (DOD), or other Federal Government Agency for products offered? (Check all that apply.)

_____ GSA _____ VA
_____ DOD _____ Other
 X NO

If yes, a copy of the GSA, VA, DOD, or other Agency comparable contract pricing information as outline in section II.3?

_____ GSA _____ VA
_____ DOD _____ Other
 X YES _____ NO

Have you included an electronic copy of comparable contract pricing information as outline in section II.3?

If yes to having GSA, VA, DOD, or other Federal Agency contract, will Bidder offer New York State pricing equal to or better than your GSA, VA, DOD, or other Federal Agency pricing?

_____ YES _____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

_____ YES _____ NO

If Bidder has state contract for products offered, please provide the name of the state:

 New York; PT59009 and PS59010

http://www.cisco.com/cdc_content_elements/state_contracts/ny/newyork_state.html

If State was completed above, an electronic copy of the comparable contract pricing information as outline in section II.3. Have you included an electronic copy?

 X YES _____ NO

For state contract referenced above, will Bidder offer New York State pricing equal to or better than your state contract pricing?

 X YES _____ NO

If no to above, an explanation of why equal to or better pricing is not being offered is required. Have you attached a written explanation?

_____ YES _____ NO

If Bidder has a contract for products offered with a best commercial customer outside of GSA, VA, DOD, another Federal Agency, or a state, please provide the name of the customer:

If best commercial customer was completed above, an electronic copy of the customer's comparable contract pricing information

_____ YES _____ NO

as outline in section II.3. Have you included an electronic copy?

For best commercial customer contract referenced above, will Bidder offer New York State pricing equal to or better than the pricing for the best commercial customer?

_____ YES _____ NO

Have you designated Resellers/Distributors to be listed?

_____ YES _____ X NO

If yes, are they authorized to accept purchase orders, issue invoices and receive payments?

_____ YES _____ NO

If yes, have you indicated which reseller/distributors are Authorized as indicated above, as required in Section VI.5.4

_____ YES _____ NO