

Schedule S – Large Purchase Order Discount (RFP Reference 3.5)

Avaya will provide the State of New Jersey a single discount percentage for all Avaya Original Equipment Manufacturer (OEM) products. This will provide the State of New Jersey with an initial discount percentage of 44% for all Avaya OEM products. 44% is the initial discount percentage for the Avaya OEM products which can increase based on Large Purchase Order requirements as indicated in the table below.

Bidder Name: Avaya Inc.	
Purchase Order Value	Discount % (see note)
Less than or equal to \$200,000	44%
Greater than \$200,000 and less than \$500,000	44%
Greater than \$500,000 and less than \$1M	44%
Greater than \$1M and less than \$2M	47%
Greater than \$2M and less than \$3.5M	48%
Greater than \$3.5M	50%

Note: Discount structure is only applied to Avaya OEM product (not including services)

Avaya will apply the higher discount structure of either Schedule T or Schedule S

The Large Purchase Order Discount is the maximum discount allowable for individual purchase orders. Annual Equipment Sales Spend Discount is not in addition to.