

SCHEDULE S - LARGE PURCHASE ORDER DISCOUNT
 11-X-21415 Telecommunication Equipment & Services
 Large Purchase Order Discount Section 3.6

NEC Corporation of America will provide special discounts under the Large Purchase Order Discount.
 The following Discount Tables are provided;

Hybrid PBX Discounts	
Purchase Order Value	Discount %*
Less than or equal to \$200,000	Standard Discount (X.X)%
Greater than \$200,000 and less than or equal to \$500,000	2%
Greater than \$500,000 and less than or equal to \$1.0 Mil	3%
Greater than \$1.0 Mil and less than or equal to \$2.0 Mil	5%
Greater than \$2.0 Mil and less than or equal to \$3.5 Mil	10%
Greater than \$3.5 Mil	15%

KSU Discounts	
Purchase Order Value	Discount %*
Less than or equal to \$200,000	Standard Discount (X.X)%
Greater than \$200,000 and less than or equal to \$500,000	2%
Greater than \$500,000 and less than or equal to \$1.0 Mil	3%
Greater than \$1.0 Mil and less than or equal to \$2.0 Mil	5%
Greater than \$2.0 Mil and less than or equal to \$3.5 Mil	10%
Greater than \$3.5 Mil	15%

Analog Terminal Discounts	
Purchase Order Value	Discount %*
Less than or equal to \$200,000	Standard Discount (X.X)%
Greater than \$200,000 and less than or equal to \$500,000	2%
Greater than \$500,000 and less than or equal to \$1.0 Mil	3%
Greater than \$1.0 Mil and less than or equal to \$2.0 Mil	5%
Greater than \$2.0 Mil and less than or equal to \$3.5 Mil	10%
Greater than \$3.5 Mil	15%

Audio Conferencing	
Purchase Order Value	Discount %*
Less than or equal to \$200,000	Standard Discount (X.X)%