



February 25, 2015

Michael Dioquino
Director of Technology Services
Peralta Community College District
333 East 8th Street
Oakland, CA 94606

Re: Peralta Community College District Voice Project

Dear Michael:

Per our discussion, I wanted to get you, in writing, our commitment to hold steady the price points for your UC solution. We will keep them constant for the duration of their lifecycle.

The commitment is extended for the four models of Cisco phones and the licensing for those phones included on our proposal. See below for the breakdown:

Product	Price	Licenses	Price
IP Phone 3905 (Classroom)	\$27.47	UC Manager Essential (Classroom)	\$6.88
IP Phone 8831 (Conference)	\$387.11	UC Manager Enhanced (Staff/Faculty)	\$53.63
Wireless Mic Kit for 8831	\$180.38	UC Manager Pro (IT User)	\$137.50
Spare 8831 Wireless Mic	\$0.00	Emergency Responder	\$5.50
IP Phone 8841 (Staff/Faculty)	\$138.44	One Unity Voice Messaging (All Users)	\$20.63
IP Phone 8851 (Executive)	\$165.11		

Datalink Corporation is also committed to extending a 30% discount on SMARTnet for the life of the system. This commitment should give you the ability to accurately project the capital and operational aspects of Peralta’s UC system as it is deployed.

Please feel free to reach out to me if you have any questions.

Best regards,

Logan Malouf