

WESTERN STATES CONTRACTING ALLIANCE
PARTICIPATING ADDENDUM
FOR DATA COMMUNICATIONS EQUIPMENT
Between
The State of Kansas and Extreme Networks Inc.

This Participating Addendum will add the State of Kansas as a Participating State to purchase from the WSCA Price Agreement, Number AR1471, with Extreme Networks, Inc.

- 1. Scope: this addendum covers purchases and maintenance of Data Communications Equipment for political subdivisions of the State of Kansas. State Agencies are specifically excluded at this point in time.
- 2. Changes: For use by political subdivision of the State of Kansas. State Agencies are specifically excluded at this point in time.

3. Primary Contact; The primary state government contact for this participating addendum is as follows:

Contact:	Chris Howe
State/Political Entity:	Kansas Div. of Purchases
Address:	900 SW Jackson, Room 102N
City, State, Zip:	Topeka, KS 66612-1286
Phone:	785-296-2374
Fax:	785-296-7240
E-Mail:	<u>chris.howe@da.ks.gov</u>

4. Price Agreement Number: The price agreement number for the Participating State is AR1471.

This participating addendum and the WSCA Master Price Agreement, Number Price Agreement, Number AR1471, (administered by the State of Utah) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Government Entity:
 By: Chris Howe
 Name: CHRIS HOWE
 Title: DIRECTOR OF PURCHASES
 Date: 11/13/07

Contractor: Extreme Networks, Inc.
 By: [Signature]
 Name: Karen Rogge
 Title: SVP & CEO
 Date: 11/15/07

SCANNED
EXTREME NETWORKS, INC.
CONFIDENTIAL

Approved
11/15/07
Legal



Revision number:

Purchasing Agent: DEBBIE GUNDERSEN
(801) 538-3150

Item: DATA COMMUNICATIONS EQUIPMENT AND ASSOCIATED OEM MAINTENANCE & TRAINING (CSU/DSU) (WSCA)

Vendor: VC0000100495 Extreme Networks, Inc.
3585 Monroe Street
Santa Clara, CA 95051

Internet Homepage: www.extremenetworks.com

Telephone: (217) 553-5569

Fax number: (217) 483-4600

Contact: Tim Kodyra

Email address: tkodyra@extremenetworks.com

Brand/trade name: Extreme

Price: SEE ATTACHED PRICE LIST

Terms: Net 30

Effective dates: 07/26/07 through 05/31/10

Days required for delivery: 30 days

Price guarantee period: Discounts good through term of Contract

Minimum order: None

Min shipment without charges: FOB Destination, Freight Prepaid

Other conditions: POTENTIAL RENEWALS THROUGH 05/31/2014.

NOTE: This is a New Contract.

Remit to: Extreme Networks Inc.
Dept. LA21921
Pasadena, CA 91185-1921

This Statewide Contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The Authorization requirements and procedure is detailed in the attachment to the contract. Orders may be placed only after Authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a DO in Finet. Agencies will return to the vendor any invoice which reflects incorrect pricing.

Authroized Resellers List for Utah:

Uinta Business Systems
332 West Bugatti Ave.
Salt Lake City, Utah 84115

Advanced Systems Group
4 Triad Center
Salt Lake City, Utah 84180

Remit to: Uinta Business Systems
Dept. 1293
Denver, CO 80291



EXTREME NETWORK DISCOUNT STRUCTURE FOR WSCA DATA COMMUNICATIONS CONTRACT

**All Hardware and Software Products = 35% off List Price.
All Services and Training = 10% off List Price.**

Base line pricing is the published list price for Extreme products and services. The Extreme Price List can be found at:

<http://www.extremenetworks.com/apps/WSCA/main.asp>

The Total List Price of all hardware and software products per purchase order shall determine additional discounts. Discounts shall be as follows:

Hardware and Software Products per Purchase Order	
Total List Price of PO	Discount off List Price
Less than \$500,000	35%
\$500,000 to \$999,999	37%
\$1M to \$1,499,999	39%
\$1.5M +	41%

Services and Training = 10% off List Price – No additional discount.

Extreme Networks will not offer an additional cumulative discount, as our transactional costs will not be decreasing. However, Extreme would be interested in offering a volume discount based upon a commitment from the agencies to procure specific quantities of products. (i.e. The State of Utah agrees to purchase 30 BlackDiamond 12804 switches and 400 Summit X450 switches over the next 12 months at an additional discount of 10% for a total discount of 45% off list price.)

AUTHORIZATION REQUIRED: DAS/ITS (INFORMATION TECHNOLOGY SERVICES) ADMINISTERS STATE AGENCY PURCHASES FROM THIS CONTRACT. STATE AGENCIES (EXECUTIVE BRANCH) MUST COORDINATE THEIR PURCHASE THROUGH DAS/ITS AND MAY NOT PURCHASE DIRECTLY FROM THE CONTRACTOR. PLEASE CONTACT SCOTT PETERSON AT 801-538-3149 OR JOHN STUCKI AT 801-538-3828 WITH DAS/ITS FOR ASSISTANCE. DAS/ITS WILL CHARGE STATE AGENCIES BASED ON DAS/ITS' UNIVERSAL SURCHARGE RATE PLAN. POLITICAL SUBDIVISIONS (SUCH AS HIGHER EDUCATION, PUBLIC EDUCATION, CITIES AND COUNTIES) MAY PURCHASE DIRECTLY FROM THE CONTRACTOR WITHOUT STATE INVOLVEMENT.

WSCA Website:

<http://www.utah.gov/wsca>



FINET COMMODITY CODE(S):

20464000000-NETWORK COMPONENTS: ADAPTER CARDS, BRIDGES, CONNECTORS, EXPANSION
MODULES/PORTS, HUBS, LINE DRIVERS, MSAUs, ROUTERS, TRANSCEIVERS, ETC.

20623000000-COMMUNICATION PROCESSORS AND PROTOCOL CONVERTORS: FRONT-END
PROCESSOR, PROTOCOL INTERCHANGE, SWITCHING CONTROLS, ETC.

20621000000-COMMUNICATION CONTROL UNITS: CONCENTRATORS, MULTIPLEXORS, COUPLERS,
ETC.