



A3 Minimum Discounts

Aerohive-

All Products- 18%

Aruba-

Hardware- 35 % discount License- 35% discount

Atlas-

All Products and services- 10%

Audio Enhancement-

All Products and services- 10%

Brocade-

Hardware- 44% Software- 15% Support- 25%

Barracuda-

All Products- 10%

Cisco-

Hardware- 37% Smartnet- 25% for education & 10% for non-education

Lenovo-

A3 is a designated channel partner & authorized to offer minimum discounts on Lenovo contract

Juniper-

Hardware- 10% Software- 10% Support-10%

Mist-

Hardware- 10% Software- 10% Support-10%



Filewave-

All Products- 10%

Fujitsu-

3% with additional discounts by volume

InFocus-

All Products and Support- 25 % discount

Cleartouch-

All Products- 10%

ViewSonic

Projectors- 35% Monitors & TVs- 25% Digital Signage- 10% Accessories & Warranties- 25%
PC Products- 10%

Cabling-

Customized per job specification

Xirrus

Hardware- 20% Software- 20% Support- 10%