



NASPO ValuePoint Data Communications #AR3227

Important Notes

- Third Party SKUs/Solutions+
 - Contract Price Lists include ONLY OEM (Cisco) SKUs. Third-Party SKUs, including Solutions+, are out of contract scope and cannot be purchased through Cisco SLED direct contracts.
- Partner Services
 - When contractually permitted, Partner Services are limited to Basic Installation and Configuration Services only. Please navigate [here](#) for more information on BI&C services. (No BI&C is allowed for NVP AR3227 Louisiana PAs).
- Use ONLY Contract Price List to quote customers.
 - The Contract Price List is the sole source of pricing to use for any contract sale. It should be used when quoting customers to determine if the SKU is available to be sold and to determine the contract list price (MSRP). The contract minimum required discounts must be applied to the contract MSRP, not CCW/Disti MSRP prices.
 - **How to Compliantly Quote Using the Contract Price List**
- NASPO ValuePoint AR3227 contract price increases are restricted to once a year. New SKU adds & removes, and price decreases are updated monthly.
- **California only:** California State Agencies are restricted from purchasing Cloud Solutions under CA # 7-20-70-47-01. The restriction does not apply to CA non-state agency purchasers.
- **New Jersey only:** New Jersey State Agencies must use the NVP AR3227 New Jersey State Agency Contract Price List Linked [Here](#). The restriction does not apply to NJ non-state agency purchasers and they must use the below Contract Price List.
- **Louisiana only:** There are two separate contract price lists for Louisiana customers, one for Unified Communications and one for all other contract categories.

Current Contract Price List

- [Cisco NVP Contract Price List – Effective 12/18/2024](#)  (XLS - 39.6 MB)

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Archived Contract Price Lists

For any SKU related questions or inquiries, please complete the **SKU Request Form**. The CMO team will analyze the request and respond within ~2 business days. *Please note that if a request is received via email, requestors will be redirected to complete the SKU request form.*

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