



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
Purchase Bureau
P. O. Box 230
TRENTON, NEW JERSEY 08625-0230

JAMES E. MCGREEVEY
Governor

JOHN E. MCCORMAC, CPA
State Treasurer

LOCATION:
33 W. STATE STREET
TRENTON, NJ

TELEPHONE (609) 984-9703 / TELEFAX (609) 292-5170

ADDENDUM #1 T-1466

SOLICITATION #32469

Date: November 4, 2002
To: All Using Agencies and
Cooperative Purchasing
Participants
From: Toni Lello, Purchase Bureau
Subject Video Teleconferencing
Contract Period: May 1, 2002 to April 30, 2003

The following revisions are made to Contract No. A50956, Verizon Network Integration:

Line 00010, Commodity Code: 837-87-032633, Picturitel is deleted.

Polycom has acquired the PictureTel products. Polycom has merged the manufacturer price lists of PictureTel and Polycom to one price list. Polycom has created new product categories for the assimilated price list. Below is a chart that identifies the new category and the applicable discount.

<u>New Category</u>	<u>Old Category</u>	<u>SONJ Discount</u>
vid.1	PLCM A	48.50%
vid.2	PLCM C	33.20%
vid.3	PLCM B	27.70%
ipwr.1	PT A	33.20%
ipwr.2	PT B	33.20%
aud.1	PLCM D	41%
aud.2	PLCM H	27%
aud.4	PLCM E	18.80%
ns.1	PT A	33.20%
ns.2	PT A	33.20%
ns.3	PT A	33.20%

sw.1	NEW CATEGORY	
acc.1	PLCM M3/PT B/PT C	16.50%
acc.2	PLCM E/PLCM M4/PT B	22.20%
m2	PLCM M2	11.10%
m3	PLCM M3	16.50%
m9	NEW CATEGORY	
m10	PLCM M10	38.8%
m13	PCLM M13	35.50%
m14	PCLM M14	24.30%
AVERAGE DISCOUNT		29.28

	<u>Average Discount - Original Submission</u>	<u>Average Discount - New</u>
PICTURETEL	25.00%	27.70%
POLYCOM	26.90%	27.10%

Categories No Longer Used by Polycom
Polycom A, B, C, D, E, F, G, H, M4, M5, M11, M12
PictureTel A, B, C, F, S