

Discount percentage by annual call-off contract value (excluding VAT)

Less than £250,000	2%
Between £250,000 and £500,000	6%
Between £500,001 and £1,000,000	10%
Between £1,000,001 and £2,500,000	15%
Between £2,500,001 and £5,000,000	20%
Over £5,000,001	25%