

RFP 2021-10  
Exhibit B- Pricing  
Product Discounts

Note: The current links to all available manufacturer's price lists have been provided below. Some may require passwords or an account. We are happy to assist if there are any issues gaining access.

Enlight B-Pricing Product Discounts		Cisco																		Supporting Products									
		Cisco		Aerohive/Extreme		Fortinet		Aruba/HPE		Checkpoint		FS		FireEye		Juniper/Mist		Palo Alto		Rubrik		APC/Schneider		Enviros		Liebert/Vertiv			
		Cisco Public Pricelist		Extreme Public Pricelist		Fortinet Public Pricelist		HPE Public Pricelist		Checkpoint Public Pricelist		FS Public Pricelist		FireEye Public Pricelist		Juniper Public Pricelist		Palo Alto Public Pricelist		Rubrik Public Pricelist		N/A		N/A		N/A			
		Meraki Public Pricelist																Citrixsoft Public Pricelist											
Product	Category	Spend (Per unit)	State Discount % (Off Publically Available Price List)	Academic- Higher Ed Discount % (Off Publically Available Price List)	Academic- K-12 Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)		
Switches		\$0-\$50,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$50,001-\$100,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$100,001-\$200,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$200,001-\$300,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$300,001-\$500,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
Routers		\$500,001-Plus	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$0-\$50,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$50,001-\$100,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$100,001-\$200,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$200,001-\$300,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
Security (Firewalls)		\$300,001-\$500,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$500,001-Plus	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$0-\$50,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$50,001-\$100,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	15%	15%	11%	11%	N/A	N/A	38%	38%	10%	10%	N/A	N/A	N/A	N/A	N/A	N/A		
		\$100,001-\$200,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	15%	15%	11%	11%	N/A	N/A	38%	38%	10%	10%	N/A	N/A	N/A	N/A	N/A	N/A		
Wireless		\$200,001-\$300,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	15%	15%	11%	11%	N/A	N/A	38%	38%	10%	10%	N/A	N/A	N/A	N/A	N/A	N/A		
		\$300,001-\$500,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	15%	15%	11%	11%	N/A	N/A	38%	38%	10%	10%	N/A	N/A	N/A	N/A	N/A	N/A		
		\$500,001-Plus	41%	41%	49%	45%	45%	22%	22%	32%	32%	15%	15%	11%	11%	N/A	N/A	38%	38%	10%	10%	N/A	N/A	N/A	N/A	N/A	N/A		
		\$0-\$50,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$50,001-\$100,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
Network Appliances		\$100,001-\$200,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$200,001-\$300,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$300,001-\$500,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$500,001-Plus	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
		\$0-\$50,000	41%	41%	49%	45%	45%	22%	22%	32%	32%	N/A	N/A	N/A	N/A	N/A	N/A	38%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
Maintenance		\$50,001-\$100,000	41%	41%	49%	45%	45%	22%	22%	10%	10%	N/A	N/A	11%	11%	15%	15%	38%	38%	10%	10%	10%	10%	N/A	N/A	N/A	N/A		
		\$100,001-\$200,000	41%	41%	49%	45%	45%	22%	22%	10%	10%	N/A	N/A	11%	11%	15%	15%	38%	38%	10%	10%	10%	10%	N/A	N/A	N/A	N/A		
		\$200,001-\$300,000	41%	41%	49%	45%	45%	22%	22%	10%	10%	N/A	N/A	11%	11%	15%	15%	38%	38%	10%	10%	10%	10%	N/A	N/A	N/A	N/A		
		\$300,001-\$500,000	41%	41%	49%	45%	45%	22%	22%	10%	10%	N/A	N/A	11%	11%	15%	15%	38%	38%	10%	10%	10%	10%	N/A	N/A	N/A	N/A		
		\$500,001-Plus	41%	41%	49%	45%	45%	22%	22%	10%	10%	N/A	N/A	11%	11%	15%	15%	38%	38%	10%	10%	10%	10%	N/A	N/A	N/A	N/A		
Supporting Equipment		\$0-\$50,000	12%	30%	30%	10%	10%	10%	10%	2%	2%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%		
		\$50,001-\$100,000	12%	30%	30%	10%	10%	10%	10%	2%	2%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%		
		\$100,001-\$200,000	12%	30%	30%	10%	10%	10%	10%	2%	2%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%		
		\$200,001-\$300,000	12%	30%	30%	10%	10%	10%	10%	2%	2%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%		
		\$300,001-\$500,000	12%	30%	30%	10%	10%	10%	10%	2%	2%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Non-E-Rate Eligible Items		\$500,001-Plus	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
		\$0-\$50,000	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
		\$50,001-\$100,000	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
		\$100,001-\$200,000	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
		\$200,001-\$300,000	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
		\$300,001-\$500,000	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
		\$500,001-Plus	41%	41%	41%	45%	45%	22%	22%	30%	30%	15%	15%	11%	11%	15%	15%	35%	35%	10%	10%	10%	10%	8%	8%	8%	8%		
			State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)																									
	ePlus Services:	Any Amount	5%	5%																									
	ePlus Services- Annuity		5%	5%																									
	ePlus Services- Cloud/Hosted		5%	5%																									
	ePlus Services- Device Monitoring		3%	3%																									
	ePlus Services- Device Monitoring- LiveAction		3%	3%																									
	ePlus Services- Enhanced Maintenance		5%	5%																									
	ePlus Services- Financing Services		2%	2%																									
ePlus Services- Managed/Integration		5%	5%																										
ePlus Services- Power Management as a Service (UPS Device Support)		5%	5%																										
ePlus Services- Service Desk		5%	5%																										
ePlus Services- Security		5%	5%																										
Third Party Maintenance		2%	2%																										
Third Party Maintenance- LiveAction- Renewal		2%	2%																										

\*Supplier is to enter the discount % for each Product Category in both Discount Columns.  
\* If unable to offer Academic discount % please insert State discount % in the Academic Discount % Column.  
\*Supplier is to provide the URL link to the publicly available pricelist.  
\*Delivery Terms : F.O.B. Destination  
\*Supplier may add columns as required for additional MFGs



**RFP 2021-10****Exhibit B- Pricing  
Service Rates**

<b>Service Description</b>	<b>Hourly Rate</b> <i>(Normal business hours)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Network architecture, analysis and design services	\$ 230.00	\$ 290.00
Network equipment installation/configuration services	\$ 170.00	\$ 215.00
Network equipment repair services	\$ 170.00	\$ 215.00
Network technical support services	\$ 170.00	\$ 215.00
Network engineering services	\$ 170.00	\$ 215.00
Network training services	\$ 140.00	\$ 175.00
Other applicable network services <i>(Supplier may fill in additional services)</i>	<i>See table below</i>	<i>See table below</i>

*\*The rates indicated in the hourly rate columns are a "not-to-exceed" price.*

*\*Supplier shall provide specifications for services listed above.*

<b>Service Description Additional</b>	<b>Hourly Rate</b> <i>(Normal business hours)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Technician	\$ 70.00	\$ 90.00
Senior Technician	\$ 85.00	\$ 105.00
Systems Engineer	\$ 110.00	\$ 140.00
Senior Systems Engineer	\$ 140.00	\$ 175.00
Network Engineer	\$ 170.00	\$ 215.00
Senior Network Engineer	\$ 195.00	\$ 250.00
Network Architect	\$ 210.00	\$ 270.00
Senior Network Architect	\$ 230.00	\$ 295.00
Voice Engineer	\$ 195.00	\$ 250.00
Senior Voice Engineer	\$ 230.00	\$ 295.00
Voice Architect	\$ 245.00	\$ 315.00
Datacenter Engineer	\$ 195.00	\$ 250.00
Senior Datacenter Engineer	\$ 230.00	\$ 295.00
Datacenter Architect	\$ 245.00	\$ 315.00
Security Engineer	\$ 195.00	\$ 250.00
Senior Security Engineer	\$ 230.00	\$ 295.00
Security Architect	\$ 245.00	\$ 315.00
Security Principal	\$ 270.00	\$ 345.00
Project Manager	\$ 165.00	\$ 215.00
Senior Project Manager	\$ 195.00	\$ 250.00