

RFP 2021-10
Exhibit B- Pricing
Product Discounts

Cisco/Meraki

www.cisco.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Routers		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	38%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Security (Firewalls)		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Wireless		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Network Appliances		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				
(Supplier may add additional categories)				

Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

**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*

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HPE/Aruba

www.arubanetworks.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Routers		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Security (Firewalls)		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Wireless		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Network Appliances		\$0-\$50,000	36%	43%
		\$50,001- \$100,000	36%	43%
		\$100,001- \$200,000	39%	45%
		\$200,001- \$300,000	39%	45%
		\$300,001- \$500,000	41%	46%
		\$500,001- Plus	41%	46%
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

***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.

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Exhibit B- Pricing
Product Discounts

Barracuda

www.barracudanetworks.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Routers		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Security (Firewalls)		\$0-\$50,000	19%	19%
		\$50,001- \$100,000	19%	19%
		\$100,001- \$200,000	19%	19%
		\$200,001- \$300,000	19%	19%
		\$300,001- \$500,000	19%	19%
		\$500,001- Plus	19%	19%
Wireless		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Network Appliances		\$0-\$50,000	19%	19%
		\$50,001- \$100,000	19%	19%
		\$100,001- \$200,000	19%	19%
		\$200,001- \$300,000	19%	19%
		\$300,001- \$500,000	19%	19%
		\$500,001- Plus	19%	19%
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%
Barracuda Securty		10%	10%
Barracuda Sentinel		10%	10%
Barracuda Load Balancer		10%	10%

***Supplier is to enter the discount % for each Product Category
in both Discount Columns.**

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in the Academic Discount % Column.**

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Product Discounts

Dell/Dell Rukus

www.dell.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	42%	42%
		\$50,001- \$100,000	42%	42%
		\$100,001- \$200,000	42%	42%
		\$200,001- \$300,000	42%	42%
		\$300,001- \$500,000	42%	42%
		\$500,001- Plus	42%	42%
Routers		\$0-\$50,000	32%	32%
		\$50,001- \$100,000	32%	32%
		\$100,001- \$200,000	32%	32%
		\$200,001- \$300,000	32%	32%
		\$300,001- \$500,000	32%	32%
		\$500,001- Plus	32%	32%
Security (Firewalls)		\$0-\$50,000	32%	32%
		\$50,001- \$100,000	32%	32%
		\$100,001- \$200,000	32%	32%
		\$200,001- \$300,000	32%	32%
		\$300,001- \$500,000	32%	32%
		\$500,001- Plus	30%	30%
Wireless		\$0-\$50,000	12%	12%
		\$50,001- \$100,000	12%	12%
		\$100,001- \$200,000	12%	12%
		\$200,001- \$300,000	12%	12%
		\$300,001- \$500,000	12%	12%
		\$500,001- Plus	12%	12%
Network Appliances		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				
(Supplier may add additional categories)				

Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

**Supplier is to enter the discount % for each Product Category
in both Discount Columns.*

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in the Academic Discount % Column.*

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Product Discounts

Extreme

www.extremenetworks.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	43%	43%
		\$50,001- \$100,000	43%	43%
		\$100,001- \$200,000	43%	43%
		\$200,001- \$300,000	43%	43%
		\$300,001- \$500,000	43%	43%
		\$500,001- Plus	43%	43%
Routers		\$0-\$50,000	43%	43%
		\$50,001- \$100,000	43%	43%
		\$100,001- \$200,000	43%	43%
		\$200,001- \$300,000	43%	43%
		\$300,001- \$500,000	43%	43%
		\$500,001- Plus	43%	43%
Security (Firewalls)		\$0-\$50,000	43%	43%
		\$50,001- \$100,000	43%	43%
		\$100,001- \$200,000	43%	43%
		\$200,001- \$300,000	43%	43%
		\$300,001- \$500,000	43%	43%
		\$500,001- Plus	43%	43%
Wireless		\$0-\$50,000	43%	43%
		\$50,001- \$100,000	43%	43%
		\$100,001- \$200,000	43%	43%
		\$200,001- \$300,000	43%	43%
		\$300,001- \$500,000	43%	43%
		\$500,001- Plus	43%	43%
Network Appliances		\$0-\$50,000	43%	43%
		\$50,001- \$100,000	43%	43%
		\$100,001- \$200,000	43%	43%
		\$200,001- \$300,000	43%	43%
		\$300,001- \$500,000	43%	43%
		\$500,001- Plus	43%	43%
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

***Supplier is to enter the discount % for each Product Category
in both Discount Columns.**

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in the Academic Discount % Column.**

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Product Discounts

Fortinet
www.fortinet.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	21%	21%
		\$50,001- \$100,000	21%	21%
		\$100,001- \$200,000	21%	21%
		\$200,001- \$300,000	21%	21%
		\$300,001- \$500,000	21%	21%
		\$500,001- Plus	21%	21%
Routers		\$0-\$50,000	21%	21%
		\$50,001- \$100,000	21%	21%
		\$100,001- \$200,000	21%	21%
		\$200,001- \$300,000	21%	21%
		\$300,001- \$500,000	21%	21%
		\$500,001- Plus	21%	21%
Security (Firewalls)		\$0-\$50,000	21%	21%
		\$50,001- \$100,000	21%	21%
		\$100,001- \$200,000	21%	21%
		\$200,001- \$300,000	21%	21%
		\$300,001- \$500,000	21%	21%
		\$500,001- Plus	21%	21%
Wireless		\$0-\$50,000	21%	21%
		\$50,001- \$100,000	21%	21%
		\$100,001- \$200,000	21%	21%
		\$200,001- \$300,000	21%	21%
		\$300,001- \$500,000	21%	21%
		\$500,001- Plus	21%	21%
Network Appliances		\$0-\$50,000	21%	21%
		\$50,001- \$100,000	21%	21%
		\$100,001- \$200,000	21%	21%
		\$200,001- \$300,000	21%	21%
		\$300,001- \$500,000	21%	21%
		\$500,001- Plus	21%	21%
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

***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.

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Product Discounts

Palo Alto

www.paloaltonetworks.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Routers		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Security (Firewalls)		\$0-\$50,000	19%	19%
		\$50,001- \$100,000	19%	19%
		\$100,001- \$200,000	19%	19%
		\$200,001- \$300,000	19%	19%
		\$300,001- \$500,000	19%	19%
		\$500,001- Plus	19%	19%
Wireless		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Network Appliances		\$0-\$50,000	19%	19%
		\$50,001- \$100,000	19%	19%
		\$100,001- \$200,000	19%	19%
		\$200,001- \$300,000	19%	19%
		\$300,001- \$500,000	19%	19%
		\$500,001- Plus	19%	19%
Maintenance		\$0-\$50,000	7%	7%
		\$50,001- \$100,000	7%	7%
		\$100,001- \$200,000	7%	7%
		\$200,001- \$300,000	7%	7%
		\$300,001- \$500,000	7%	7%
		\$500,001- Plus	7%	7%
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

***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.**

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Product Discounts

Sonicwall

www.sonicwall.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	16%	16%
		\$50,001- \$100,000	16%	16%
		\$100,001- \$200,000	16%	16%
		\$200,001- \$300,000	16%	16%
		\$300,001- \$500,000	16%	16%
		\$500,001- Plus	16%	16%
Routers		\$0-\$50,000	16%	16%
		\$50,001- \$100,000	16%	16%
		\$100,001- \$200,000	16%	16%
		\$200,001- \$300,000	16%	16%
		\$300,001- \$500,000	16%	16%
		\$500,001- Plus	16%	16%
Security (Firewalls)		\$0-\$50,000	16%	16%
		\$50,001- \$100,000	16%	16%
		\$100,001- \$200,000	16%	16%
		\$200,001- \$300,000	16%	16%
		\$300,001- \$500,000	16%	16%
		\$500,001- Plus	16%	16%
Wireless		\$0-\$50,000	16%	16%
		\$50,001- \$100,000	16%	16%
		\$100,001- \$200,000	16%	16%
		\$200,001- \$300,000	16%	16%
		\$300,001- \$500,000	16%	16%
		\$500,001- Plus	16%	16%
Network Appliances		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				
(Supplier may add additional categories)				

Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

**Supplier is to enter the discount % for each Product Category
in both Discount Columns.*

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**Supplier may add columns as required for additional MFGs*

RFP 2021-10
Exhibit B- Pricing
Product Discounts

www.sophos.com

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	26%	26%
		\$50,001- \$100,000	36%	36%
		\$100,001- \$200,000	36%	36%
		\$200,001- \$300,000	41%	41%
		\$300,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
Routers		\$0-\$50,000	26%	26%
		\$50,001- \$100,000	36%	36%
		\$100,001- \$200,000	36%	36%
		\$200,001- \$300,000	41%	41%
		\$300,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
Security (Firewalls)		\$0-\$50,000	26%	26%
		\$50,001- \$100,000	36%	36%
		\$100,001- \$200,000	36%	36%
		\$200,001- \$300,000	41%	41%
		\$300,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
Wireless		\$0-\$50,000	26%	26%
		\$50,001- \$100,000	36%	36%
		\$100,001- \$200,000	36%	36%
		\$200,001- \$300,000	41%	41%
		\$300,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
Network Appliances		\$0-\$50,000	26%	26%
		\$50,001- \$100,000	36%	36%
		\$100,001- \$200,000	36%	36%
		\$200,001- \$300,000	41%	41%
		\$300,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
Maintenance		\$0-\$50,000	10%	10%
		\$50,001- \$100,000	10%	10%
		\$100,001- \$200,000	10%	10%
		\$200,001- \$300,000	10%	10%
		\$300,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%- 15%	5%- 15%
Subscription Services		5%- 15%	5%- 15%
Manufacturer Warranty		5%- 15%	5%- 15%

***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.**

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RFP 2021-10
Exhibit B- Pricing
Product Discounts

Redsky (E911)

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Routers		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Security (Firewalls)		\$0-\$50,000	6%	6%
		\$50,001- \$100,000	6%	6%
		\$100,001- \$200,000	6%	6%
		\$200,001- \$300,000	6%	6%
		\$300,001- \$500,000	6%	6%
		\$500,001- Plus	6%	6%
Wireless		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Network Appliances		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Maintenance		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Other Applicable Products				

(Supplier may add additional categories)			
Manufacturers renewals		5%	5%
Subscription Services		5%	5%
Manufacturer Warranty		5%	5%

***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**

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Exhibit B- Pricing
Service Rates

Service Description	Hourly Rate <i>(Normal business hours)</i>	Hourly Rate <i>(After normal business hours)</i>
Network architecture, analysis and design services	\$177.38	\$266.07
Equipment installation/configuration services	\$157.78	\$236.67
Network Equipment Repair Services	\$49.00	\$73.50
Equipment update/upgrade services	\$131.32	\$196.98
Technical support services <i>(Standard)</i>	\$53.90	\$80.85
Technical support services <i>(Premium)</i>	\$68.60	\$102.90
Network engineering services <i>(Standard)</i>	\$131.32	\$196.98
Network engineering services <i>(Premium)</i>	\$157.78	\$236.67
Network training services	\$131.32	\$196.98
Other Applicable Services <i>(Supplier may fill in additional services)</i>		
Network Engineer, Senior	\$177.38	\$266.07
Network Engineer, Intermediate	\$157.78	\$236.67
Network Engineer, Junior	\$131.32	\$196.98
VoIP Engineer, Senior	\$177.38	\$266.07
VoIP Engineer, Intermediate	\$157.78	\$236.67
VoIP Engineer, Junior	\$131.32	\$196.98
3rd Party Cabling Services	10% off ESI List Price	10% off ESI List Price
Project Manager Junior	\$93.10	\$141.12
Project Manager Senior	\$122.50	\$181.30
Security Assessment Services	\$157.78	\$236.67
Physical Assessment Services	\$131.32	\$196.98
All other ESI Services	10% off ESI List Price	10% off ESI List Price
All other 3rd party services	10% off ESI List Price	10% off ESI List Price
Manufacturer warranty support	10% off ESI List Price	10% off ESI List Price

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

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



A Xerox Company

ESI Supplemental Network Options

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
Network cable	
* Net100	5%
* All About Networks	5%
* Data Cable	5%
* Kegley Electric Company	5%
Network Components	
* Enet	5%
* Belkin	5%
* Norfolk Wire & Electronics	5%
* Cables To Go	5%
Network Security	
* Verkada	5%
* Checkpoint	5%
* Microsoft Azure	5%
* Eagle Eye Networks	5%
* Fire Eye	5%
* Kaspersky	5%
* WatchGuard	5%
* Micro Focus/Arcsight	5%
* Redsky	5%
Network Management	
* Solarwinds	5%
* Kempt Technologies	5%
Power	
* Schneider Electric/APC	5%
* Liebert/Vertiv	5%
* Tripplite	5%
Network - Phones	
* Allworx	5%
* Avaya	5%