

**RFP 2021-10**  
**Exhibit B- Pricing**  
**Product Discounts**

**Cisco/Meraki**

[www.cisco.com](http://www.cisco.com)

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

**RFP 2021-10**  
**Exhibit B- Pricing**  
**Product Discounts**

**HPE/Aruba**

[www.arubanetworks.com](http://www.arubanetworks.com)

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

(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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**Exhibit B- Pricing**  
**Product Discounts**

**Barracuda**

[www.barracudanetworks.com](http://www.barracudanetworks.com)

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

(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](http://www.dell.com)

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

[www.extremenetworks.com](http://www.extremenetworks.com)

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

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

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**Product Discounts**

**Fortinet**  
[www.fortinet.com](http://www.fortinet.com)

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
<b>Switches</b>		\$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%
<b>Routers</b>		\$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%
<b>Security (Firewalls)</b>		\$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%
<b>Wireless</b>		\$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%
<b>Network Appliances</b>		\$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%
<b>Maintenance</b>		\$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%
<b>Other Applicable Products</b>				

(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**

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**Palo Alto**

[www.paloaltonetworks.com](http://www.paloaltonetworks.com)

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

(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**

**RFP 2021-10**  
**Exhibit B- Pricing**  
**Product Discounts**

**Sonicwall**

[www.sonicwall.com](http://www.sonicwall.com)

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

**RFP 2021-10**  
**Exhibit B- Pricing**  
**Product Discounts**

[www.sophos.com](http://www.sophos.com)

Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
<b>Switches</b>		\$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%
<b>Routers</b>		\$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%
<b>Security (Firewalls)</b>		\$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%
<b>Wireless</b>		\$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%
<b>Network Appliances</b>		\$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%
<b>Maintenance</b>		\$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%
<b>Other Applicable Products</b>				

(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**

**RFP 2021-10**  
**Exhibit B- Pricing**  
**Product Discounts**

**Redsky (E911)**

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

(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**

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





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