

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

**Cisco**

**Fortinet**

**Aruba**

<https://prpub.cloudapps.cisco.com/lpc/currentPL.faces> <https://www.fortinet.com/partners/california-list-fortir> <https://iquote.hpe.com/asp/signin.aspx>

[illegible]

\*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

Notes:

1. Fortinet switch discounts are broken into two discount tiers depending on model. Switch models 2XX and below in category A with the higher discount while models 3XX and above have a lower discount

2. Discounts for Maintenance vary based upon service levels required and contract duration. Therefore a range has been provided.

3. Our Cloud Security Services offering includes but is not limited to:

Fortinet - FortiCWP, FortiEDP, WAFaaS

4. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.

5. **Wireless Monitoring Software offering includes Wyebot**

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**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>195</b>	<b>225</b>
Network equipment installation/configuration services	<b>170</b>	<b>190</b>
Network equipment repair services	<b>145</b>	<b>165</b>
Network technical support services	<b>145</b>	<b>165</b>
Network engineering services	<b>195</b>	<b>225</b>
Network training services	<b>125</b>	<b>N/A</b>
Other applicable network services <i>(Supplier may fill in additional services)</i>	<b>170</b>	<b>190</b>

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

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