RFP 2021-10
Exhibit B- Pricing
Product Discounts

Cisco — https://prpub.cloudapps.cisco.com/lpc/currentPL.faces
Fortinet — https://www.fortinet.com/partners/california-list-fortir
Aruba — https://iquote.hpe.com/aspx/signin.aspx

Product / Category	Spend (Per order)	Cisco State Discount % (Off Publically Available Price List)	Cisco Academic Discount % (Off Publically Available Price List)	Fortinet State Discount % (Off Publically Available Price List)	Fortinet Academic Discount % (Off Publically Available Price List)	Aruba State Discount % (Off Publically Available Price List)	Aruba Academic Discount % (Off Publically Available Price List)
Switches	$0-$50,000	35%	35%	20%/10%[1]	20%/10%[1]	20%	20%
	$50,001- $100,000	36%	36%	21%/11%[1]	21%/11%[1]	21%	21%
	$100,001- $200,000	36%	36%	21%/11%[1]	21%/11%[1]	21%	21%
	$200,001- $300,000	36%	36%	21%/11%[1]	21%/11%[1]	21%	21%
	$300,001- $500,000	36%	36%	21%/11%[1]	21%/11%[1]	21%	21%
	$500,001- Plus	37%	37%	21%/11%[1]	21%/11%[1]	22%	22%
Routers	$0-$50,000	35%	35%	20%	20%	20%	20%
	$50,001- $100,000	36%	36%	21%	21%	21%	21%
	$100,001- $200,000	36%	36%	21%	21%	21%	21%
	$200,001- $300,000	36%	36%	21%	21%	21%	21%
	$300,001- $500,000	36%	36%	21%	21%	21%	21%
	$500,001- Plus	37%	37%	21%	21%	22%	22%
Security (Firewalls)	$0-$50,000	35%	35%	20%	20%	20%	20%
	$50,001- $100,000	36%	36%	21%	21%	21%	21%
	$100,001- $200,000	36%	36%	21%	21%	21%	21%
	$200,001- $300,000	36%	36%	21%	21%	21%	21%
	$300,001- $500,000	36%	36%	21%	21%	21%	21%
	$500,001- Plus	37%	37%	21%	21%	22%	22%
Wireless	$0-$50,000	35%	35%	20%	20%	20%	20%
	$50,001- $100,000	36%	36%	21%	21%	21%	21%
	$100,001- $200,000	36%	36%	21%	21%	21%	21%
	$200,001- $300,000	36%	36%	21%	21%	21%	21%
	$300,001- $500,000	36%	36%	21%	21%	21%	21%
	$500,001- Plus	37%	37%	21%	21%	22%	22%
Network Appliances	$0-$50,000	35%	35%	20%	20%	20%	20%
	$50,001- $100,000	36%	36%	21%	21%	21%	21%
	$100,001- $200,000	36%	36%	21%	21%	21%	21%
	$200,001- $300,000	36%	36%	21%	21%	21%	21%
	$300,001- $500,000	36%	36%	21%	21%	21%	21%
	$500,001- Plus	37%	37%	21%	21%	22%	22%
Maintenance	$0-$50,000	12-20%[2]	12-20%[2]	11%	11%	15%	15%
	$50,001- $100,000	12-20%[2]	12-20%[2]	11%	11%	15%	15%
	$100,001- $200,000	12-20%[2]	12-20%[2]	11%	11%	15%	15%
	$200,001- $300,000	12-20%[2]	12-20%[2]	11%	11%	15%	15%
	$300,001- $500,000	12-20%[2]	12-20%[2]	11%	11%	15%	15%
	$500,001- Plus	12-20%[2]	12-20%[2]	11%	11%	15%	15%
Cloud Subscriptions[3]	$0-$50,000	12%	12%	6%	6%		
	$50,001- $100,000	13%	13%	6%	6%		
	$100,001- $200,000	13%	13%	6%	6%		
	$200,001- $300,000	13%	13%	6%	6%		
	$300,001- $500,000	13%	13%	6%	6%		
	$500,001- Plus	13%	13%	6%	6%		

*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:
Cisco - Duo, AMP for endpoints, Umbrella, Stealthwatch, Cloudlock, WebEx, WebEx cloud contact center, WebEx Calling
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

RFP 2021-10
Exhibit B- Pricing
Service Rates

Service Description	Hourly Rate *(Normal business hours)*	Hourly Rate *(After normal business hours)*
Network architecture, analysis and design services	195	225
Network equipment installation/configuration services	170	190
Network equipment repair services	145	165
Network technical support services	145	165
Network engineering services	195	225
Network training services	125	N/A
Other applicable network services *(Supplier may fill in additional services)*	170	190

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

*Supplier shall provide specifications for services listed above.