

Pricing Summary and Explanation of Contract Discounting

SHI have based our discount structure on SHI Advertised Price as this is a verifiable source. We do not inflate this Advertised Price for RFPs in order to make our discounts appear larger. Other vendors may use MSRP or Publisher List price, which can be unreliable as a pricelist may not exist for every product, a pricelist can change from day to day, and a pricelist can be inconsistent depending on where you source the information from.

In many cases, SHI Advertised List Price already reflects a substantial discount off of Manufacturer Published List prices. Given the breadth of manufacturers and products that we offer, there will be many opportunities for us to secure additional discounts for eligible contract users. We work to provide your contract users with the most advantageous pricing available, above and beyond the minimum discounts offered, whenever possible.

Our average discount from list price across all networking hardware varies but for many products it can be as high as 30% or more where a list price exists. When asked for a single discount this is difficult to demonstrate.

For this contract, the discounts on the "Product Discounts" tab will be in addition to our already discounted pricing found at www.shi.com and our services rates are a "not to exceed" price rather than fixed

*Supplier may add columns as required for additional BIDs

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 | \$250 | \$300 |
| Network equipment installation/configuration services | \$250 | \$300 |
| Network equipment repair services | \$250 | \$300 |
| Network technical support services | \$250 | \$300 |
| Network engineering services | \$250 | \$300 |
| Network training services | \$250 | \$300 |
| Other applicable network services (Supplier may fill in additional services) | \$165 | \$165 |

***The rates indicated in the hourly rate columns are a "not-to-exceed" price. Best rates will be provided at the time of the opportunity**

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