

RFP 2021-10
Exhibit B
Product Discounts

| Product | Category | Delivery Lead Time (In Days ARO) | Spend (Per order) | Extreme Networks URL link to Public Pricelist https://www.extremenetworks.com/government-contract-information/msrp-price-list/ | | Fortinet URL link to Public Pricelist https://www.fortinet.com/partners/california-list-fortinet | | Juniper Networks URL link to Public Pricelist https://www.juniper.net/us/en/partners/pricing/state-and-local-price-list.html | | Watchguard Technologies URL link to Public Pricelist https://www.getadvanced.net/vita-erate-pricing | | Vertiv URL link to Public Pricelist https://www.getadvanced.net/vita-erate-pricing | |
|--|----------|----------------------------------|----------------------|---|---|---|---|---|---|--|---|---|---|
| | | | | State Discount % (Off Publically Available Price List) | Academic Discount % (Off Publically Available Price List) | State Discount % (Off Publically Available Price List) | Academic Discount % (Off Publically Available Price List) | State Discount % (Off Publically Available Price List) | Academic Discount % (Off Publically Available Price List) | State Discount % (Off Publically Available Price List) | Academic Discount % (Off Publically Available Price List) | State Discount % (Off Publically Available Price List) | Academic Discount % (Off Publically Available Price List) |
| Switches | | 2-10 Days | \$0-\$50,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$50,001- \$100,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$100,001- \$200,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$200,001- \$300,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$300,001- \$500,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$500,001- Plus | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| Routers | | 2-10 Days | \$0-\$50,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | N/A | N/A | N/A | N/A |
| | | 2-10 Days | \$50,001- \$100,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | N/A | N/A | N/A | N/A |
| | | 2-10 Days | \$100,001- \$200,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | N/A | N/A | N/A | N/A |
| | | 2-10 Days | \$200,001- \$300,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | N/A | N/A | N/A | N/A |
| | | 2-10 Days | \$300,001- \$500,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | N/A | N/A | N/A | N/A |
| | | 2-10 Days | \$500,001- Plus | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | N/A | N/A | N/A | N/A |
| Security (Firewalls) | | 2-10 Days | \$0-\$50,000 | N/A | N/A | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$50,001- \$100,000 | N/A | N/A | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$100,001- \$200,000 | N/A | N/A | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$200,001- \$300,000 | N/A | N/A | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$300,001- \$500,000 | N/A | N/A | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$500,001- Plus | N/A | N/A | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| Wireless | | 2-10 Days | \$0-\$50,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$50,001- \$100,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$100,001- \$200,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$200,001- \$300,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$300,001- \$500,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$500,001- Plus | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| Network Appliances | | 2-10 Days | \$0-\$50,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$50,001- \$100,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$100,001- \$200,000 | 41 | 41.5 | 8 to 17 | 8 to 17 | 48 | 48 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$200,001- \$300,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$300,001- \$500,000 | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| | | 2-10 Days | \$500,001- Plus | 42 | 42.5 | 8 to 17 | 8 to 17 | 49 | 49 | 22 | 22 | N/A | N/A |
| Maintenance | | 2-10 Days | \$0-\$50,000 | 4 | 4 | 5.5 | 5.5 | 2.25 | 2.25 | 8 | 8 | N/A | N/A |
| | | 2-10 Days | \$50,001- \$100,000 | 4 | 4 | 5.5 | 5.5 | 2.25 | 2.25 | 8 | 8 | N/A | N/A |
| | | 2-10 Days | \$100,001- \$200,000 | 4 | 4 | 5.5 | 5.5 | 2.25 | 2.25 | 8 | 8 | N/A | N/A |
| | | 2-10 Days | \$200,001- \$300,000 | 4 | 4 | 5.5 | 5.5 | 2.25 | 2.25 | 8 | 8 | N/A | N/A |
| | | 2-10 Days | \$300,001- \$500,000 | 4 | 4 | 5.5 | 5.5 | 2.25 | 2.25 | 8 | 8 | N/A | N/A |
| | | 2-10 Days | \$500,001- Plus | 4 | 4 | 5.5 | 5.5 | 2.25 | 2.25 | 8 | 8 | N/A | N/A |
| Other Applicable | | | | | | | | | | | | | |
| Extreme Networks Cloud IQ | | 2-10 Days | any volume | 41 | 41.5 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| FortiEDR FortiSOAR, WAFaaS, VM, FortiCWP | | 2-10 Days | any volume | N/A | N/A | 2.25 | 2.25 | N/A | N/A | N/A | N/A | N/A | N/A |
| Juniper Software/Licensing | | | | N/A | N/A | N/A | N/A | 34 | 34 | N/A | N/A | N/A | N/A |
| Juniper Mist Hardware | | | | N/A | N/A | N/A | N/A | 54.5 | 54.5 | N/A | N/A | N/A | N/A |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| UPS and other power systems | | 2-10 Days | any volume | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 10-25% | 10-25% |

Note: Some manufacturers may combine some category types above in bundles and discounts could vary slightly.

Note on Fortinet - Fortinet has two categories of hardware cat 1 and b with different discount levels

**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*

RFP 2021-10
Exhibit B Pricing
Service Rates

| Service Description | Hourly Rate <i>(Normal business hours)</i> |
|---|--|
| Network architecture, analysis and design services | \$125.00 |
| Network equipment installation/configuration services | \$125.00 |
| Network equipment repair services | \$101.00 |
| Network technical support services | \$101.00 |
| Network engineering services | \$125.00 |
| Network training services | \$95.00 - \$125.00 |
| Other applicable network services <i>(Supplier may fill in additional services)</i> | \$125.00 |

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

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

| Hourly Rate <i>(After normal business hours)</i> |
|--|
| \$187.50 |
| \$187.50 |
| \$152.00 |
| \$152.00 |
| \$187.50 |
| N/A |
| \$187.50 |