

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													
FortiEDR FortiSOAR, WAFaaS, VM, FortiCWP													
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				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