

**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 <a href="https://www.extremenetworks.com/government-contract-information/msrp-price-list/">https://www.extremenetworks.com/government-contract-information/msrp-price-list/</a>		Fortinet URL link to Public Pricelist <a href="https://www.fortinet.com/partners/california-list-fortinet">https://www.fortinet.com/partners/california-list-fortinet</a>		Juniper Networks URL link to Public Pricelist <a href="https://www.juniper.net/us/en/partners/pricing/state-and-local-price-list.html">https://www.juniper.net/us/en/partners/pricing/state-and-local-price-list.html</a>		Watchguard Technologies URL link to Public Pricelist <a href="https://www.getadvanced.net/vita-erate-pricing">https://www.getadvanced.net/vita-erate-pricing</a>		Vertiv URL link to Public Pricelist <a href="https://www.getadvanced.net/vita-erate-pricing">https://www.getadvanced.net/vita-erate-pricing</a>	
				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**

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

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

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

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