

**RFP 2021-10 Applied Technology Services**  
**Exhibit B**  
**Product Discounts**

*Cisco*

<https://ciscogpl.com/>

<b>Product Category</b>	<b>Delivery Lead Time</b> <i>(In Days ARO)</i>	<b>Spend</b> (Per order)	<b>State Discount %</b> <i>(Off Publically Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publically Available Price List)</i>
<b>Switches</b>		\$0-\$50,000	<b>36</b>	<b>36</b>
		\$50,001- \$100,000	<b>36</b>	<b>36</b>
		\$100,001- \$200,000	<b>36</b>	<b>36</b>
		\$200,001- \$300,000	<b>36</b>	<b>36</b>
		\$300,001- \$500,000	<b>40</b>	<b>40</b>
		\$500,001- Plus	<b>40</b>	<b>40</b>
<b>Routers</b>		\$0-\$50,000	<b>36</b>	<b>36</b>
		\$50,001- \$100,000	<b>36</b>	<b>36</b>
		\$100,001- \$200,000	<b>36</b>	<b>36</b>
		\$200,001- \$300,000	<b>36</b>	<b>36</b>
		\$300,001- \$500,000	<b>40</b>	<b>40</b>
		\$500,001- Plus	<b>40</b>	<b>40</b>
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>36</b>	<b>36</b>
		\$50,001- \$100,000	<b>36</b>	<b>36</b>
		\$100,001- \$200,000	<b>36</b>	<b>36</b>
		\$200,001- \$300,000	<b>36</b>	<b>36</b>
		\$300,001- \$500,000	<b>40</b>	<b>40</b>
		\$500,001- Plus	<b>40</b>	<b>40</b>
<b>Wireless</b>		\$0-\$50,000	<b>36</b>	<b>36</b>
		\$50,001- \$100,000	<b>36</b>	<b>36</b>
		\$100,001- \$200,000	<b>36</b>	<b>36</b>
		\$200,001- \$300,000	<b>36</b>	<b>36</b>
		\$300,001- \$500,000	<b>40</b>	<b>40</b>
		\$500,001- Plus	<b>40</b>	<b>40</b>
<b>Network Appliances</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Maintenance</b>		\$0-\$50,000	<b>10-12%</b>	<b>10-12%</b>
		\$50,001- \$100,000	<b>10-12%</b>	<b>10-12%</b>
		\$100,001- \$200,000	<b>10-12%</b>	<b>10-12%</b>
		\$200,001- \$300,000	<b>10-12%</b>	<b>10-12%</b>

		\$300,001- \$500,000	10-12%	10-12%
		\$500,001- Plus	10-12%	10-12%
Other Applicable Products				
Training			2-10%	2-10%
Software Options			2-10%	2-10%

*\*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*

**Checkpoint****Dell Data Center Networking****Dell Campus Networking**<http://pricelist.checkpoint.com><http://www.dell.com><http://www.dell.com>

<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)
		59	59	55	55
		59	59	55	55
		59	59	55	55
		59	59	55	55
		59	59	55	55
		59	59	55	55
		32	32	32	32
		32	32	32	32
		32	32	32	32
		32	32	32	32
		32	32	32	32
23	23	32	32	32	32
23	23	32	32	32	32
23	23	32	32	32	32
23	23	32	32	32	32
23	23	32	32	32	32
23	23	32	32	32	32
8-12%	8-12%	5-10%	5-10%	5-10%	5-10%
8-12%	8-12%	5-10%	5-10%	5-10%	5-10%
8-12%	8-12%	5-10%	5-10%	5-10%	5-10%
8-12%	8-12%	5-10%	5-10%	5-10%	5-10%

8-12%	8-12%	5-10%	5-10%	5-10%	5-10%
8-12%	8-12%	5-10%	5-10%	5-10%	5-10%
2-10%	2-10%	2-10%	2-10%	2-10%	2-10%
2-10%	2-10%	2-10%	2-10%	2-10%	2-10%

**Dell Ruckus**

**Dell VeloCloud**

**Extreme**

<http://www.dell.com>

<http://www.dell.com>

<https://www.extremenetworks.com/government-contract-information-state-of-california-enterprise-technology/>

<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)
				33	33
				33	33
				33	33
				33	33
				35	35
				35	35
				33	33
				33	33
				33	33
				33	33
				35	35
				35	35
				33	33
				33	33
				33	33
				33	33
				35	35
				35	35
22	22			33	33
22	22			33	33
22	22			33	33
22	22			33	33
22	22			35	35
22	22			35	35
		35	35		
		35	35		
		35	35		
		35	35		
		35	35		
		35	35		
5-10%	5-10%	5-10%	5-10%	2-7%	2-7%
5-10%	5-10%	5-10%	5-10%	2-7%	2-7%
5-10%	5-10%	5-10%	5-10%	2-7%	2-7%
5-10%	5-10%	5-10%	5-10%	2-7%	2-7%

5-10%	5-10%	5-10%	5-10%	2-7%	2-7%
5-10%	5-10%	5-10%	5-10%	2-7%	2-7%
2-10%	2-10%	2-10%	2-10%	2-10%	2-10%
2-10%	2-10%	2-10%	2-10%	2-10%	2-10%

**Fortinet**

<https://www.fortinet.com/partners/california-list-fortinet>

**HP**

[http://h41112.www4.hpe.com/price-lists/HPN\\_Pricelist.xlsx](http://h41112.www4.hpe.com/price-lists/HPN_Pricelist.xlsx)

**Juniper**

<https://www.juniper.net/us/en/partners/state-and-local-price-list>

<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)
22	22	36	36	34	34
22	22	36	36	34	34
22	22	36	36	34	34
22	22	36	36	38	38
22	22	40	40	38	38
25	25	40	40	38	38
				34	34
				34	34
				34	34
				38	38
				38	38
				38	38
10-27%	10-27%			34	34
10-27%	10-27%			34	34
10-27%	10-27%			34	34
10-27%	10-27%			38	38
10-27%	10-27%			38	38
10-27%	10-27%			38	38
22	22	36	36	34	34
22	22	36	36	34	34
22	22	36	36	34	34
22	22	36	36	38	38
22	22	40	40	38	38
25	25	40	40	38	38
5-10%	5-10%	5-10%	5-10%	6-7%	6-7%
5-10%	5-10%	5-10%	5-10%	6-7%	6-7%
5-10%	5-10%	5-10%	5-10%	6-7%	6-7%
5-10%	5-10%	5-10%	5-10%	6-7%	6-7%

5-10%	5-10%	5-10%	5-10%	6-7%	6-7%
5-10%	5-10%	5-10%	5-10%	6-7%	6-7%
2-10%	2-10%	2-10%	2-10%	2-10%	2-10%
2-10%	2-10%	2-10%	2-10%	2-10%	2-10%



**Ubiquiti**

<https://store.ui.com/>

<b>State Discount %</b> <i>(Off Publically Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publically Available Price List)</i>
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
12	12
2-7%	2-7%
2-7%	2-7%
2-7%	2-7%
2-7%	2-7%

<b>2-7%</b>	<b>2-7%</b>
<b>2-7%</b>	<b>2-7%</b>
<b>2-10%</b>	<b>2-10%</b>
<b>2-10%</b>	<b>2-10%</b>

**RFP 2021-10 Applied Technology Services**  
**Exhibit B**  
**Service Rates**

<b>Service Description</b>	<b>Hourly Rate</b> <i>(Normal business hours)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Network architecture, analysis and design services	<b>\$140.00</b>	<b>\$210.00</b>
Equipment installation/configuration services	<b>\$120.00</b>	<b>\$180.00</b>
Equipment update/upgrade services	<b>\$120.00</b>	<b>\$180.00</b>
Equipment repair services	<b>\$85.00</b>	<b>\$128.00</b>
Technical support services <i>(Standard)</i>	<b>\$120.00</b>	<b>\$180.00</b>
Technical support services <i>(Premium)</i>	<b>\$130.00</b>	<b>\$195.00</b>
Engineering services <i>(Standard)</i>	<b>\$120.00</b>	<b>\$180.00</b>
Engineering services <i>(Premium)</i>	<b>\$175.00</b>	<b>\$260.00</b>
Training	<b>\$85.00</b>	<b>\$128.00</b>
Other Applicable Services <i>(Supplier may fill in additional services)</i>		

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

***\*Supplier shall provide specifications for Standard and Premium services listed above.***