

RFP 2021-10 Applied Technology Services
Exhibit B
Product Discounts

Cisco

<https://ciscogpl.com/>

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

		\$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*

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/>

State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>
				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

HP

Juniper

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

http://h41112.www4.hpe.com/price-lists/HPN_Pricelist.xlsx

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

State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>
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%

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

RFP 2021-10 Applied Technology Services
Exhibit B
Service Rates

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