

RFP 2021-10
Exhibit B
Product Discounts

Cisco

Extreme

Fortinet

Juniper

HPE/Aruba

Aveva

APC

Exton

<https://pub.cisco.com/cisco/en/portal/contract/contract-faces> See note below

<https://www.extremenetworks.com/government-its-contract-compliance/price-list>

www.fortinet.com/partners/affiliates/affiliates

<https://www.caruselindustries.com/industry/sg-ubs-contract/>

<https://www.caruselindustries.com/industry/sg-ubs-contract/>

<https://www.caruselindustries.com/industry/sg-ubs-contract/>

<https://www.caruselindustries.com/industry/sg-ubs-contract/>

<https://www.caruselindustries.com/industry/sg-ubs-contract/>

Product Category	Spend (Per user)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)
Switches	\$0-\$50,000	42	44	48	50	25	25	45	46	28	29						
	\$50,001-\$100,000	42	44	48	50	25	25	45	46	28	29						
	\$100,001-\$200,000	42	44	48	50	25	25	45	46	28	29						
	\$200,001-\$500,000	43	45	49	51	27	27	46	47	29	30						
	\$500,001-Plus	44	46	50	52	32	32	47	48	30	31						
Routers	\$0-\$50,000	42	44	48	50	25	25	45	46	28	29						
	\$50,001-\$100,000	42	44	48	50	25	25	45	46	28	29						
	\$100,001-\$200,000	42	44	48	50	25	25	45	46	28	29						
	\$200,001-\$500,000	43	45	49	51	27	27	46	47	29	30						
	\$500,001-Plus	44	46	50	52	32	32	47	48	30	31						
Security (Firewalls)	\$0-\$50,000	42	44	48	50	25	25	45	46								
	\$50,001-\$100,000	42	44	48	50	25	25	45	46								
	\$100,001-\$200,000	42	44	48	50	25	25	45	46								
	\$200,001-\$500,000	43	45	49	51	27	27	46	47								
	\$500,001-Plus	44	46	50	52	32	32	47	48								
Wireless	\$0-\$50,000	42	44	48	50	25	25	50	51	28	29						
	\$50,001-\$100,000	42	44	48	50	25	25	50	51	28	29						
	\$100,001-\$200,000	42	44	48	50	25	25	50	51	28	29						
	\$200,001-\$500,000	43	45	49	51	27	27	51	52	29	30						
	\$500,001-Plus	44	46	50	52	32	32	52	53	30	31						
Network Appliances	\$0-\$50,000	42	44	48	50	25	25	45	46	28	29	20	21				
	\$50,001-\$100,000	42	44	48	50	25	25	45	46	28	29	20	21				
	\$100,001-\$200,000	42	44	48	50	25	25	45	46	28	29	20	21				
	\$200,001-\$500,000	43	45	49	51	27	27	46	47	29	30	21	22				
	\$500,001-Plus	44	46	50	52	32	32	47	48	30	31	23	23				
Maintenance	\$0-\$50,000	15	30	8	9	18	18	8	9	8	9						
	\$50,001-\$100,000	15	30	8	9	18	18	8	9	8	9						
	\$100,001-\$200,000	15	30	8	9	18	18	8	9	8	9						
	\$200,001-\$500,000	16	30	9	10	19	19	9	10	9	10						
	\$500,001-Plus	17	30	11	12	19	19	11	12	11	12						
Other Applicable Products:																	
	UPS Systems											25	26	30	31		
	Other Cisco Based:																
	Compute (Data Center)	95	97														
	Market (SaaS, Cloud)	20	22														
Other Extreme Based:																	
	Software Subscriptions			40	41												
	Other Fortinet Based:																
	Software Subscriptions					10	12										
	SaaS (Cloud)					10	12										
Other Arava Based:																	
	Accessories					0	0										
	Gateways and IP Devices											35	36				
	Subscriptions/Licenses											10	11				
	Collaboration (SPACES)											10	11				
Other APC Based:																	
	DaaS											12	13				
	CPaaS											10	11				
	CCaaS											10	11				
	EW1											20	21				

*Supplier is to enter the discount % for each Product Category in both Discount Columns.
 *If unable to enter Academic discount % please insert State discount % in the Academic Discount % Column.
 *Supplier is to provide the URL link to the publicly available price list.
 *Delivery Terms - F.O.B. Destination
 *Supplier may add columns as required for additional MFGs

Carusel Notes:
 The Cisco Global Price List (GPL) is available online to Cisco customers using a user name and password each customer receives upon free registration. The GPL can also be accessed by Cisco partners and Cisco customers using their existing user names and passwords. Access to the GPL is not available from Cisco without a user name and password (i.e. access is free & public, but not anonymous).

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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	155	225
Network equipment installation/configuration services	130	190
Network equipment repair services	130	190
Network technical support services (Standard) Tier 1-2 Type Reuest	99	135
Network technical support services (Premium) Tier 3 Type Reuest	130	190
Network engineering services (Standard)	130	190
Network engineering services (Premium)	155	225
Network training services	130	190
Other Applicable Services (Project Manager)	99	135
Other Applicable Services (Project Coordinator)	90	130
Other Applicable Services (Security Engineering services)	170	250

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

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