

RFP 2021-10
Exhibit B- Pricing
Product Discounts

MFG Name
URL link to Public Pricelist

Meraki
**URL link to Public Pricelist

<https://prpub.cloudapps.cisco.com/lpc/currentPL.faces>

<https://prpub.cloudapps.cisco.com/lpc/currentPL.faces>

Product	Category	Spend (Per order)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	K-12 Erate Discount (Off Publicly Available Price List)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)	K-12 Erate Discount (Off Publicly Available Price List)
Switches		\$0-\$50,000	44	44	50	42	42	50
		\$50,001- \$100,000	44.5	44.5	50	42	42	50
		\$100,001- \$200,000	44.5	44.5	50	42	42	50
		\$200,001- \$300,000	44.5	44.5	50	42	42	50
		\$300,001- \$500,000	44.5	44.5	50	42	42	50
		\$500,001- Plus	44.5	44.5	50	42	42	50
Routers		\$0-\$50,000	44	44	50	42	42	50
		\$50,001- \$100,000	44.5	44.5	50	42	42	50
		\$100,001- \$200,000	44.5	44.5	50	42	42	50
		\$200,001- \$300,000	44.5	44.5	50	42	42	50
		\$300,001- \$500,000	44.5	44.5	50	42	42	50
		\$500,001- Plus	44.5	44.5	50	42	42	50
Security (Firewalls)		\$0-\$50,000	44	44	50	42	42	50
		\$50,001- \$100,000	44.5	44.5	50	42	42	50
		\$100,001- \$200,000	44.5	44.5	50	42	42	50
		\$200,001- \$300,000	44.5	44.5	50	42	42	50
		\$300,001- \$500,000	44.5	44.5	50	42	42	50
		\$500,001- Plus	44.5	44.5	50	42	42	50
Wireless		\$0-\$50,000	44	44	50	42	42	50
		\$50,001- \$100,000	44.5	44.5	50	42	42	50
		\$100,001- \$200,000	44.5	44.5	50	42	42	50
		\$200,001- \$300,000	44.5	44.5	50	42	42	50
		\$300,001- \$500,000	44.5	44.5	50	42	42	50
		\$500,001- Plus	44.5	44.5	50	42	42	50
Network Appliances		\$0-\$50,000	44	44	50	42	42	50
		\$50,001- \$100,000	44.5	44.5	50	42	42	50
		\$100,001- \$200,000	44.5	44.5	50	42	42	50
		\$200,001- \$300,000	44.5	44.5	50	42	42	50
		\$300,001- \$500,000	44.5	44.5	50	42	42	50
		\$500,001- Plus	44.5	44.5	50	42	42	50
Maintenance(New Smartnet)		\$0-\$50,000	18	32.5	32.5	18	32.5	32.5
		\$50,001- \$100,000	18	32.5	32.5	18	32.5	32.5
		\$100,001- \$200,000	18	32.5	32.5	18	32.5	32.5
		\$200,001- \$300,000	18	32.5	32.5	18	32.5	32.5
		\$300,001- \$500,000	18	32.5	32.5	18	32.5	32.5

	\$500,001- Plus	18	32.5	32.5	18	32.5	32.5
Maintenance(Renewal)		14	32.5	32.5	14	32.5	32.5
		14	32.5	32.5	14	32.5	32.5
		14	32.5	32.5	14	32.5	32.5
		14	32.5	32.5	14	32.5	32.5
Other Applicable Products		14	32.5	32.5	14	32.5	32.5
		14	32.5	32.5	14	32.5	32.5
<i>(Supplier may add additional categories)</i>							
Market: Cloud and/or subscription-based offerings, including Software-as-a-Service and any related hardware and/or appliances. Examples - Cloud analytics, applications and services, automated infrastructure, cloud security, etc. that may or may not be used in conjunction with Core and Compute Offers	\$0-\$50,000	15	15	15	15	15	15
	\$50,001- \$100,000	15	15	15	15	15	15
	\$100,001- \$200,000	15	15	15	15	15	15
	\$200,001- \$300,000	15	15	15	15	15	15
	\$300,001- \$500,000	15	15	15	15	15	15
	\$500,001- Plus	15	15	15	15	15	15
Net: Any offers not classified as Core, Compute or Market. Examples - Custom, limited or restricted offers added to Cisco's Global Pricelist to complete Cisco solutions. These are often categorized as "SolutionsPlus" or "3rd Party" products on the Cisco GPL.	\$0-\$50,000	0	0	0	0	0	0
	\$50,001- \$100,000	0	0	0	0	0	0
	\$100,001- \$200,000	0	0	0	0	0	0
	\$200,001- \$300,000	0	0	0	0	0	0
	\$300,001- \$500,000	0	0	0	0	0	0
	\$500,001- Plus	0	0	0	0	0	0
Training(Learning Credits)		5	5	5	5	5	5

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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	210	260
Network equipment installation/configuration services	110	160
Network equipment repair services	110	160
Network technical support services	110	135
Network engineering services	210	260
Network training services	185	210
Other applicable network 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 services listed above.*