

RFP 2021-10
Exhibit B- Pricing
Product Discounts

ENA Air Product Suite

<https://www.ena.com/purchasing-groups/>

| Product | Category | Spend (Per order) | State Discount % (Off Publically Available Price List) | Academic Discount % (Off Publically Available Price List) |
|--------------------------------------|--------------------|------------------------------|---|--|
| Switches | | \$0-\$50,000 | 0.0% | 0.0% |
| | | \$50,001- \$100,000 | 0.0% | 0.0% |
| | | \$100,001- \$200,000 | 0.0% | 0.0% |
| | | \$200,001- \$300,000 | 0.0% | 0.0% |
| | | \$300,001- \$500,000 | 0.0% | 0.0% |
| | | \$500,001- Plus | 0.0% | 0.0% |
| | Routers | | \$0-\$50,000 | No Bid |
| | | \$50,001- \$100,000 | No Bid | No Bid |
| | | \$100,001- \$200,000 | No Bid | No Bid |
| | | \$200,001- \$300,000 | No Bid | No Bid |
| | | \$300,001- \$500,000 | No Bid | No Bid |
| | | \$500,001- Plus | No Bid | No Bid |
| Security (Firewalls) | | | \$0-\$50,000 | No Bid |
| | | \$50,001- \$100,000 | No Bid | No Bid |
| | | \$100,001- \$200,000 | No Bid | No Bid |
| | | \$200,001- \$300,000 | No Bid | No Bid |
| | | \$300,001- \$500,000 | No Bid | No Bid |
| | | \$500,001- Plus | No Bid | No Bid |
| | Wireless | | \$0-\$50,000 | 0.0% |
| | | \$50,001- \$100,000 | 0.0% | 0.0% |
| | | \$100,001- \$200,000 | 0.0% | 0.0% |
| | | \$200,001- \$300,000 | 0.0% | 0.0% |
| | | \$300,001- \$500,000 | 0.0% | 0.0% |
| | | \$500,001- Plus | 0.0% | 0.0% |
| Network Appliances | | | \$0-\$50,000 | No Bid |
| | | \$50,001- \$100,000 | No Bid | No Bid |
| | | \$100,001- \$200,000 | No Bid | No Bid |
| | | \$200,001- \$300,000 | No Bid | No Bid |
| | | \$300,001- \$500,000 | No Bid | No Bid |
| | | \$500,001- Plus | No Bid | No Bid |
| | Maintenance | | \$0-\$50,000 | 0.0% |
| | | \$50,001- \$100,000 | 0.0% | 0.0% |
| | | \$100,001- \$200,000 | 0.0% | 0.0% |
| | | \$200,001- \$300,000 | 0.0% | 0.0% |
| | | \$300,001- \$500,000 | 0.0% | 0.0% |
| | | \$500,001- Plus | 0.0% | 0.0% |
| Other Applicable Products | | | | |
| | | | | |

| | | | |
|--|--|--|--|
| (Supplier may add additional categories) | | | |
| | | | |

***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**

***Supplier may add columns as required for additional MFGs**

NOTE:

****While ENA does not offer discounts within our ENA Air product suite, all SKUs utilize the best available discount percentage from the underlying manufacturer.**

****ENA offers additional discounts for large volume purchases on an individual-case basis. Examples include deployment of Wi-fi services to a large number of sites, etc.**

****ENA will work with VITA to create a new Purchasing Group at the link listed above in Cell D4. This link will provide access to ENA's standard service rates. Our standard pricing has been provided as part of our RFP response.**

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Appendix C Pricing
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 | \$175 | \$175 |
| Network equipment installation/configuration services | \$175 | \$175 |
| Network equipment repair services | \$175 | \$175 |
| Network technical support services | \$175 | \$175 |
| Network engineering services | \$175 | \$175 |
| Network training services | \$175 | \$175 |
| Other applicable network services <i>(Supplier may fill in additional services)</i> | \$175 | \$175 |

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

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