

RFP 2021-10  
Exhibit B- Pricing  
Product Discounts

Product Discounts		<a href="https://usa.ingrammicro.com/Site/Home">CISCO</a>		<a href="https://www.thinknts.com/vendors/vita/">Sophos</a>		<a href="https://usa.ingrammicro.com/Site/Home">Vertiv</a>		<a href="https://usa.ingrammicro.com/Site/Home">Cables to Go (C2G)</a>		
Product	Category	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches		\$0-\$50,000	29	29						
		\$50,001- \$100,000	29	29						
		\$100,001- \$200,000	29	29						
		\$200,001- \$300,000	29	29						
		\$300,001- \$500,000	29	29						
		\$500,001- Plus	29	29						
Routers		\$0-\$50,000	29	29						
		\$50,001- \$100,000	29	29						
		\$100,001- \$200,000	29	29						
		\$200,001- \$300,000	29	29						
		\$300,001- \$500,000	29	29						
		\$500,001- Plus	29	29						
Security (Firewalls)		\$0-\$50,000	29	29	20	20				
		\$50,001- \$100,000	29	29	30	30				
		\$100,001- \$200,000	29	29	30	30				
		\$200,001- \$300,000	29	29	35	35				
		\$300,001- \$500,000	29	29	35	35				
		\$500,001- Plus	29	29	35	35				
Wireless		\$0-\$50,000	29	29	20	20				
		\$50,001- \$100,000	29	29	30	30				
		\$100,001- \$200,000	29	29	30	30				
		\$200,001- \$300,000	29	29	35	35				
		\$300,001- \$500,000	29	29	35	35				
		\$500,001- Plus	29	29	35	35				
Network Appliances		\$0-\$50,000	29	29	20	20				
		\$50,001- \$100,000	29	29	30	30				
		\$100,001- \$200,000	29	29	30	30				
		\$200,001- \$300,000	29	29	35	35				
		\$300,001- \$500,000	29	29	35	35				
		\$500,001- Plus	29	29	35	35				
Maintenance		\$0-\$50,000	8	8	20	20				
		\$50,001- \$100,000	8	8	30	30				
		\$100,001- \$200,000	8	8	30	30				
		\$200,001- \$300,000	8	8	35	35				
		\$300,001- \$500,000	8	8	35	35				
		\$500,001- Plus	8	8	35	35				
Other Applicable Products (Supplier may add additional categories)										
Licenses		\$0-\$50,000	29	29	20	20				
		\$50,001- \$100,000	29	29	30	30				
		\$100,001- \$200,000	29	29	30	30				
		\$200,001- \$300,000	29	29	35	35				
		\$300,001- \$500,000	29	29	35	35				
UPS battery backup systems, Power Distribution Units (PDU), and Power strips		\$500,001- Plus	29	29	35	35				
		\$0-\$50,000					10	10		
		\$50,001- \$100,000					10	10		
		\$100,001- \$200,000					10	10		
		\$200,001- \$300,000					10	10		
		\$300,001- \$500,000					10	10		
Network Cables		\$500,001- Plus					10	10		
		\$0-\$50,000							10	10
		\$50,001- \$100,000							10	10
		\$100,001- \$200,000							10	10
		\$200,001- \$300,000							10	10
		\$300,001- \$500,000							10	10
	\$500,001- Plus							10	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  
\*Supplier may add columns as required for additional MFGs

**RFP 2021-10**  
**Exhibit B Pricing**  
**Service Rates**

Service Description	Hourly Rate (Normal business hours)	Hourly Rate (After normal business hours)
Network architecture, analysis and design services - senior-level network engineer with 5+ years experience	\$ 215.00	\$ 323.00
Network equipment installation/configuration services - work performed by a network engineer	\$ 200.00	\$ 300.00
Network equipment repair services - work performed by a network engineer	\$ 200.00	\$ 300.00
Network technical support services - work performed by a technician including but not limited to equipment mounting, wiring, racking, and re-location.	\$ 100.00	\$ 150.00
Network engineering services - work performed by a network engineer	\$ 200.00	\$ 300.00
Network training services - knowledge transfer and basic network equipment operation	\$ 200.00	\$ 300.00
Other applicable network services (Supplier may fill in additional services)		
Project management services - project manager with 5+ years experience	\$ 165.00	\$ 248.00

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

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