

RFP 2021-10
 Exhibit B- Pricing
 Product Discounts

[CISCO](https://usa.ingrammicro.com/Site/Home)
 [Sophos](https://www.thinknits.com/vendors/vita/)
 [Vertiv](https://usa.ingrammicro.com/Site/Home)
 [Cables to Go \(C2G\)](https://usa.ingrammicro.com/Site/Home)

Product	Category	Spend (Per order)	State Discount % <small>(Off Publically Available Price List)</small>	Academic Discount % <small>(Off Publically Available Price List)</small>	State Discount % <small>(Off Publically Available Price List)</small>	Academic Discount % <small>(Off Publically Available Price List)</small>	State Discount % <small>(Off Publically Available Price List)</small>	Academic Discount % <small>(Off Publically Available Price List)</small>	State Discount % <small>(Off Publically Available Price List)</small>	Academic Discount % <small>(Off Publically Available Price List)</small>
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										
<small>(Supplier may add additional categories)</small>										
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				
		\$500,001- Plus	29	29	35	35				
UPS battery backup systems,		\$0-\$50,000					10	10		
Power Distribution Units (PDU),		\$50,001-\$100,000					10	10		
and Power strips		\$100,001-\$200,000					10	10		
		\$200,001-\$300,000					10	10		
		\$300,001-\$500,000					10	10		
		\$500,001- Plus					10	10		
Network Cables		\$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

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Exhibit B 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 - 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 <i>(Supplier may fill in additional services)</i>		
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.*