

**RFP 2021-10
Exhibit B- Pricing
Product Discounts**

Extreme Networks

Fortinet

URL link to Public Pricelist:
<https://www.extremenetworks.com/government-contract-information/msrp-price-list/>

URL link to Public Pricelist:
<https://www.fortinet.com/partners/california-list-fortinet>

Product	Category	Spend (Per order)	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>
Switches		\$0-\$50,000	45%	45%	6%	6%
		\$50,001- \$100,000	46%	46%	6%	6%
		\$100,001- \$200,000	47%	47%	6%	6%
		\$200,001- \$300,000	48%	48%	6%	6%
		\$300,001- \$500,000	49%	49%	6%	6%
		\$500,001- Plus	50%	50%	6%	6%
Routers		\$0-\$50,000	N/A	N/A	10%	10%
		\$50,001- \$100,000	N/A	N/A	10%	10%
		\$100,001- \$200,000	N/A	N/A	10%	10%
		\$200,001- \$300,000	N/A	N/A	10%	10%
		\$300,001- \$500,000	N/A	N/A	10%	10%
		\$500,001- Plus	N/A	N/A	10%	10%
Security (Firewalls)		\$0-\$50,000	N/A	N/A	10%	10%
		\$50,001- \$100,000	N/A	N/A	10%	10%
		\$100,001- \$200,000	N/A	N/A	10%	10%
		\$200,001- \$300,000	N/A	N/A	10%	10%
		\$300,001- \$500,000	N/A	N/A	10%	10%
		\$500,001- Plus	N/A	N/A	10%	10%
Wireless		\$0-\$50,000	45%	45%	10%	10%
		\$50,001- \$100,000	46%	46%	10%	10%
		\$100,001- \$200,000	47%	47%	10%	10%
		\$200,001- \$300,000	48%	48%	10%	10%
		\$300,001- \$500,000	49%	49%	10%	10%
		\$500,001- Plus	50%	50%	10%	10%
Network Appliances		\$0-\$50,000	N/A	N/A	N/A	N/A
		\$50,001- \$100,000	N/A	N/A	N/A	N/A
		\$100,001- \$200,000	N/A	N/A	N/A	N/A
		\$200,001- \$300,000	N/A	N/A	N/A	N/A
		\$300,001- \$500,000	N/A	N/A	N/A	N/A
		\$500,001- Plus	N/A	N/A	N/A	N/A
Maintenance		\$0-\$50,000	5%	5%	5%	5%
		\$50,001- \$100,000	5%	5%	5%	5%
		\$100,001- \$200,000	5%	5%	5%	5%
		\$200,001- \$300,000	5%	5%	5%	5%
		\$300,001- \$500,000	5%	5%	5%	5%
		\$500,001- Plus	5%	5%	5%	5%
Other Applicable Products <i>(Supplier may add additional categories)</i>			45%	45%	5%	5%

*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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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	145	220
Network equipment installation/configuration services	125	190
Network equipment repair services	100	150
Network technical support services	100	150
Network engineering services	145	220
Network training services	135	200
Other applicable network services <i>(Supplier may fill in additional services)</i>	110	165

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

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