

**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 % (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)
<b>Switches</b>		\$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%
<b>Routers</b>		\$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%
<b>Security (Firewalls)</b>		\$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%
<b>Wireless</b>		\$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%
<b>Network Appliances</b>		\$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
<b>Maintenance</b>		\$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%
<b>Other Applicable Products</b> (Supplier may add additional categories)			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	Hourly Rate
	(Normal business hours)	(After normal business hours)
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.*