

**Appendix C**  
**RFP 2011-05**  
**Network Equipment & Services**

<b>Product Category</b>	<b>Delivery Lead Time (In Days ARO)</b>	<b>Spend (Per order)</b>	<b>State Discount % (Off Publically Available Price List)</b>	<b>Academic Discount % (Off Publically Available Price List)</b>
<b>Switches</b>	<b>28</b>	\$0-\$100,000	<b>40.2%</b>	<b>40.2%</b>
	<b>28</b>	\$100,001- \$250,000	<b>41.2%</b>	<b>41.2%</b>
	<b>28</b>	\$250,001- \$375,000	<b>43.2%</b>	<b>43.2%</b>
	<b>28</b>	\$375,001- \$500,000	<b>46.2%</b>	<b>46.2%</b>
	<b>28</b>	\$500,001- Plus	<b>47.2%</b>	<b>47.2%</b>
<b>Routers</b>	<b>28</b>	\$0-\$100,000	<b>40.2%</b>	<b>40.2%</b>
	<b>28</b>	\$100,001- \$250,000	<b>41.2%</b>	<b>41.2%</b>
	<b>28</b>	\$250,001- \$375,000	<b>43.2%</b>	<b>43.2%</b>
	<b>28</b>	\$375,001- \$500,000	<b>46.2%</b>	<b>46.2%</b>
	<b>28</b>	\$500,001- Plus	<b>47.2%</b>	<b>47.2%</b>
<b>Security (Firewalls)</b>	<b>28</b>	\$0-\$100,000	<b>41.2%</b>	<b>41.2%</b>
	<b>28</b>	\$100,001- \$250,000	<b>42.2%</b>	<b>42.2%</b>
	<b>28</b>	\$250,001- \$375,000	<b>44.2%</b>	<b>44.2%</b>
	<b>28</b>	\$375,001- \$500,000	<b>47.2%</b>	<b>47.2%</b>
	<b>28</b>	\$500,001- Plus	<b>49.2%</b>	<b>49.2%</b>
<b>Wireless</b>	<b>28</b>	\$0-\$100,000	<b>41.2%</b>	<b>41.2%</b>
	<b>28</b>	\$100,001- \$250,000	<b>42.2%</b>	<b>42.2%</b>
	<b>28</b>	\$250,001- \$375,000	<b>44.2%</b>	<b>44.2%</b>
	<b>28</b>	\$375,001- \$500,000	<b>47.2%</b>	<b>47.2%</b>
	<b>28</b>	\$500,001- Plus	<b>49.2%</b>	<b>49.2%</b>
<b>Maintenance</b>	<b>28</b>	\$0-\$100,000	<b>18%</b>	<b>32.4%</b>
	<b>28</b>	\$100,001- \$250,000	<b>19%</b>	<b>33.4%</b>
	<b>28</b>	\$250,001- \$375,000	<b>20%</b>	<b>34.4%</b>
	<b>28</b>	\$375,001- \$500,000	<b>22%</b>	<b>35.4%</b>
	<b>28</b>	\$500,001- Plus	<b>24%</b>	<b>36.4%</b>
<b>Other Applicable</b>	<b>28</b>	\$0-\$100,000	<b>39.2%</b>	<b>39.2%</b>
<b>Products</b>	<b>28</b>	\$100,001- \$250,000	<b>40.2%</b>	<b>40.2%</b>
<i>(Supplier may add</i>	<b>28</b>	\$250,001- \$375,000	<b>42.2%</b>	<b>42.2%</b>
<i>additional categories)</i>	<b>28</b>	\$375,001- \$500,000	<b>45.2%</b>	<b>45.2%</b>
	<b>28</b>	\$500,001- Plus	<b>46.2%</b>	<b>46.2%</b>

\*Delivery Terms : F.O.B. Destination

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**Network Equipment & Services**

<b>Service Description</b>	<b>Hourly Rate</b> <i>(Normal business hours- 8am to 5pm)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Network equipment architecture and design services	\$160	\$190
Equipment initial installation/configuration services	\$90	\$120
Equipment update/upgrade services	\$70	\$100
Equipment repair services	\$70	\$100
Technical support services <i>(Standard)</i>	\$50	\$80
Technical support services <i>(Premium)</i>	\$80	\$110
Engineering services <i>(Standard)</i>	\$90	\$120
Engineering services <i>(Premium)</i>	\$160	\$190
Training	\$130	\$130
Other Applicable Services <i>(Supplier may fill in additional services)</i>		

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

*\*Supplier shall provide specifications for Standard and Premium services listed above.*