

Appendix C
RFP 2011-05
Network Equipment & Services
Eastern Data, Inc.

Product Category	Delivery Lead Time (In Days ARO)	Spend (Per order)	State Discount % (Off Publically Available Price List)	Academic Discount % (Off Publically Available Price List)
Switches	3 to 15	\$0-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000
	3 to 15	\$100,001- \$250,000	42%	42%
	3 to 15	\$250,001- \$375,000	42%	42%
	3 to 15	\$375,001- \$500,000	42%	42%
	3 to 15	\$500,001- Plus	42%	42%
Routers	3 to 15	\$0-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000
	3 to 15	\$100,001- \$250,000	42%	42%
	3 to 15	\$250,001- \$375,000	42%	42%
	3 to 15	\$375,001- \$500,000	42%	42%
	3 to 15	\$500,001- Plus	42%	42%
Security (Firewalls)	3 to 15	\$0-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000
	3 to 15	\$100,001- \$250,000	42%	42%
	3 to 15	\$250,001- \$375,000	42%	42%
	3 to 15	\$375,001- \$500,000	42%	42%
	3 to 15	\$500,001- Plus	42%	42%
Wireless	3 to 15	\$0-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000	39.5% up to \$25,000, 42% \$25,001-\$100,000
	3 to 15	\$100,001- \$250,000	42%	42%
	3 to 15	\$250,001- \$375,000	42%	42%
	3 to 15	\$375,001- \$500,000	42%	42%
	3 to 15	\$500,001- Plus	42%	42%
Network Maintenance Services	3 to 15	\$0-\$100,000	19.5% up to \$25,000, 22% \$25,001-\$100,000	19.5% up to \$25,000, 22% \$25,001-\$100,000
	3 to 15	\$100,001- \$250,000	22%	22%
	3 to 15	\$250,001- \$375,000	22%	22%
	3 to 15	\$375,001- \$500,000	22%	22%
	3 to 15	\$500,001- Plus	22%	22%
Security Maintenance Services	3 to 15	\$0-\$100,000	29.5% up to \$25,000, 32% \$25,001-\$100,000	29.5% up to \$25,000, 32% \$25,001-\$100,000
	3 to 15	\$100,001- \$250,000	32%	32%
	3 to 15	\$250,001- \$375,000	32%	32%
	3 to 15	\$375,001- \$500,000	32%	32%
	3 to 15	\$500,001- Plus	32%	32%

*Delivery Terms : F.O.B. Destination

Link to HP US Price List: <http://h18000.www1.hp.com/showroom/ipl.html>

Footnote: Network Maintenance Services - refers to HP Care Pack's on E,A & V-Series products for hardware& software support, installation, assessment & design services

Footnote: Security Maintenance Services - refers to HP Care Pack's on S-Series products for hardware& software support, installation, assessment & design services

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Service Description	Hourly Rate <i>(Normal business hours- 8am to 5pm)</i>	Hourly Rate <i>(After normal business hours)</i>	Hourly Rate <i>(Block Time over 20 hours, purchased in advance)</i>
Network equipment architecture and design services. Definition: On-site service for senior level network engineers utilize a sound foundation of network design methodology and knowledge of leading practices to provide High-Level Design Service to help you evaluate and deploy your network. Services provide assistance with architectural design, product selection, and guidance on technologies that will meet or exceed your desired business goals. Engineers provide advanced LAN/WAN Troubleshooting capability.	\$175.00	\$200.00	\$157.50
Equipment initial installation/configuration services. Definition: On-site service for Senior Technology Officer- Advanced network security & regulatory adherence, advanced wireless & LAN/WAN, server virtualization services consulting and planning, advanced storage services (NAS,SAN), data center support services, VMware, data back-up, data integrity/recovery and disaster recovery planning	\$150.00	\$175.00	\$135.00
Equipment update/upgrade services. Definition: On-site service for Senior Engineer - Server administration (web/application/ database/ domain) basic network security services. MS exchange services, VPN & Router configuration policies.	\$125.00	\$145.00	\$112.50
Equipment repair services. Definition: On-site service for Senior Engineer - Server administration (web/application/ database/ domain) basic network security services. MS exchange services, VPN & Router configuration policies.	\$125.00	\$145.00	\$112.50
Technical support services <i>(Standard)</i> . Definition: phone for IT Network Engineer- Basic server & network configuration, installation and troubleshooting. Advanced desktop support services, basic firewall, switch & wireless configuration and troubleshooting services, A+, Network+, MCP and MCSE Certified	\$80.00	\$95.00	\$72.00
Technical support services <i>(Premium)</i> Definition: phone for Senior Technology Officer- Advanced network security & regulatory adherence, advanced wireless & LAN/WAN, server virtualization services consulting and planning, advanced storage services (NAS,SAN), data center support services, VMware, data back-up, data integrity/recovery and disaster recovery planning	\$110.00	\$130.00	\$99.00
Engineering services <i>(Standard)</i> . Definition: On-site service for Senior Engineer - Server administration (web/application/ database/ domain) basic network security services. MS exchange services, VPN & Router configuration policies.	\$125.00	\$145.00	\$112.50
Engineering services <i>(Premium)</i> Definition: On-site service for Senior Technology Officer- Advanced network security & regulatory adherence, advanced wireless & LAN/WAN, server virtualization services consulting and planning, advanced storage services (NAS,SAN), data center support services, VMware, data back-up, data integrity/recovery and disaster recovery planning	\$150.00	\$175.00	\$135.00
Training	\$95.00-\$125.00	N/A	N/A
Structured Network Cabling Services. Installation, termination and testing of horizontal Category 5e, Category 6 copper, fiber optic cabling and innerduct cabling.	\$95.00	\$110.00	\$95.00

*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.

Footnote: Additional discounts available for pre-paid block time of on-site Engineering Hours