

Appendix C  
RFP 2011-05  
Network Equipment & Services

**Brocade**

Product Category	Delivery Lead Time (In Days ARO)	Spend (Per order)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)
<b>Switches</b>		\$0-\$100,000	41%	41%
		\$100,001- \$250,000	41%	41%
		\$250,001- \$375,000	41%	41%
		\$375,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
<b>Routers</b>		\$0-\$100,000	41%	41%
		\$100,001- \$250,000	41%	41%
		\$250,001- \$375,000	41%	41%
		\$375,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
<b>Security (Firewalls)</b>		\$0-\$100,000	41%	41%
		\$100,001- \$250,000	41%	41%
		\$250,001- \$375,000	41%	41%
		\$375,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
<b>Wireless</b>		\$0-\$100,000	41%	41%
		\$100,001- \$250,000	41%	41%
		\$250,001- \$375,000	41%	41%
		\$375,001- \$500,000	41%	41%
		\$500,001- Plus	41%	41%
<b>Maintenance</b>		\$0-\$100,000	20%	20%
		\$100,001- \$250,000	20%	20%
		\$250,001- \$375,000	20%	20%
		\$375,001- \$500,000	20%	20%
		\$500,001- Plus	20%	20%
<b>ESI Services</b>		\$0-\$100,000	10%	10%
		\$100,001- \$250,000	10%	10%
		\$250,001- \$375,000	10%	10%
		\$375,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
<b>All additional equipment required for IT operations.</b>		\$0-\$100,000	15%	15%
		\$100,001- \$250,000	15%	15%
		\$250,001- \$375,000	15%	15%
		\$375,001- \$500,000	15%	15%
		\$500,001- Plus	15%	15%

Price List URL: <http://b1400.www.brocade.com/home/pricefile.html>

\*Supplier is to provide the URL to the publicly available pricelist.

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

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Service Description	Hourly Rate <i>(Normal business hours- 8am to 5pm)</i>	Hourly Rate <i>(After normal business hours)</i>
Network equipment architecture and design services	\$126	\$148
Equipment initial installation/configuration services	\$126	\$148
Equipment update/upgrade services	\$102	\$102
Equipment repair services	\$102	\$102
Technical support services <i>(Standard)</i>	\$102	\$102
Technical support services <i>(Premium)</i>	\$126	\$148
Engineering services <i>(Standard)</i>	\$102	\$102
Engineering services <i>(Premium)</i>	\$126	\$148
Training	\$126	\$148
Other Applicable Services: All ESI Services	10% discount	10% discount

*\*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.*

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**Hewlett Packard**

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)
<b>Switches</b>		\$0-\$100,000	42%	42%
		\$100,001- \$250,000	42%	42%
		\$250,001- \$375,000	42%	42%
		\$375,001- \$500,000	42%	42%
		\$500,001- Plus	42%	42%
<b>Routers</b>		\$0-\$100,000	42%	42%
		\$100,001- \$250,000	42%	42%
		\$250,001- \$375,000	42%	42%
		\$375,001- \$500,000	42%	42%
		\$500,001- Plus	42%	42%
<b>Security (Firewalls)</b>		\$0-\$100,000	42%	42%
		\$100,001- \$250,000	42%	42%
		\$250,001- \$375,000	42%	42%
		\$375,001- \$500,000	42%	42%
		\$500,001- Plus	42%	42%
<b>Wireless</b>		\$0-\$100,000	42%	42%
		\$100,001- \$250,000	42%	42%
		\$250,001- \$375,000	42%	42%
		\$375,001- \$500,000	42%	42%
		\$500,001- Plus	42%	42%
<b>Maintenance</b>		\$0-\$100,000	20%	20%
		\$100,001- \$250,000	20%	20%
		\$250,001- \$375,000	20%	20%
		\$375,001- \$500,000	20%	20%
		\$500,001- Plus	20%	20%
<b>ESI Services</b>		\$0-\$100,000	10%	10%
		\$100,001- \$250,000	10%	10%
		\$250,001- \$375,000	10%	10%
		\$375,001- \$500,000	10%	10%
		\$500,001- Plus	10%	10%
<b>All additional equipment required for IT operations.</b>		\$0-\$100,000	15%	15%
		\$100,001- \$250,000	15%	15%
		\$250,001- \$375,000	15%	15%
		\$375,001- \$500,000	15%	15%
		\$500,001- Plus	15%	15%

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

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

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Service Description	Hourly Rate <i>(Normal business hours- 8am to 5pm)</i>	Hourly Rate <i>(After normal business hours)</i>
Network equipment architecture and design services	\$126	\$148
Equipment initial installation/configuration services	\$126	\$148
Equipment update/upgrade services	\$102	\$102
Equipment repair services	\$102	\$102
Technical support services <i>(Standard)</i>	\$102	\$102
Technical support services <i>(Premium)</i>	\$126	\$148
Engineering services <i>(Standard)</i>	\$102	\$102
Engineering services <i>(Premium)</i>	\$126	\$148
Training	\$126	\$148
Other Applicable Services: All other ESI Services	<i>10% discount</i>	<i>10% discount</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.*