

Appendix C  
RFP 2011-05  
Network Equipment & Services

ARUBA  
Pricing Updated 3/24/11

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	32.5%	32.5%
		\$100,001- \$250,000	33.5%	33.5%
		\$250,001- \$375,000	34.5%	34.5%
		\$375,001- \$500,000	35.5%	35.5%
		\$500,001- Plus	36.5%	36.5%
<b>Routers</b>		\$0-\$100,000	32.5%	32.5%
		\$100,001- \$250,000	33.5%	33.5%
		\$250,001- \$375,000	34.5%	34.5%
		\$375,001- \$500,000	35.5%	35.5%
		\$500,001- Plus	36.5%	36.5%
<b>Security (Firewalls)</b>		\$0-\$100,000	32.5%	32.5%
		\$100,001- \$250,000	33.5%	33.5%
		\$250,001- \$375,000	34.5%	34.5%
		\$375,001- \$500,000	35.5%	35.5%
		\$500,001- Plus	36.5%	36.5%
<b>Wireless</b>		\$0-\$100,000	32.5%	32.5%
		\$100,001- \$250,000	33.5%	33.5%
		\$250,001- \$375,000	34.5%	34.5%
		\$375,001- \$500,000	35.5%	35.5%
		\$500,001- Plus	36.5%	36.5%
<b>Maintenance</b>		\$0-\$100,000	2.0%	2.0%
		\$100,001- \$250,000	2.0%	2.0%
		\$250,001- \$375,000	2.0%	2.0%
		\$375,001- \$500,000	2.0%	2.0%
		\$500,001- Plus	2.0%	2.0%
<b>Other Applicable Products</b>		\$0-\$100,000		
(Supplier may add additional categories)		\$100,001- \$250,000		
		\$250,001- \$375,000		
		\$375,001- \$500,000		
		\$500,001- Plus		

\*Supplier is to provide the URL to the publicly available pricelist.  
[www.kisinc.net/sales/vita/kis-aruba-march-2011-price-list.pdf](http://www.kisinc.net/sales/vita/kis-aruba-march-2011-price-list.pdf)

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

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**ARUBA**  
**Pricing Updated 3/24/11**

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	115	172.5
Equipment initial installation/configuration services	105	157.5
Equipment update/upgrade services	105	157.5
Equipment repair services	105	157.5
Technical support services <i>(Standard) level 1 and 2</i>	95	142.5
Technical support services <i>(Premium) level 3 and 4</i>	115	172.5
Engineering services <i>(Standard) level 1 and 2</i>	105	157.5
Engineering services <i>(Premium) level 3 and 4</i>	115	172.5
Training	115	172.5
Other Applicable Services <i>(Supplier may fill in additional services) Additional Services or Hardware as described will be provided via SOW. To include but not limited to: Non-infrastructure network design; configuration; installation/repair; training, service on equipment not covered by this Contract; repair of damage or replacement of parts of hardware resulting from changes in the hardware environment, extraordinary use of the hardware, hardware connected to the network or interconnected devices; service outside the applicable hours of service; relocation of previously installed hardware.</i>	<i>Per SOW and/or Quote</i>	<i>Per SOW and/or Quote</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.*

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JUNIPER  
Pricing Updated 3/24/11

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	41.5%	41.5%
		\$100,001- \$250,000	41.5%	41.5%
		\$250,001- \$375,000	41.5%	41.5%
		\$375,001- \$500,000	41.5%	41.5%
		\$500,001- Plus	41.5%	41.5%
<b>Routers</b>		\$0-\$100,000	41.5%	41.5%
		\$100,001- \$250,000	41.5%	41.5%
		\$250,001- \$375,000	41.5%	41.5%
		\$375,001- \$500,000	41.5%	41.5%
		\$500,001- Plus	41.5%	41.5%
<b>Security (Firewalls)</b>		\$0-\$100,000	38.0%	38.0%
		\$100,001- \$250,000	38.0%	38.0%
		\$250,001- \$375,000	38.0%	38.0%
		\$375,001- \$500,000	38.0%	38.0%
		\$500,001- Plus	38.0%	38.0%
<b>Wireless</b>		\$0-\$100,000	41.5%	41.5%
		\$100,001- \$250,000	41.5%	41.5%
		\$250,001- \$375,000	41.5%	41.5%
		\$375,001- \$500,000	41.5%	41.5%
		\$500,001- Plus	41.5%	41.5%
<b>Maintenance</b>		\$0-\$100,000	8.0%	8.0%
		\$100,001- \$250,000	8.0%	8.0%
		\$250,001- \$375,000	8.0%	8.0%
		\$375,001- \$500,000	8.0%	8.0%
		\$500,001- Plus	8.0%	8.0%
<b>Other Applicable Products</b>		\$0-\$100,000		
		\$100,001- \$250,000		
(Supplier may add additional categories)		\$250,001- \$375,000		
		\$375,001- \$500,000		
		\$500,001- Plus		

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

<http://www.kisinc.net/sales/vita/kis%20-%20juniper%20list%20pricelist.pdf>

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Pricing Updated 3/24/11**

<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>
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*\*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.*

Appendix C  
RFP 2011-05  
Network Equipment & Services

NETGEAR  
Pricing Updated 3/24/11

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	40	40
		\$100,001- \$250,000	55	55
		\$250,001- \$375,000	66	66
		\$375,001- \$500,000	66	66
		\$500,001- Plus	66	66
<b>Routers</b>		\$0-\$100,000	35	35
		\$100,001- \$250,000	35	35
		\$250,001- \$375,000	40	40
		\$375,001- \$500,000	45	45
		\$500,001- Plus	45	45
<b>Security (Firewalls)</b>		\$0-\$100,000	40	40
		\$100,001- \$250,000	40	40
		\$250,001- \$375,000	55	55
		\$375,001- \$500,000	66	66
		\$500,001- Plus	66	66
<b>Wireless</b>		\$0-\$100,000	40	40
		\$100,001- \$250,000	40	40
		\$250,001- \$375,000	55	55
		\$375,001- \$500,000	66	66
		\$500,001- Plus	66	66
<b>Maintenance</b>		\$0-\$100,000	40	40
		\$100,001- \$250,000	40	40
		\$250,001- \$375,000	55	55
		\$375,001- \$500,000	66	66
		\$500,001- Plus	75	75
<b>Other Applicable</b>		\$0-\$100,000	40	40
<b>Products</b> (Supplier may add additional categories)		\$100,001- \$250,000	40	40
		\$250,001- \$375,000	55	55
		\$375,001- \$500,000	65	65
		\$500,001- Plus	65	65

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

[www.kisinc.net/sales/vita/kis-netgear-price-list.pdf](http://www.kisinc.net/sales/vita/kis-netgear-price-list.pdf)

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