

**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>		\$0-\$100,000	44%	44%
		\$100,001- \$250,000	44%	44%
		\$250,001- \$375,000	44%	44%
		\$375,001- \$500,000	44%	44%
		\$500,001- Plus	44%	44%
<b>Routers</b>		\$0-\$100,000	44%	44%
		\$100,001- \$250,000	44%	44%
		\$250,001- \$375,000	44%	44%
		\$375,001- \$500,000	44%	44%
		\$500,001- Plus	44%	44%
<b>Security (Firewalls)</b>		\$0-\$100,000	44%	44%
		\$100,001- \$250,000	44%	44%
		\$250,001- \$375,000	44%	44%
		\$375,001- \$500,000	44%	44%
		\$500,001- Plus	44%	44%
<b>Wireless</b>		\$0-\$100,000	44%	44%
		\$100,001- \$250,000	44%	44%
		\$250,001- \$375,000	44%	44%
		\$375,001- \$500,000	44%	44%
		\$500,001- Plus	44%	44%
<b>Maintenance</b>		\$0-\$100,000	14%	14%
		\$100,001- \$250,000	14%	14%
		\$250,001- \$375,000	14%	14%
		\$375,001- \$500,000	14%	14%
		\$500,001- Plus	14%	14%
<b>Other Applicable Products</b>		\$0-\$100,000		
		\$100,001- \$250,000		
<i>(Supplier may add additional categories)</i>		\$250,001- \$375,000		
		\$375,001- \$500,000		
		\$500,001- Plus		

\*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	\$219	\$266
Equipment initial installation/configuration services	\$133	\$181
Equipment update/upgrade services	\$67	\$114
Equipment repair services	\$67	\$114
Technical support services <i>(Standard)</i>	\$86	\$133
Technical support services <i>(Premium)</i>	\$105	\$152
Engineering services <i>(Standard)</i>	\$162	\$209
Engineering services <i>(Premium)</i>	\$190	\$238
Training	\$162	\$209
Other Applicable Services <i>(Supplier may fill in additional services)</i>	NA	NA

*\*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.*