

Appendix C
RFP 2011-05
Network Equipment & Services

FORTINET

www.planittech.com/pdf/VITAnetworking_fortinet.pdf

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	21	\$0-\$100,000	12	12
	21	\$100,001- \$250,000	12	12
	21	\$250,001- \$375,000	12	12
	21	\$375,001- \$500,000	12	12
	21	\$500,001- Plus	12	12
Routers	21	\$0-\$100,000	12	12
	21	\$100,001- \$250,000	12	12
	21	\$250,001- \$375,000	12	12
	21	\$375,001- \$500,000	12	12
	21	\$500,001- Plus	12	12
Security (Firewalls)	21	\$0-\$100,000	12	12
	21	\$100,001- \$250,000	12	12
	21	\$250,001- \$375,000	12	12
	21	\$375,001- \$500,000	12	12
	21	\$500,001- Plus	12	12
Wireless	21	\$0-\$100,000	12	12
	21	\$100,001- \$250,000	12	12
	21	\$250,001- \$375,000	12	12
	21	\$375,001- \$500,000	12	12
	21	\$500,001- Plus	12	12
Maintenance	21	\$0-\$100,000	8	8
	21	\$100,001- \$250,000	8	8
	21	\$250,001- \$375,000	8	8
	21	\$375,001- \$500,000	8	8
	21	\$500,001- Plus	8	8
Other Applicable Products	21	\$0-\$100,000		
(Supplier may add additional categories)	21	\$100,001- \$250,000		
	21	\$250,001- \$375,000		
	21	\$375,001- \$500,000		
	21	\$500,001- Plus		

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

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*Delivery Terms : F.O.B. Destination

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www.planitech.com/pdf/VITAnetworking_planitservices.pdf

Service Description FOR PLANIT SERVICES***	Hourly Rate <i>(Normal business hours- 8am to 5pm)</i>	Hourly Rate <i>(After normal business hours)</i>
Network equipment architecture and design services	\$144.00	\$216.00
Equipment initial installation/configuration services	\$121.50	\$182.25
Equipment update/upgrade services	\$112.50	\$168.75
Equipment repair services	\$75.00	\$112.50
Technical support services <i>(Standard)</i>	\$90.00	\$135.00
Technical support services <i>(Premium)</i>	\$99.00	\$148.50
Engineering services <i>(Standard)</i>	\$121.50	\$182.25
Engineering services <i>(Premium)</i>	\$144.00	\$216.00
Training	\$126.00	\$189.00
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.*