

Commonwealth of Virginia Security and Search Network Appliances

IFB 2015-02 - Exhibit E - Pricing

Product Price List

Supplier Name:	DALY COMPUTERS, INC.		
Submitted By:	JEFF DI BELLA	phone:	(301)670-0381
		email:	VASALES@DALY.COM

NOTE: Authorized Contract Users must request a written quote from the Supplier, which references the VITA Contract Number. The Supplier Quote must be referenced in the order and be attached to the eVA Requisition or Purchase Order. If it is necessary to verify quoted contract price, go to the Index Price List "URL" shown below. Find the desired item and price located there. Apply the Government or Academic "Percentage Discount" shown below for the "Product Category," to calculate the "Net Price" (Contract Price) offered.

(Net Prices shown below were valid only on the date of contract award.)

Definitions:

*** Index Price List:**

An "Index Price List" is defined as a list of prices found on a publicly available website URL. The URL may link to a manufacturer's price list, such as List Price or Suggested Retail Price. The URL may also be a contract price list, such as a GSA Schedule contract or another government contract. The URL and pricing provided must be independently controlled, that is to say not under the control of the firm that is bidding. The bidder will offer a Contract Discount¹, which will be calculated against the prices in the Index Price List at the URL provided. The Contract Discount may be a negative or positive value, which, when calculating from the Index Price² for a product or service, results in the Contract Price³ for that specific product or service.

¹ Contract Discount:

The "Contract Discount" is defined as the percentage value that is used along with the Index Price in calculating the Contract Price.

² Index Price:

The "Index Price" is defined as the individual price for a contract item, product or service, as shown at the URL for the Index Price List.

³ Contract Price (Net Price offered to the Commonwealth):

"Contract Price" is defined as the result of multiplying the Index Price by the Contract Discount.

The formula for calculating the Contract Price is: "Contract Price = Index Price - (Contract Discount)!"

Index Price List Source
Index Price List Source for: Cisco, Fortinet, McAfee, Dell-Sonicwall, Sophos, Watchguard, Hewlett Packard, Juniper Networks, and Check Point can all be found at: http://us-new.ingrammicro.com . The MSRP for these brands are found by searching the manufacturer part number on the search bar at the top of the page on the URL provided.
Index Price List Source for: Palo Alto Networks can be found at: http://www.aboutwsca.org/#/current-contracts/contractors/results/33 . The MSRP for Palo Alto Networks can be found by opening the Pricing Document spreadsheet in the middle of the page under Palo Alto Networks Details.
Index Price List Source for: Barracuda Networks can be found at: https://www.barracuda.com/purchase/index

Effective Date

MARCH 11, 2015

What will be the method and frequency of updating the Product/Price List? In addition to eVA, where (if anywhere) will the Product/Price List be made available?

URL
http://us-new.ingrammicro.com
http://www.aboutwsca.org/#/current-contracts/contractors/results/33
https://www.barracuda.com/purchase/index

Cisco
Fortinet
McAfee
Dell-Sonicwall
Sophos
Watchguard
Hewlett Packard
Juniper Networks
Check Point
Palo Alto Networks
Barracuda Networks

frequency

INGRAM MICRO UPDATES: DAILY All other sites are updated based upon product updates, and product life cycles. This can occur monthly, quarterly, or sometimes annually.

WWW.EVA.STATE.VA.US <http://WWW.DALY.COM> (Daly's Online Product Catalog source is from www.ingrammicro.com)

Comprehensive Product Catalog/Price List

Product Description Fields	Government Pricing	Academic Pricing
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Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Percentage Discount	Net Price Offered to Commonwealth	Index Price	Percentage Discount	Net Price Offered to Commonwealth
Firewall Appliance	ASA5585-S10-K9	Cisco	ASA5585-S10-K9	Cisco 5585-X Firewall Edition Adaptive Security Appliance	\$ 29,995.00	42%	\$ 17,397.10	\$ 29,995.00	42%	\$ 17,397.10
Firewall Appliance	ASA5585-S20-K9	Cisco	ASA5585-S20-K9	Cisco 5585-X Firewall Edition Adaptive Security Appliance	\$ 59,995.00	42%	\$ 34,797.10	\$ 59,995.00	42%	\$ 34,797.10
Firewall Appliance	ASA5555-FPWVR-K9	Cisco	ASA5555-FPWVR-K9	Cisco ASA 5555-X with FirePOWER Services	\$ 25,595.00	42%	\$ 14,845.10	\$ 25,595.00	42%	\$ 14,845.10
Firewall Appliance	AMP8150-K9	Cisco	AMP8150-K9	Cisco FirePOWER AMP8150 Network Security/Firewall	\$ 105,595.00	42%	\$ 61,245.10	\$ 105,595.00	42%	\$ 61,245.10
Firewall Appliance	FS1500-K9	Cisco	FS1500-K9	Cisco FireSIGHT Management Center FS1500	\$ 43,190.00	42%	\$ 25,050.20	\$ 43,190.00	42%	\$ 25,050.20
Firewall Appliance	ASA-5515-X	Cisco	ASA-5515-X	Cisco ASA 5515-X Firewall Edition - 6 Port Gigabit Ethernet	\$ 4,995.00	42%	\$ 2,897.10	\$ 4,995.00	42%	\$ 2,897.10
AMP License	FR-AMP-3Y-S1	Cisco	FR-AMP-3Y-S1	Cisco Advanced Malware Protection License, Per User, 3 Year	\$ 187.20	42%	\$ 108.58	\$ 187.20	42%	\$ 108.58
Security Mgmt Appliance	SMA-M680-K9	Cisco	SMA-M680-K9	Cisco SMA M680 Security Management Appliance w/ Software	\$ 21,950.00	42%	\$ 12,731.00	\$ 21,950.00	42%	\$ 12,731.00
SMA License	SMA-EMGT-3Y-S1	Cisco	SMA-EMGT-3Y-S1	Cisco Email Security Management Bundle License, Per User, 3 Year	\$ 47.20	42%	\$ 27.38	\$ 47.20	42%	\$ 27.38
SMA License	SMA-WMGT-3Y-S1	Cisco	SMA-WMGT-3Y-S1	Cisco Web Security Management Bundle License, Per User, 3 Year	\$ 38.86	42%	\$ 22.54	\$ 38.86	42%	\$ 22.54
Email Security Appliance	ESA-C680-K9	Cisco	ESA-C680-K9	Cisco Email Security Appliance C680	\$ 13,279.25	42%	\$ 7,701.97	\$ 13,279.25	42%	\$ 7,701.97
ESA License	ESA-ESP-3Y-S1	Cisco	ESA-ESP-3Y-S1	Cisco Email Security Premium Bundle License, Per User, 3 Year	\$ 66.84	42%	\$ 38.77	\$ 66.84	42%	\$ 38.77
Web Security Appliance	WSA-S680-K9	Cisco	WSA-S680-K9	Cisco WSA Web Security Appliance	\$ 22,950.00	42%	\$ 13,311.00	\$ 22,950.00	42%	\$ 13,311.00
WSA License	WSA-WSP-3Y-S1	Cisco	WSA-WSP-3Y-S1	Cisco Web Security Premium Bundle License, Per User, 3 Year	\$ 145.82	42%	\$ 84.58	\$ 145.82	42%	\$ 84.58
Firewall Appliance	FG-240D-POE	Fortinet	FG-240D-POE	Fortinet Fortigate 240D-POE NGFW+ATP Bundle, Security Appliance	\$ 4,000.00	32.00%	\$ 2,720.00	\$ 4,000.00	32.00%	\$ 2,720.00
ATP Appliance	FSA-1000D	Fortinet	FSA-1000D	Fortinet FortiSandbox 1000D - Security Appliance	\$ 29,995.00	32.00%	\$ 20,396.60	\$ 29,995.00	32.00%	\$ 20,396.60
Authentication Appliance	FAC-200D	Fortinet	FAC-200D	Fortinet FortiAuthenticator 200D Security Appliance	\$ 3,998.00	32.00%	\$ 2,718.64	\$ 3,998.00	32.00%	\$ 2,718.64
Email Security Appliance	FML-200D	Fortinet	FML-200D	Fortinet FortiMail 200D - Security Appliance	\$ 3,498.00	32.00%	\$ 2,378.64	\$ 3,498.00	32.00%	\$ 2,378.64
Email Security Appliance	EMG-5500-DA	McAfee	EMG-5500-DA	McAfee Email Gateway Security Appliance	\$ 20,995.00	20.00%	\$ 16,796.00	\$ 20,995.00	20.00%	\$ 16,796.00
Web Gateway	WBG-5500-CP	McAfee	WBG-5500-CP	McAfee Web Gateway Security Appliance	\$ 26,995.00	20.00%	\$ 21,596.00	\$ 26,995.00	20.00%	\$ 21,596.00
Failover Security Appliance	IFO-M28K-ISAR	McAfee	IFO-M28K-ISAR	McAfee Network Security Platform M-2850 Failover-Security Appliance	\$ 25,995.00	25.00%	\$ 19,496.25	\$ 25,995.00	25.00%	\$ 19,496.25
Failover Security Appliance	IFO-M15K-ISAP	McAfee	IFO-M15K-ISAP	McAfee Network Security Platform M-1450 Failover Security Appliance	\$ 10,995.00	25.00%	\$ 8,246.25	\$ 10,995.00	25.00%	\$ 8,246.25
Firewall Appliance	FEW-S2008-UPGP	McAfee	FEW-S2008-UPGP	McAfee Firewall Enterprise S2008 Firewall	\$ 3,600.00	25.00%	\$ 2,700.00	\$ 3,600.00	25.00%	\$ 2,700.00
Spam Firewall	BSF100A6	Barracuda	BSF100A6	Barracuda Spam Firewall 100 w/ 6 Month Energize Updates	\$ 899.00	8.00%	\$ 827.08	\$ 899.00	8.00%	\$ 827.08
Spam Firewall	BSFV100A1	Barracuda	BSFV100A1	Barracuda Spam Firewall 100Vx with 1 Year License	\$ 979.00	8.00%	\$ 900.68	\$ 979.00	8.00%	\$ 900.68
Spam Firewall License	BSFV100A-V1	Barracuda	BSFV100A-V1	Barracuda Spam Firewall 100Vx 1 Year License Renewal	\$ 979.00	8.00%	\$ 900.68	\$ 979.00	8.00%	\$ 900.68
Web Filter	BYF210A1	Barracuda	BYF210A1	Barracuda Web Filter 210 with 1 Yr Energize Updates	\$ 1,898.00	8.00%	\$ 1,746.16	\$ 1,898.00	8.00%	\$ 1,746.16
Web Filter	BYFV310A1	Barracuda	BYFV310A1	Barracuda Web Filter 310Vx with 1 Year License	\$ 1,699.00	8.00%	\$ 1,563.08	\$ 1,699.00	8.00%	\$ 1,563.08
Web Filter License	BYFV310A-V1	Barracuda	BYFV310A-V1	Barracuda Web Filter 310Vx 1 Year License Renewal	\$ 1,699.00	8.00%	\$ 1,563.08	\$ 1,699.00	8.00%	\$ 1,563.08
Web Application Firewall	BWF360A1	Barracuda	BWF360A1	Barracuda Web Application Firewall 360 with 1 Year Energize Update	\$ 6,348.00	8.00%	\$ 5,840.16	\$ 6,348.00	8.00%	\$ 5,840.16
Firewall Appliance	BNGF200A1	Barracuda	BNGF200A	Barracuda NG Firewall F200 with 1 Year Energize Updates	\$ 2,398.00	8.00%	\$ 2,206.16	\$ 2,398.00	8.00%	\$ 2,206.16
Firewall Appliance	BNGVF25A1	Barracuda	BNGVF25A1	Barracuda NG Firewall VF25 with 1 Year License	\$ 748.00	8.00%	\$ 688.16	\$ 748.00	8.00%	\$ 688.16
Firewall Appliance License	BNGVF25A-M3	Barracuda	BNGVF25A-M3	Barracuda NG Firewall VF25 3 Year Malware Protection	\$ 199.00	8.00%	\$ 183.08	\$ 199.00	8.00%	\$ 183.08
Firewall Appliance	PAN-PA-200	Palo Alto Networks	PAN-PA-200	Palo Alto Networks PA-200 Firewall	\$ 2,000.00	15.00%	\$ 1,700.00	\$ 2,000.00	15.00%	\$ 1,700.00
Firewall Appliance	PAN-PA-3020	Palo Alto Networks	PAN-PA-3020	Palo Alto Networks PA-3020 Firewall	\$ 14,900.00	15.00%	\$ 11,900.00	\$ 14,900.00	15.00%	\$ 11,900.00
Firewall Appliance	PAN-PA-4020	Palo Alto Networks	PAN-PA-4020	Palo Alto Networks PA-4020	\$ 35,000.00	15.00%	\$ 29,750.00	\$ 35,000.00	15.00%	\$ 29,750.00
Firewall Appliance	PAN-PA-4050	Palo Alto Networks	PAN-PA-4050	Palo Alto Networks PA-4050	\$ 60,000.00	15.00%	\$ 51,000.00	\$ 60,000.00	15.00%	\$ 51,000.00
Firewall Appliance	PAN-PA-VM-300	Palo Alto Networks	PAN-PA-VM-300	Palo Alto Networks VM-300 Virtual Firewall	\$ 5,400.00	15.00%	\$ 4,590.00	\$ 5,400.00	15.00%	\$ 4,590.00
Gateway Subscription	PAN-PA-200-GP-HA2-R	Palo Alto Networks	PAN-PA-200-GP-HA2-R	Palo Alto GlobalProtect Gateway Subscription for PA-200	\$ 280.00	5.00%	\$ 266.00	\$ 280.00	5.00%	\$ 266.00
Gateway Subscription	PAN-VM-300-GP-3YR-R	Palo Alto Networks	PAN-VM-300-GP-3YR-R	Palo Alto GlobalProtect Gateway Subscription for VM-300	\$ 2,600.00	5.00%	\$ 2,470.00	\$ 2,600.00	5.00%	\$ 2,470.00
Firewall Appliance	01-SSC-3850	Dell-SonicWall	01-SSC-3850	DellSonicWall NSA 3600	\$ 3,995.00	20.00%	\$ 3,196.00	\$ 3,995.00	20.00%	\$ 3,196.00
Security Appliance	01-SSC-4906	Dell-SonicWall	01-SSC-4906	Dell SonicWall TZ 105 TotalSecure Security Appliance	\$ 445.00	20.00%	\$ 356.00	\$ 445.00	20.00%	\$ 356.00
Security Appliance	01-SSC-8867	Dell-SonicWall	01-SSC-8867	Dell SonicWall E-Class Network Security Appliance E8500	\$ 17,495.00	20.00%	\$ 13,996.00	\$ 17,495.00	20.00%	\$ 13,996.00
Email Security Appliance	01-SSC-6609	Dell-SonicWall	01-SSC-6609	Dell SonicWall Email Security Appliance ES 8300	\$ 17,995.00	20.00%	\$ 14,396.00	\$ 17,995.00	20.00%	\$ 14,396.00
Email Security Subscription	01-SSC-7561	Dell-SonicWall	01-SSC-7561	Dell SonicWall Email Security ES 8300 Remote Analyzer Hardware	\$ 4,320.00	20.00%	\$ 3,456.00	\$ 4,320.00	20.00%	\$ 3,456.00
Firewall Appliance	SB1B3CSUSK	Sophos	SB1B3CSUSK	Sophos SG 115 Network Security/Firewall Appliance	\$ 1,423.00	10.00%	\$ 1,280.70	\$ 1,423.00	10.00%	\$ 1,280.70
Firewall Appliance	SG55TCHUS	Sophos	SG55TCHUS	Sophos SG 550 Network Security/Firewall Appliance 8-Port	\$ 12,445.00	10.00%	\$ 11,200.50	\$ 12,445.00	10.00%	\$ 11,200.50
Firewall Appliance	SB652CSUSK	Sophos	SB652CSUSK	Sophos SG 650 Network Security/Firewall Appliance 8-Port	\$ 60,318.00	10.00%	\$ 54,286.20	\$ 60,318.00	10.00%	\$ 54,286.20
Firewall Appliance	WG025001	Watchguard	WG025001	Watchguard XTM 25 Firewall Appliance - 5 Port	\$ 520.00	22.00%	\$ 405.60	\$ 520.00	22.00%	\$ 405.60
Firewall Appliance	WG330083	Watchguard	WG330083	Watchguard XTM 330 Firewall Appliance - 7 Port	\$ 1,850.00	22.00%	\$ 1,443.00	\$ 1,850.00	22.00%	\$ 1,443.00
Network Security Appliance	WG525063	Watchguard	WG525063	Watchguard XTM 525 Network Security Appliance - 6 Port	\$ 5,110.00	22.00%	\$ 3,985.80	\$ 5,110.00	22.00%	\$ 3,985.80
Firewall Appliance	JC850A	Hewlett Packard	JC850A	HP Tipping Point S1050F Next-Generation Firewall	\$ 4,995.00	25.00%	\$ 3,746.25	\$ 4,995.00	25.00%	\$ 3,746.25
Firewall Appliance	JC884A	Hewlett Packard	JC884A	HP Tipping Point S3020F Next Generation Firewall	\$ 12,495.00	25.00%	\$ 9,371.25	\$ 12,495.00	25.00%	\$ 9,371.25
Firewall Appliance	JC886A	Hewlett Packard	JC886A	HP Tipping Point S8010F Next Generation Firewall	\$ 49,495.00	25.00%	\$ 37,121.25	\$ 49,495.00	25.00%	\$ 37,121.25
Firewall Appliance	SRX550	Juniper Networks	SRX550	Juniper SRX550 Services Gateway Rackmountable	\$ 11,000.00	30.00%	\$ 7,700.00	\$ 11,000.00	30.00%	\$ 7,700.00
Security Appliance	SSG-140-SB	Juniper Networks	SSG-140-SB	Juniper SSG-140 Security Platform	\$ 2,700.00	25.00%	\$ 2,025.00	\$ 2,700.00	25.00%	\$ 2,025.00
Firewall Appliance	CPAP-SG4200-NGFW	Check Point	CPAP-SG4200-NGFW	Check Point 4200 Next Generation Firewall Appliance	\$ 6,090.00	20.00%	\$ 4,872.00	\$ 6,090.00	20.00%	\$ 4,872.00
Anti-Malware License	CPSB-ABAV-2B-4200-3Y	Check Point	CPSB-ABAV-2B-4200-3Y	Check Point Anti-Malware Package for 4200 Appliance	\$ 4,725.00	2.00%	\$ 4,630.50	\$ 4,725.00	2.00%	\$ 4,630.50

Commonwealth of Virginia Security and Search Network Appliances

IFB 2015-02 - Exhibit E - Pricing

Services Price List

Supplier Name:	DALY COMPUTERS, INC.		
Submitted By:	JEFF DI BELLA	email: JEFF.DBELLA@DALY.COM	phone: (301)670-0381
Index Price List Source		Effective Date	
Index Price List Source for: Cisco, Fortinet, McAfee, Dell-Sonicwall, Sophos, Watchguard, Hewlett Packard, Juniper Networks, and Check Point can all be found at: http://us-new.ingrammicro.com . The MSRP for these brands are found by searching the manufacturer part number on the search bar at the top of the page on the URL provided.		MARCH 11, 2015	
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Index Price List Source for: Barracuda Networks can be found at: https://www.barracuda.com/purchase/index			
URL			
http://us-new.ingrammicro.com		Cisco	
http://us-new.ingrammicro.com		Fortinet	
http://us-new.ingrammicro.com		McAfee	
http://us-new.ingrammicro.com		Dell-Sonicwall	
http://us-new.ingrammicro.com		Sophos	
http://us-new.ingrammicro.com		Watchguard	
http://us-new.ingrammicro.com		Hewlett Packard	
http://us-new.ingrammicro.com		Juniper Networks	
http://us-new.ingrammicro.com		Check Point	
http://www.aboutwsca.org/#/current-contracts/contractors/results/33		Palo Alto Networks	
https://www.barracuda.com/purchase/index		Barracuda Networks	

Comprehensive Services Catalog/Price List

Product Description Fields					Government Pricing			Academic Pricing			
Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Pricing Description	Index Price	Percentage Discount	Net Price Offered to Commonwealth	Index Price	Percentage Discount	Net Price Offered to Commonwealth
Maintenance	CON-SNT-SMS-1	Cisco	CON-SNT-SMS-1	Cisco Smartnet 8x5xNBD	Annual Fee	\$ 1,000	15%	\$ 850	\$ 1,000	15%	\$ 850
Maintenance	CON-SNT-SMS-1000	Cisco	CON-SNT-SMS-1000	Cisco Smartnet 8x5xNBD	Annual Fee	\$ 1,000.00	15%	\$ 850.00	\$ 1,000.00	15%	\$ 850.00
Maintenance	CON-SNTP-SMS-1	Cisco	CON-SNTP-SMS-1	Cisco Smartnet 24x7x4 Hour	Annual Fee	\$ 1,000	15%	\$ 850	\$ 1,000	15%	\$ 850
Maintenance	CON-SNTP-SMS-1000	Cisco	CON-SNTP-SMS-1000	Cisco Smartnet 24x7x4 Hour	Annual Fee	\$ 1,000.00	15%	\$ 850.00	\$ 1,000.00	15%	\$ 850.00
Maintenance	FC-10-00241-950-02-36	Fortinet	FC-10-00241-950-02-36	Forticare 24x7 Bundle, Extended Service 3Yr	Annual Fee	\$ 6,822.00	20%	\$ 5,457.60	\$ 6,822.00	20%	\$ 5,457.60
Maintenance	FC-10-SA01K-970-02-36	Fortinet	FC-10-SA01K-970-02-36	Forticare 24x7 FortiSandbox 3 Yr	Annual Fee	\$ 30,710.00	20%	\$ 24,568.00	\$ 30,710.00	20%	\$ 24,568.00
Maintenance	FC-10-002-H0-247-02-36	Fortinet	FC-10-002-H0-247-02-36	Forticare 24x7 Comprehensive Support 3 Yr	Annual Fee	\$ 2,623.00	20%	\$ 2,098.40	\$ 2,623.00	20%	\$ 2,098.40
Maintenance	FC-10-00204-953-02-36	Fortinet	FC-10-00204-953-02-36	Forticare 24x7 Extended Service 3 Yr	Annual Fee	\$ 4,274.00	20%	\$ 3,419.20	\$ 4,274.00	20%	\$ 3,419.20
Maintenance	EMG5500DARMAA	McAfee	EMG5500DARMAA	McAfee Gold Sup Extended Service 1 Yr	Annual Fee	\$ 4,199.00	5%	\$ 3,989.05	\$ 4,199.00	5%	\$ 3,989.05
Maintenance	WBG5500CARMAP	McAfee	WBG5500CARMAP	McAfee Gold Sup Extended Service 1 Yr	Annual Fee	\$ 5,399.00	5%	\$ 5,129.05	\$ 5,399.00	5%	\$ 5,129.05
Maintenance	1YVF28KADMAR	McAfee	1YVF28KADMAR	McAfee Golf Sup Extended Service 1 Yr	Annual Fee	\$ 5,199.00	8%	\$ 4,783.08	\$ 5,199.00	8%	\$ 4,783.08
Maintenance	FWES2008ARMAR	McAfee	FWES2008ARMAR	McAfee Gold Sup Extended Service 1 Yr	Annual Fee	\$ 980.00	5%	\$ 931.00	\$ 980.00	5%	\$ 931.00
Maintenance	BSF100U-E63	Barracuda	BSF100U-E63	Upgrade 6 Month to 3 Yr Energize Updates- Spam Firewall 100	Annual Fee	\$ 799.00	8%	\$ 735.08	\$ 799.00	8%	\$ 735.08
Maintenance	BYF210A-E3	Barracuda	BYF210A-E3	3 Year Energize Updates for Barracuda Web Filter 210	Annual Fee	\$ 999.00	8%	\$ 919.08	\$ 999.00	8%	\$ 919.08
Maintenance	BWF360A-E3	Barracuda	BWF360A-E3	3 Year Energize Updates for Barracuda Web Application Firewall 360	Annual Fee	\$ 3,449.00	8%	\$ 3,173.08	\$ 3,449.00	8%	\$ 3,173.08
Maintenance	BNGF200A-E3	Barracuda	BNGF200A-E3	3 Year Energize Updates for BNGF200A	Annual Fee	\$ 999.00	8%	\$ 919.08	\$ 999.00	8%	\$ 919.08
Support	PAN-SVC-B4HR-200-3YR	Palo Alto Networks	PAN-SVC-B4HR-200-3YR	Partner Enabled 4 Hr, Premium Support 3 Yr	Annual Fee	\$ 1,000.00	2%	\$ 980.00	\$ 1,000.00	2%	\$ 980.00
Support	PAN-SVC-B4HR-4020-3YR	Palo Alto Networks	PAN-SVC-B4HR-4020-3YR	Partner Enabled 4 Hr, Premium Support 3 Yr	Annual Fee	\$ 17,640.00	2%	\$ 17,287.20	\$ 17,640.00	2%	\$ 17,287.20
Professional Services	PAN-CONSULT-CUTOVER-1HR	Palo Alto Networks	PAN-CONSULT-CUTOVER-1HR	Network Consulting Services Cutover Hourly, 4 Hr Minimum	Annual Fee	\$ 560.00	2%	\$ 548.80	\$ 560.00	2%	\$ 548.80
Professional Services	PAN-CONSULT-DAY	Palo Alto Networks	PAN-CONSULT-DAY	Network Consulting Services, per day	Annual Fee	\$ 3,000.00	2%	\$ 2,940.00	\$ 3,000.00	2%	\$ 2,940.00
Services	01-SSC-7300	Dell-SonicWall	01-SSC-7300	SonicWall DynamicSupport for TZ 100 24x7 Support	Annual Fee	\$ 220.00	20%	\$ 176.00	\$ 220.00	20%	\$ 176.00
Services	01-SSC-6154	Dell-SonicWall	01-SSC-6154	SonicWall Gateway AntiVirus, AntiSpy, and Intrusion Prevention for ES6500 3 Yr	Annual Fee	\$ 8,135.00	20%	\$ 6,508.00	\$ 8,135.00	20%	\$ 6,508.00
Services	01-SSC-7344	Dell-SonicWall	01-SSC-7344	SonicWall Content Filtering Service Premium Business Edition for NSA E6500 3 Yr	Annual Fee	\$ 8,795.00	20%	\$ 7,036.00	\$ 8,795.00	20%	\$ 7,036.00
Services	PR1B3CEAA	Sophos	PR1B3CEAA	Sophos SG 115 Premium Support - 3 Yr	Annual Fee	\$ 186.00	10%	\$ 167.40	\$ 186.00	10%	\$ 167.40
Services	PR533CEAA	Sophos	PR533CEAA	Sophos SG 550 Premium Support - 3 Yr	Annual Fee	\$ 7,262.00	10%	\$ 6,535.80	\$ 7,262.00	10%	\$ 6,535.80
Services	PR653CEAA	Sophos	PR653CEAA	Sophos SG 650 Premium Support - 3 Yr	Annual Fee	\$ 11,084.00	10%	\$ 9,975.60	\$ 11,084.00	10%	\$ 9,975.60
Services	WG019375	Watchguard	WG019375	Watchguard LiveSecurity Service - 3 Yr	Annual Fee	\$ 715.00	12%	\$ 629.20	\$ 715.00	12%	\$ 629.20
Services	WG019369	Watchguard	WG019369	Watchguard LiveSecurity Service Gold 1 Yr 24x7x4 Business Hours	Annual Fee	\$ 200.00	12%	\$ 176.00	\$ 200.00	12%	\$ 176.00

Services	WG019865	Watchguard	WG019865	Watchguard Live Security Gold 1 Year Extended Service 24x7 NBD Exchange	Annual Fee	\$ 5,865.00	12%	\$ 5,161.20	\$ 5,865.00	12%	\$ 5,161.20
								\$ -			\$ -
Services	H7Z80A1#SMR	Hewlett Packard	H7Z80A1#SMR	HP Tipping Point Enterprise Standard 1 Year Support, 24x7, for S1050F	Annual Fee	\$ 899.10	15%	\$ 764.24	\$ 899.10	15%	\$ 764.24
Services	H7Z80A1#SMT	Hewlett Packard	H7Z80A1#SMT	HP Tipping Point Enterprise Standard 1 Year Support, 24x7, for S3020F	Annual Fee	\$ 1,999.20	15%	\$ 1,699.32	\$ 1,999.20	15%	\$ 1,699.32
Services	H7Z80A1#SMV	Hewlett Packard	H7Z80A1#SMV	HP Tipping Point Enterprise Standard 1 Year Support, 24x7, for S8010F	Annual Fee	\$ 7,919.20	15%	\$ 6,731.32	\$ 7,919.20	15%	\$ 6,731.32
								\$ -			\$ -
Services	SVC-SDCE-SRX550	Juniper Networks	SVC-SDCE-SRX550	Juniper Care Same Day Onsite Support	Annual Fee	\$ 1,837.00	10%	\$ 1,653.30	\$ 1,837.00	10%	\$ 1,653.30
								\$ -			\$ -
								\$ -			\$ -
								\$ -			\$ -

Commonwealth of Virginia Security and Search Network Appliances

Discounts

Supplier Name:	DALY COMPUTERS, INC.	please populate shaded regions
Submitted By:	JEFF DI BELLA	

Instructions: This tab affords Supplier an opportunity to offer additional discounts based on the amount of business that may be awarded and faster payment cycles. Please respond to this request by filling out the blue shaded areas.

The volume discounts will function as follows:

- Transaction-based discount - Supplier indicates an additional discount percentage that will be applied to any single transaction that exceeds the predetermined threshold.
- Annual volume-based discount - Supplier indicates an additional discount that will be applied to all future purchases in any given calendar year after the threshold amount is met.

Suppliers are also requested to complete the Payment Term Discount Table.

Transaction-based discount

For a transaction that is more than:	Offeror will add an additional discount of: (%)
\$ 5,000.00	0.00%
\$ 10,000.00	0.00%
\$ 50,000.00	0.00%
\$ 100,000.00	0.25%
\$ 200,000.00	0.25%
\$ 500,000.00	0.50%
\$ 1,000,000.00	0.75%
\$ 2,000,000.00	1.00%

Annual volume-based discount

Once the following volume threshold is met:	Offeror will add an additional discount of X% for all subsequent purchases in a calendar year:
\$ 50,000.00	0.00%
\$ 100,000.00	0.00%
\$ 500,000.00	0.00%
\$ 1,000,000.00	0.00%
\$ 2,000,000.00	0.00%
\$ 3,000,000.00	0.25%
\$ 4,000,000.00	0.25%
\$ 5,000,000.00	0.50%

Payment Term Discounts

Payment terms at the Commonwealth of Virginia are normally 30 days. If Contract Users were able to accelerate payment, what additional rebates off entire MONTHLY invoice would you offer?
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Payment Terms	Additional Monthly Rebate %
Invoices Paid by 20 days	0%
Invoices Paid by 15 days	0%
Invoices Paid by 10 days	0%
Other (i.e. use of EFT)	0%