

# **Exhibit B**

## **Pricing**

**Exhibit B**  
**Product Discounts**

**ABS - Aerohive Pricing Discounts**

| 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>                 |          | 2-28 Days                        | \$0-\$50,000         | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$50,001- \$100,000  | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$100,001- \$200,000 | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$200,001- \$300,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$300,001- \$500,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$500,001- Plus      | 47%  | 47%   |
| <b>Routers</b>                  |          | 2-28 Days                        | \$0-\$50,000         | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$50,001- \$100,000  | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$100,001- \$200,000 | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$200,001- \$300,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$300,001- \$500,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$500,001- Plus      | 47%  | 47%   |
| <b>Security (Firewalls)</b>     |          | 2-28 Days                        | \$0-\$50,000         | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$50,001- \$100,000  | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$100,001- \$200,000 | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$200,001- \$300,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$300,001- \$500,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$500,001- Plus      | 47%  | 47%   |
| <b>Wireless</b>                 |          | 2-28 Days                        | \$0-\$50,000         | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$50,001- \$100,000  | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$100,001- \$200,000 | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$200,001- \$300,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$300,001- \$500,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$500,001- Plus      | 47%  | 47%   |
| <b>Maintenance</b>              |          | 5 Days                           | \$0-\$50,000         | 45%  | 45%   |
|                                 |          | 5 Days                           | \$50,001- \$100,000  | 45%  | 45%   |
|                                 |          | 5 Days                           | \$100,001- \$200,000 | 45%  | 45%   |
|                                 |          | 5 Days                           | \$200,001- \$300,000 | 47%  | 47%   |
|                                 |          | 5 Days                           | \$300,001- \$500,000 | 47%  | 47%   |
|                                 |          | 5 Days                           | \$500,001- Plus      | 47%  | 47%   |
| <b>Non Erate Eligible Items</b> |          | 2-28 Days                        | \$0-\$50,000         | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$50,001- \$100,000  | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$100,001- \$200,000 | 45%  | 45%   |
|                                 |          | 2-28 Days                        | \$200,001- \$300,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$300,001- \$500,000 | 47%  | 47%   |
|                                 |          | 2-28 Days                        | \$500,001- Plus      | 47%  | 47%   |

**ABS - Cisco Pricing Discounts**

| 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> |          | 2-28 Days                        | \$0-\$50,000         | 39%  | 48%   |
|                 |          | 2-28 Days                        | \$50,001- \$100,000  | 39%  | 48%   |
|                 |          | 2-28 Days                        | \$100,001- \$200,000 | 39%  | 48%   |
|                 |          | 2-28 Days                        | \$200,001- \$300,000 | 39%  | 48%   |
|                 |          | 2-28 Days                        | \$300,001- \$500,000 | 40%  | 50%   |
|                 |          | 2-28 Days                        | \$500,001- Plus      | 40%  | 50%   |

|                                 |           |                      |           |     |
|---------------------------------|-----------|----------------------|-----------|-----|
|                                 | 2-28 Days | \$500,001- Plus      | 40%       | 50% |
| <b>Routers</b>                  | 2-28 Days | \$0-\$50,000         | 39%       | 48% |
|                                 | 2-28 Days | \$50,001- \$100,000  | 39%       | 48% |
|                                 | 2-28 Days | \$100,001- \$200,000 | 39%       | 48% |
|                                 | 2-28 Days | \$200,001- \$300,000 | 39%       | 48% |
|                                 | 2-28 Days | \$300,001- \$500,000 | 40%       | 50% |
|                                 | 2-28 Days | \$500,001- Plus      | 40%       | 50% |
| <b>Security (Firewalls)</b>     | 2-28 Days | \$0-\$50,000         | 39%       | 48% |
|                                 | 2-28 Days | \$50,001- \$100,000  | 39%       | 48% |
|                                 | 2-28 Days | \$100,001- \$200,000 | 39%       | 48% |
|                                 | 2-28 Days | \$200,001- \$300,000 | 39%       | 48% |
|                                 | 2-28 Days | \$300,001- \$500,000 | 40%       | 50% |
|                                 | 2-28 Days | \$500,001- Plus      | 40%       | 50% |
| <b>Wireless</b>                 | 2-28 Days | \$0-\$50,000         | 39%       | 48% |
|                                 | 2-28 Days | \$50,001- \$100,000  | 39%       | 48% |
|                                 | 2-28 Days | \$100,001- \$200,000 | 39%       | 48% |
|                                 | 2-28 Days | \$200,001- \$300,000 | 39%       | 48% |
|                                 | 2-28 Days | \$300,001- \$500,000 | 40%       | 50% |
|                                 | 2-28 Days | \$500,001- Plus      | 40%       | 50% |
| <b>Maintenance</b>              | 5 Days    | \$0-\$50,000         | 12% - 20% | 34% |
|                                 | 5 Days    | \$50,001- \$100,000  | 12% - 20% | 34% |
|                                 | 5 Days    | \$100,001- \$200,000 | 12% - 20% | 34% |
|                                 | 5 Days    | \$200,001- \$300,000 | 12% - 20% | 35% |
|                                 | 5 Days    | \$300,001- \$500,000 | 12% - 20% | 35% |
|                                 | 5 Days    | \$500,001- Plus      | 12% - 20% | 35% |
| <b>Non Erate Eligible Items</b> | 2-28 Days | \$0-\$50,000         | 39%       | 39% |
|                                 | 2-28 Days | \$50,001- \$100,000  | 39%       | 39% |
|                                 | 2-28 Days | \$100,001- \$200,000 | 39%       | 39% |
|                                 | 2-28 Days | \$200,001- \$300,000 | 39%       | 39% |
|                                 | 2-28 Days | \$300,001- \$500,000 | 40%       | 40% |
|                                 | 2-28 Days | \$500,001- Plus      | 40%       | 40% |

## ABS - Meraki Pricing Discounts

| 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>             |          | 2-28 Days                        | \$0-\$50,000         | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$50,001- \$100,000  | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$100,001- \$200,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$200,001- \$300,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$300,001- \$500,000 | 40%  | 40%   |
|                             |          | 2-28 Days                        | \$500,001- Plus      | 40%  | 40%   |
| <b>Routers</b>              |          | 2-28 Days                        | \$0-\$50,000         | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$50,001- \$100,000  | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$100,001- \$200,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$200,001- \$300,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$300,001- \$500,000 | 40%  | 40%   |
|                             |          | 2-28 Days                        | \$500,001- Plus      | 40%  | 40%   |
| <b>Security (Firewalls)</b> |          | 2-28 Days                        | \$0-\$50,000         | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$50,001- \$100,000  | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$100,001- \$200,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$200,001- \$300,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$300,001- \$500,000 | 40%  | 40%   |
|                             |          | 2-28 Days                        | \$500,001- Plus      | 40%  | 40%   |
| <b>Wireless</b>             |          | 2-28 Days                        | \$0-\$50,000         | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$50,001- \$100,000  | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$100,001- \$200,000 | 39%  | 39%   |
|                             |          | 2-28 Days                        | \$200,001- \$300,000 | 39%  | 39%   |

|                                 |           |                      |     |     |
|---------------------------------|-----------|----------------------|-----|-----|
|                                 | 2-28 Days | \$300,001- \$500,000 | 40% | 40% |
|                                 | 2-28 Days | \$500,001- Plus      | 40% | 40% |
| <b>Maintenance</b>              | 5 Days    | \$0-\$50,000         | 39% | 39% |
|                                 | 5 Days    | \$50,001- \$100,000  | 39% | 39% |
|                                 | 5 Days    | \$100,001- \$200,000 | 39% | 39% |
|                                 | 5 Days    | \$200,001- \$300,000 | 39% | 39% |
|                                 | 5 Days    | \$300,001- \$500,000 | 40% | 40% |
|                                 | 5 Days    | \$500,001- Plus      | 40% | 40% |
| <b>Non Erate Eligible Items</b> | 2-28 Days | \$0-\$50,000         | 39% | 39% |
|                                 | 2-28 Days | \$50,001- \$100,000  | 39% | 39% |
|                                 | 2-28 Days | \$100,001- \$200,000 | 39% | 39% |
|                                 | 2-28 Days | \$200,001- \$300,000 | 39% | 39% |
|                                 | 2-28 Days | \$300,001- \$500,000 | 40% | 40% |
|                                 | 2-28 Days | \$500,001- Plus      | 40% | 40% |

### Supporting Products

| Mark up Structure (Maximum amount ABS will mark up product based on cost quoted to ABS) |          |                                  |                   |   |  |
|---|----------|----------------------------------|-------------------|---|--|
| Product   | Category | Delivery Lead Time (In Days ARO) | Spend (Per order) | State Markup % (Off cost quoted to ABS) | Academic Markup % (Off cost quoted to ABS) |
| APC   |          | 2-28 Days                        | Any amount        | 10%                                     | 10%  |
| Liebert   |          | 2-28 Days                        | Any amount        | 10%                                     | 10%  |
| Eaton   |          | 2-28 Days                        | Any amount        | 10%                                     | 10%  |

| Manufacturer               | Global Price Lists  |
|----------------------------|---|
| Cisco (Requires Cisco CCO) | <a href="https://tools.cisco.com/lpc/currentPL.faces">https://tools.cisco.com/lpc/currentPL.faces</a>   |
| Meraki                     | <a href="https://absnt-my.sharepoint.com/personal/lhelwig_abstechnology_com/_layouts/15/questaccess.aspx?questaccesstoken=LAPOSddTTaFW4hbvOywuOerx6F21WzN7xLJ4cxyRuc8%3d&amp;docid=0014371b750124aea925f43a2cf013b8f">https://absnt-my.sharepoint.com/personal/lhelwig_abstechnology_com/_layouts/15/questaccess.aspx?questaccesstoken=LAPOSddTTaFW4hbvOywuOerx6F21WzN7xLJ4cxyRuc8%3d&amp;docid=0014371b750124aea925f43a2cf013b8f</a>           |
| Aerohive                   | <a href="https://absnt-my.sharepoint.com/personal/lhelwig_abstechnology_com/_layouts/15/questaccess.aspx?questaccesstoken=1Yq7ytRfUiFyHDmpc%2bYKYckFxtl%2bsVirGt%2btaWVPkA%3d&amp;docid=09ea27cb7e0034e9a94d23bad5822397a">https://absnt-my.sharepoint.com/personal/lhelwig_abstechnology_com/_layouts/15/questaccess.aspx?questaccesstoken=1Yq7ytRfUiFyHDmpc%2bYKYckFxtl%2bsVirGt%2btaWVPkA%3d&amp;docid=09ea27cb7e0034e9a94d23bad5822397a</a> |
| APC                        | Not currently available, will provide upon award of contract.   |
| Liebert                    | <a href="https://absnt-my.sharepoint.com/personal/lhelwig_abstechnology_com/_layouts/15/questaccess.aspx?questaccesstoken=4W8wXxkmMmMF03nl8iGcQzMQiywLNmKA5FDGcTsNPi%3d&amp;docid=0fac837e4b35d48faaa6a5c41a1bd9919">https://absnt-my.sharepoint.com/personal/lhelwig_abstechnology_com/_layouts/15/questaccess.aspx?questaccesstoken=4W8wXxkmMmMF03nl8iGcQzMQiywLNmKA5FDGcTsNPi%3d&amp;docid=0fac837e4b35d48faaa6a5c41a1bd9919</a>             |
| Eaton                      | <a href="http://powerquality.eaton.com/USA/Default.asp?CX=3">http://powerquality.eaton.com/USA/Default.asp?CX=3</a>   |

## ABS -Service Rates

| <b>Enterprise Networks</b><br><i>(Switching, Routing, Wireless, Network Security, Physical Security)</i> | <b>Hourly Rate</b><br><i>(Normal business hours)</i> | <b>Hourly Rate</b><br><i>(After Normal Business Hours)</i> |
|--|--|--|
| Customer Required CCIE   | <b>\$200.00</b>                                      | <b>\$250.00</b>  |
| Engineering services <i>(Premium)</i> to perform Network architecture, analysis and design services      | <b>\$165.00</b>                                      | <b>\$206.25</b>  |
| Engineering services <i>(Standard)</i> for installation, configuration, update & upgrade                 | <b>\$150.00</b>                                      | <b>\$187.50</b>  |
| Technical support services <i>(Premium)</i>  | <b>\$135.00</b>                                      | <b>\$168.75</b>  |
| Training   | <b>\$125.00</b>                                      | <b>\$156.25</b>  |
| Technical support & equipment repair services <i>(Standard)</i>  | <b>\$120.00</b>                                      | <b>\$150.00</b>  |
| Installation of Access Points, IP Cameras  | <b>\$50.00</b>                                       | <b>\$62.50</b>   |

| <b>Collaboration</b>  | <b>Hourly Rate</b><br><i>(Normal business hours)</i> | <b>Hourly Rate</b><br><i>(After Normal Business Hours)</i> |
|---|--|--|
| Customer Required CCIE - Voice, VCS, Contact Center Scripting, Social Miner, Jabber Guest, TelePresence with TMS, TPS, Conductor, or CMR Hybrid   | <b>\$200.00</b>                                      | <b>\$250.00</b>  |
| Engineering services for Presence, Advanced UC features, WebEx, TelePresence, Emergency Responder, Advanced Paging, Upgrades, Admin Training, UCCX Training, Expressway for architecture, analysis and design services. | <b>\$165.00</b>                                      | <b>\$206.25</b>  |
| Engineering services for Basic Call Control & Voicemail, Basic Paging, End User Training for installation, configuration, update and upgrade services.  | <b>\$150.00</b>                                      | <b>\$187.50</b>  |
| Phone Installation  | <b>\$50.00</b>                                       | <b>\$62.50</b>   |

| <b>Project Management</b> | <b>Hourly Rate</b><br><i>(Normal business hours)</i> | <b>Hourly Rate</b><br><i>(After Normal Business Hours)</i> |
|---------------------------|--|--|
| Senior Project Manager    | <b>\$125.00</b>                                      | <b>\$156.25</b>  |
| Project Manager           | <b>\$110.00</b>                                      | <b>\$137.50</b>  |
| Project Coordinator       | <b>\$75.00</b>                                       | <b>\$93.75</b>   |

## ABS - Managed Internal Connections Network Services

| Managed Services  | Description  |
|---|--|
| <p>Please provide a description of the managed internal connections network services, including the specific equipment supported; for example list the network equipment brands and product families that your organization manages.</p>  |  |
| <p>Please provide a description of your organization's network operations center, general location, staff size, hours of operation, and other characteristics necessary to differentiate your service from other K-12 managed internal connections network service providers.</p> | <p>MSA Services are available for all equipment listed on this proposal. ABS Technology offers its customers 3 levels of Managed Service Agreements (MSA). These differing levels allow our customers to choose a balance of cost and risk that is most appropriate for them. The levels are monitoring only, monitoring with response 8x5, and monitoring with response 24x7. Additionally our customers can always choose to engage on a Time and Material basis as well.</p>  |
| <p>Please provide a copy of your organization's SLAs along with a schedule of prices based on a per-student pricing model.</p>  | <p>ABS Technology has a fully staffed Customer Support (CS) organization that has a long history of supporting its customers, including K-12, internal connections. ABS can customize the support solution to the individual customer's needs to help balance cost and risk. CS can provide support via one of its levels of MSA coverage or via Time and Materials. Monitoring Only provides monitoring of all covered equipment 24x7. Any alerts, needs for maintenance (corrective or proactive), and recommendations are forwarded directly to the customer's IT staff. Weekly and monthly summary reports are also provided with this service.</p> <p>Monitoring with Response 8x5 provides everything that monitoring only includes and also includes the following. ABS will respond to alerts during normal business hours of 8x5. ABS will provide proactive maintenance to include minor updates. ABS will provide corrective maintenance in conjunction with the manufacturer's warranty process. Weekly and monthly summary reports are provided. A quarterly business review will also be done upon request. Any request for maintenance outside of normal business hours would be handled on a T&amp;M basis at a discounted rate.</p> |
|   | <p>Please see a copy of the ABS's SLAs as the first document in the Appendix section of our response. More information on the Managed Services specific response times can be found in "Post Implementation and Support Management" section of our response. ABS does not offer a price per-student model of managed services. Our pricing structure is based on the number and type of devices supported and the level of support requested. Please see example pricing below for the 1st year's cost for the sample pricing models given. The set up fee would need to be removed to see the recurring costs after that.</p>   |

*The LEA shall own all network equipment; this is not a solicitation for respondents to install supplier-owned equipment in schools, with the special exception for any gear, probes, or monitors specifically required to provide the managed service and ensure SLA compliance.*

| <b>SAMPLE QUOTE : FOR HIGH SCHOOL AND ELEMENTARY SCHOOL SCENAIRO</b>   |            |                         |                       |
|--|------------|-------------------------|-----------------------|
| <b>PREMIUM SERVICE : PROACTIVE + MAINTENANCE + REMEDIATION</b>   |            |                         |                       |
| <b>Item Description</b>  |            |                         |                       |
| <b>ABS Services and Support - HS</b>   | <b>Qty</b> | <b>Unit Price</b>       | <b>Extended Price</b> |
| Initial Set-up   |            |                         |                       |
| Monthly Services   | 1          | \$3,282.00              | \$3,282.00            |
| Qty 30 Switch(es) - Qty 1 Appliance (WLC Controller  | 12         | \$3,282.00              | \$39,384.00           |
|  |            | <b>HS 1st Year Cost</b> | <b>\$42,666.00</b>    |
| <b>ABS Services and Support - ES</b>   |            |                         |                       |
| Initial Set-up   |            |                         |                       |
| Monthly Services   | 1          | \$1,105.00              | \$1,105.00            |
| Qty 9 Switch(es) - Qty 1 Appliance (WLC) -Qty 38 Ac  | 12         | \$1,105.00              | \$13,260.00           |
|  |            | <b>ES 1st Year Cost</b> | <b>\$14,365.00</b>    |
| <b>Initial Set-up Includes:</b>  |            |                         |                       |
| Inventory of covered devices   |            |                         |                       |
| Deployment of monitoring device to gather performance data   |            |                         |                       |
| Configuration of monitoring for each device for accurate alerts and reporting                                  |            |                         |                       |
| Set up of remote support   |            |                         |                       |
| Recommendations for remediation tasks identified by ABS as necessary to maintain optimal health of environment |            |                         |                       |
| Discussion with IT contact to establish process for opening support tickets with ABS                           |            |                         |                       |
| All software and Hardware manufacturer support must be current and valid                                       |            |                         |                       |
| <b>Monthly Service to Include:</b>   |            |                         |                       |
| 24x7 remote monitoring of covered network devices and servers  |            |                         |                       |
| Scheduled monthly proactive tasks identified by ABS monitoring   |            |                         |                       |
| Unlimited remote support on covered devices  |            |                         |                       |

Weekly proactive support of covered devices  
Monthly proactive support (Up to 6 hours) as  
deemed necessary by Service Provider performed  
according to schedule agreed in advance by the  
parties  
Onsite repair and troubleshooting of covered  
Monthly Report provided to client for all covered devices  
Quarterly report and review for covered devices

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