

Exhibit B				
Product Discounts				
Aerohive				
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 (Aerohive)		\$0-\$50,000	40	40
		\$50,001- \$100,000	40	40
		\$100,001- \$200,000	40	40
		\$200,001- \$300,000	40	40
		\$300,001- \$500,000	40	40
		\$500,001- Plus	40	40
Routers (Aerohive)		\$0-\$50,000	40	40
		\$50,001- \$100,000	40	40
		\$100,001- \$200,000	40	40
		\$200,001- \$300,000	40	40
		\$300,001- \$500,000	40	40
		\$500,001- Plus	40	40
Security (Firewalls) (Aerohive)		\$0-\$50,000	N/A	N/A
		\$50,001- \$100,000	N/A	N/A
		\$100,001- \$200,000	N/A	N/A
		\$200,001- \$300,000	N/A	N/A
		\$300,001- \$500,000	N/A	N/A
		\$500,001- Plus	N/A	N/A
Wireless (Aerohive)		\$0-\$50,000	40	40
		\$50,001- \$100,000	40	40
		\$100,001- \$200,000	40	40
		\$200,001- \$300,000	40	40
		\$300,001- \$500,000	40	40
		\$500,001- Plus	40	40
Maintenance (Aerohive)		\$0-\$50,000	40	40
		\$50,001- \$100,000	40	40
		\$100,001- \$200,000	40	40
		\$200,001- \$300,000	40	40
		\$300,001- \$500,000	40	40

		\$500,001- Plus	40	40
Brocade				
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 (Brocade)		\$0-\$50,000	46	58.5
		\$50,001- \$100,000	46	58.5
		\$100,001- \$200,000	46	58.5
		\$200,001- \$300,000	46	58.5
		\$300,001- \$500,000	46	58.5
		\$500,001- Plus	46	58.5
Routers (Brocade)		\$0-\$50,000	46	58.5
		\$50,001- \$100,000	46	58.5
		\$100,001- \$200,000	46	58.5
		\$200,001- \$300,000	46	58.5
		\$300,001- \$500,000	46	58.5
		\$500,001- Plus	46	58.5
Security (Firewalls) (Brocade)		\$0-\$50,000	46	58.5
		\$50,001- \$100,000	46	58.5
		\$100,001- \$200,000	46	58.5
		\$200,001- \$300,000	46	58.5
		\$300,001- \$500,000	46	58.5
		\$500,001- Plus	46	58.5
Wireless (Brocade)		\$0-\$50,000	N/A	N/A
		\$50,001- \$100,000	N/A	N/A
		\$100,001- \$200,000	N/A	N/A
		\$200,001- \$300,000	N/A	N/A
		\$300,001- \$500,000	N/A	N/A
		\$500,001- Plus	N/A	N/A
Maintenance (Brocade)		\$0-\$50,000	15	15
		\$50,001- \$100,000	15	15

		\$100,001- \$200,000	15	15
		\$200,001- \$300,000	15	15
		\$300,001- \$500,000	15	15
		\$500,001- Plus	15	15
Software (Brocade)			25	25
Brocade Price List Available Here: http://www.brocade.com/en/sled/virginia.html				
Mojo				
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 (Mojo)		\$0-\$50,000	N/A	N/A
		\$50,001- \$100,000	N/A	N/A
		\$100,001- \$200,000	N/A	N/A
		\$200,001- \$300,000	N/A	N/A
		\$300,001- \$500,000	N/A	N/A
		\$500,001- Plus	N/A	N/A
Routers (Mojo)		\$0-\$50,000	N/A	N/A
		\$50,001- \$100,000	N/A	N/A
		\$100,001- \$200,000	N/A	N/A
		\$200,001- \$300,000	N/A	N/A
		\$300,001- \$500,000	N/A	N/A
		\$500,001- Plus	N/A	N/A
Security (Firewalls) (Mojo)		\$0-\$50,000	N/A	N/A
		\$50,001- \$100,000	N/A	N/A
		\$100,001- \$200,000	N/A	N/A
		\$200,001- \$300,000	N/A	N/A
		\$300,001- \$500,000	N/A	N/A
		\$500,001- Plus	N/A	N/A
Wireless (Mojo)		\$0-\$50,000	50	50
		\$50,001- \$100,000	50	50

		\$100,001- \$200,000	50	50
		\$200,001- \$300,000	50	50
		\$300,001- \$500,000	50	50
		\$500,001- Plus	50	50
Maintenance (Mojo)		\$0-\$50,000	45	45
		\$50,001- \$100,000	45	45
		\$100,001- \$200,000	45	45
		\$200,001- \$300,000	45	45
		\$300,001- \$500,000	45	45
		\$500,001- Plus	45	45
<i>*Supplier is to enter the discount % for each Product Category</i>				
<i>in both Discount Columns.</i>				
<i>* If unable to offer Academic discount % please insert State discount %</i>				
<i>in the Academic Discount % Column.</i>				
<i>*Supplier is to provide the URL to the publicly available pricelist.</i>				
<i>*Delivery Terms : F.O.B. Destination</i>				

Service Rates		
Service Description	Hourly Rate <i>(Normal business hours)</i>	Hourly Rate <i>(After normal business hours)</i>
Network architecture, analysis and design services	\$125	\$125
Equipment installation/configuration services	\$125	\$125
Equipment update/upgrade services	\$125	\$125
Equipment repair services	\$125	\$125
Technical support services <i>(Standard)</i>	\$125	\$125
Technical support services <i>(Premium)</i>	\$125	\$125
Engineering services <i>(Standard)</i>	\$125	\$125
Engineering services <i>(Premium)</i>	\$125	\$125
Training	\$125	\$125
Other Applicable Services <i>(Supplier may fill in additional services)</i>	\$125	\$125
<i>*The rates indicated in the hourly rate columns are a "not-to-exceed" price.</i>		
<i>*Supplier shall provide specifications for Standard and Premium services listed above.</i>		