

# **Exhibit B**

## **Pricing**

**Exhibit B**  
**Product Discounts**  
**Juniper Networks**

<b>Product Category</b>	<b>Delivery Lead Time</b> <i>(In Days ARO)</i>	<b>Spend</b> (Per order)	<b>State Discount %</b> <i>(Off Publically Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publically Available Price List)</i>
<b>Switches</b>	<b>2-14 Days</b>	\$0-\$50,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$50,001- \$100,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$100,001- \$200,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$200,001- \$300,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$300,001- \$500,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$500,001- Plus	<b>52.25%</b>	<b>52.25%</b>
<b>Routers</b>	<b>2-14 Days</b>	\$0-\$50,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$50,001- \$100,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$100,001- \$200,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$200,001- \$300,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$300,001- \$500,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$500,001- Plus	<b>52.25%</b>	<b>52.25%</b>
<b>Security (Firewalls)</b>	<b>2-14 Days</b>	\$0-\$50,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$50,001- \$100,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$100,001- \$200,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$200,001- \$300,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$300,001- \$500,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$500,001- Plus	<b>52.25%</b>	<b>52.25%</b>
<b>Wireless</b>	<b>2-14 Days</b>	\$0-\$50,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$50,001- \$100,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$100,001- \$200,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$200,001- \$300,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$300,001- \$500,000	<b>52.25%</b>	<b>52.25%</b>
	<b>2-14 Days</b>	\$500,001- Plus	<b>52.25%</b>	<b>52.25%</b>
<b>Maintenance</b>	<b>2-7 Days</b>	\$0-\$50,000	<b>12%</b>	<b>12%</b>
	<b>2-7 Days</b>	\$50,001- \$100,000	<b>12%</b>	<b>12%</b>
	<b>2-7 Days</b>	\$100,001- \$200,000	<b>12%</b>	<b>12%</b>
	<b>2-7 Days</b>	\$200,001- \$300,000	<b>12%</b>	<b>12%</b>
	<b>2-7 Days</b>	\$300,001- \$500,000	<b>12%</b>	<b>12%</b>
	<b>2-7 Days</b>	\$500,001- Plus	<b>12%</b>	<b>12%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				

## Aruba Networks

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>		\$0-\$50,000	<b>39.50%</b>	<b>39.50%</b>
		\$50,001- \$100,000	<b>39.50%</b>	<b>39.50%</b>
		\$100,001- \$200,000	<b>39.50%</b>	<b>39.50%</b>
		\$200,001- \$300,000	<b>39.50%</b>	<b>39.50%</b>
		\$300,001- \$500,000	<b>39.50%</b>	<b>39.50%</b>
		\$500,001- Plus	<b>39.50%</b>	<b>39.50%</b>
<b>Routers</b>		\$0-\$50,000	<b>39.50%</b>	<b>39.50%</b>
		\$50,001- \$100,000	<b>39.50%</b>	<b>39.50%</b>
		\$100,001- \$200,000	<b>39.50%</b>	<b>39.50%</b>
		\$200,001- \$300,000	<b>39.50%</b>	<b>39.50%</b>
		\$300,001- \$500,000	<b>39.50%</b>	<b>39.50%</b>
		\$500,001- Plus	<b>39.50%</b>	<b>39.50%</b>
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>39.50%</b>	<b>39.50%</b>
		\$50,001- \$100,000	<b>39.50%</b>	<b>39.50%</b>
		\$100,001- \$200,000	<b>39.50%</b>	<b>39.50%</b>
		\$200,001- \$300,000	<b>39.50%</b>	<b>39.50%</b>
		\$300,001- \$500,000	<b>39.50%</b>	<b>39.50%</b>
		\$500,001- Plus	<b>39.50%</b>	<b>39.50%</b>
<b>Wireless</b>		\$0-\$50,000	<b>39.50%</b>	<b>39.50%</b>
		\$50,001- \$100,000	<b>39.50%</b>	<b>39.50%</b>
		\$100,001- \$200,000	<b>39.50%</b>	<b>39.50%</b>
		\$200,001- \$300,000	<b>39.50%</b>	<b>39.50%</b>
		\$300,001- \$500,000	<b>39.50%</b>	<b>39.50%</b>
		\$500,001- Plus	<b>39.50%</b>	<b>39.50%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>5%</b>	<b>5%</b>
		\$50,001- \$100,000	<b>5%</b>	<b>5%</b>
		\$100,001- \$200,000	<b>5%</b>	<b>5%</b>
		\$200,001- \$300,000	<b>5%</b>	<b>5%</b>
		\$300,001- \$500,000	<b>5%</b>	<b>5%</b>
		\$500,001- Plus	<b>5%</b>	<b>5%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				

## Arista Networks

<b>Product Category</b>	<b>Delivery Lead Time</b> <i>(In Days ARO)</i>	<b>Spend</b> <i>(Per order)</i>	<b>State Discount %</b> <i>(Off Publically Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publically Available Price List)</i>
<b>Switches</b>	<b>10-30 Days</b>	\$0-\$50,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$50,001- \$100,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$100,001- \$200,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$200,001- \$300,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$300,001- \$500,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$500,001- Plus	<b>43.00%</b>	<b>43.00%</b>
<b>Routers</b>	<b>10-30 Days</b>	\$0-\$50,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$50,001- \$100,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$100,001- \$200,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$200,001- \$300,000	<b>43.00%</b>	<b>43.00%</b>
	<b>10-30 Days</b>	\$300,001- \$500,000	<b>43.00%</b>	<b>43.00%</b>
		\$500,001- Plus		
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>NA</b>	<b>NA</b>
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Wireless</b>		\$0-\$50,000	<b>NA</b>	<b>NA</b>
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Maintenance (36 months)</b>	<b>7-10 Days</b>	\$0-\$50,000	<b>34%</b>	<b>34%</b>
	<b>7-10 Days</b>	\$50,001- \$100,000	<b>34%</b>	<b>34%</b>
	<b>7-10 Days</b>	\$100,001- \$200,000	<b>34%</b>	<b>34%</b>
	<b>7-10 Days</b>	\$200,001- \$300,000	<b>34%</b>	<b>34%</b>
	<b>7-10 Days</b>	\$300,001- \$500,000	<b>34%</b>	<b>34%</b>
	<b>7-10 Days</b>	\$500,001- Plus	<b>34%</b>	<b>34%</b>
<b>Perpetual License</b>	<b>7-10 Days</b>	\$0-\$50,000	<b>47.50%</b>	<b>47.50%</b>
	<b>7-10 Days</b>	\$50,001- \$100,000	<b>47.50%</b>	<b>47.50%</b>
	<b>7-10 Days</b>	\$100,001- \$200,000	<b>47.50%</b>	<b>47.50%</b>
	<b>7-10 Days</b>	\$200,001- \$300,000	<b>47.50%</b>	<b>47.50%</b>
	<b>7-10 Days</b>	\$300,001- \$500,000	<b>47.50%</b>	<b>47.50%</b>
	<b>7-10 Days</b>	\$500,001- Plus	<b>47.50%</b>	<b>47.50%</b>
<b>Subscription License (36 months)</b>	<b>7-10 Days</b>	\$0-\$50,000	<b>60.50%</b>	<b>60.50%</b>
	<b>7-10 Days</b>	\$50,001- \$100,000	<b>60.50%</b>	<b>60.50%</b>
	<b>7-10 Days</b>	\$100,001- \$200,000	<b>60.50%</b>	<b>60.50%</b>
	<b>7-10 Days</b>	\$200,001- \$300,000	<b>60.50%</b>	<b>60.50%</b>
	<b>7-10 Days</b>	\$300,001- \$500,000	<b>60.50%</b>	<b>60.50%</b>
	<b>7-10 Days</b>	\$500,001- Plus	<b>60.50%</b>	<b>60.50%</b>

<b>Transceivers/Cables</b>	<b>5-30 Days</b>	\$0-\$50,000	<b>50%</b>	<b>50%</b>
	<b>5-30 Days</b>	\$50,001- \$100,000	<b>50%</b>	<b>50%</b>
	<b>5-30 Days</b>	\$100,001- \$200,000	<b>50%</b>	<b>50%</b>
	<b>5-30 Days</b>	\$200,001- \$300,000	<b>50%</b>	<b>50%</b>
	<b>5-30 Days</b>	\$300,001- \$500,000	<b>50%</b>	<b>50%</b>
	<b>5-30 Days</b>	\$500,001- Plus	<b>50%</b>	<b>50%</b>
<i>(Supplier may add additional categories)</i>		\$500,001- Plus		

## ForeScout Technologies

<b>Product Category</b>	<b>Delivery Lead Time</b> <i>(In Days ARO)</i>	<b>Spend</b> <i>(Per order)</i>	<b>State Discount %</b> <i>(Off Publically Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publically Available Price List)</i>
<b>Switches</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Routers</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Security (Network Access Control)</b>		\$0-\$50,000	<b>19%</b>	<b>19%</b>
		\$50,001- \$100,000	<b>19%</b>	<b>19%</b>
		\$100,001- \$200,000	<b>19%</b>	<b>19%</b>
		\$200,001- \$300,000	<b>19%</b>	<b>19%</b>
		\$300,001- \$500,000	<b>19%</b>	<b>19%</b>
		\$500,001- Plus	<b>19%</b>	<b>19%</b>
<b>Wireless</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Maintenance</b>		\$0-\$50,000	<b>5%</b>	<b>5%</b>
		\$50,001- \$100,000	<b>5%</b>	<b>5%</b>
		\$100,001- \$200,000	<b>5%</b>	<b>5%</b>
		\$200,001- \$300,000	<b>5%</b>	<b>5%</b>
		\$300,001- \$500,000	<b>5%</b>	<b>5%</b>

		\$500,001- Plus	5%	5%
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				

## Palo Alto Networks

<b>Product Category</b>	<b>Delivery Lead Time</b> <i>(In Days ARO)</i>	<b>Spend</b> (Per order)	<b>State Discount %</b> <i>(Off Publically Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publically Available Price List)</i>
<b>Switches</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Routers</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Security (Firewalls)</b>	<b>7-14 Days</b>	\$0-\$50,000	<b>32%</b>	<b>32%</b>
	<b>7-14 Days</b>	\$50,001- \$100,000	<b>32%</b>	<b>32%</b>
	<b>7-14 Days</b>	\$100,001- \$200,000	<b>32%</b>	<b>32%</b>
	<b>7-14 Days</b>	\$200,001- \$300,000	<b>32%</b>	<b>32%</b>
	<b>7-14 Days</b>	\$300,001- \$500,000	<b>32%</b>	<b>32%</b>
	<b>7-14 Days</b>	\$500,001- Plus	<b>32%</b>	<b>32%</b>
<b>Wireless</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Maintenance</b>	<b>7-14 Days</b>	\$0-\$50,000	<b>10%</b>	<b>10%</b>
	<b>7-14 Days</b>	\$50,001- \$100,000	<b>10%</b>	<b>10%</b>
	<b>7-14 Days</b>	\$100,001- \$200,000	<b>10%</b>	<b>10%</b>
	<b>7-14 Days</b>	\$200,001- \$300,000	<b>10%</b>	<b>10%</b>
	<b>7-14 Days</b>	\$300,001- \$500,000	<b>10%</b>	<b>10%</b>
	<b>7-14 Days</b>	\$500,001- Plus	<b>10%</b>	<b>10%</b>
<b>Other Applicable Products</b>				

(Supplier may add additional categories)				
<b>Palo Alto Licenses Subscriptions</b>			<b>28.50%</b>	<b>28.50%</b>

**\*Supplier is to enter the discount % for each Product Category in both Discount Columns.**

**\* If unable to offer Academic discount % please insert State discount % in the Academic Discount % Column.**

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

**\*Delivery Terms : F.O.B. Destination**

## Service Rates

Service Description	Hourly Rate <i>(Normal business hours)</i>	Hourly Rate <i>(After normal business hours)</i>
Network equipment architecture and design services	<b>\$219</b>	<b>\$266</b>
Equipment initial installation/configuration services	<b>\$140</b>	<b>\$190</b>
Equipment update/upgrade services	<b>\$70</b>	<b>\$120</b>
Equipment repair services	<b>\$70</b>	<b>\$120</b>
Technical support services (Standard)	<b>\$90</b>	<b>\$140</b>
Technical support services (Premium)	<b>\$110</b>	<b>\$160</b>
Engineering services (Standard)	<b>\$162</b>	<b>\$209</b>
Engineering services (Premium)	<b>\$190</b>	<b>\$238</b>
Training	<b>\$170</b>	<b>\$219</b>
Other Applicable Services (Project Management)	<b>\$95</b>	<b>\$110</b>

*\*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.*