

# **Exhibit B**

## **Pricing**

## Aruba

<b>Product Category</b>	<b>Delivery Lead Time (In Days ARO)</b>	<b>Spend (Per order)</b>	<b>State Discount % (Off Publically Available Price List)</b>	<b>Academic Discount % (Off Publically Available Price List)</b>
<b>Switches</b>		\$0-\$50,000	<b>37.0%</b>	<b>38.0%</b>
		\$50,001- \$100,000	<b>37.0%</b>	<b>38.0%</b>
		\$100,001- \$200,000	<b>37.0%</b>	<b>38.0%</b>
		\$200,001- \$300,000	<b>38.0%</b>	<b>39.0%</b>
		\$300,001- \$500,000	<b>38.0%</b>	<b>39.0%</b>
		\$500,001- Plus	<b>39.0%</b>	<b>40.0%</b>
<b>Routers</b>		\$0-\$50,000	<b>37.0%</b>	<b>38.0%</b>
		\$50,001- \$100,000	<b>37.0%</b>	<b>38.0%</b>
		\$100,001- \$200,000	<b>37.0%</b>	<b>38.0%</b>
		\$200,001- \$300,000	<b>38.0%</b>	<b>39.0%</b>
		\$300,001- \$500,000	<b>38.0%</b>	<b>39.0%</b>
		\$500,001- Plus	<b>39.0%</b>	<b>40.0%</b>
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>37.0%</b>	<b>38.0%</b>
		\$50,001- \$100,000	<b>37.0%</b>	<b>38.0%</b>
		\$100,001- \$200,000	<b>37.0%</b>	<b>38.0%</b>
		\$200,001- \$300,000	<b>38.0%</b>	<b>39.0%</b>
		\$300,001- \$500,000	<b>38.0%</b>	<b>39.0%</b>
		\$500,001- Plus	<b>39.0%</b>	<b>40.0%</b>
<b>Wireless</b>		\$0-\$50,000	<b>37.0%</b>	<b>38.0%</b>
		\$50,001- \$100,000	<b>37.0%</b>	<b>38.0%</b>
		\$100,001- \$200,000	<b>37.0%</b>	<b>38.0%</b>
		\$200,001- \$300,000	<b>38.0%</b>	<b>39.0%</b>
		\$300,001- \$500,000	<b>38.0%</b>	<b>39.0%</b>
		\$500,001- Plus	<b>39.0%</b>	<b>40.0%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>10%</b>	<b>10%</b>
		\$50,001- \$100,000	<b>10%</b>	<b>10%</b>
		\$100,001- \$200,000	<b>10%</b>	<b>10%</b>
		\$200,001- \$300,000	<b>11%</b>	<b>11%</b>
		\$300,001- \$500,000	<b>11%</b>	<b>11%</b>
		\$500,001- Plus	<b>11%</b>	<b>11%</b>

# Avaya

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	40.0%	41.0%
		\$50,001- \$100,000	40.0%	41.0%
		\$100,001- \$200,000	40.0%	41.0%
		\$200,001- \$300,000	41.0%	42.0%
		\$300,001- \$500,000	41.0%	42.0%
		\$500,001- Plus	42.0%	43.0%
<b>Routers</b>		\$0-\$50,000	40.0%	41.0%
		\$50,001- \$100,000	40.0%	41.0%
		\$100,001- \$200,000	40.0%	41.0%
		\$200,001- \$300,000	41.0%	42.0%
		\$300,001- \$500,000	41.0%	42.0%
		\$500,001- Plus	42.0%	43.0%
<b>Security (Firewalls)</b>		\$0-\$50,000	40.0%	41.0%
		\$50,001- \$100,000	40.0%	41.0%
		\$100,001- \$200,000	40.0%	41.0%
		\$200,001- \$300,000	41.0%	42.0%
		\$300,001- \$500,000	41.0%	42.0%
		\$500,001- Plus	42.0%	43.0%
<b>Wireless</b>		\$0-\$50,000	40.0%	41.0%
		\$50,001- \$100,000	40.0%	41.0%
		\$100,001- \$200,000	40.0%	41.0%
		\$200,001- \$300,000	41.0%	42.0%
		\$300,001- \$500,000	41.0%	42.0%
		\$500,001- Plus	42.0%	43.0%
<b>Maintenance</b>		\$0-\$50,000	12%	12%
		\$50,001- \$100,000	12%	12%
		\$100,001- \$200,000	12%	12%
		\$200,001- \$300,000	13%	13%
		\$300,001- \$500,000	13%	13%
		\$500,001- Plus	13%	13%
<b>Other Applicable Products:</b> <i>Avaya OEM products</i> <i>Avaya (all other)</i>				
			15%	15%
			39%	39%

## Extreme

<b>Product Category</b>	<b>Delivery Lead Time (In Days ARO)</b>	<b>Spend (Per order)</b>	<b>State Discount % (Off Publically Available Price List)</b>	<b>Academic Discount % (Off Publically Available Price List)</b>
<b>Switches</b>		\$0-\$50,000	<b>39.0%</b>	<b>40.0%</b>
		\$50,001- \$100,000	<b>39.0%</b>	<b>40.0%</b>
		\$100,001- \$200,000	<b>39.0%</b>	<b>40.0%</b>
		\$200,001- \$300,000	<b>40.0%</b>	<b>41.0%</b>
		\$300,001- \$500,000	<b>40.0%</b>	<b>41.0%</b>
		\$500,001- Plus	<b>41.0%</b>	<b>42.0%</b>
<b>Routers</b>		\$0-\$50,000	<b>39.0%</b>	<b>40.0%</b>
		\$50,001- \$100,000	<b>39.0%</b>	<b>40.0%</b>
		\$100,001- \$200,000	<b>39.0%</b>	<b>40.0%</b>
		\$200,001- \$300,000	<b>40.0%</b>	<b>41.0%</b>
		\$300,001- \$500,000	<b>40.0%</b>	<b>41.0%</b>
		\$500,001- Plus	<b>41.0%</b>	<b>42.0%</b>
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>39.0%</b>	<b>40.0%</b>
		\$50,001- \$100,000	<b>39.0%</b>	<b>40.0%</b>
		\$100,001- \$200,000	<b>39.0%</b>	<b>40.0%</b>
		\$200,001- \$300,000	<b>40.0%</b>	<b>41.0%</b>
		\$300,001- \$500,000	<b>40.0%</b>	<b>41.0%</b>
		\$500,001- Plus	<b>41.0%</b>	<b>42.0%</b>
<b>Wireless</b>		\$0-\$50,000	<b>39.0%</b>	<b>40.0%</b>
		\$50,001- \$100,000	<b>39.0%</b>	<b>40.0%</b>
		\$100,001- \$200,000	<b>39.0%</b>	<b>40.0%</b>
		\$200,001- \$300,000	<b>40.0%</b>	<b>41.0%</b>
		\$300,001- \$500,000	<b>40.0%</b>	<b>41.0%</b>
		\$500,001- Plus	<b>41.0%</b>	<b>42.0%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>12%</b>	<b>12%</b>
		\$50,001- \$100,000	<b>12%</b>	<b>12%</b>
		\$100,001- \$200,000	<b>12%</b>	<b>12%</b>
		\$200,001- \$300,000	<b>13%</b>	<b>13%</b>
		\$300,001- \$500,000	<b>13%</b>	<b>13%</b>
		\$500,001- Plus	<b>13%</b>	<b>13%</b>

# Juniper

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	48.0%	49.0%
		\$50,001- \$100,000	48.0%	49.0%
		\$100,001- \$200,000	48.0%	49.0%
		\$200,001- \$300,000	49.0%	50.0%
		\$300,001- \$500,000	49.0%	50.0%
		\$500,001- Plus	50.0%	51.0%
<b>Routers</b>		\$0-\$50,000	48.0%	49.0%
		\$50,001- \$100,000	48.0%	49.0%
		\$100,001- \$200,000	48.0%	49.0%
		\$200,001- \$300,000	49.0%	50.0%
		\$300,001- \$500,000	49.0%	50.0%
		\$500,001- Plus	50.0%	51.0%
<b>Security (Firewalls)</b>		\$0-\$50,000	48.0%	49.0%
		\$50,001- \$100,000	48.0%	49.0%
		\$100,001- \$200,000	48.0%	49.0%
		\$200,001- \$300,000	49.0%	50.0%
		\$300,001- \$500,000	49.0%	50.0%
		\$500,001- Plus	50.0%	51.0%
<b>Wireless</b>		\$0-\$50,000	48.0%	49.0%
		\$50,001- \$100,000	48.0%	49.0%
		\$100,001- \$200,000	48.0%	49.0%
		\$200,001- \$300,000	49.0%	50.0%
		\$300,001- \$500,000	49.0%	50.0%
		\$500,001- Plus	50.0%	51.0%
<b>Maintenance</b>		\$0-\$50,000	14%	14%
		\$50,001- \$100,000	14%	14%
		\$100,001- \$200,000	14%	14%
		\$200,001- \$300,000	15%	15%
		\$300,001- \$500,000	15%	15%
		\$500,001- Plus	15%	15%

<http://www.carouselindustries.com/vita>

\*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 architecture, analysis and design services	150	225
Equipment installation/configuration services	130	195
Equipment update/upgrade services	130	195
Equipment repair services	110	165
Technical support services <i>(Standard) Remote Services</i>	90	135
Technical support services <i>(Premium) Remote Services</i>	110	165
Engineering services <i>(Standard)</i>	110	165
Engineering services <i>(Premium)</i>	130	195
Training	130	195
Other Applicable Services <i>(Project Managment)</i>	110	165

**\*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.**

## 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><b>Carousel Industries supports a wide variety of data solutions.</b>            These manufacturers include:            Juniper for all products.            Cisco for routing, switching and wireless.            Aruba networks wireless products.            Extreme data networks for wired and wireless switching.            Avaya wired and wireless data products            Fortinet Security.            Ciena Networks Optical            Riverbed WAN optimization</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><b>Helpdesk &amp; Service Support: We understand "real-time" communications</b>            24/7/365 live support available            ITIL Aligned Service Delivery            10,000 SF NOC with 100 seats            Redundant NOCs in San Diego, CA; and Stoughton, MA (Remote SME's in B/M or home based)            Staffed by Tier 2, 3 &amp; 4 Converged Engineers            COTS &amp; Custom Developed Tools            Branded helpdesk experience dedicated to customers            Onshore delivery, English speaking            Customer-level incident management (ticket logging, tracking and diagnosis)            Ability to Escalate            Professional service management</p>
	<p><b>What we offer as a Managed Services Provider (customer packages available):</b> Incident and</p> <ul style="list-style-type: none"> <li>Problem Management</li> <li>Enhanced Monitoring</li> <li>Patch Management</li> <li>System Administration</li> <li>Service Management</li> <li>Carrier Management</li> <li>Remote MAC</li> <li>Optional Onsite Resources</li> </ul>
<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>See Appendix A for Carousel's SLT's. Carousel's Managed Services pricing model based on per device versus per student/user or per port. Some sample device pricing is list here below but firm quotes would require a Managed Services Assessment which is a no charge engagement.            Examples: Wireless AP's - \$ 15 per month, Wireless Controller - \$ 580 per month, \$ 48 port switches - \$ 130-\$370 per month</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.*