

# **Exhibit B**

## **Pricing**

**Aruba  
Product Discounts**

[www.arubanetworks.com](http://www.arubanetworks.com)

<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>5-7 Days</b>	\$0-\$50,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>40%</b>	<b>40%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>41%</b>	<b>41%</b>
<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>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Wireless</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>40%</b>	<b>40%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>41%</b>	<b>41%</b>
<b>Maintenance</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>5%</b>	<b>5%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>5%</b>	<b>5%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>5%</b>	<b>5%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>5% - 10%</b>	<b>5% - 10%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>5% - 10%</b>	<b>5% - 10%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>5% - 10%</b>	<b>5% - 10%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Software</b>	<b>5-7 Days</b>		<b>38%</b>	<b>38%</b>
<b>Licensing</b>	<b>5-7 Days</b>		<b>38%</b>	<b>38%</b>
<b>Services</b>	<b>5-7 Days</b>		<b>5%</b>	<b>5%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**HP  
Product Discounts**

[www.hpe.com/us/en/networking.html](http://www.hpe.com/us/en/networking.html)

<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>	<b>5-7 Days</b>	\$0-\$50,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>40%</b>	<b>40%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>41%</b>	<b>41%</b>
<b>Routers</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>40%</b>	<b>40%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>41%</b>	<b>41%</b>
<b>Security (Firewalls)</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>40%</b>	<b>40%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>40%</b>	<b>40%</b>
<b>Wireless</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>39%</b>	<b>39%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>40%</b>	<b>40%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>41%</b>	<b>41%</b>
<b>Maintenance</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>18%</b>	<b>18%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>18%</b>	<b>18%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>18%</b>	<b>18%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>18% - 25%</b>	<b>18% - 25%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>18% - 25%</b>	<b>18% - 25%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>18% - 25%</b>	<b>18% - 25%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>	<b>5-7 Days</b>			
<b>Software</b>	<b>5-7 Days</b>		<b>38%</b>	<b>38%</b>
<b>Licensing</b>	<b>5-7 Days</b>		<b>38%</b>	<b>38%</b>
<b>Services</b>	<b>5-7 Days</b>		<b>18%</b>	<b>18%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**Aerohive  
Product Discounts**

[www.aerohive.com](http://www.aerohive.com)

<b>Product Category</b>	<b>Delivery Lead Time</b> (In Days ARO)	<b>Spend</b> (Per order)	<b>State Discount %</b> (Off Publically Available Price List)	<b>Academic Discount %</b> (Off Publically Available Price List)
<b>Switches</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>42%</b>	<b>44%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>43%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>43%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>43%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>44%</b>	<b>46%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>45%</b>	<b>46%</b>
<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>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Wireless</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>42%</b>	<b>44%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>43%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>43%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>43%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>44%</b>	<b>46%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>45%</b>	<b>46%</b>
<b>Maintenance</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>41%</b>	<b>44%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>42%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>42%</b>	<b>45%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>43%</b>	<b>46%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>43%</b>	<b>46%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>43%</b>	<b>46%</b>
<b>Other Applicable Products</b> (Supplier may add additional categories)				
<b>Software</b>	<b>5-7 Days</b>		<b>42%</b>	<b>42%</b>
<b>Licensing</b>	<b>5-7 Days</b>		<b>42%</b>	<b>42%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**Brocade  
Product Discounts**

[www.brocade.com/en/sled.virginia.html](http://www.brocade.com/en/sled.virginia.html)

<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>5-7 Days</b>	\$0-\$50,000	<b>41%</b>	<b>50%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>41%</b>	<b>50%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>41%</b>	<b>51%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>44%</b>	<b>52%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>44%</b>	<b>52%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>43%</b>	<b>53%</b>
<b>Routers</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>41%</b>	<b>50%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>41%</b>	<b>50%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>41%</b>	<b>51%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>44%</b>	<b>52%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>44%</b>	<b>52%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>43%</b>	<b>53%</b>
<b>Security (Firewalls)</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>41%</b>	<b>50%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>41%</b>	<b>50%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>41%</b>	<b>51%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>44%</b>	<b>52%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>44%</b>	<b>52%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>43%</b>	<b>53%</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>5-7 Days</b>	\$0-\$50,000	<b>8%</b>	<b>8%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>8%</b>	<b>8%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>8%</b>	<b>8%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>8%</b>	<b>8%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>8%</b>	<b>8%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>8%</b>	<b>8%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Software</b>	<b>5-7 Days</b>		<b>18%</b>	<b>18%</b>
<b>Services</b>	<b>5-7 Days</b>		<b>0-10%</b>	<b>0-10%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**Cisco  
Product Discounts**

[www.cisco.com](http://www.cisco.com)

<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>5-7 Days</b>	\$0-\$50,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>37%</b>	<b>37%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>40%</b>	<b>40%</b>
<b>Routers</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>37%</b>	<b>37%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>38%</b>	<b>38%</b>
<b>Security (Firewalls)</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>42%</b>	<b>42%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>42%</b>	<b>42%</b>
<b>Wireless</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>36%</b>	<b>36%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>37%</b>	<b>37%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>40%</b>	<b>40%</b>
<b>Maintenance</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>10-15%</b>	<b>10-15%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>10-15%</b>	<b>10-15%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>10-15%</b>	<b>10-15%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>10-15%</b>	<b>10-15%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>10-15%</b>	<b>10-15%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>10-15%</b>	<b>10-15%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Licensing</b>	<b>5-7 Days</b>		<b>35%</b>	<b>35%</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***

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.***
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.***

## Extreme Networks Product Discounts

[www.extremenetworks.com](http://www.extremenetworks.com)

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>	5-7 Days	\$0-\$50,000	36%	36%
	5-7 Days	\$50,001- \$100,000	36%	36%
	5-7 Days	\$100,001- \$200,000	38%	38%
	5-7 Days	\$200,001- \$300,000	38%	38%
	5-7 Days	\$300,001- \$500,000	39%	39%
	5-7 Days	\$500,001- Plus	40%	40%
<b>Routers</b>	5-7 Days	\$0-\$50,000	36%	36%
	5-7 Days	\$50,001- \$100,000	36%	36%
	5-7 Days	\$100,001- \$200,000	38%	38%
	5-7 Days	\$200,001- \$300,000	38%	38%
	5-7 Days	\$300,001- \$500,000	39%	39%
	5-7 Days	\$500,001- Plus	40%	40%
<b>Security (Firewalls)</b>	5-7 Days	\$0-\$50,000	36%	36%
	5-7 Days	\$50,001- \$100,000	36%	36%
	5-7 Days	\$100,001- \$200,000	38%	38%
	5-7 Days	\$200,001- \$300,000	38%	38%
	5-7 Days	\$300,001- \$500,000	39%	39%
	5-7 Days	\$500,001- Plus	40%	40%
<b>Wireless</b>	5-7 Days	\$0-\$50,000	36%	36%
	5-7 Days	\$50,001- \$100,000	36%	36%
	5-7 Days	\$100,001- \$200,000	38%	38%
	5-7 Days	\$200,001- \$300,000	38%	38%
	5-7 Days	\$300,001- \$500,000	39%	39%
	5-7 Days	\$500,001- Plus	40%	40%
<b>Maintenance (Hardware)</b>	5-7 Days	\$0-\$50,000	8%	8%
	5-7 Days	\$50,001- \$100,000	8%	8%
	5-7 Days	\$100,001- \$200,000	8%	8%
	5-7 Days	\$200,001- \$300,000	8%	8%
	5-7 Days	\$300,001- \$500,000	8%	8%
	5-7 Days	\$500,001- Plus	8%	8%
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Software</b>	5-7 Days		33%	33%
<b>Software Maintenance</b>	5-7 Days		2-7%	2-7%
<b>Services</b>	5-7 Days		1-10%	1-10%
<b>Cables</b>	5-7 Days		1-5%	1-5%
<b>Extreme 3rd Party</b>	5-7 Days		1-10%	1-10%

\*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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**Palo Alto  
Product Discounts**

[www.paloaltonetworks.com](http://www.paloaltonetworks.com)

<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 (Firewalls)</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>32%</b>	<b>32%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>32%</b>	<b>32%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>33%</b>	<b>33%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>34%</b>	<b>34%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>35%</b>	<b>35%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>36%</b>	<b>36%</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>5-7 Days</b>	\$0-\$50,000	<b>10%</b>	<b>10%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>10%</b>	<b>10%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>10%</b>	<b>10%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>10%</b>	<b>10%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>10%</b>	<b>10%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>10%</b>	<b>10%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Software</b>	<b>5-7 Days</b>		<b>27%</b>	<b>27%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**Fortinet  
Product Discounts**

[www.fortinet.com](http://www.fortinet.com)

<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>	<b>5-7 Days</b>	\$0-\$50,000	<b>21%</b>	<b>21%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>21%</b>	<b>21%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>23%</b>	<b>23%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>26%</b>	<b>26%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>26%</b>	<b>26%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>27%</b>	<b>27%</b>
<b>Routers</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>21%</b>	<b>21%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>21%</b>	<b>21%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>23%</b>	<b>23%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>26%</b>	<b>26%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>26%</b>	<b>26%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>27%</b>	<b>27%</b>
<b>Security (Firewalls)</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>10%-30%</b>	<b>10%-30%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>10%-30%</b>	<b>10%-30%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>10%-30%</b>	<b>10%-30%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>10%-30%</b>	<b>10%-30%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>10%-30%</b>	<b>10%-30%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>10%-30%</b>	<b>10%-30%</b>
<b>Wireless</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>25%</b>	<b>25%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>26%</b>	<b>26%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>27%</b>	<b>27%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>28%</b>	<b>28%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>29%</b>	<b>29%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>30%</b>	<b>30%</b>
<b>Maintenance (Hardware)</b>	<b>5-7 Days</b>	\$0-\$50,000	<b>5-20%</b>	<b>5-20%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>5-20%</b>	<b>5-20%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>5-20%</b>	<b>5-20%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>5-20%</b>	<b>5-20%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>5-20%</b>	<b>5-20%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>5-20%</b>	<b>5-20%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Services</b>	<b>5-7 Days</b>		<b>1-10%</b>	<b>1-10%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**F5**  
**Product Discounts**

[www.f5.com](http://www.f5.com)

<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>5-7 Days</b>	\$0-\$50,000	<b>5-15%</b>	<b>5-15%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>5-15%</b>	<b>5-15%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>5-15%</b>	<b>5-15%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>5-15%</b>	<b>5-15%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>5-15%</b>	<b>5-15%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>5-15%</b>	<b>5-15%</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 (Hardware)</b>		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Traffic Manager</b>	<b>5-7 Days</b>		<b>5-15%</b>	<b>5-15%</b>
<b>Load Balancing</b>	<b>5-7 Days</b>		<b>5-15%</b>	<b>5-15%</b>
<b>Web Filtering</b>	<b>5-7 Days</b>		<b>5-15%</b>	<b>5-15%</b>
<b>Training</b>	<b>5-7 Days</b>		<b>5-15%</b>	<b>5-15%</b>
<b>Service &amp; Support</b>	<b>5-7 Days</b>		<b>5-15%</b>	<b>5-15%</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*

**Notes:**

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.*
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.*

**Barracuda  
Product Discounts**

[www.barracudanetworks.com](http://www.barracudanetworks.com)

<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 Publicly Available Price List)</i>	<b>Academic Discount %</b> <i>(Off Publicly 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>5-7 Days</b>	\$0-\$50,000	<b>10%-20%</b>	<b>10%-20%</b>
	<b>5-7 Days</b>	\$50,001- \$100,000	<b>10%-20%</b>	<b>10%-20%</b>
	<b>5-7 Days</b>	\$100,001- \$200,000	<b>10%-20%</b>	<b>10%-20%</b>
	<b>5-7 Days</b>	\$200,001- \$300,000	<b>10%-20%</b>	<b>10%-20%</b>
	<b>5-7 Days</b>	\$300,001- \$500,000	<b>10%-20%</b>	<b>10%-20%</b>
	<b>5-7 Days</b>	\$500,001- Plus	<b>10%-20%</b>	<b>10%-20%</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 (Hardware)</b>		\$0-\$50,000	<b>8%</b>	<b>8%</b>
		\$50,001- \$100,000	<b>8%</b>	<b>8%</b>
		\$100,001- \$200,000	<b>7%</b>	<b>7%</b>
		\$200,001- \$300,000	<b>7%</b>	<b>7%</b>
		\$300,001- \$500,000	<b>7%</b>	<b>7%</b>
		\$500,001- Plus	<b>7%</b>	<b>7%</b>
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Load Balancer</b>	<b>5-7 Days</b>		<b>5-20%</b>	<b>5-20%</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***

***Notes:***

- 1. Additional discounts above and beyond what is listed above may be available when a project scope is clearly defined.***
- 2. Discounts for Maintenance vary based upon service levels required. Therefore a range has been provided.***

## Service Rates

<b>Service Description</b>	<b>Hourly Rate</b> <i>(Normal business hours)</i>	<b>Hourly Rate</b> <i>(After normal business hours)</i>
Network architecture, analysis and design services	<b>\$135.00</b>	<b>\$202.50</b>
Equipment installation/configuration services	<b>\$120.00</b>	<b>\$180.00</b>
Equipment update/upgrade services	<b>\$120.00</b>	<b>\$180.00</b>
Equipment repair services	<b>\$80.00</b>	<b>\$120.00</b>
Technical support services <i>(Standard)</i>	<b>\$80.00</b>	<b>\$120.00</b>
Technical support services <i>(Premium)</i>	<b>\$110.00</b>	<b>\$165.00</b>
Engineering services <i>(Standard)</i>	<b>\$120.00</b>	<b>\$180.00</b>
Engineering services <i>(Premium)</i>	<b>\$155.00</b>	<b>\$232.50</b>
Training	<b>\$120.00</b>	<b>\$180.00</b>
Other Applicable Services <i>(Supplier may fill in additional services)</i>	<b>\$85.00</b>	<b>\$127.50</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.*

### Notes:

Standard services represent pre-scheduled and or next business day response time.

Premium services represent un-scheduled and or same day response time.

Please note that the rates shown above can be adjusted and lowered based on project scope on a case by case basis.

**RFP 2016-06**  
**Appendix C**  
**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>Daly's network managed services system (solution) can manage any customer network connected devices that meet the following requirements:            Any SNMP capable device            Any ESXi Host            Any Windows, Mac, or Linux Host            Any iOS or Android device</p> <p>Daly will need a secure remote access to the customer's network. At this time, a remote managed service agent provided by Daly will need to be on the customer's network. With Daly's managed services solution, customers can view and run reports on their network infrastructure.</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>Daly's Service Desk &amp; Monitoring team is located at our Headquarters in Clarksburg, Maryland. The Service Desk &amp; Monitoring Team typically has 3 - 4 personnel staffed during standard business hours (8:00 am – 5:00 pm, Monday – Friday). After-hour and weekend emergencies are handled by our after hour Service Desk &amp; Monitoring team. Daly utilizes a RMM (Remote Monitor and Management) application that is also integrated with our PSA (Professional Services Automation) application, together they provide the Daly Technical Services Team with a seamless automated system to move RMM alerts to service tickets with detailed alert information. With these powerful applications Daly Service Desk &amp; Monitoring, and Engineering teams will receive notifications of outages and can respond remotely 24x7. As always, escalation by phone is also available 24x7.</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>Daly's Managed Services can be customized to be a "Per-Student" pricing model. All Network Managed Services will require a network assessment to determine if remediation services must be performed prior to onboarding. Each and every networking managed services solution is customized and priced based upon needs, technologies and responsiveness (SLA's) required. A sample "Per-Student" managed services price model is shown below:</p> <table border="1" data-bbox="575 829 1923 1336"> <thead> <tr> <th data-bbox="600 850 1209 919" style="text-align: center;"><i>Daly – Managed Services</i> <i>Included Products and Services</i></th> <th data-bbox="1209 850 1446 919" style="text-align: center;">Student Devices 1 to 99</th> <th data-bbox="1446 850 1684 919" style="text-align: center;">Student Devices 100– 499</th> <th data-bbox="1684 850 1919 919" style="text-align: center;">Student Devices 500+</th> </tr> </thead> <tbody> <tr> <td data-bbox="600 919 1209 951">System Monitoring (identify problems BEFORE they occur)</td> <td data-bbox="1209 919 1446 951" style="text-align: center;">✓</td> <td data-bbox="1446 919 1684 951" style="text-align: center;">✓</td> <td data-bbox="1684 919 1919 951" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 951 1209 1000">Remote Update Management (for Microsoft Windows &amp; Office, most COTS applications)</td> <td data-bbox="1209 951 1446 1000" style="text-align: center;">✓</td> <td data-bbox="1446 951 1684 1000" style="text-align: center;">✓</td> <td data-bbox="1684 951 1919 1000" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 1000 1209 1049">Routine Maintenance ( system optimization, temporary file and registry cleanup, performance tuning, and more!)</td> <td data-bbox="1209 1000 1446 1049" style="text-align: center;">✓</td> <td data-bbox="1446 1000 1684 1049" style="text-align: center;">✓</td> <td data-bbox="1684 1000 1919 1049" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 1049 1209 1081">General Technology Consulting</td> <td data-bbox="1209 1049 1446 1081" style="text-align: center;">✓</td> <td data-bbox="1446 1049 1684 1081" style="text-align: center;">✓</td> <td data-bbox="1684 1049 1919 1081" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 1081 1209 1114">Monthly Reporting</td> <td data-bbox="1209 1081 1446 1114" style="text-align: center;">✓</td> <td data-bbox="1446 1081 1684 1114" style="text-align: center;">✓</td> <td data-bbox="1684 1081 1919 1114" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 1114 1209 1146">Quarterly Review and Assessment</td> <td data-bbox="1209 1114 1446 1146" style="text-align: center;">Optional</td> <td data-bbox="1446 1114 1684 1146" style="text-align: center;">✓</td> <td data-bbox="1684 1114 1919 1146" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 1146 1209 1179">Minimum 1-year Contract</td> <td data-bbox="1209 1146 1446 1179" style="text-align: center;">✓</td> <td data-bbox="1446 1146 1684 1179" style="text-align: center;">✓</td> <td data-bbox="1684 1146 1919 1179" style="text-align: center;">✓</td> </tr> <tr> <td data-bbox="600 1203 1209 1260"></td> <td data-bbox="1209 1203 1446 1260" style="text-align: center;">Per Student 1 to 4</td> <td data-bbox="1446 1203 1684 1260" style="text-align: center;">Per Student 5 to 9</td> <td data-bbox="1684 1203 1919 1260" style="text-align: center;">Per Student 10 and up</td> </tr> <tr> <td data-bbox="600 1260 1209 1300">Simplified, Flat-Rate Annual Pricing</td> <td data-bbox="1209 1260 1446 1300" style="text-align: center;"><b>\$199</b></td> <td data-bbox="1446 1260 1684 1300" style="text-align: center;"><b>\$179</b></td> <td data-bbox="1684 1260 1919 1300" style="text-align: center;"><b>\$149</b></td> </tr> </tbody> </table> <p style="text-align: right; margin-right: 20px;">1.2016</p>	<i>Daly – Managed Services</i> <i>Included Products and Services</i>	Student Devices 1 to 99	Student Devices 100– 499	Student Devices 500+	System Monitoring (identify problems BEFORE they occur)	✓	✓	✓	Remote Update Management (for Microsoft Windows & Office, most COTS applications)	✓	✓	✓	Routine Maintenance ( system optimization, temporary file and registry cleanup, performance tuning, and more!)	✓	✓	✓	General Technology Consulting	✓	✓	✓	Monthly Reporting	✓	✓	✓	Quarterly Review and Assessment	Optional	✓	✓	Minimum 1-year Contract	✓	✓	✓		Per Student 1 to 4	Per Student 5 to 9	Per Student 10 and up	Simplified, Flat-Rate Annual Pricing	<b>\$199</b>	<b>\$179</b>	<b>\$149</b>
<i>Daly – Managed Services</i> <i>Included Products and Services</i>	Student Devices 1 to 99	Student Devices 100– 499	Student Devices 500+																																						
System Monitoring (identify problems BEFORE they occur)	✓	✓	✓																																						
Remote Update Management (for Microsoft Windows & Office, most COTS applications)	✓	✓	✓																																						
Routine Maintenance ( system optimization, temporary file and registry cleanup, performance tuning, and more!)	✓	✓	✓																																						
General Technology Consulting	✓	✓	✓																																						
Monthly Reporting	✓	✓	✓																																						
Quarterly Review and Assessment	Optional	✓	✓																																						
Minimum 1-year Contract	✓	✓	✓																																						
	Per Student 1 to 4	Per Student 5 to 9	Per Student 10 and up																																						
Simplified, Flat-Rate Annual Pricing	<b>\$199</b>	<b>\$179</b>	<b>\$149</b>																																						

*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.*