

Exhibit B
Netgear Product 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)
Switches		\$0-\$50,000	45	45
		\$50,001- \$100,000	45	45
		\$100,001- \$200,000	55	55
		\$200,001- \$300,000	55	55
		\$300,001- \$500,000	55	55
		\$500,001- Plus	60	60
Routers		\$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
Security (Firewalls)		\$0-\$50,000	45	45
		\$50,001- \$100,000	45	45
		\$100,001- \$200,000	55	55
		\$200,001- \$300,000	55	55
		\$300,001- \$500,000	55	55
		\$500,001- Plus	60	60
Wireless		\$0-\$50,000	45	45
		\$50,001- \$100,000	45	45
		\$100,001- \$200,000	55	55
		\$200,001- \$300,000	55	55
		\$300,001- \$500,000	55	55
		\$500,001- Plus	60	60
Maintenance		\$0-\$50,000	Life Time warranty	Life Time warranty
		\$50,001- \$100,000	Life Time warranty	Life Time warranty
		\$100,001- \$200,000	Life Time warranty	Life Time warranty
		\$200,001- \$300,000	Life Time warranty	Life Time warranty
		\$300,001- \$500,000	Life Time warranty	Life Time warranty
		\$500,001- Plus	Life Time warranty	Life Time warranty

***See Appendix H for Manufacturer Product List Pricing**

**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.*

HP/Aruba Product 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)
Switches		\$0-\$50,000	33	37
		\$50,001- \$100,000	34	37
		\$100,001- \$200,000	35	37
		\$200,001- \$300,000	35.5	37
		\$300,001- \$500,000	36	37
		\$500,001- Plus	37	37
Routers		\$0-\$50,000	33	37
		\$50,001- \$100,000	34	37
		\$100,001- \$200,000	35	37
		\$200,001- \$300,000	35.5	37
		\$300,001- \$500,000	36	37
		\$500,001- Plus	37	37
Security (Firewalls)		\$0-\$50,000	33	37
		\$50,001- \$100,000	34	37
		\$100,001- \$200,000	35	37
		\$200,001- \$300,000	35.5	37
		\$300,001- \$500,000	36	37
		\$500,001- Plus	37	37
Wireless		\$0-\$50,000	33	37
		\$50,001- \$100,000	34	37
		\$100,001- \$200,000	35	37
		\$200,001- \$300,000	35.5	37
		\$300,001- \$500,000	36	37
		\$500,001- Plus	37	37
Maintenance-ARUBA		\$0-\$50,000	5	5
		\$50,001- \$100,000	5	5
		\$100,001- \$200,000	5	5
		\$200,001- \$300,000	5	5
		\$300,001- \$500,000	5	5
		\$500,001- Plus	5	5

HP/Aruba Product Discounts Continued...				
Maintenance-HPN		\$0-\$50,000	20	20
		\$50,001- \$100,000	20	20
		\$100,001- \$200,000	20	20
		\$200,001- \$300,000	20	20
		\$300,001- \$500,000	20	20
		\$500,001- Plus	20	20

****See Appendix G for Manufacturer Product List Pricing***

****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***

Exhibit B
Service Rates

Service Description	Hourly Rate <i>(Normal business hours)</i>	Hourly Rate <i>(After normal business hours)</i>	Hourly Rate <i>(Block Time over 20 hours, purchased in advance)</i>
Network equipment architecture and design services. Definition: On-site service for senior level network engineers utilize a sound foundation of network design methodology and knowledge of leading practices to provide High-Level Design Service to help you evaluate and deploy your network. Services provide assistance with architectural design, product selection, and guidance on technologies that will meet or exceed your desired business goals. Engineers provide advanced LAN/WAN Troubleshooting capability.	\$120.00	\$120.00	\$115.00
Equipment initial installation/configuration services. Definition: On-site service for Senior Technology Officer- Advanced network security & regulatory adherence, advanced wireless & LAN/WAN, server virtualization services consulting and planning, advanced storage services (NAS,SAN), data center support services, VMware, data backup, data integrity/recovery and disaster recovery planning	\$110.00	\$110.00	\$105.00
Equipment update/upgrade services. Definition: On-site service for Senior Engineer - Server administration (web/application/ database/ domain) basic network security services. MS exchange services, VPN & Router configuration policies.	\$110.00	\$110.00	\$105.00
Equipment repair services. Definition: On-site service for Senior Engineer - Server administration (web/application/ database/ domain) basic network security services. MS exchange services, VPN & Router configuration policies.	\$110.00	\$110.00	\$105.00
Technical support services (Standard). Definition: phone for IT Network Engineer- Basic server & network configuration, installation and troubleshooting. Advanced desktop support services, basic firewall, switch & wireless configuration and troubleshooting services, A+, Network+, MCP and	\$80.00	\$80.00	\$72.00

MCSE Certified			
Technical support services (Premium) Definition: phone for Senior Technology Officer- Advanced network security & regulatory adherence, advanced wireless & LAN/WAN, server virtualization services consulting and planning, advanced storage services (NAS,SAN), data center support services, VMware, data back-up, data integrity/recovery and disaster recovery planning	\$95.00	\$95.00	\$90.00
Engineering services (Standard). Definition: On-site service for Senior Engineer Server administration (web/application/ database/ domain) basic network security services. MS exchange services, VPN & Router configuration policies.	\$110.00	\$110.00	\$105.00
Engineering services (Premium) Definition: On-site service for Senior Technology Officer- Advanced network security & regulatory adherence, advanced wireless & LAN/WAN, server virtualization services consulting and planning, advanced storage services (NAS,SAN), data center support services, VMware, data back-up, data integrity/recovery and disaster recovery planning	\$120.00	\$120.00	\$115.00
Training	\$95.00-125.00	N/A	N/A

*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.