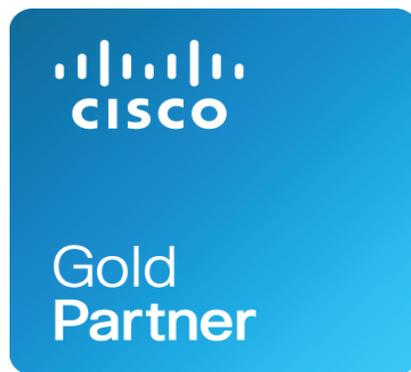


# Exhibit B

## Pricing



**Hewlett Packard  
Enterprise**

## Product Discounts

Product Category	Delivery Lead Time <i>(In Days ARO)</i>	Spend  (Per order)	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>
<b>Switches</b>		\$0-\$50,000	<b>46</b>	<b>58.5</b>
		\$50,001- \$100,000	<b>46</b>	<b>58.5</b>
		\$100,001- \$200,000	<b>46</b>	<b>58.5</b>
		\$200,001- \$300,000	<b>46</b>	<b>58.5</b>
		\$300,001- \$500,000	<b>46</b>	<b>58.5</b>
		\$500,001- Plus	<b>46</b>	<b>58.5</b>
<b>Routers</b>		\$0-\$50,000	<b>46</b>	<b>58.5</b>
		\$50,001- \$100,000	<b>46</b>	<b>58.5</b>
		\$100,001- \$200,000	<b>46</b>	<b>58.5</b>
		\$200,001- \$300,000	<b>46</b>	<b>58.5</b>
		\$300,001- \$500,000	<b>46</b>	<b>58.5</b>
		\$500,001- Plus	<b>46</b>	<b>58.5</b>
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>46</b>	<b>58.5</b>
		\$50,001- \$100,000	<b>46</b>	<b>58.5</b>
		\$100,001- \$200,000	<b>46</b>	<b>58.5</b>
		\$200,001- \$300,000	<b>46</b>	<b>58.5</b>
		\$300,001- \$500,000	<b>46</b>	<b>58.5</b>
		\$500,001- Plus	<b>46</b>	<b>58.5</b>
<b>Wireless</b>		\$0-\$50,000	<b>38%</b>	<b>38%</b>
		\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
		\$100,001- \$200,000	<b>38%</b>	<b>38%</b>
		\$200,001- \$300,000	<b>38%</b>	<b>38%</b>
		\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
		\$500,001- Plus	<b>38%</b>	<b>38%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>15</b>	<b>15</b>
		\$50,001- \$100,000	<b>15</b>	<b>15</b>
		\$100,001- \$200,000	<b>15</b>	<b>15</b>
		\$200,001- \$300,000	<b>15</b>	<b>15</b>
		\$300,001- \$500,000	<b>15</b>	<b>15</b>
		\$500,001- Plus	<b>15</b>	<b>15</b>

URL for Pricelist: <http://www.brocade.com/en/sled/virginia.html>



## 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)
<b>Switches</b>		\$0-\$50,000	37%	44%
		\$50,001- \$100,000	37%	44%
		\$100,001- \$200,000	37%	44%
		\$200,001- \$300,000	37%	44%
		\$300,001- \$500,000	37%	44%
		\$500,001- Plus	37%	44%
<b>Routers</b>		\$0-\$50,000	37%	44%
		\$50,001- \$100,000	37%	44%
		\$100,001- \$200,000	37%	44%
		\$200,001- \$300,000	37%	44%
		\$300,001- \$500,000	37%	44%
		\$500,001- Plus	37%	44%
<b>Security (Firewalls)</b>		\$0-\$50,000	37%	44%
		\$50,001- \$100,000	37%	44%
		\$100,001- \$200,000	37%	44%
		\$200,001- \$300,000	37%	44%
		\$300,001- \$500,000	37%	44%
		\$500,001- Plus	37%	44%
<b>Wireless</b>		\$0-\$50,000	37%	44%
		\$50,001- \$100,000	37%	44%
		\$100,001- \$200,000	37%	44%
		\$200,001- \$300,000	37%	44%
		\$300,001- \$500,000	37%	44%
		\$500,001- Plus	37%	44%
<b>Maintenance</b>		\$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%

URL for Pricelist: <https://tools.cisco.com/lpc/currentPL.faces>

# HPE/Aruba

(Aruba's parent company is HP)



## 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)
<b>Switches</b>		\$0-\$50,000	<b>38%</b>	<b>38%</b>
		\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
		\$100,001- \$200,000	<b>38%</b>	<b>38%</b>
		\$200,001- \$300,000	<b>38%</b>	<b>38%</b>
		\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
		\$500,001- Plus	<b>38%</b>	<b>38%</b>
<b>Routers</b>		\$0-\$50,000	<b>38%</b>	<b>38%</b>
		\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
		\$100,001- \$200,000	<b>38%</b>	<b>38%</b>
		\$200,001- \$300,000	<b>38%</b>	<b>38%</b>
		\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
		\$500,001- Plus	<b>38%</b>	<b>38%</b>
<b>Security (Firewalls)</b>		\$0-\$50,000	<b>38%</b>	<b>38%</b>
		\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
		\$100,001- \$200,000	<b>38%</b>	<b>38%</b>
		\$200,001- \$300,000	<b>38%</b>	<b>38%</b>
		\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
		\$500,001- Plus	<b>38%</b>	<b>38%</b>
<b>Wireless</b>		\$0-\$50,000	<b>38%</b>	<b>38%</b>
		\$50,001- \$100,000	<b>38%</b>	<b>38%</b>
		\$100,001- \$200,000	<b>38%</b>	<b>38%</b>
		\$200,001- \$300,000	<b>38%</b>	<b>38%</b>
		\$300,001- \$500,000	<b>38%</b>	<b>38%</b>
		\$500,001- Plus	<b>38%</b>	<b>38%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>15%</b>	<b>15%</b>
		\$50,001- \$100,000	<b>15%</b>	<b>15%</b>
		\$100,001- \$200,000	<b>15%</b>	<b>15%</b>
		\$200,001- \$300,000	<b>15%</b>	<b>15%</b>
		\$300,001- \$500,000	<b>15%</b>	<b>15%</b>
		\$500,001- Plus	<b>15%</b>	<b>15%</b>

URL for Pricelist: <http://h18000.www1.hp.com/showroom/ipl>

\*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 architecture, analysis and design services	<b>\$181.00</b>	<b>\$271.50</b>
Equipment installation/configuration services	<b>\$161.00</b>	<b>\$241.50</b>
Equipment update/upgrade services	<b>\$134.00</b>	<b>\$201.00</b>
Equipment repair services	<b>\$50.00</b>	<b>\$75.00</b>
Technical support services <i>(Standard)</i>	<b>\$55.00</b>	<b>\$82.50</b>
Technical support services <i>(Premium)</i>	<b>\$70.00</b>	<b>\$105.00</b>
Engineering services <i>(Standard)</i>	<b>\$134.00</b>	<b>\$201.00</b>
Engineering services <i>(Premium)</i>	<b>\$161.00</b>	<b>\$241.50</b>
Training	<b>\$134.00</b>	<b>\$201.00</b>
Other Applicable Services <i>(Supplier may fill in additional services)</i>		
Network Engineer, Senior	<b>\$181.00</b>	<b>\$271.50</b>
Network Engineer, Intermediate	<b>\$161.00</b>	<b>\$241.50</b>
Network Engineer, Junior	<b>\$134.00</b>	<b>\$201.00</b>
Help Desk Engineer	<b>\$45.00</b>	<b>\$67.50</b>
VoIP Engineer, Senior	<b>\$181.00</b>	<b>\$271.50</b>
VoIP Engineer, Intermediate	<b>\$161.00</b>	<b>\$241.50</b>
VoIP Engineer, Junior	<b>\$134.00</b>	<b>\$201.00</b>
Project Manager	<b>\$95.00</b>	<b>\$142.50</b>
Manufacturer Post Warranty Support	<b>10% off ESI List Price</b>	
ESI Pre/Post Warranty Services	<b>10% off ESI List Price</b>	

**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>ESI provides turnkey managed services as well as a la carte (i.e., LAN/WAN only , end user only, etc.). We perform monitoring and the maintenance, patching, firmware updates, anti-virus definition updates, backups, and functionality for all monitored/managed equipment.</p> <p>ESI literally supports any/all equipment; from storage, servers, routers, and switches to wireless access points, PCs, and printers.</p> <p>ESI's supported product families is vast and includes HP, Dell, Cisco, Brocade, Lenovo, VMware, Microsoft, and Barracuda just to name a few. We are hardware agnostic.</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>ESI's state-of-the-art NOC is located in Virginia Beach. Our facility seats 74 (three supervisors/managers and 71 engineers/support staff).</p> <p>Operations are Monday – Friday (excluding holidays), 8:00 a.m. – 5:00 p.m. EST. ESI does offer extended hours and provides 24 x 7 x 365 monitoring and on-call response. As testament to our abilities, we have provided 24 x 7 x 365 services for a significantly large K-12 organization in Virginia for over 5 years.</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>The following is a sample of ESI's standard Service Level Agreement (SLA);</p> <p><b>Critical (P1), 15 mins</b></p> <ul style="list-style-type: none"> <li>• Enterprise-wide impact</li> <li>• Complete inability to conduct business, or significant safety or security risk</li> <li>• No workaround available</li> </ul> <p><b>High (P2), 1 Bus Hr</b></p> <ul style="list-style-type: none"> <li>• Critical function or end user impact to conduct business operations</li> <li>• No workaround available</li> </ul> <p><b>Med (P3,) 8 Bus Hrs</b></p> <ul style="list-style-type: none"> <li>• Non-critical impact to end user</li> <li>• Workaround may exist</li> </ul> <p><b>Low (P4), Includes all RFS, 24 Bus Hrs</b></p> <ul style="list-style-type: none"> <li>• Minimal business impact; or</li> <li>• Preventative maintenance; or</li> <li>• General inquiries (e.g., end user training, questions)</li> <li>• All requests for service and projects</li> </ul> <p>ESI's pricing is dependent on the level of service and/or device coverage requirements. We would require greater detail on same to provide a per student pricing model.</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.*



### ESI Additional Hardware Options

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
APC	5%
Approved Optics	5%
Belkin	5%
Broadcom	5%
Leibert	5%
Linksys	5%
Raritan	5%
Schneider Electric	5%
Startech	5%
Tripp Lite	5%