

# **Exhibit B**

## **Pricing**

**RFP 2016-06**  
**Appendix C**  
**Product Discounts**

<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 (Brocade)</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 (Brocade)</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) (Brocade)</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 (Ruckus)</b>		\$0-\$50,000	<b>48</b>	<b>53</b>
		\$50,001- \$100,000	<b>48</b>	<b>53</b>
		\$100,001- \$200,000	<b>48</b>	<b>53</b>
		\$200,001- \$300,000	<b>48</b>	<b>53</b>
		\$300,001- \$500,000	<b>48</b>	<b>53</b>
		\$500,001- Plus	<b>48</b>	<b>53</b>
<b>Maintenance (Brocade)</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>
<b>Maintenance (Ruckus)</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>
<b>Other Applicable Products</b> (Supplier may add additional categories)				
Liebert hardware			<b>25</b>	<b>30</b>
Palo Alto hardware			<b>30</b>	<b>30</b>
Software (Brocade)			<b>25</b>	<b>25</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 architecture, analysis and design services	<b>\$175.00</b>	<b>\$262.50</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>\$95.00</b>	<b>\$225.00</b>
Technical support services <i>(Standard)**</i>	<b>\$150.00</b>	<b>\$225.00</b>
Technical support services <i>(Premium)**</i>	<b>\$225.00</b>	<b>\$337.00</b>
Engineering services <i>(Standard)**</i>	<b>\$150.00</b>	<b>\$225.00</b>
Engineering services <i>(Premium)**</i>	<b>\$225.00</b>	<b>\$337.00</b>
Training	<b>\$175.00</b>	<b>\$262.50</b>
Other Applicable Services <i>(Supplier may fill in additional services)</i>		
Project Manager - Onsite	<b>\$150.00</b>	<b>\$225.00</b>
Systems architect <i>(Premium) **</i>	<b>\$225.00</b>	<b>\$337.00</b>
Technology Strategic Consultant <i>(Premium) **</i>	<b>\$225.00</b>	<b>\$337.00</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.*

**\*\* Standard cost is for a standard (Level 2) engineer**

**\*\* Premium cost is for a premium (senior or Level 3) engineer**