

# **Exhibit B**

## **Pricing**

## Product Discounts: Brocade

Product Category	Delivery Lead Time (In Days ARO)	Spend (Per order)	State Discount % (Off Publicly Available Price List)	Academic Discount % (Off Publicly Available Price List)
<b>Switches (Brocade)</b>		\$0-\$50,000	44%	56%
		\$50,001- \$100,000	44%	56%
		\$100,001- \$200,000	44%	56%
		\$200,001- \$300,000	44%	56%
		\$300,001- \$500,000	44%	56%
		\$500,001- Plus	44%	56%
<b>Routers (Brocade)</b>		\$0-\$50,000	44%	56%
		\$50,001- \$100,000	44%	56%
		\$100,001- \$200,000	44%	56%
		\$200,001- \$300,000	44%	56%
		\$300,001- \$500,000	44%	56%
		\$500,001- Plus	44%	56%
<b>Security (Firewalls) (Brocade)</b>		\$0-\$50,000	44%	56%
		\$50,001- \$100,000	44%	56%
		\$100,001- \$200,000	44%	56%
		\$200,001- \$300,000	44%	56%
		\$300,001- \$500,000	44%	56%
		\$500,001- Plus	44%	56%
<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 (Brocade)</b>		\$0-\$50,000	13%	13%
		\$50,001- \$100,000	13%	13%
		\$100,001- \$200,000	13%	13%
		\$200,001- \$300,000	13%	13%
		\$300,001- \$500,000	13%	13%
		\$500,001- Plus	13%	13%
<b>Other Applicable Products</b> <i>(Supplier may add additional categories)</i>				
<b>Software (Brocade)</b>			23%	23%

URL to Published pricelist [www.thinknts.com/vita](http://www.thinknts.com/vita)

## Product Discounts: Sophos

<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>		\$0-\$50,000	<b>8%</b>	<b>8%</b>
		\$50,001- \$100,000	<b>11%</b>	<b>11%</b>
		\$100,001- \$200,000	<b>14%</b>	<b>14%</b>
		\$200,001- \$300,000	<b>17%</b>	<b>17%</b>
		\$300,001- \$500,000	<b>21%</b>	<b>21%</b>
		\$500,001- Plus	<b>24%</b>	<b>24%</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>		\$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>				
URL for Public Pricelist	<a href="http://www.thinknts.com/vita">www.thinknts.com/vita</a>			

### Product Discounts: 7Signal

<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>		\$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>		\$0-\$50,000	<b>36%</b>	<b>36%</b>
		\$50,001- \$100,000	<b>36%</b>	<b>36%</b>
		\$100,001- \$200,000	<b>41%</b>	<b>41%</b>
		\$200,001- \$300,000	<b>41%</b>	<b>41%</b>
		\$300,001- \$500,000	<b>41%</b>	<b>41%</b>
		\$500,001- Plus	<b>46%</b>	<b>46%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>36%</b>	<b>36%</b>
		\$50,001- \$100,000	<b>36%</b>	<b>36%</b>
		\$100,001- \$200,000	<b>41%</b>	<b>41%</b>
		\$200,001- \$300,000	<b>41%</b>	<b>41%</b>
		\$300,001- \$500,000	<b>41%</b>	<b>41%</b>
		\$500,001- Plus	<b>46%</b>	<b>46%</b>
<b>Other Applicable Products</b>				
<i>(Supplier may add additional categories)</i>				

### Product Discounts: Xirrus

<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>		\$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>		\$0-\$50,000	<b>38%</b>	<b>38%</b>
		\$50,001- \$100,000	<b>43%</b>	<b>43%</b>
		\$100,001- \$200,000	<b>47%</b>	<b>47%</b>
		\$200,001- \$300,000	<b>49%</b>	<b>49%</b>
		\$300,001- \$500,000	<b>54%</b>	<b>54%</b>
		\$500,001- Plus	<b>58%</b>	<b>58%</b>
<b>Maintenance</b>		\$0-\$50,000	<b>28%</b>	<b>28%</b>
		\$50,001- \$100,000	<b>28%</b>	<b>28%</b>
		\$100,001- \$200,000	<b>28%</b>	<b>28%</b>
		\$200,001- \$300,000	<b>28%</b>	<b>28%</b>
		\$300,001- \$500,000	<b>28%</b>	<b>28%</b>
		\$500,001- Plus	<b>28%</b>	<b>28%</b>
<b>Other Applicable Products</b>				
(Supplier may add additional categories)		software	<b>28%</b>	<b>28%</b>
Public Pricelist	<a href="http://www.thinknts.com/vita">www.thinknts.com/vita</a>			

**\*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 Description	Hourly Rate <i>(Normal business hours)</i>	Hourly Rate <i>(After normal business hours)</i>
Network architecture, analysis and design services	<b>\$175</b>	<b>\$263</b>
Equipment installation/configuration services	<b>\$150</b>	<b>\$225</b>
Equipment update/upgrade services	<b>\$125</b>	<b>\$188</b>
Equipment repair services	<b>\$150</b>	<b>\$225</b>
Technical support services <i>(Standard)</i>	<b>\$150</b>	<b>\$225</b>
Technical support services <i>(Premium)</i>	<b>\$175</b>	<b>\$263</b>
Engineering services <i>(Standard)</i>	<b>\$150</b>	<b>\$225</b>
Engineering services <i>(Premium)</i>	<b>\$175</b>	<b>\$263</b>
Training	<b>\$125</b>	<b>\$188</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.**

## 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>The 7Signal product allows us to monitor and manage any wireless AP. We do not need additional tools to manage wired network gear. The 7Signal Prices offered on the other tabs allow a buying agency to to implement their own managed service. The \$2.5 price below means we own the monitoring hardware and therefore the other pricing tabs would be inapplicable. A detailed description of our managed service offering is included in the technical response.</b></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>We have a 27X7 NOC located in Midlothian VA. It is a twelve seat facility expandable to 36 seats giving 108 seats across three shifts. This provides a student capacity of 600,000 students by offloading maintenance activities after hours. We staff according to the number of managed seats We provide a full range of monitoring, managing, patching and alerting (escalation)</b></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><b>We provide an uptime and throughput SLA dependent upon the wired network availability and negotiated at the task order level Per Student price is \$2.5/month</b></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.***

***7Signal is defined as monitors specifically required to provide the managed service and ensure SLA compliance.***