

Exhibit B

Pricing

Product Discounts: CISCO Meraki

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	32%	39%
		\$50,001- \$100,000	32%	39%
		\$100,001- \$200,000	32%	39%
		\$200,001- \$300,000	36%	42%
		\$300,001- \$500,000	38%	44%
		\$500,001- Plus	38%	46%
Routers		\$0-\$50,000	32%	39%
		\$50,001- \$100,000	32%	39%
		\$100,001- \$200,000	32%	39%
		\$200,001- \$300,000	36%	42%
		\$300,001- \$500,000	38%	44%
		\$500,001- Plus	38%	46%
Security (Firewalls)		\$0-\$50,000	32%	39%
		\$50,001- \$100,000	32%	39%
		\$100,001- \$200,000	32%	39%
		\$200,001- \$300,000	36%	42%
		\$300,001- \$500,000	38%	44%
		\$500,001- Plus	38%	46%
Wireless		\$0-\$50,000	32%	39%
		\$50,001- \$100,000	32%	39%
		\$100,001- \$200,000	32%	39%
		\$200,001- \$300,000	36%	42%
		\$300,001- \$500,000	38%	44%
		\$500,001- Plus	38%	46%
Maintenance		\$0-\$50,000	32%	39%
		\$50,001- \$100,000	32%	39%
		\$100,001- \$200,000	32%	39%
		\$200,001- \$300,000	36%	42%
		\$300,001- \$500,000	38%	44%
		\$500,001- Plus	38%	46%
Other Applicable Products <i>(Supplier may add additional categories)</i>			32%	39%

Brocade - 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 (Brocade)		\$0-\$50,000	46	58.5
		\$50,001- \$100,000	46	58.5
		\$100,001- \$200,000	46	58.5
		\$200,001- \$300,000	46	58.5
		\$300,001- \$500,000	46	58.5
		\$500,001- Plus	46	58.5
Routers (Brocade)		\$0-\$50,000	46	58.5
		\$50,001- \$100,000	46	58.5
		\$100,001- \$200,000	46	58.5
		\$200,001- \$300,000	46	58.5
		\$300,001- \$500,000	46	58.5
		\$500,001- Plus	46	58.5
Security (Firewalls) (Brocade)		\$0-\$50,000	46	58.5
		\$50,001- \$100,000	46	58.5
		\$100,001- \$200,000	46	58.5
		\$200,001- \$300,000	46	58.5
		\$300,001- \$500,000	46	58.5
		\$500,001- Plus	46	58.5
Wireless		\$0-\$50,000		
		\$50,001- \$100,000		
		\$100,001- \$200,000		
		\$200,001- \$300,000		
		\$300,001- \$500,000		
		\$500,001- Plus		
Maintenance (Brocade)		\$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
Other Applicable Products (Supplier may add additional categories)				
Software (Brocade)			25	25

Product Discounts: HPE/Aruba

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	7 ARO	\$0-\$50,000	32%	33%

		\$50,001- \$100,000	32%	33%
		\$100,001- \$200,000	35%	38%
		\$200,001- \$300,000	38%	38%
		\$300,001- \$500,000	40%	40%
		\$500,001- Plus	40%	40%
Routers	7 ARO	\$0-\$50,000	32%	33%
		\$50,001- \$100,000	32%	33%
		\$100,001- \$200,000	35%	38%
		\$200,001- \$300,000	38%	38%
		\$300,001- \$500,000	40%	40%
		\$500,001- Plus	40%	40%
Security (Firewalls)	7 ARO	\$0-\$50,000	32%	33%
		\$50,001- \$100,000	32%	33%
		\$100,001- \$200,000	35%	38%
		\$200,001- \$300,000	38%	38%
		\$300,001- \$500,000	40%	40%
		\$500,001- Plus	40%	40%
Wireless	7 ARO	\$0-\$50,000	32%	33%
		\$50,001- \$100,000	32%	33%
		\$100,001- \$200,000	35%	38%
		\$200,001- \$300,000	38%	38%
		\$300,001- \$500,000	40%	40%
		\$500,001- Plus	40%	40%
Maintenance	5 ARO	\$0-\$50,000	32%	33%
		\$50,001- \$100,000	32%	33%
		\$100,001- \$200,000	35%	38%
		\$200,001- \$300,000	38%	38%
		\$300,001- \$500,000	40%	40%
		\$500,001- Plus	40%	40%
Other Applicable Products <i>(Supplier may add additional categories)</i>			32%	33%

Product Discounts: Ruckus

Product Category	Delivery Lead Time <i>(In Days ARO)</i>	Spend <i>(Per order)</i>	State Discount % <i>(Off Publically Available Price List)</i>	Academic Discount % <i>(Off Publically Available Price List)</i>
Switches		\$0-\$50,000	35%	45%
		\$50,001- \$100,000	35%	45%
		\$100,001- \$200,000	36%	48%
		\$200,001- \$300,000	38%	50%
		\$300,001- \$500,000	42%	52%
		\$500,001- Plus	45%	55%

Routers		\$0-\$50,000	35%	45%
		\$50,001- \$100,000	35%	45%
		\$100,001- \$200,000	36%	48%
		\$200,001- \$300,000	38%	50%
		\$300,001- \$500,000	42%	52%
		\$500,001- Plus	45%	55%
Security (Firewalls)		\$0-\$50,000	35%	45%
		\$50,001- \$100,000	35%	45%
		\$100,001- \$200,000	36%	48%
		\$200,001- \$300,000	38%	50%
		\$300,001- \$500,000	42%	52%
		\$500,001- Plus	45%	55%
Wireless		\$0-\$50,000	35%	45%
		\$50,001- \$100,000	35%	45%
		\$100,001- \$200,000	36%	48%
		\$200,001- \$300,000	38%	50%
		\$300,001- \$500,000	42%	52%
		\$500,001- Plus	45%	55%
Maintenance		\$0-\$50,000	35%	45%
		\$50,001- \$100,000	35%	45%
		\$100,001- \$200,000	36%	48%
		\$200,001- \$300,000	38%	50%
		\$300,001- \$500,000	42%	52%
		\$500,001- Plus	45%	55%
Other Applicable Products			35%	38%
<i>(Supplier may add additional categories)</i>				

***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	\$175	\$225
Equipment installation/configuration services	\$175	\$225
Equipment update/upgrade services	\$175	\$225
Equipment repair services	\$155	\$175
Technical support services <i>(Standard)</i>	\$155	\$175
Technical support services <i>(Premium)</i>	\$175	\$225
Engineering services <i>(Standard)</i>	\$155	\$175
Engineering services <i>(Premium)</i>	\$175	\$225
Training	\$175	\$225
Other Applicable Services <i>(Supplier may fill in additional services)</i>	\$175	\$225

***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.**

RFP 2016-06
Appendix C
Managed Internal Connections Network Services

Managed Services	Description
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.	Please review attached document titled Network Managed Services and Networking Center Overview
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.	Please review attached document titled Network Managed Services and Networking Center Overview
Please provide a copy of your organization's SLAs along with a schedule of prices based on a per-student pricing model.	Standard SLA for VITA is attached

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.