

Exhibit B

Pricing

Product Discounts: Cisco

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)	ERate Discount % (Off Publically Available Price List)
Switches	28	\$0-\$50,000	40.0%	40.0%	46.0%
	28	\$50,001- \$100,000	40.2%	40.2%	46.0%
	28	\$100,001- \$200,000	40.5%	40.5%	46.3%
	28	\$200,001- \$300,000	41.0%	41.0%	46.5%
	28	\$300,001- \$500,000	41.5%	41.5%	46.8%
	28	\$500,001- Plus	42.0%	42.0%	47.0%
Routers	28	\$0-\$50,000	40.0%	40.0%	46.0%
	28	\$50,001- \$100,000	40.0%	40.0%	46.0%
	28	\$100,001- \$200,000	40.5%	40.5%	46.3%
	28	\$200,001- \$300,000	41.0%	41.0%	46.5%
	28	\$300,001- \$500,000	41.5%	41.5%	46.8%
	28	\$500,001- Plus	42.0%	42.0%	47.0%
Security (Firewalls)	28	\$0-\$50,000	40.0%	40.0%	46.0%
	28	\$50,001- \$100,000	40.2%	40.2%	46.0%
	28	\$100,001- \$200,000	40.5%	40.5%	46.3%
	28	\$200,001- \$300,000	41.0%	41.0%	46.5%
	28	\$300,001- \$500,000	41.5%	41.5%	46.8%
	28	\$500,001- Plus	42.0%	42.0%	47.0%
Wireless	28	\$0-\$50,000	40.0%	40.0%	46.0%
	28	\$50,001- \$100,000	40.2%	40.2%	46.0%
	28	\$100,001- \$200,000	40.5%	40.5%	46.3%
	28	\$200,001- \$300,000	41.0%	41.0%	46.5%
	28	\$300,001- \$500,000	41.5%	41.5%	46.8%
	28	\$500,001- Plus	42.0%	42.0%	47.0%
Maintenance - New Smartnet	28	\$0-\$50,000	17.0%	30.0%	30.0%
	28	\$50,001- \$100,000	17.2%	30.2%	30.2%
	28	\$100,001- \$200,000	17.4%	30.4%	30.4%
	28	\$200,001- \$300,000	17.6%	30.6%	30.6%
	28	\$300,001- \$500,000	17.8%	30.8%	30.8%
	28	\$500,001- Plus	18.0%	31.0%	31.0%
Other Applicable Products <i>(Supplier may add additional categories)</i>	28				
	28				
	28				
Additional Cisco Hardware not listed above that includes All Meraki Switching, Firewall and Wireless, Cisco UCS and Data Center products.	28		35%	35%	35%
Maintenance - Smartnet Renewals	28	\$0-\$50,000	9-17%	30.0%	30.0%

	28	\$50,001- \$100,000	9-17.2%	30.2%	30.2%
	28	\$100,001- \$200,000	9-17.4%	30.4%	30.4%
	28	\$200,001- \$300,000	9-17.6%	30.6%	30.6%
	28	\$300,001- \$500,000	9-17.8%	30.8%	30.8%
	28	\$500,001- Plus	9-18%	31.0%	31.0%

* Note: Presidio due to an additional discount for eRate, we have added an additional column

Sample Cisco Promotion for 2016*

Switches	28	All			50.0%
Maintenance Bundle - 3 Year bundled warranty that includes (1) Year TAC and (3) Years advanced Hardware Replacement (Note: for 3 Years TAC support, 2 Years SmartNet must be added at regular rates.)	28	All			100.0%

* Note: This bundle is not guaranteed each year, but a sample of what Cisco has offered to K12/eRate eligible products for 2016 funding year.

*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

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Appendix C
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	185	185
Equipment installation/configuration services	145	145
Equipment update/upgrade services	145	145
Equipment repair services	145	145
Technical support services <i>(Standard) (Tier 2) rack- stack -staging -patch cabling</i>	145	145
Technical support services <i>(Premium) Engineer (Tier 3)design/troubleshooting/testing/documentation/training/etc</i>	185	185
Engineering services <i>(Standard) (Tier 2) rack- stack -staging -patch cabling</i>	145	145
Engineering services <i>(Premium) (Tier 3)design/troubleshooting/testing/documentation/training/etc</i>	185	185
Training	185-250	n/a
Managed Services	Per SOW	Per SOW
Other Applicable Services <i>(Supplier may fill in additional services) Additional Services or Hardware as described will be provided via SOW (Statement of Work), To Include but not limited to: Non-infrastructure, network design, Managed Services, Assessments, Configuration, Installation/repair, training, service on equipment not covered by this Contract, repair of damage or replacement of parts of hardware resulting from changes in the hardware environment, extraordinary use of hardware, hardware connected to the network or interconnected devices, service outside the applicable hours of service, relocation of previously installed hardware.</i>	Per SOW	Per SOW

***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.**

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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.	Presidio currently offers Manages Services to support the Cisco product line. As we add additional Manufacturers, Presidio will include them as part of this contract.
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.	Presidio's Managed Service Center staff's 271 Employees, of which, 226 are Certified Engineers. Presidio's Centers are US Based and operational 24/7/365. Presidio currently manages over 40,000 devices that impact over 850,000 users. Presidio's Service centers are based on the ITIL/SOC2 Delivery Framework, Tested and Secure. Presidio would be able to customize a managed services offering to support the Cisco eRate offering for K12.
Please provide a copy of your organization's SLAs along with a schedule of prices based on a per-student pricing model.	SLA's and pricing would be customized for the clients needs. Pricing is per Managed Services Contract. <u>See Attachment H: Presidio Managed Services</u>

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.