

EXHIBIT B
SOFTWARE PRODUCT LIST, SOFTWARE LICENSE FEE, SERVICE CHARGES
AND PAYMENT SCHEDULE

Exhibit "B" is hereby incorporated into and made an integral part of Agreement Number VA-051026-ELSY between ESI and the Commonwealth of Virginia.

In the event of any discrepancy between this Exhibit B and Contract VA-051026-ELSY, Exhibit B shall control as to price.

Prices are based on annual payment. All product pricing includes the Gold Support level.

1. SYMANTEC SOFTWARE PRICING

The price per copy for Symantec anti-virus desktop software, if Symantec is declared the "desktop standard", shall be as follows:

For a one-year commitment: \$5.00 per year

For a two-year commitment: \$5.00 per year

For a three-year commitment: \$5.00 per year

Optional follow-on years: \$6.10 for the first year, \$6.25 for the second year

The price per copy for Symantec anti-virus desktop software, if Symantec is not declared the "desktop standard", shall be as follows:

For a one-year commitment: \$13.12 per year

For a two-year commitment: \$12.50 per year

For a three-year commitment: \$10.80 per year

Optional follow-on years: \$14.20 for the first year, \$14.90 for the second year

The price per copy for Symantec anti-virus server software is the same as the price per copy for Symantec anti-virus desktop software.

2. OTHER SOFTWARE: Symantec Antivirus Enterprise Edition

Product	P/N	VITA PRICING	VITA PRICING without any standardization / commitment, for Qty 2000+		
SAV EE, Crossgrade from SAV CE	10363611	\$	6.91	\$	12.85
SAV EE, Upgrade price	10363575	\$	6.91	\$	26.99
SAV EE, Renewal price	10363593	\$	6.91	\$	12.24
SAV EE, Upgrade price	10363575	\$	6.91	\$	26.99

3. SUPPORT AND PERTINENT ITEMS

Product	P/N	VITA PRICING	VITA PRICING without any standardization / commitment, for Qty 2000+
Premium Platinum Support	10015293	\$ 35,700.00	\$ 35,700.00
Premium Platinum Additional Contact	10015373	\$ 7,800.00	\$ 7,800.00
Premium Platinum Support, 1 YR RNW	10015297	\$ 35,700.00	\$ 35,700.00
Premium Platinum Additional Contact, 1 YR RNW	10015377	\$ 7,800.00	\$ 7,800.00
Platinum Support	10015077	\$ 12,625.00	\$ 12,625.00
Platinum Support, 1 YR RNW	10015080	\$ 12,625.00	\$ 12,625.00
Platinum Additional Contact	10015133	\$ 2,950.00	\$ 2,950.00
Platinum Additional Contact, 1 YR RNW	10015137	\$ 2,950.00	\$ 2,950.00
Gold Support Additional Contact	10014913	\$ 1,050.00	\$ 1,050.00
Gold Support Additional Contact, 1 YR RNW	10014917	\$ 1,050.00	\$ 1,050.00
Symantec Client Security (SCS), Crossgrade	10363945	\$ 6.34	\$ 12.49
SCS, Upgrade	10363909	\$ 9.19	\$ 17.43
SCS, 1 YR RNW	10363927	\$ 6.34	\$ 12.49
SCS, Add-on to SAV EE	10363951	\$ 2.66	\$ 5.32
SCS, Add-on to SAV EE, 1 YR RNW	10363969	\$ 1.50	\$ 2.99
Home Use - AV	10041488	\$ 0.49	\$ 5.68
Home Use - SCS	10041494	\$ 0.92	\$ 7.40
Student Use - AV	10212141	\$ 0.74	\$ 4.00
Student Use - SCS	10212153	\$ 1.47	\$ 4.50

OTHER PRODUCT PRICING

·Value Government and Academic Software at the then current Band E pricing, for those products available at Band E.

·For all products, sold at a Band S

Product Categories: <http://enterprisesecurity.symantec.com/content/productlink.cfm>

Integrated Security, Security Management, Vulnerability Management, Policy Compliance, Intrusion Protection, Firewall/VPN, Virus Protection/Anti-Spam/Content Filtering, Anti-Spyware Solutions, Symantec

Early Warning Solutions, Managed Security Solutions, Consulting Services, Education Services, Storage Management, System Management.

Other products related to AV, Anti-Spam and Security may be added at a later time if VITA and ESI agree.

4. CO-TERMINATION OF LICENSES

License fees shall be pro-rated to allow for co-termination of licenses. For example, if installation is in January 2006 for a two-year license period, and the software license price is \$4.00 per copy, then for copies ordered in August 2006, the price would be pro-rated to \$3.00 per copy for the remaining 2 year support period. For example: All service contracts bought must be for a minimum of 12 months.

Example: \$4.00 for a 2 year plan	Cost
Ordered Q1	\$ 4.00
Ordered Q2	\$ 3.50
Ordered Q3	\$ 3.00
Ordered Q4	\$ 2.50

5 OTHER SERVICES PRICING

The hourly rate for non-VITA installations and for services not covered by the MTC or beyond migration shall be \$91.00 if Symantec is declared a "standard" or \$125.00 if Symantec is not declared a "standard". Seat Pricing for VITA's migration is \$ 4.57 per seat. This seat pricing is based on a purchase of 65,000.

6. OTHER SERVICES

ESI would like to offer the below service levels on a time and materials basis based on the skill set required and a mutually agreed to 'scope of work'. ESI's labor rates are broken out into levels based on the skill sets. The levels are:

6.1. Network Engineer - Level 1 - \$91/hr, after hours \$ 125.00
LAN OS support in a single OS environment (Microsoft or Novell)
Install of switches or Hubs
Install Network Printers
File servers install and setup
Networked Desktop/laptop troubleshooting or install
3COM NBX Telephone Systems Installation and Support
Videoconferencing

6.2. Systems Engineer - Level 2 - \$110.50/hr, after hours \$ 145.00
Heterogeneous LAN OS support (Microsoft and Novell)
Messaging Specialist (GroupWise and Exchange)
NDS or AD Design and advanced troubleshooting
Cisco Associate - basic router/switch configuration and support
3COM router/switch installation and support
Wireless LAN services

6.3. Network Consultant/Project Manager - Level 3 - \$110.50/hr, after hours \$145.00

Project management

Network and Infrastructure Design

6.4. WAN Engineer - Level 4 – \$126/hr, after hours \$ 165.00

Cisco Certified Networking Professional (CCNP)

Cisco Certified Internetworking Expert (CCIE)

IP Telephony services

Security specialists

SAN specialist

HP Openview consulting

UNIX/LINUX installation and support

6.5. Technician-Level 5-\$ 75.00-\$90.00 per hour, after hours \$110.00

PC & Server Support

Disposal

Asset & Inventory Management

7. SHIP TO AND BILL TO ADDRESSES

Shipping and billing addresses will be included on the individual Orders of Authorized Users referencing this Contract.

8. DELIVERY SCHEDULE

All shipments shall be FOB destination. Shipping charges shall be included in product pricing. No additional charges are allowed. The delivery schedule shall be specified in any executed Attachment or Order referencing the Agreement, or within five (5) days After Receipt of the Order (ARO) if no date is specified. If delivery of all Products and Software is not completed within the time specified, the Commonwealth may cancel the Agreement or any individual Order without further obligation.

9. VITA POINTS OF CONTACT

Contract Administration/Compliance

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Contract Information

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10. CONTRACTOR POINTS OF CONTACT

ESI State Government Sales

Electronic Systems
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Remittance Address

Electronic Systems

ESI Website

<http://www.ESI.net>