ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0				
Manufacturer Name:	HPE Networks			
A. Broadband Internal Connections **Failure to provide a discount percentage off on all line items in Section A. Broadband Internal Connections SHALL deem the bidder Non-Responsive.**				
Description	**Minimum Percentage Discount Off MSRP**			
Antennas, connectors and related	69%			
Firewall services and components	69%			
Routers	69%			
Switches	69%			
Access Points	69%			
Wireless Controller systems	69%			
Software to support these components	64%			
Support Services	64%			

B. Managed Internal Broadband Services				
Description	**Maximum Monthly Rate**	**Maximum Hourly Rate**	**Maximum Flat Fee**	**Minimum Percentage Discount Off MSRP**
Service				
Installation				
Hardware (if to be owned by school or library)				

C. Basic Maintenance of Eligible Broadband Internal Connections	
Description	**Maximum Hourly Rate**
Repair/Upkeep of eligible hardware	
Wire/Cable maintenance	
Configuration Changes	
Basic Technical Support (online or phone)	
Software upgrades, patches	

D. Additional Value Added Reseller Services	
Description	**Maximum Hourly Rate**
Evaluation	No charge
Design	No charge
Planning	$220.00
Installation	$175.00
Configuration	$325.00
Maintenance	$220.00

E. Approved Third Party Products						
Description	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**
Cabling	10%	Corning				
Racks	30%	Schneider Electric (APC)				
UPS	30%	Schneider Electric (APC)	30%	Eaton/TrippLite	30%	Vertiv Liebert
Firewalls	10%	Palo Alto Networks	25%	Fortinet	50%	Cisco

ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0				
Manufacturer Name:	Juniper Networks			
A. Broadband Internal Connections **Failure to provide a discount percentage off on all line items in Section A. Broadband Internal Connections SHALL deem the bidder Non-Responsive.**				
Description	**Minimum Percentage Discount Off MSRP**			
Antennas, connectors and related	69%			
Firewall services and components	69%			
Routers	69%			
Switches	69%			
Access Points	69%			
Wireless Controller systems	69%			
Software to support these components	64%			
Support Services	64%			

B. Managed Internal Broadband Services				
Description	**Maximum Monthly Rate**	**Maximum Hourly Rate**	**Maximum Flat Fee**	**Minimum Percentage Discount Off MSRP**
Service				
Installation				
Hardware (if to be owned by school or library)				

C. Basic Maintenance of Eligible Broadband Internal Connections	
Description	**Maximum Hourly Rate**
Repair/Upkeep of eligible hardware	
Wire/Cable maintenance	
Configuration Changes	
Basic Technical Support (online or phone)	
Software upgrades, patches	

D. Additional Value Added Reseller Services	
Description	**Maximum Hourly Rate**
Evaluation	No charge
Design	No charge
Planning	$220.00
Installation	$175.00
Configuration	$325.00
Maintenance	$220.00

E. Approved Third Party Products						
Description	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**
Cabling	10%	Corning				
Racks	30%	Schneider Electric (APC)				
UPS	30%	Schneider Electric (APC)	30%	Eaton/TrippLite	30%	Vertiv Liebert
Firewalls	10%	Palo Alto Networks	25%	Fortinet	50%	Cisco

ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0				
Manufacturer Name:	Cisco Systems			
A. Broadband Internal Connections **Failure to provide a discount percentage off on all line items in Section A. Broadband Internal Connections SHALL deem the bidder Non-Responsive.**				
Description	**Minimum Percentage Discount Off MSRP**			
Antennas, connectors and related	50%			
Firewall services and components	50%			
Routers	50%			
Switches	50%			
Access Points	50%			
Wireless Controller systems	50%			
Software to support these components	50%			
Support Services	21%			

B. Managed Internal Broadband Services				
Description	**Maximum Monthly Rate**	**Maximum Hourly Rate**	**Maximum Flat Fee**	**Minimum Percentage Discount Off MSRP**
Service				
Installation				
Hardware (if to be owned by school or library)				

C. Basic Maintenance of Eligible Broadband Internal Connections	
Description	**Maximum Hourly Rate**
Repair/Upkeep of eligible hardware	
Wire/Cable maintenance	
Configuration Changes	
Basic Technical Support (online or phone)	
Software upgrades, patches	

D. Additional Value Added Reseller Services	
Description	**Maximum Hourly Rate**
Evaluation	No charge
Design	No charge
Planning	$220.00
Installation	$175.00
Configuration	$325.00
Maintenance	$220.00

E. Approved Third Party Products						
Description	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**	**Minimum Percentage Discount Off MSRP**	**List Manufacturer**
Cabling	10%	Corning				
Racks	30%	Schneider Electric (APC)				
UPS	30%	Schneider Electric (APC)	30%	Eaton/TrippLite	30%	Vertiv Liebert
Firewalls	10%	Palo Alto Networks	25%	Fortinet		