| ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0 | |
|---|---|
| **Manufacturer Name:** | EXTREME 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 | 50% | | | |
| Firewall services and components | 50% | | | |
| Routers | 50% | | | |
| Switches | 50% | | | |
| Access Points | 50% | | | |
| Wireless Controller systems | 50% | | | |
| Software to support these componen | 50% | | | |
| Support Services | 24% | | | |

**B. Managed Internal Broadband Services**

| Description | Maximum Monthly Rate | Maximum Hourly Rate | Maximum Flat Fee | Minimum Percentage Discount Off MSRP |
|---|---|---|---|---|
| Service | N/A | | | |
| Installation | | N/A | N/A | |
| Hardware (if to be owned by school or library) | | | | See percentages in section "A. Broadband Internal Connections" |

**C. Basic Maintenance of Eligible Broadband Internal Connections**

| Description | Maximum Hourly Rate |
|---|---|
| Repair/Upkeep of eligible hardware | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Wire/Cable maintenance | $190.00 |
| Configuration Changes | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Basic Technical Support (online or phone) | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Software upgrades, patches | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**D. Additional Value Added Reseller Services**

| Description | Maximum Hourly Rate |
|---|---|
| Evaluation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Design | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Planning | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Installation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Configuration | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Maintenance | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**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 | 2% | Belkin | 2% | C2G | 2% | TrippLite |
| Racks | 2% | APC | 2% | Vertiv | 2% | TrippLite |
| UPS | 9% | APC | 9% | Vertiv | 2% | TrippLite |
| Firewalls | 15% for Hardware;<br>10% for Software;<br>5% for Support | Palo Alto | 18% | Barracuda Networks | | |

| ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0 | |
|---|---|
| **Manufacturer Name:** | HEWLETT PACKARD ENTERPRISE (ARUBA) |

**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 | 51% | | | |
| Firewall services and components | 51% | | | |
| Routers | 51% | | | |
| Switches | 51% | | | |
| Access Points | 51% | | | |
| Wireless Controller systems | 51% | | | |
| Software to support these components | 51% | | | |
| Support Services | 12% | | | |

**B. Managed Internal Broadband Services**

| Description | Maximum Monthly Rate | Maximum Hourly Rate | Maximum Flat Fee | Minimum Percentage Discount Off MSRP |
|---|---|---|---|---|
| Service | N/A | | | |
| Installation | | N/A | N/A | |
| Hardware (if to be owned by school or library) | | | | See percentages in section "A. Broadband Internal Connections" |

**C. Basic Maintenance of Eligible Broadband Internal Connections**

| Description | Maximum Hourly Rate |
|---|---|
| Repair/Upkeep of eligible hardware | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Wire/Cable maintenance | $190.00 |
| Configuration Changes | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Basic Technical Support (online or phone) | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Software upgrades, patches | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**D. Additional Value Added Reseller Services**

| Description | Maximum Hourly Rate |
|---|---|
| Evaluation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Design | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Planning | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Installation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Configuration | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Maintenance | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**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 | 2% | Belkin | 2% | C2G | 2% | TrippLite |
| Racks | 2% | APC | 2% | Vertiv | 2% | TrippLite |
| UPS | 9% | APC | 9% | Vertiv | 2% | TrippLite |
| Firewalls | 15% for Hardware;<br>10% for Software;<br>5% for Support | Palo Alto | 18% | Barracuda Networks | | |

| ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0 | |
|---|---|
| **Manufacturer Name:** | RUCKUS WIRELESS |

**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 | 53% | | | |
| Firewall services and components | 16% | | | |
| Routers | 16% | | | |
| Switches | 47% | | | |
| Access Points | 57% | | | |
| Wireless Controller systems | 42% | | | |
| Software to support these components | 50% | | | |
| Support Services | 16% | | | |

**B. Managed Internal Broadband Services**

| Description | Maximum Monthly Rate | Maximum Hourly Rate | Maximum Flat Fee | Minimum Percentage Discount Off MSRP |
|---|---|---|---|---|
| Service | N/A | | | |
| Installation | | N/A | N/A | |
| Hardware (if to be owned by school or library) | | | | See percentages in section "A. Broadband Internal Connections" |

**C. Basic Maintenance of Eligible Broadband Internal Connections**

| Description | Maximum Hourly Rate |
|---|---|
| Repair/Upkeep of eligible hardware | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Wire/Cable maintenance | $190.00 |
| Configuration Changes | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Basic Technical Support (online or phone) | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Software upgrades, patches | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**D. Additional Value Added Reseller Services**

| Description | Maximum Hourly Rate |
|---|---|
| Evaluation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Design | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Planning | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Installation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Configuration | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Maintenance | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**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 | 2% | Belkin | 2% | C2G | 2% | TrippLite |
| Racks | 2% | APC | 2% | Vertiv | 2% | TrippLite |
| UPS | 9% | APC | 9% | Vertiv | 2% | TrippLite |
| Firewalls | 15% for Hardware;<br>10% for Software;<br>5% for Support | Palo Alto | 18% | Barracuda Networks | | |

| ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0 | | | | |
|---|---|---|---|---|
| **Manufacturer Name:** | FORTINET | | | |
| **A. Broadband Internal Connections**<br>**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 | 22% | | | |
| Firewall services and components | 32% | | | |
| Routers | 32% | | | |
| Switches | 32% | | | |
| Access Points | 32% | | | |
| Wireless Controller systems | 32% | | | |
| Software to support these components | 32% | | | |
| Support Services | 22% | | | |

| **B. Managed Internal Broadband Services** | | | | |
|---|---|---|---|---|
| **Description** | **Maximum Monthly Rate** | **Maximum Hourly Rate** | **Maximum Flat Fee** | **Minimum Percentage Discount Off MSRP** |
| Service | N/A | | | |
| Installation | | N/A | N/A | |
| Hardware (if to be owned by school or library) | | | | See percentages in section "A. Broadband Internal Connections" |

| **C. Basic Maintenance of Eligible Broadband Internal Connections** | |
|---|---|
| **Description** | **Maximum Hourly Rate** |
| Repair/Upkeep of eligible hardware | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Wire/Cable maintenance | $190.00 |
| Configuration Changes | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Basic Technical Support (online or phone) | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Software upgrades, patches | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

| **D. Additional Value Added Reseller Services** | |
|---|---|
| **Description** | **Maximum Hourly Rate** |
| Evaluation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Design | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Planning | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Installation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Configuration | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Maintenance | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

| **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 | 2% | Belkin | 2% | C2G | 2% | TrippLite |
| Racks | 2% | APC | 2% | Vertiv | 2% | TrippLite |
| UPS | 9% | APC | 9% | Vertiv | 2% | TrippLite |
| Firewalls | 15% for Hardware;<br>10% for Software;<br>5% for Support | Palo Alto | 18% | Barracuda Networks | | |

| ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0 | |
|---|---|
| **Manufacturer Name:** | CISCO |

**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 | 62% | | | |
| Firewall services and components | 62% | | | |
| Routers | 62% | | | |
| Switches | 62% | | | |
| Access Points | 62% | | | |
| Wireless Controller systems | 62% | | | |
| Software to support these components | 38% | | | |
| Support Services | 38% | | | |

**B. Managed Internal Broadband Services**

| Description | Maximum Monthly Rate | Maximum Hourly Rate | Maximum Flat Fee | Minimum Percentage Discount Off MSRP |
|---|---|---|---|---|
| Service | N/A | | | |
| Installation | | N/A | N/A | |
| Hardware (if to be owned by school or library) | | | | See percentages in section "A. Broadband Internal Connections" |

**C. Basic Maintenance of Eligible Broadband Internal Connections**

| Description | Maximum Hourly Rate |
|---|---|
| Repair/Upkeep of eligible hardware | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Wire/Cable maintenance | $190.00 |
| Configuration Changes | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Basic Technical Support (online or phone) | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Software upgrades, patches | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**D. Additional Value Added Reseller Services**

| Description | Maximum Hourly Rate |
|---|---|
| Evaluation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Design | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Planning | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Installation | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Configuration | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |
| Maintenance | Consulting Engineer at $226<br>Sr. Consulting Engineer at $262<br>Principal/Managing at $277 |

**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 | 2% | Belkin | 2% | C2G | 2% | TrippLite |
| Racks | 2% | APC | 2% | Vertiv | 2% | TrippLite |
| UPS | 9% | APC | 9% | Vertiv | 2% | TrippLite |
| Firewalls | 15% for Hardware;<br>10% for Software;<br>5% for Support | Palo Alto | 18% | Barracuda Networks | | |

| ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0 | |
|---|---|
| **Manufacturer Name:** | METER |

**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 | 25% | | | |
| Firewall services and components | 25% | | | |
| Routers | 25% | | | |
| Switches | 25% | | | |
| Access Points | 25% | | | |
| Wireless Controller systems | 25% | | | |
| Software to support these components | 25% | | | |
| Support Services | 25% | | | |

**B. Managed Internal Broadband Services**

| Description | Maximum Monthly Rate | Maximum Hourly Rate | Maximum Flat Fee | Minimum Percentage Discount Off MSRP |
|---|---|---|---|---|
| Service | offering included with table A pricing | | | |
| Installation | | offering included with table A pricing | offering included with table A pricing | |
| Hardware (if to be owned by school or library) | | | | N/A |

**C. Basic Maintenance of Eligible Broadband Internal Connections**

| Description | Maximum Hourly Rate |
|---|---|
| Repair/Upkeep of eligible hardware | Offering included with Table A pricing |
| Wire/Cable maintenance | Offering included with Table A pricing |
| Configuration Changes | Offering included with Table A pricing |
| Basic Technical Support (online or phone) | Offering included with Table A pricing |
| Software upgrades, patches | Offering included with Table A pricing |

**D. Additional Value Added Reseller Services**

| Description | Maximum Hourly Rate |
|---|---|
| Evaluation | Offering included with Table A pricing |
| Design | Offering included with Table A pricing |
| Planning | Offering included with Table A pricing |
| Installation | Offering included with Table A pricing |
| Configuration | Offering included with Table A pricing |
| Maintenance | Offering included with Table A pricing |

**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 | 2% | Belkin | 2% | C2G | 2% | TrippLite |
| Racks | 2% | APC | 2% | Vertiv | 2% | TrippLite |
| UPS | 9% | APC | 9% | Vertiv | 2% | TrippLite |
| Firewalls | 15% for Hardware;<br>10% for Software;<br>5% for Support | Palo Alto | 18% | Barracuda Networks | | |