ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0	
Manufacturer Name:	EXTREME

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	[redacted]
Antennas, connectors and related	48%	
Firewall services and components	48%	
Routers	48%	
Switches	48%	
Access Points	48%	
Wireless Controller systems	48%	
Software to support these components	38%	
Support Services	5%	
CUMMULATIVE SCORE:		

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (varies on product)		[redacted]		
Installation	[redacted]	$250.00		[redacted]
Hardware (if to be owned by school or library)		[redacted]		3%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$250.00
Configuration Changes	$250.00

Basic Technical Support (online or phone)	$250.00
Software upgrades, patches	$250.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$140.00
Design	$185.00
Planning	$185.00
Installation	$185.00
Configuration	$185.00
Maintenance	$185.00

E. Approved Third Party Products

Description	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	23%	Barracuda	20%	Palo Alto
Racks	23%		20%	
UPS	23%		20%	
Firewalls	23%		20%	

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

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	[redacted]
Antennas, connectors and related	35%	
Firewall services and components	0%	
Routers	0%	
Switches	44%	
Access Points	35%	
Wireless Controller systems	35%	
Software to support these components	10%	
Support Services	10%	

CUMMULATIVE SCORE:	

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (Varies on product)		[redacted]		
Installation	[redacted]	$250.00		[redacted]
Hardware (if to be owned by school or library)		[redacted]		3%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$250.00
Configuration Changes	$250.00

Basic Technical Support (online or phone)	$250.00
Software upgrades, patches	$250.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$140.00
Design	$185.00
Planning	$185.00
Installation	$185.00
Configuration	$185.00
Maintenance	$185.00

E. Approved Third Party Products

Description	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	23%	Barracuda	20%	Palo Alto
Racks	23%		20%	
UPS	23%		20%	
Firewalls	23%		20%	

ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0	
Manufacturer Name:	FORTINET

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	[redacted]
Antennas, connectors and related	25%	
Firewall services and components	35%	
Routers	35%	
Switches	35%	
Access Points	35%	
Wireless Controller systems	35%	
Software to support these components	25%	
Support Services	20%	

CUMMULATIVE SCORE:	

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (Varies on product)		[redacted]		
Installation	[redacted]	$250.00		[redacted]
Hardware (if to be owned by school or library)		[redacted]		3%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$250.00
Configuration Changes	$250.00

Basic Technical Support (online or phone)	$250.00
Software upgrades, patches	$250.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$140.00
Design	$185.00
Planning	$185.00
Installation	$185.00
Configuration	$185.00
Maintenance	$185.00

E. Approved Third Party Products

Description	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	23%	Barracuda	20%	Palo Alto
Racks	23%		20%	
UPS	23%		20%	
Firewalls	23%		20%	

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	[redacted]
Antennas, connectors and related	42%	
Firewall services and components	42%	
Routers	42%	
Switches	42%	
Access Points	42%	
Wireless Controller systems	42%	
Software to support these components	42%	
Support Services	23%	

CUMMULATIVE SCORE:	

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (varies on the product)		[redacted]		
Installation	[redacted]	$250.00		[redacted]
Hardware (if to be owned by school or library)		[redacted]		3%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$250.00
Configuration Changes	$250.00

Basic Technical Support (online or phone)	$250.00
Software upgrades, patches	$250.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$140.00
Design	$185.00
Planning	$185.00
Installation	$185.00
Configuration	$185.00
Maintenance	$185.00

E. Approved Third Party Products

Description	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	23%	Barracuda	20%	Palo Alto
Racks	23%		20%	
UPS	23%		20%	
Firewalls	23%		20%	

ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0	
Manufacturer Name:	NETGEAR

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	30%
Firewall services and components	30%
Routers	30%
Switches	30%
Access Points	30%
Wireless Controller systems	0%
Software to support these components	30%
Support Services	15%

CUMMULATIVE SCORE:	

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (Varies on Product)				
Installation		$250.00		
Hardware (if to be owned by school or library)				3%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$250.00
Configuration Changes	$250.00

Basic Technical Support (online or phone)	$250.00
Software upgrades, patches	$250.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$140.00
Design	$185.00
Planning	$185.00
Installation	$185.00
Configuration	$185.00
Maintenance	$185.00

E. Approved Third Party Products

Description	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	23%	Barracuda	20%	Palo Alto
Racks	23%		20%	
UPS	23%		20%	
Firewalls	23%		20%	