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	30%			
Software to support these components	30%			
Support Services	15%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$1000/item			
Installation		$300.00	$10,000/item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$190.00
Design	$240.00
Planning	$240.00
Installation	$180.00
Configuration	$250.00
Maintenance	$230.00

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	Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

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	40%			
Firewall services and components	40%			
Routers	40%			
Switches	40%			
Access Points	40%			
Wireless Controller systems	40%			
Software to support these components	40%			
Support Services	40%			

Additional Meter Offerings as per Section E:

Description	Minimum Percentage Discount Off MSRP
Cabling - Cat6E	40%
Racks - varies based on customer needs	40%

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)				see table A - hardware is leased

C. Basic Maintenance of Eligible Broadband Internal Connections

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

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	offering included with table A
Design	offering included with table A
Planning	offering included with table A
Installation	offering included with table A
Configuration	offering included with table A
Maintenance	offering included with table A

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	Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	39%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

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	52%			
Firewall services and components	52%			
Routers	52%			
Switches	52%			
Access Points	52%			
Wireless Controller systems	52%			
Software to support these components	45%			
Support Services	5%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$500/Item			
Installation		$300.00	$1,000/Item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$190.00
Design	$240.00
Planning	$240.00
Installation	$180.00
Configuration	$250.00
Maintenance	$230.00

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	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0

Manufacturer Name:	HPE

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	40%			
Firewall services and components	49%			
Routers	53%			
Switches	52%			
Access Points	52%			
Wireless Controller systems	51%			
Software to support these components	46%			
Support Services	6%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$500/Item			
Installation		$300.00	$1000/Item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$190.00
Design	$240.00
Planning	$240.00
Installation	$180.00
Configuration	$250.00
Maintenance	$230.00

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	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

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

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	40%			
Firewall services and components	49%			
Routers	47%			
Switches	51%			
Access Points	51%			
Wireless Controller systems	35%			
Software to support these components	20%			
Support Services	12%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$1000/Item			
Installation		$300.00	$10,000/Item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$250.00
Design	$230.00
Planning	$250.00
Installation	$190.00
Configuration	$200.00
Maintenance	

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	Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0	
Manufacturer Name:	Ruckus 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	30%			
Firewall services and components	0%			
Routers	50%			
Switches	50%			
Access Points	50%			
Wireless Controller systems	35%			
Software to support these components	10%			
Support Services	10%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$500/Item			
Installation		$300.00	$1000/item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Houtly Rate
Evaluation	$190.00
Design	$240.00
Planning	$240.00
Installation	$180.00
Configuration	$250.00
Maintenance	$230.00

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	Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

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			
Antennas, connectors and related	25%			
Firewall services and components	32%			
Routers	36%			
Switches	36%			
Access Points	37%			
Wireless Controller systems	32%			
Software to support these components	37%			
Support Services	25%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$1000/Item			
Installation		$300.00	$10,000/Item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$190.00
Design	$240.00
Planning	$240.00
Installation	$180.00
Configuration	$250.00
Maintenance	$230.00

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	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Tripplite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		

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

A. Broadband Internal Connections
Failure to provide a discount percentage off on all line items in Section A. Broadband Internal Connections SHALL ITeem the bidder Non-Responsive.

Description	Minimum Percentage Discount Off MSRP			
Antennas, connectors and related	20%			
Firewall services and components	15%			
Routers	41%			
Switches	41%			
Access Points	41%			
Wireless Controller systems	20%			
Software to support these components	20%			
Support Services	20%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service	$1000/Item			
Installation		$300.00	$10,000/Item	
Hardware (if to be owned by school or library)				20%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$250.00
Wire/Cable maintenance	$230.00
Configuration Changes	$250.00
Basic Technical Support (online or phone)	$190.00
Software upgrades, patches	$200.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$190.00
Design	$240.00
Planning	$240.00
Installation	$180.00
Configuration	$250.00
Maintenance	$230.00

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	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer	Minimum Percentage Discount Off MSRP	List Manufacturer
Cabling	20%	APC		N/A	7%	Eaton/Trippilite	30%	Vertiv		N/A		N/A		
Racks	20%	APC		N/A	7%	Eaton/Trippilite	30%	Vertiv		N/A		N/A		
UPS	20%	APC	30%	Orion	7%	Eaton/Trippilite	30%	Vertiv		N/A		N/A		
Firewalls		N/A		N/A		N/A		N/A	Hardware: 20% Support: 10% Professional Services: 0%	Palo Alto	Hardware: 11% Software: 8% Professional Services: 8%	Barracuda		