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	42%			
Firewall services and components	42%			
Routers	42%			
Switches	42%			
Access Points	42%			
Wireless Controller systems	42%			
Software to support these components	22%			
Support Services	15%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (per managed device, per month)	$300.00			
Installation		$335.00		
Hardware (if to be owned by school or library)				15%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$335.00
Wire/Cable maintenance	
Configuration Changes	$335.00
Basic Technical Support (online or phone)	$335.00
Software upgrades, patches	$335.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$335.00
Design	$335.00
Planning	$335.00
Installation	$335.00
Configuration	$335.00
Maintenance	$335.00

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		N/A				
Racks	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
UPS	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
Firewalls	10%	Palo Alto Networks	5%	Palo Alto Networks (Support)		

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	48%			
Firewall services and components	48%			
Routers	48%			
Switches	48%			
Access Points	48%			
Wireless Controller systems	48%			
Software to support these components	27%			
Support Services	27%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (per managed device, per month)	$300.00			
Installation		$335.00		
Hardware (if to be owned by school or library)				15%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$335.00
Wire/Cable maintenance	
Configuration Changes	$335.00
Basic Technical Support (online or phone)	$335.00
Software upgrades, patches	$335.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$335.00
Design	$335.00
Planning	$335.00
Installation	$335.00
Configuration	$335.00
Maintenance	$335.00

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		N/A				
Racks	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
UPS	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
Firewalls	10%	Palo Alto Networks	5%	Palo Alto Networks (Support)		

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	40%			
Routers	40%			
Switches	40%			
Access Points	40%			
Wireless Controller systems	40%			
Software to support these components	40%			
Support Services	32%			

B. Managed Internal Broadband Services

Description	Maximum Monthly Rate	Maximum Hourly Rate	Maximum Flat Fee	Minimum Percentage Discount Off MSRP
Service (per managed device, per month)	$300.00			
Installation		$335.00		
Hardware (if to be owned by school or library)				15%

C. Basic Maintenance of Eligible Broadband Internal Connections

Description	Maximum Hourly Rate
Repair/Upkeep of eligible hardware	$335.00
Wire/Cable maintenance	
Configuration Changes	$335.00
Basic Technical Support (online or phone)	$335.00
Software upgrades, patches	$335.00

D. Additional Value Added Reseller Services

Description	Maximum Hourly Rate
Evaluation	$335.00
Design	$335.00
Planning	$335.00
Installation	$335.00
Configuration	$335.00
Maintenance	$335.00

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		N/A				
Racks	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
UPS	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
Firewalls	10%	Palo Alto Networks	5%	Palo Alto Networks (Support)		

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	45%			
Firewall services and components	45%			
Routers	45%			
Switches	45%			
Access Points	45%			
Wireless Controller systems	45%			
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 (per managed device, per month)	$300.00			
Installation		$335.00		
Hardware (if to be owned by school or library)				15%

C. Basic Maintenance of Eligible Broadband Internal Connections	
Description	**Maximum Hourly Rate**
Repair/Upkeep of eligible hardware	$335.00
Wire/Cable maintenance	
Configuration Changes	$335.00
Basic Technical Support (online or phone)	$335.00
Software upgrades, patches	$335.00

D. Additional Value Added Reseller Services	
Description	**Maximum Hourly Rate**
Evaluation	$335.00
Design	$335.00
Planning	$335.00
Installation	$335.00
Configuration	$335.00
Maintenance	$335.00

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		N/A				
Racks	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
UPS	18%	APC by Schneider Electric	5%	APC by Schneider Electric (Support)		
Firewalls	10%	Palo Alto Networks	5%	Palo Alto Networks (Support)		