ATTACHMENT B - BIDDING SCHEDULE REVISED Ver. 3.0				
Manufacturer Name:	Cisco Systems			
A. Broadband Internal Connections				
Description	**Minimum Percentage Discount Off MSRP**			
Antennas, connectors and related	39%			
Firewall services and components	39%			
Routers	39%			
Switches	39%			
Access Points	39%			
Wireless Controller systems	39%			
Software to support these components	39%			
Support Services	12%			

B. Managed Internal Broadband Services				
Description	**Maximum Monthly Rate**	**Maximum Hourly Rate**	**Maximum Flat Fee**	**Minimum Percentage Discount Off MSRP**
Service	$64,000.00			
Installation		$400.00	$10,000,000.00	
Hardware (if to be owned by school or library)				0%

C. Basic Maintenance of Eligible Broadband Internal Connections	
Description	**Maximum Hourly Rate**
Repair/Upkeep of eligible hardware	$400.00
Wire/Cable maintenance	$400.00
Configuration Changes	$400.00
Basic Technical Support (online or phone)	$400.00
Software upgrades, patches	$400.00

D. Additional Value Added Reseller Services	
Description	**Maximum Hourly Rate**
Evaluation	$424.00
Design	$374.57
Planning	$371.18
Installation	$247.68
Configuration	$368.05
Maintenance	$293.46

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	-	-	-	-	-	-
Racks	25%	Schneider Electric	30%	Vertiv	-	-
UPS	25%	Schneider Electric	30%	Vertiv	-	-
Firewalls	20% off Hardware 15% off Subscriptions & Subscription Renewals 10% off Support & Support Renewals 0% off Professional Services & Training (PAN-EDU-TRAINING-100) 0% off Labs	Palo Alto	-	-	-	-