1   Please list your minimum discounts for the following Product Categories and Manufacturers. Additional product categories and manufacturers may be added.

Product Category	MFR	Minimum Discount % off List	
Servers			
	Dell	25%	
	Hewlett-Packard	32%	
	Fujitsu	NA	
	Cisco	55%	
Newtwork Hardware			
	Aruba	21%	
	Arista	7%	
	Juniper	45%	
	Cisco	41%	
	o Switches/Meraki	41%	
	o Routers	41%	o
	Security/FW	41%	
	o Wireless	41%	
	o Network Appliances	41%	
	o Maintenance	12%-20%	
	F5 Networks	8%	
	Gigamon	6%	
	Palo Alto	5%	
Telecom Equipment			
	Polycom	NA	
	Cisco	41%	
Data Storage			
	Dell	30%	
	EMC	30%	
	Fujitsu	NA	
	NetApp	20%	
	Nutanix	7%	
	Pure Storage	45%	
	HPE	32%	
Desktop Computers			
	Dell	15%	
	Apple	NA	We can source but will depend on distribution
	Hewlett-Packard	4%	
	Lenovo	6%	
Laptop Computers			
	Dell	15%	
	Apple	NA	
	Hewlett-Packard	4%	
	Lenovo	6%	
	Panasonic	5%	
Tablet Computers			
	Apple	NA	
	Microsoft	1%	
Printers			
	Hewlett-Packard	4%	
	Dell	32%	
Monitors			
	NEC	5%	
I/O Devices			
	Logitech	3%	
Projectors			
	Epson	3%	
	NEC	3%	
Cables			
Software			
	Acquia	8%	
	Adobe	2%	
	Akamai	15.00%	
	Arista	7%	
	AWS	5%	
	Box	10%	
	CA Technologies	5%	
	CheckMarx	10%	
	Citrix	9%	
	Cylance	6%	
	DocuSign	8%	
	Elastic	2%	
	FireEye	6%	
	Forescout	7%	
	Google	5%	
	Granicus	7%	
	Infoblox	8%	
	Kofax	6%	
	Linkedin	5%	
	McAfee	20%	
	Microfocus	5%	
	Microsoft	2%	
	New relic	3%	
	Nutanix	7%	
	Okta	15%	

	Proofpoint	5%
	Recorded Future	10%
	RedHat	6%
	RSA	6%
	Salesforce	5%
	SAP	10%
	Secureworks	5%
	ServiceNow	5%
	Skybox	5%
	Solarwinds	5%
	Splunk	4%
	Symantec	15%
	Tableau	5%
	Tanium	10%
	Tenable	5%
	UiPath	5%
	Varonis	4%
	vbrick	20%
	Veeam	5%
	Veritas	10%
	VMWare	19%
	Zscaler	15%
	SecureW2	0%
Other		
	Expel.IO	5%
	Pentax	0%
	Rubrick	0%
	Applied Data Systems	0%
	APC	0%
	A10	0%
	Infor	0%
	CrowdStrike	0%
	Bright	0%
	Galvanize	0%
	Intel	0%
	Spinklr	0%
	Mission Critical Institute	0%
	Meltwater	0%
	Mellanox	0%
	KeySight	0%
	APC	0%
	Quantum	0%
	Career Builder	0%
	SpinTouch	0%
	Sophos	0%
	Box Inc.	0%
	CityBase	0%
	Atlassian	0%
	IBM	0%
	Centrify	0%
	Cisco Duo	0%
	LeepFrog	0%
	Everbridge	0%
	BlueCat	0%
	CineMassive	0%
	Advance HPC	0%
	SpeedGoat	0%
	CyberArk	0%
	Intrado	0%
	Collibra	0%
	Gimmal	0%
	Zoom	0%
	Trustwave	0%
	Google Cloud	0%
	Google Workspace	0%
	Google Maps	0%
	Google Apigee	0%
	Google Looker	0%
	Calero-MDSL	0%
	Seagate	0%
	Sumologic	0%
	CRG	0%
	Rock Solid	0%
	Alida	0%
	INFORMA	0%
	Alchemy	0%
	Udemy	0%
	Workiva	0%
	Bitly	0%
	Smartling	0%
	Rave Mobile	0%
	Supermicro	0%
	Gigabyte	0%
	Akips	0%
	Motimatic	5%
	FOM Networks	2%
	Cloudflare	2%
	UKG	2%
	Constant Technologies	2%
	HID Global	2%
	Anaplan	0%
	Planview	2%
	Gitlab	5%
	Rapid7	1%

	Flock Safety	2%
	MicroStrategy	0%
	HRchitect •HCM IT Consulting •Fixed Fee Labor •Implementation •Client Side Advisory and Project Management Servies.	Fixed Fee
Hardware Maintenance		2%	* Will vary greatly depending on MFR and reseller of record
Software Maintenance		2%	* Will vary greatly depending on MFR and reseller of record

2. Please list your hourly rates for the following professional services: Additional services may be added.

Services		Hourly Rate
Project Manager		$116.00
Project Trainer		$211.59
Systems Engineer		$220.00
Network Engineer		$203.13
Software Developer		$217.01
Computer Technician		$190.00
Senior Implementation & Configuration Manager		$380.00
Professional Services Engineer		$305.00
Project Manager (InfoBlox)		$310.00
Professional Services Engagement (InfoBlox)		$320.00
Project Management Labor (Constant Technologies Inc]		$161.70
Project Engineering and Construction Drawings (Constant Technologies Inc)		$161.70
Offsite Rack Fabrication and Technology Integration (Constant Technologies Inc]		$122.50
Project Onsite Install Labor (Constant Technologies Inc)		$171.50
Project Onsite System Programming Commissioning Testing and Training (Constant Technologies Inc)		$171.50
Custom programming for control system (Constant Technologies Inc)		$210.70

3. Please list your MAXIMUM Mark-Ups:

Value Added Reseller	%
Hardware Maximum Mark-Up	20%
Software Maximum Mark-Up	20%
Services Maximum Mark-Up	20%