

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%
Network Hardware		
	Aruba	21%
	Arista	7%
	Juniper	45%
	Cisco	41%
	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
	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%

We can source but will depend on distribution

	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%
Other		
	Pentax	0%
	Rubrick	0%
	Applied Data Systems	0%
	Bright	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%
Hardware Maintenance		2%
Software Maintenance		2%

* Will vary greatly depending on MFR and reseller of record

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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

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%