

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
<b>Servers</b>		
	Dell	25%
	Hewlett-Packard	32%
	Fujitsu	NA
	Cisco	55%
<b>Network Hardware</b>		
	Aruba	21%
	Arista	7%
	Juniper	45%
	Cisco	41%
	o Switches/Meraki	41%
	o Routers	41%
	o Security/FW	41%
	o Wireless	12%-20%
	o Network Appliances	
	o Maintenance	
	F5 Networks	8%
	Gigamon	6%
	Palo Alto	5%
	NetGear	2%
	Weltron	2%
	Liberty Wire & Amp, Cable Inc	2%
<b>Telecom Equipment</b>		
	Polycom	NA
	Cisco	41%
<b>Data Storage</b>		
	Dell	30%
	EMC	30%
	Fujitsu	NA
	NetApp	20%
	Nutanix	7%
	Pure Storage	45%
	HPE	32%
<b>Desktop Computers</b>		
	Dell	15%
	Apple	NA
	Hewlett-Packard	4%
	Lenovo	6%
<b>Laptop Computers</b>		
	Dell	15%
	Apple	NA
	Hewlett-Packard	4%
	Lenovo	6%
	Panasonic	5%
<b>Tablet Computers</b>		
	Apple	NA
	Microsoft	1%
<b>Printers</b>		
	Hewlett-Packard	4%
	Dell	32%

We can source but will depend on distribution

<b>Monitors</b>		
	NEC	5%
	Planar	2%
	Samsung	2%
<b>I/O Devices</b>		
	Logitech	3%
	Electrovoice	2%
	Middle Atlantic Products, Inc	2%
	Startech	2%
	Sound Control Technologies	2%
<b>Projectors</b>		
	Epson	3%
	NEC	3%
<b>Cables</b>		
<b>Software</b>		
	Acquia	8%
	Adobe	2%
	Akamai	15.00%
	Arista	7%
	Atlassian	0%
	AWS	5%
	Box	10%
	CA Technologies	5%
	CheckMarx	10%
	Cisco Duo	0%
	Citrix	9%
	Cloudflare	2%
	CrowdStrike	0%
	CyberArk	0%
	Cylance	6%
	DocuSign	8%
	Elastic	2%
	FireEye	6%
	Forescout	7%
	Google	5%
	Google Apigee	0%
	Google Cloud	0%
	Google Looker	0%
	Google Maps	0%
	Google Workspace	0%
	Granicus	7%
	Infoblox	8%
	JAMF	5%
	Kofax	6%
	KnowBe4	1%
	Linkedin	5%
	McAfee	20%
	Microfocus	5%
	Microsoft	2%
	MicroStrategy	0%
	New relic	3%
	Nutanix	7%
	Okta	15%
	Proofpoint	5%
	Rapid7	1%
	Recorded Future	10%
	RedHat	6%
	RSA	6%
	Rubrick	0%
	Salesforce	5%
	SAP	10%

	Secureworks	5%
	ServiceNow	5%
	Skybox	5%
	Solarwinds	5%
	Sophos	0%
	Splunk	4%
	Symantec	15%
	Tableau	5%
	Tanium	10%
	Tenable	5%
	UiPath	5%
	Varonis	4%
	vbrick	20%
	Veeam	5%
	Veritas	10%
	VMWare	19%
	Wasabi	5%
	Zscaler	15%
	SecureW2	0%
<b>Other</b>		
	A10	0%
	Advance HPC	0%
	Akips	0%
	Alchemy	0%
	Alertus	1%
	Alida	0%
	AMX	2%
	Anaplan	0%
	APC	0%
	Applied Data Systems	0%
	Biamp	2%
	Bitly	0%
	BlueCat	0%
	Box Inc.	0%
	Bright	0%
	Calero-MDSL	0%
	Career Builder	0%
	Centrify	0%
	Cireson	0%
	CityBase	0%
	Collibra	0%
	Constant Technologies	2%
	CRG	0%
	Everbridge	0%
	Expel.IO	5%
	Extron	2%
	Flock Safety	2%
	FOM Networks	2%
	Galvanize	0%
	Gigabyte	0%
	Gimnal	0%
	Gitlab	5%
	Haivision	2%
	HID Global	2%
	HRchitect •HCM IT Consulting •Fixed Fee Labor •Implementation •Client Side Advisory and Project Management Servies.	Fixed Fee
	IBM	0%
	Imprivata	0%
	Infor	0%
	INFORMA	0%

	Intel	0%
	Intrado	0%
	Kanguru	2%
	KeySight	0%
	LeepFrog	0%
	Maximus	0%
	Mellanox	0%
	Meltwater	0%
	Mission Critical Institute	0%
	Motimatic	5%
	Pathful	2%
	Peerless	2%
	Pentax	0%
	Planview	2%
	Preparis	0%
	Quantum	0%
	Rave Mobile	0%
	Rock Solid	0%
	Seagate	0%
	Smartling	0%
	Solvaria	0%
	SpeedGoat	0%
	Spinklr	0%
	SpinTouch	0%
	Sumologic	0%
	Supermicro	0%
	ThreatLocker	0%
	Tripplite	2%
	Trustwave	0%
	Udemy	0%
	UKG	2%
	Workiva	0%
	Vertiv	2%
	Zoom	0%
	Faronics	0%
	OpenGov	0%
	Progress Software	2%
<b>Hardware Maintenance</b>		2%
<b>Software Maintenance</b>		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
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)	\$171.50
Project Onsite Install Labor ( Constant Technologies Inc)	\$171.50
Project Onsite System Programming Commissioning Testing and Training ( Constant Technologies Inc)	\$210.70
Constant Technologies Console Installation: Includes unloading layout and installation of all consoles and CTI provided accessories - hourly	\$122.50
OFE Monitor Installation: Includes unboxing installing counter-balancing and cable management of (12) OFE monitors onto monitor arms (Monitor video and power cables provided by Client) - per monitor	\$44.10
Custom programming for control system ( Constant Technologies Inc)	\$210.70
Business Analyst Level 3 - Senior	\$137.60
Project Manager / Scrum Master Level 3 - Senior	\$134.38
Enterprise Architect Level 3 - Senior	\$145.13
Security Engineer (Palo Alto) Regular Business Hours	\$235.00
Security Engineer (Palo Alto) After Regular Business Hours	\$352.50
.Net Application Developer Level 3 - Senior	\$139.75
.Net Application Developer Level 2 - Mid	\$129.00
Database Administrator Level 3 - Senior	\$147.80
Software Tester / QA Analyst Level 3 - Senior	\$134.38
Software Tester / QA Analyst Level 2 - Mid	\$96.75

**3. Please list your MAXIMUM Mark-Ups:**

<b>Value Added Reseller</b>	<b>%</b>
Hardware Maximum Mark-Up	20%
Software Maximum Mark-Up	20%
Services Maximum Mark-Up	20%