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

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Product Category	MFR	Minimum Discount % off List	
Servers			
	Dell		25%
	Hewlett-Packard		32%
	Fujitsu		NA
	Cisco		55%
Network Hardware			
	Aruba		21%
	Arista		7%
	Cohesity		2%
	Juniper		45%
	Cisco		
	o Routers	41%	41%
	o Wireless	41%	12%-20%
	o Network Appliances	41%	41%
	o Maintenance		
	o Security/FW		
	o Switches/Meraki		
	F5 Networks		8%
	Gigamon		6%
	Palo Alto		5%
	NetGear		2%
	Weltron		2%
	Liberty Wire & Amp, Cable Inc		2%
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%
	Planar		2%
	Samsung		2%
I/O Devices			
	Logitech		3%
	Electrovoice		2%
	Middle Atlantic Products, Inc		2%
	Startech		2%
	Sound Control Technologies		2%
Projectors			
	Epson		3%
	NEC		3%
Cables			
Software			
	Acquia		8%
	Adobe		2%
	Akamai		15.00%
	Arista		7%
	Atlassian		0%
	Arctic Wolf (Entire offering; PLUS, MDR, MR, EDR)		4%
	Box		10%

Apple: We can source but will depend on distribution

		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%
Other			
		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%
		Gimmal	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
	i3 Verticals	0%
	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%
	TransUnion	2%
	Trustwave	0%
	Udemy	0%
	UKG	2%
	Workiva	0%
	Vertiv	2%
	Vimeo	2%
	Zoom	0%
	Faronics	0%
	OpenGov	0%
	Progress Software	2%
	Cribl	2%
	Grammarly	2%
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)		$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:

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