

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

1

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%
	Ubiquiti		2%
	Liberty Wire & Amp, Cable Inc		2%
Telecom Equipment			
	Polycorn		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		2%
	Barco		2%
	AV Tech		2%
	Electrovoice		2%
	Middle Atlantic Products, Inc		2%
	Startech		2%
	Sound Control Technologies		2%
	Zebra		0%
	Wasp		0%
	Honeywell		0%
Projectors			
	Epson		3%
	NEC		3%
Cables	Cables to Go		2%
Software			

We can source but will depend on distribution

	Acquia	8%
	Adobe	2%
	Akamai	15.00%
	Arista	7%
	Atlassian	0%
	Arctic Wolf (Entire offering; PLUS, MDR, MR, EDR)	4%
	Autodesk	0%
	Box	10%
	CA Technologies	5%
	Cellebrite	0%
	CheckMarx	10%
	Cisco Duo	0%
	Citrix	9%
	Cloudflare	2%
	CrowdStrike	0%
	CyberArk	0%
	Cylance	6%
	DocuSign	8%
	EdSights	2%
	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%
	Huntress	0%
	Infoblox	8%
	JAMF	5%
	JetStream	1%
	Kofax	6%
	KnowBe4	1%
	LinkedIn	5%
	Magnet	0%
	McAfee	20%
	Microfocus	5%
	Microsoft	2%
	MicroStrategy	0%
	New relic	3%
	Nutanix	7%
	Okta	15%
	Opsin	1%
	Proofpoint	5%
	Rapid7	1%
	Recorded Future	10%
	RedHat	0%
	RSA	6%
	Rubrick	0%
	Salesforce	5%
	SAP	10%
	Secureworks	5%
	ServiceNow	5%
	Skybox	5%
	Software Unlimited	2%
	Solarwinds	5%
	SonarSource	2%
	Sonatype	1%
	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%
	Zendesk	0%
	Zscaler	15%
	SecureW2	0%
Other		
	A10	0%
	Advance HPC	0%
	AI Edge	0%
	Akips	0%
	Alchemy	0%
	Alertus	1%
	Alida	0%
	AMX	2%
	Anaplan	0%
	APC	0%
	Applied Data Systems	0%
	Armada	0%
	Atlantic Data Security	2%

	Axis	0%
	Biamp	2%
	Bitly	0%
	BlueCat	0%
	Box Inc.	0%
	Bright	0%
	Calero-MDSL	0%
	Career Builder	0%
	Career Launch Academy	2%
	Centrify	0%
	Cireson	0%
	CityBase	0%
	Colibra	0%
	Constant Technologies	2%
	CRG	0%
	Datasnipper	2%
	Delinea	0%
	Diligent	1%
	Envisionware	0%
	Everbridge	0%
	Expel.IO	5%
	Experian	2%
	Extron	2%
	Faronics	0%
	Flock Safety	2%
	FOM Networks	2%
	Galvanize	0%
	GetData	0%
	Gigabyte	0%
	Gimmal	0%
	Gitlab	5%
	Global Learning	1%
	Graylog	0%
	Haivision	2%
	HID Global	2%
	HRchitect •BCM IT Consulting •Fixed Fee Labor •Implementation •Client Side Advisory and Project Management Servies.	Fixed Fee
	Honk	0%
	i3 Verticals	0%
	IBM	0%
	Ideagen	0%
	Imprivata	0%
	Infor	0%
	INFORMA	0%
	Intel	0%
	Intrado	0%
	Kanguru	2%
	Keeper Security	2%
	KeySight	0%
	LeepFrog	0%
	Maximus	0%
	MellanoX	0%
	Meltwater	0%
	Mission Critical Institute	0%
	Motimatic	5%
	Neverfail	0%
	NGWeb Solutions	0%
	Nice Label	0%
	OnBoard	2%
	OpKey	0%
	Origami	0%
	Pathful	2%
	Peerless	2%
	Pentax	0%
	Placer.AI	2%
	Planview	2%
	Preparis	0%
	Quantum	0%
	Rave Mobile	0%
	RFSmart	0%
	Rock Solid	0%
	Seagate	0%
	Signal Tech	0%
	SkyHigh	0%
	Smartling	0%
	Smartsheet	0%
	Solvaria	0%
	SpeedGoat	0%
	Spinkl	0%
	SpinTouch	0%
	SpotGenius	0%
	Sprout Social	1%
	Sumologic	0%
	Supermicro	0%
	ThreatLocker	0%
	Traffic Jam	0%

	Tricentis	2%
	Triplite	2%
	TransUnion	2%
	Trellix	0%
	Trustwave	0%
	Ubiquitus	0%
	Udemy	0%
	UKG	2%
	Workiva	0%
	Vertiv	2%
	Vimeo	2%
	Vispero	2%
	WalkMe	0%
	WyeBot	0%
	Zoom	0%
	Faronics	0%
	OpenGov	0%
	Progress Software	2%
	Cribl	2%
	Grammarly	2%
Hardware Maintenance		2%
Software Maintenance		2%

* Will vary greatly depending on MFR and reseller of record

* 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
Smartsheet Consulting Retainer Fee	\$289.38
Solvaria DBA Support	\$185.00
.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
RF-SMART Consulting Services	\$265.00

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%