

AUG 08 2018

NOTICE OF AWARD
REVISED

CONTRACT TITLE: IT Network Technical Consulting

CONTRACT NUMBER(S): 4400008557, 4400008558, 4400008559, 4400008560,
4400008571, 4400008572, 4400008573, 4400008574

NIGP CODE(S): 91890, 20464, 20890, 91806, 96190, 91829, 92037, 91895,
92047, 91830, 93921

CONTRACT PERIOD: Date of award Through June 30, 2023

RENEWALS: Five (5) one-year

SOLICITATION NUMBER: RFP2000002384

SUPERCEDES CONTRACT(S): 4400001448, 4400001449, 4400001450, 4400001442,
4400001453, 4400001454, 4400001455, 4400001457,
4400005942

TERMS: NET 30

FOB: DESTINATION

PRICES: SEE PRICING SCHEDULE

OPS CONTACT: Samira Mkaimel
Contract Administrator
Phone: (571) 423-3598
E-Mail: smkaimel@fcps.edu

Boyd
8/7/18

CONTRACTOR(S):

Electronic Systems, Inc. (ESI)
369 Edwin Drive
Virginia Beach, VA 23462

Contact: Lisa Folk
Telephone: (240) 205-4622
Email: lisa.folk@esi.net

CONTRACT NO

4400008557

SUPPLIER ID(S):

1000000119
Categories A, B, C, D,
E, and F

CONTRACTOR(S):

22nd Century Technologies
8251 Greensboro Dr., Suite 900
McLean, VA 22101

Contact: Kulpreet Singh
Telephone: (888) 998-7284
Email: Govt@tscti.com

CONTRACT NO

4400008558

SUPPLIER ID(S):

1000039057
Categories A, B, C, D,
E, and F

CONTRACTOR(S):

Daly Computers, Inc.
22521 Gateway Center Drive
Clarksburg, MD 20871

Contact: Jeff Di Bella
Telephone: (800) 955-3259 x 455
Email: jeff.dibella@daly.com

CONTRACT NO

4400008559

SUPPLIER ID(S):

1000011803
Categories A, B, D, E,
and F

CONTRACTOR(S):

Novalink Solutions, LLC
2180 Satellite Blvd. Ste. 400
Duluth, GA 30097

Contact: Maya Huyen Mitchell
Telephone: (678) -773-6322
Email: novalink.newbiz@novalink-solutions.com

CONTRACT NO

4400008560

SUPPLIER ID(S):

1000039059
Categories A, B, C,
and D

<u>CONTRACTOR(S):</u>	<u>CONTRACT NO</u>	<u>SUPPLIER ID(S):</u>
Dimension Data North America, Inc. 11006 Rushmore Drive, Suite 300 Charlotte, NC 28277	4400008571	1000011414 Categories A, B, C, and D
Contact: Erika Valentine Telephone: (571) 203-4104 Email: erika.valentine@dimensiondata.com		
<u>CONTRACTOR(S):</u>	<u>CONTRACT NO</u>	<u>SUPPLIER ID(S):</u>
Networking For Future, Inc. (NFF) 139 Pennsylvania Ave NW Suite 1210 Washington, DC 20004	4400008572	1000039055 Categories C, and D
Contact: Michael McDonald Telephone: (202) 266-4741 Email: mmcdonald@nffinc.com		
<u>CONTRACTOR(S):</u>	<u>CONTRACT NO</u>	<u>SUPPLIER ID(S):</u>
ProSys Information Systems, Inc. (ProSys) 6025 The Corners Pkwy., Suite 120 Norcross, GA 3009	4400008573	1000039058 Categories C, and D
Contact: David Tagget Telephone: (443) 745-0840 Email: david.tagget@prosysis.com		
<u>CONTRACTOR(S):</u>	<u>CONTRACT NO</u>	<u>SUPPLIER ID(S):</u>
Securance, LLC (Securance Consulting) 13904 Monroes Business Park Tampa, FL 33635	4400008574	1000039056 Category D
Contact: Gillian Tedeschi Telephone: (877) 578-0215 ext. 111 Email: gtedeschi@securanceconsulting.com		

ORDERING INSTRUCTIONS:

Any county department may create a shopping cart into FOCUS (Fairfax County Unified System) indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number.

Requests exceeding the small purchase threshold will be routed to OPS and a purchase order will be executed.

A handwritten signature in black ink, appearing to read 'Mkaimel', with a stylized flourish at the end.

Samira Mkaimel
Contract Administrator

DISTRIBUTION:

FCPS - DIT – Jean Welsh

PRICING SCHEDULE

CONTRACT: 4400008557
Electronic Systems, Inc. (ESI)

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
A. Administrative				
1. Technical Writer	\$76.00	\$69.92	\$68.40	\$66.88
2. Project Leader	\$124.00	\$114.08	\$111.60	\$109.12
B. Network Support (DATA)				
1. Network Analyst I	\$62.00	\$57.04	\$55.80	\$54.56
2. Network Analyst II	\$79.00	\$72.68	\$71.10	\$69.52
3. Network Analyst III	\$85.00	\$78.20	\$76.50	\$74.80
C. Voice over IP (VOIP)				
1. VOIP Technician	\$85.00	\$78.20	\$76.50	\$74.80
2. VOIP Engineer	\$205.00	\$188.60	\$184.50	\$180.40
D. Cloud Architecture, Data Security and Disaster Recovery				
1. System Architect	\$135.00	\$124.20	\$121.50	\$118.80
2. Cloud Architect	\$135.00	\$124.20	\$121.50	\$118.80
3. Security and DR Analyst I	\$115.00	\$105.80	\$103.50	\$101.20
4. Security and DR Analyst II	\$135.00	\$124.20	\$121.50	\$118.80
5. Security and DR Analyst III	\$155.00	\$142.20	\$139.50	\$136.40
E. PC Peripheral Support				
1. Computer Technician	\$57.00	\$52.44	\$51.30	\$50.16
2. AV Technician	\$60.00	\$55.20	\$54.00	\$52.80
F. Service Desk/ NOC Support				
1. Services Desk Analyst I	\$47.00	\$43.24	\$42.30	\$41.36
2. Services Desk Analyst II	\$59.00	\$54.28	\$53.10	\$51.92
3. Services Desk Analyst III	\$71.00	\$65.32	\$63.90	\$62.48

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
Other:				
1. Storage/Back-up Engineer	\$115.00	\$105.80	\$103.50	\$101.20
2. Converged Infrastructure Expert	\$135.00	\$124.20	\$121.50	\$118.80
3. Microsoft Exchange Engineer	\$135.00	\$124.20	\$121.50	\$118.80
4. VmWare Engineer	\$135.00	\$124.20	\$121.50	\$118.80
5. Aruba Wireless Engineer	\$135.00	\$124.20	\$121.50	\$118.80
6. Aruba Networking Engineer	\$135.00	\$124.20	\$121.50	\$118.80
7. Business Analyst	\$135.00	\$124.20	\$121.50	\$118.80

8. VOIP Engineer Cisco Certified Network Associate (CCNA)	\$135.00	\$124.20	\$121.50	\$118.80
9. VOIP Engineer Cisco Certified Network Professional (CCNP)	\$155.00	\$142.60	\$139.50	\$136.40
10. Network Cisco Certified Network Associate (CCNA)	\$135.00	\$124.20	\$121.50	\$118.80
11. Network Cisco Certified Network Professional (CCNP)	\$155.00	\$142.60	\$139.50	\$136.40
12. Network Cisco Certified Internetwork Expert (CCIE)	\$205.00	\$188.60	\$184.50	\$180.40

Product Discounts

CONTRACT: 4400008557
Electronic Systems, Inc. (ESI)

Manufacturer	Percentage Discount
Aruba	25.00%
Bluecoat	0.00%
Cisco	25% (Hardware) 7% (Smartnet)
EMC	13% (Hardware) 7% (Support)
F5	0.00%
Fortinet	0.00%
Juniper	0.00%
Hewlett Packard (HP)	18% (Servers, Storage, Hyperconverged, Networking) 15% (PC's) 10% (Print) 7% (Support)
Mitel	0.00%
McAfee	0.00%
Palo Alto	5.00%
Solarwinds	0.00%
Symantec	10.00%
Forcepoint	0.00%
Additional Manufacturers	Percentage Discount
Meraki (Cisco)	25.00%
Microsoft	1.00%
Acer	3.00%
Dell	18% (Servers, Storage, Networking) 15% (PC's) 10% (Print) 7% (Support)
Barracuda	7.00%
Google	1.00%
Lenovo	12% (Servers and Storage) 15% (PC's)
Panasonic	5.00%
Emerson-Liebert	10.00%
Veeam	10% (Product) 1% (Support)
VMWare	10% (Product) 1% (Support)
Webroot	5.00%
Zerto	5.00%

CONTRACT: 4400008558
22nd Century Technologies

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
A. Administrative				
1. Technical Writer	\$57.23	\$56.09	\$55.51	\$54.94
2. Project Leader	\$105.73	\$103.62	\$102.56	\$101.50
B. Network Support (DATA)				
1. Network Analyst I	\$52.38	\$51.33	\$50.81	\$50.28
2. Network Analyst II	\$66.93	\$65.59	\$64.92	\$64.25
3. Network Analyst III	\$86.33	\$84.60	\$82.88	\$83.74
C. Voice over IP (VOIP)				
1. VOIP Technician	\$66.93	\$65.59	\$64.92	\$64.25
2. VOIP Engineer	\$86.33	\$84.60	\$83.74	\$82.88
D. Cloud Architecture, Data Security and Disaster Recovery				
1. System Architect	\$115.43	\$113.12	\$111.97	\$110.81
2. Cloud Architect	\$115.43	\$113.12	\$111.97	\$110.81
3. Security and DR Analyst I	\$76.63	\$75.10	\$74.33	\$73.56
4. Security and DR Analyst II	\$91.18	\$89.36	\$88.44	\$87.53
6. SIEM Analyst I	\$81.48	\$79.85	\$79.04	\$78.22
7. SIEM Analyst II	\$96.03	\$94.11	\$93.15	\$92.19
E. PC Peripheral Support				
1. Computer Technician	\$47.53	\$46.58	\$46.10	\$45.63
2. AV Technician	\$57.23	\$56.09	\$55.51	\$54.94
F. Service Desk/ NOC Support				
1. Services Desk Analyst I	\$42.68	\$41.83	\$41.40	\$40.97
2. Services Desk Analyst II	\$52.38	\$51.33	\$50.81	\$50.28
3. Services Desk Analyst III	\$66.93	\$65.59	\$64.92	\$64.25

Product Discounts

CONTRACT: 4400008558
22nd Century Technologies

Manufacturer	Percentage Discount
Aruba	1.50%
Bluecoat	1.00%
Cisco	2.00%
EMC	1.50%
F5	3.00%
Fortinet	2.00%

Juniper	3.00%
Hewlett Packard (HP)	2.00%
Mitel	1.00%
McAfee	4.00%
Palo Alto	2.00%
Solarwinds	3.00%
Symantec	2.50%
Forcepoint	2.00%

CONTRACT: 4400008559
Daly Computers, LLC

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
A. Administrative				
1. Technical Writer	\$65.00	\$55.00	\$50.00	\$45.00
2. Project Leader	\$110.00	\$95.00	\$90.00	\$85.00
B. Network Support (DATA)				
1. Network Analyst I	\$75.00	\$77.00	\$72.00	\$68.00
2. Network Analyst II	\$95.00	\$90.00	\$86.00	\$81.00
3. Network Analyst III	\$125.00	\$115.00	\$110.00	\$105.00
D. Cloud Architecture, Data Security and Disaster Recovery				
1. System Architect	\$110.00	\$108.00	\$99.00	\$90.00
2. Cloud Architect	\$120.00	\$105.00	\$95.00	\$85.00
3. Security and DR Analyst I	\$90.00	\$77.00	\$72.00	\$68.00
4. Security and DR Analyst II	\$105.00	\$90.00	\$86.00	\$81.00
5. Security and DR Analyst III	\$125.00	\$115.00	\$110.00	\$105.00
E. PC Peripheral Support				
1. Computer Technician	\$60.00	\$77.00	\$72.00	\$68.00
2. AV Technician	\$80.00	\$72.00	\$68.00	\$63.00
F. Service Desk/ NOC Support				
1. Services Desk Analyst I	\$50.00	\$45.00	\$42.50	\$40.00
2. Services Desk Analyst II	\$65.00	\$60.00	\$55.00	\$50.00
3. Services Desk Analyst III	\$85.00	\$77.00	\$68.00	\$59.00

Product Discounts

CONTRACT: 4400008559
Daly Computers, LLC

Manufacturer	Percentage Discount
Aruba	8-38%
Cisco	25-35%
EMC	10-25%
F5	5-8%
Fortinet	10-20%
Juniper	10-30%
Hewlett Packard (HP)	5-35%
McAfee	5-15%
Palo Alto	5-15%
Solarwinds	10.00%
Symantec	10-15%

Forcepoint	6.00%
Additional Manufacturers	Percentage Discount
Aerohive Networks	20.00%
Extreme Networks	3-35%
HP Inc.	13-29%
Ruckus Networks	10-58.5%
SMART Technologies	10-20%
APC/Schneider Electric	5-15%

CONTRACT: 4400008560
Novalink Solutions

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
A. Administrative				
1. Technical Writer	\$61.75	\$61.75	\$61.75	\$61.75
2. Project Leader	\$76.00	\$76.00	\$76.00	\$76.00
B. Network Support (DATA)				
1. Network Analyst I	\$60.00	\$60.00	\$60.00	\$60.00
2. Network Analyst II	\$70.00	\$70.00	\$70.00	\$70.00
3. Network Analyst III	\$75.00	\$75.00	\$75.00	\$75.00
C. Voice over IP (VOIP)				
1. VOIP Technician	\$40.00	\$40.00	\$40.00	\$40.00
2. VOIP Engineer	\$70.00	\$70.00	\$70.00	\$70.00
D. Cloud Architecture, Data Security and Disaster Recovery				
1. System Architect	\$104.50	\$104.50	\$104.50	\$104.50
2. Cloud Architect	\$123.50	\$123.50	\$123.50	\$123.50
3. Security and DR Analyst I	\$61.75	\$61.75	\$61.75	\$61.75
4. Security and DR Analyst II	\$71.25	\$71.25	\$71.25	\$71.25
5. Security and DR Analyst III	\$76.00	\$76.00	\$76.00	\$76.00
6. SIEM Analyst I	\$61.75	\$61.75	\$61.75	\$61.75
7. SIEM Analyst II	\$66.50	\$66.50	\$66.50	\$66.50

CONTRACT: 4400008571
Dimension Data North America

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
A. Administrative				
1. Technical Writer	\$84.00	\$84.00	\$81.00	\$77.00
2. Project Leader	\$119.00	\$119.00	\$114.00	\$109.00
B. Network Support (DATA)				
1. Network Analyst I	\$79.00	\$79.00	\$76.00	\$73.00
2. Network Analyst II	\$97.00	\$97.00	\$93.00	\$89.00
3. Network Analyst III	\$115.00	\$115.00	\$110.00	\$105.00
C. Voice over IP (VOIP)				
1. VOIP Technician	\$91.00	\$91.00	\$87.00	\$84.00
2. VOIP Engineer	\$125.00	\$125.00	\$120.00	\$115.00
D. Cloud Architecture, Data Security and Disaster Recovery				
1. System Architect	\$145.00	\$145.00	\$143.00	\$139.00
2. Cloud Architect	\$235.00	\$235.00	\$225.00	\$215.00
3. Security and DR Analyst I	\$125.00	\$105.80	\$103.50	\$101.20
4. Security and DR Analyst II	\$139.00	\$124.20	\$121.50	\$118.80
5. Security and DR Analyst III	\$145.00	\$142.20	\$136.40	\$136.40
6. SIEM Analyst I	\$98.00	\$98.00	\$94.00	\$90.00
7. SIEM Analyst II	\$111.00	\$111.00	\$106.00	\$102.00

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
Other:				
Business Analyst I	\$79	\$79	\$76	\$73
Business Analyst II	\$105	\$105	\$101	\$96
Business Analyst Consultant	\$235	\$235	\$225	\$215
Technical Project Manager I	\$94	\$94	\$90	\$88
Technical Project Manager II	\$112	\$112	\$107	\$103
Technical Project Manager III	\$131	\$131	\$126	\$120
Technical Project Manager Consultant	\$177	\$177	\$155	\$149
Technology Trainer/Writer II	\$92	\$92	\$88	\$84
Technology Trainer/Writer III	\$109	\$109	\$105	\$100
Technology Trainer/Writer Consultant	\$177	\$177	\$155	\$149
Management Analyst I	\$91	\$91	\$87	\$84
Management Analyst II	\$109	\$109	\$105	\$100
Management Analyst III	\$126	\$126	\$121	\$116
Management Analyst Consultant	\$235	\$235	\$225	\$215
Administrative I	\$77	\$77	\$74	\$71
Administrative II	\$95	\$95	\$91	\$87

Administrative III	\$112	\$112	\$107	\$103
Administrative Consultant	\$177	\$177	\$155	\$149
Documentation Specialist I	\$74	\$74	\$71	\$69
Documentation Specialist II	\$95	\$95	\$91	\$87
Documentation Specialist III	\$112	\$112	\$107	\$103
Documentation Specialist Consultant	\$176	\$176	\$155	\$149
Network Engineer Consultant	\$235	\$235	\$225	\$215
Citrix Administrator II	\$99	\$99	\$95	\$91
Citrix Administrator III	\$118	\$118	\$113	\$108
Citrix Administrator Consultant	\$235	\$235	\$225	\$215
Virtual Server Engineer I	\$81	\$81	\$79	\$74
Virtual Server Engineer II	\$95	\$95	\$91	\$87
Virtual Server Engineer III	\$124	\$124	\$119	\$114
Virtual Server Engineer Consultant	\$235	\$235	\$225	\$215
Wireless Device Analyst I	\$81	\$81	\$78	\$74
Wireless Device Analyst II	\$98	\$98	\$94	\$90
Wireless Device Analyst III	\$124	\$124	\$119	\$114
Wireless Device Analyst Consultant	\$235	\$235	\$225	\$215
SAN Engineer I	\$84	\$84	\$81	\$77
SAN Engineer II	\$95	\$95	\$91	\$87
SAN Engineer III	\$118	\$118	\$113	\$108
Systems Engineer I	\$96	\$96	\$96	\$95
Systems Engineer II	\$95	\$95	\$91	\$87
Systems Engineer III	\$118	\$118	\$113	\$108
Systems Engineer Consultant	\$235	\$235	\$225	\$215
Middleware Engineer I	\$84	\$84	\$81	\$77
Middleware Engineer II	\$95	\$95	\$91	\$87
Middleware Engineer III	\$118	\$118	\$113	\$108
Middleware Engineer Consultant	\$235	\$235	\$225	\$215
Cyber-Security Analyst Engineer III	\$133	\$133	\$128	\$122
Cyber-Security Analyst Engineer Consultant	\$235	\$235	\$225	\$215
Telecommunications Analyst I	\$81	\$81	\$78	\$74
Telecommunications Analyst II	\$91	\$91	\$87	\$84
Telecommunications Analyst III	\$110	\$110	\$106	\$101
Telecommunications Analyst Consultant	\$235	\$235	\$225	\$215
Telecommunications Field Engineer I	\$81	\$81	\$78	\$74
Telecommunications Field Engineer II	\$98	\$98	\$94	\$90
Telecommunications Field Engineer III	\$138	\$138	\$138	\$137

Telecommunications Field Engineer Consultant	\$177	\$177	\$155	\$149
Telecommunications Network Engineer II	\$104	\$104	\$100	\$96
Telecommunications Network Engineer Consultant	\$177	\$177	\$155	\$149
Telecommunications Operations Specialist I	\$84	\$84	\$81	\$77
Telecommunications Operations Specialist II	\$98	\$98	\$94	\$90
Telecommunications Operations Specialist III	\$119	\$119	\$114	\$109
Telecommunications Operations Specialist Consultant	\$235	\$235	\$225	\$215
Senior Telecommunications Network Engineer I	\$105	\$105	\$101	\$96
Senior Telecommunications Network Engineer II	\$121	\$121	\$116	\$111
Senior Telecommunications Network Engineer III	\$150	\$150	\$144	\$138
Senior Telecommunications Network Engineer Consultant	\$235	\$235	\$225	\$215
AV Engineer/Subject Matter Expert I	\$81	\$81	\$79	\$74
AV Engineer/Subject Matter Expert II	\$102	\$102	\$98	\$94
AV Engineer/Subject Matter Expert III	\$124	\$124	\$119	\$114
AV Engineer/Subject Matter Expert Consultant	\$235	\$235	\$225	\$215
Senior AV Technician I	\$67	\$67	\$64	\$61
Senior AV Technician II	\$91	\$91	\$87	\$84
Senior AV Technician III	\$112	\$112	\$107	\$103
Senior AV Technician Consultant	\$177	\$177	\$155	\$149
AMX/Crestron Programmer I	\$77	\$77	\$73	\$71
AMX/Crestron Programmer II	\$102	\$102	\$98	\$94
AMX/Crestron Programmer III	\$124	\$124	\$119	\$114
AMX/Crestron Programmer Consultant	\$177	\$177	\$155	\$149
AV Project Lead I	\$81	\$81	\$79	\$74
AV Project Lead II	\$102	\$102	\$98	\$94
AV Project Lead III	\$124	\$124	\$119	\$114
AV Project Lead Consultant	\$177	\$177	\$155	\$149

Product Discounts

CONTRACT: 4400008571
Dimension Data North America

Manufacturer	Percentage Discount
Aruba	Hardware – 28% Software – 5%
Fireeye	5% - 16%
F5	8% -10%
Bluecoat	See Symantec
Cisco	Hardware – 40% Support – 18% UCS (Servers) – 56%
Dell/EMC	20% - 60%
Fortinet	0% - 28%
Checkpoint	0% - 20%
Juniper	10% - 35%
Hewlett Packard (HP)	0% - 10%
Mitel	0%
McAfee	0% - 25%
Palo Alto	0 - 10%
Solarwinds	0%
Symantec	0% - 50%
Forcepoint	Priced through Distribution
Additional Manufacturers	Percentage Discount
Pure	0% - 5%
Netapp	18%
Nutanix	0%
Thousand Eyes	Deal Specific Pricing (per month/per agent cost)*
Netbrain	Deal Specific Pricing (based on deployment model)
Airwatch	10% - 30%
Algosec	10%
Arbor networks	10% - 20%
Bayshore	See Cisco
Bromium	30%
CyberArk	5%
Cylance	0%
Cyphort	0% - 5%
Guidance	0%
Illusive	0% - 10%
Imperva	0% - 5%
Lierberman	0% - 20%
LogRhythm	0% - 5%
Qualys	0% - 20%
Splunk	0% - 25%
Tufin	0% - 5%

CONTRACT: 4400008572
Networking for Future (NFF)

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
C. Voice over IP (VOIP)				
1.VOIP Technician	\$104.82	\$102.72	\$100.62	\$98.53
2.VOIP Engineer	\$142.33	\$139.48	\$136.64	\$133.79
D. Cloud Architecture, Data Security and Disaster Recovery				
1.System Architect	\$149.16	\$146.18	\$143.19	\$132.95
2.Cloud Architect	\$157.26	\$154.11	\$150.98	\$136.41
3.Security and DR Analyst I	\$121.09	\$118.66	\$116.25	\$113.82
4.Security and DR Analyst II	\$142.83	\$139.97	\$137.12	\$124.62
5.Security and DR Analyst III	\$164.07	\$160.80	\$157.51	\$141.44
6.SIEM Analyst I	\$97.90	\$95.94	\$93.98	\$92.03
7.SIEM Analyst II	\$121.54	\$119.11	\$116.68	\$114.25

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
Other:				
Cisco SME	\$182.88	\$179.23	\$175.57	\$146.30
Storage SME	\$247.50	\$242.55	\$237.60	\$232.65
F5 SME	\$167.08	\$163.74	\$160.40	\$133.67
Information Technology SME	\$182.88	\$179.23	\$146.30	\$175.57

Product Discounts

CONTRACT: 4400008572
Networking for Future (NFF)

Manufacturer	Percentage Discount
Bluecoat	10.00%
Cisco	38.00%
EMC	25.00%
F5	5.00%
Juniper	35.00%
Hewlett Packard (HP)	10.00%
Mitel	0.00%
McAfee	20.00%
Palo Alto	15.00%
Solarwinds	10.00%
Symantec	30.00%

Additional Manufacturers	Percentage Discount
NetApp	15.00%
Riverbed	10.00%
VMWare	5.00%
FireEye	5.00%
Veritas	25.00%
Amazon Web Services	4.00%
ForeScout	8.00%
CrowdStrike	6.00%

CONTRACT: 4400008573
ProSys Information Systems (ProSysis)

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
C. Voice over IP (VOIP)				
1.VOIP Technician	\$75.64	\$74.68	\$72.50	\$69.51
2.VOIP Engineer	\$114.10	\$112.66	\$110.00	\$106.10
D. Cloud Architecture, Data Security and Disaster Recovery				
1.System Architect	\$139.74	\$137.97	\$135.00	\$130.49
2.Cloud Architect	\$183.08	\$175.00	\$168.57	\$156.00
3.Security and DR Analyst I	\$101.28	\$100.00	\$97.50	\$93.90
4.Security and DR Analyst II	\$126.92	\$125.32	\$122.50	\$118.29
5.Security and DR Analyst III	\$167.69	\$160.29	\$154.29	\$142.67
6.SIEM Analyst I	\$114.10	\$112.66	\$110.00	\$106.10
7.SIEM Analyst II	\$126.92	\$125.32	\$122.50	\$118.29

Product Discounts

CONTRACT: 4400008573
ProSys Information Systems (ProSysis)

Manufacturer	Percentage Discount
Aruba	15.00%
Bluecoat	10.00%
Cisco	32% (Hardware)
EMC	15.00%
F5	15.00%
Fortinet	15.00%
Juniper	15.00%
Hewlett Packard (HP)	15.00%
Mitel	38.00%
McAfee	17.00%
Palo Alto	20.00%
Solarwinds	15.00%
Symantec	15.00%
Forcepoint	8.00%
Additional Manufacturers	Percentage Discount
Cisco Smartnet	13.00%
Palo Alto Maintenance	10.00%

CONTRACT: 4400008574
Securance, LLC (Securance Consulting)

Labor Category	Hourly Price	Monthly Price	Quarterly Price	6-month Fixed Price
D. Cloud Architecture, Data Security and Disaster Recovery				
4.Security and DR Analyst II	\$87.00	\$87.00	\$87.00	\$87.00
5.Security and DR Analyst III	\$107.00	\$107.00	\$107.00	\$107.00