

Attachment H - Cost Proposal

Solicitation Number: SPB-RFP-2025-0563LS

Data Communications



Offeror Name: Ericsson Enterprise Wireless Solutions, Inc. (

Data Comm Hardware Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Routers	25%	Supplier Partner
Networking Switches	25%	Supplier Partner
Networking Storage		
Optical Networking		
Security Hardware		

Data Comm Software Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Software Solutions	20%	Supplier Partner
Security Solutions	30%	Supplier Partner
Unified Communications		
Facilities Management, Monitoring and Control		

Non-scored section:

Service Type	Maximum Hourly Rate
WWAN Architectural Design Services	\$400.00
WWAN Engineer	\$400.00
WWAN Installer & Deployment	\$350.00
WWAN Training	\$250.00
WWAN Consultant	\$400.00
WWAN Maintenance	\$300.00
WWAN Partner Services	\$300.00
WWAN Professional Services	\$300.00
WWAN Statement of Work Services	\$300.00

Customers must contact the Authorized Supplier Partner/Reseller for customized quotes based on the project scope of work and level of service required.

Note that most services are billed as a flat rate and not on a time and materials basis.

Services are offered by our Authorized Supplier Partners/Resellers, not Ericsson Wireless directly.

Authorized Supplier Partners/Resellers are not required to offer all of the services listed above.

Authorized Supplier Partners/Resellers may require up to a 24 hour minimum purchase for onsite services.

Services and associated rates vary widely by Partner, geographic location, and skill set required. Hourly rates listed are Not To Exceed (NTE) ceiling rates and pricing to the customer shall not exceed the hourly rates listed. Example: