

Attachment H - Cost Proposal

Solicitation Number: SPB-RFP-2025-0563LS

Data Communications

Offeror Name: Extreme Networks, Inc.



Data Comm Hardware Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Routers	38%	Supplier Partner
Networking Switches	38%	Supplier Partner
Networking Storage	N/A	
Optical Networking	N/A	
Security Hardware	38%	Supplier Partner

Data Comm Software Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Software Solutions	38%	Supplier Partner
Security Solutions	38%	Supplier Partner
Unified Communications	N/A	
Facilities Management, Monitoring	N/A	

Non-scored section:

Service Type	Maximum Hourly Rate
Integrator (Professional Services)	10% Discount PS (ESU) rate = \$354.38. See Item 1 below for details.
Architect (Professional Services)	10% Discount PS (ESU) rate = \$354.38. See Item 1 below for details.
Engineer (Professional Services)	10% Discount PS (ESU) rate = \$354.38. See Item 1 below for details.
Installer (Professional Services)	10% Discount PS (ESU) rate = \$354.38. See Item 1 below for details.
Training (Professional Services - known)	10% Discount PS (ESU) rate = \$354.38. See Item 1 below for details.
Other	
Remote Engineering Time (Professional Services)	10% Discount Remote (ESU) rate = \$243.00. See Item 2 below for details.
Manufacturer Maintenance Service	12% = Hardware and 6% = Software See Item 3 below for details.
Extreme Campus Agreement	Consumption model - Price scoped at time of opportunity. See item 4 below.
Onsite Resident Engineer - 12 months	\$384,000.00 See item 5 below for details.