

Attachment H - Cost Proposal**Solicitation Number: SPB-RFP-2025-0563LS****Data Communications****Offeror Name: Hewlett Packard Enterprise**

Data Comm Hardware Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Routers	34%	both
Networking Switches	34%	both
Networking Storage	20%	both
Optical Networking	34%	both
Security Hardware	34%	both

Data Comm Software Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Software Solutions	34%	both
Security Solutions	34%	both
Unified Communications	n/a	
Facilities Management, Monitoring and Cont	n/a	

Service Type	Maximum Hourly Rate
Integrator	Custom based on project requirements
Architect	Custom based on project requirements
Engineer	Custom based on project requirements
Installer	Custom based on project requirements
Training	Custom based on project requirements
Other - maintenance support	16%
GreenLake IaaS, PaaS, SaaS	Custom based on project requirements
Technology Consultant II	\$207.00
Technology Consultant III	\$353.00
Technology Consultant IV	\$430.00
Technology Consultant V	\$480.00