

TIPS RFP 210503
Networking Equipment, Software, and Services (Part 1 Only)
Presidio Networked Solutions LLC

YOU MAY PROPOSE ON ALL THREE PRICING OPTIONS IN ORDER TO HAVE A PRICING MODEL TO FIT VARIOUS
 Proposers may contact TIPS for help on how to respond appropriately but **DO NOT MENTION ANY SPECIFIC PRICING IN**

Section A - pricing option

**GOODS TEMPLATE
PRICING**

Primary Method for Section "A" - In section "A", Vendors may insert line items, if they choose to,
Alternate method for Section "A" - In Section "A", vendor may choose *not* to list line items

EQUIPMENT/GOODS by line	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP	% Discount	TIPS Price
APC - Schneider Electric	Refer to APC - Schneider Electric Price List at https://www.se.com/za/en/download/document/ZAPriceList/	All products available from our company		Refer to APC - Schneider Electric Price List at https://www.se.com/za/en/download/document/ZAPriceList/	10.00%	
Akkadian Labs	Refer to the Akkadian Labs MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Akkadian Labs MSRP Catalog document uploaded as an attachment.	10.00%	
Aruba Networks (HP)	Refer to the HPE Aruba MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the HPE Aruba MSRP Catalog document uploaded as an attachment.	10.00%	
AudioCodes	Refer to the AudioCodes MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the AudioCodes MSRP Catalog document uploaded as an attachment.	10.00%	
Ava Security	Refer to the Ava Security MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Ava Security MSRP Catalog document uploaded as an attachment.	10.00%	
Calabrio	Refer to the Calabrio MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Calabrio MSRP Catalog document uploaded as an attachment.	10.00%	
Cisco	Refer to the Cisco MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Cisco MSRP Catalog document uploaded as an attachment.	10.00%	
CommScope	Refer to the CommScope MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the CommScope MSRP Catalog document uploaded as an attachment.	10.00%	
Cradlepoint	Refer to the Cradlepoint MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Cradlepoint MSRP Catalog document uploaded as an attachment.	10.00%	
Dell EMC	Refer to Dell Technologies Standard Price List at https://channel.dell.com/spl/products/	All products available from our company		Refer to Dell Technologies Standard Price List at https://channel.dell.com/spl/products/	10.00%	

Eaton	Refer to Eaton's B-Line Division Price Sheets for the U.S. at https://www.eaton.com/us/en-us/products/support-systems/b-line-series-price-sheets/b-line-series-united-state-pricing.html	All products available from our company		Refer to Eaton's B-Line Division Price Sheets for the U.S. at https://www.eaton.com/us/en-us/products/support-systems/b-line-series-price-sheets/b-line-series-united-state-pricing.html	10.00%	
EfficientIP	Refer to the EfficientIP MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the EfficientIP MSRP Catalog document uploaded as an attachment.	10.00%	
Eventide Nexlog	Refer to the Eventide Nexlog MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Eventide Nexlog MSRP Catalog document uploaded as an attachment.	10.00%	
F5 Networks	Refer to the F5 MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the F5 MSRP Catalog document uploaded as an attachment.	10.00%	
Guardicore	Refer to the Guardicore MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Guardicore MSRP Catalog document uploaded as an attachment.	10.00%	
Hanwha Techwin America	Refer to the Hanwa MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Hanwa MSRP Catalog document uploaded as an attachment.	10.00%	
Infoblox	Refer to the Infoblox MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Infoblox MSRP Catalog document uploaded as an attachment.	10.00%	
Jabra	Refer to the Jabra MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Jabra MSRP Catalog document uploaded as an attachment.	10.00%	
Juniper Networks	Refer to the Juniper State & Local Price List at https://www.juniper.net/us/en/partners/state-and-local-price-list/	All products available from our company		Refer to the Juniper State & Local Price List at https://www.juniper.net/us/en/partners/state-and-local-price-list/	10.00%	
Proofpoint	Refer to the Kurmi MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Kurmi MSRP Catalog document uploaded as an attachment.	10.00%	
LogicMonitor	Refer to the LogicMonitor MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the LogicMonitor MSRP Catalog document uploaded as an attachment.	10.00%	
LogRhythm	Refer to the LogRhythm MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the LogRhythm MSRP Catalog document uploaded as an attachment.	10.00%	
Nerdio	Refer to the Nerdio MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Nerdio MSRP Catalog document uploaded as an attachment.	10.00%	
NS1	Refer to the NS1 MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the NS1 MSRP Catalog document uploaded as an attachment.	10.00%	
OpenText	Refer to the OpenText MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the OpenText MSRP Catalog document uploaded as an attachment.	10.00%	
Parsec Technologies	Refer to the Parsec MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Parsec MSRP Catalog document uploaded as an attachment.	10.00%	
Poly	Refer to the Poly MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Poly MSRP Catalog document uploaded as an attachment.	10.00%	
Proofpoint	Refer to the Proofpoint MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Proofpoint MSRP Catalog document uploaded as an attachment.	10.00%	

Pure Storage	Refer to the Pure Storage U.S. Published Price List at https://www.purestorage.com/docs.html?item=/type/pdf/subtype/doc/path/content/dam/purestorage/pdf/us-pricelist.pdf	All products available from our company		Refer to the Pure Storage U.S. Published Price List at https://www.purestorage.com/docs.html?item=/type/pdf/subtype/doc/path/content/dam/purestorage/pdf/us-pricelist.pdf	10.00%	
Qumulo	Refer to the Qumulo MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Qumulo MSRP Catalog document uploaded as an attachment.	10.00%	
Rubrik	Refer to the Rubrik MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Rubrik MSRP Catalog document uploaded as an attachment.	10.00%	
Ruckus	Refer to the Ruckus MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Ruckus MSRP Catalog document uploaded as an attachment.	10.00%	
ShareGate	Refer to the ShareGate MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the ShareGate MSRP Catalog document uploaded as an attachment.	10.00%	
Solarwinds	Refer to the Solarwinds MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Solarwinds MSRP Catalog document uploaded as an attachment.	10.00%	
Tenable	Refer to the Tenable MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Tenable MSRP Catalog document uploaded as an attachment.	10.00%	
Twilio	Refer to the Twilio MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Twilio MSRP Catalog document uploaded as an attachment.	10.00%	
Vast Data	Refer to the Vast Data MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Vast Data MSRP Catalog document uploaded as an attachment.	10.00%	
Ventev	Refer to the Ventev MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Ventev MSRP Catalog document uploaded as an attachment.	10.00%	
Verkada	Refer to Verkada List Pricing at https://www.verkada.com/pricing/	All products available from our company		Refer to Verkada List Pricing at https://www.verkada.com/pricing/	10.00%	
Zerto	Refer to the Zerto MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Zerto MSRP Catalog document uploaded as an attachment.	10.00%	
Zoho	Refer to the Zoho ManageEngine MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Zoho ManageEngine MSRP Catalog document uploaded as an attachment.	10.00%	
Zoom	Refer to the Zoom MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Zoom MSRP Catalog document uploaded as an attachment.	10.00%	
Zscaler	Refer to the Zscaler MSRP Catalog document uploaded as an attachment.	All products available from our company		Refer to the Zscaler MSRP Catalog document uploaded as an attachment.	10.00%	

TIPS RFP 210503 Networking Equipment, Software, and Services (PART 1 ONLY)**Presidio Networked Solutions LLC****IF YOUR COMPANY OFFERS ANY SERVICES WITH THE GOODS****Section A - Pricing Option - Listed services**

If you wish to include pricing in a more appropriate format for your business model, please note here that
 You may create another worksheet on this spreadsheet but note here if you have done so and name that

Service or Travel type or service component name	Description	PLEASE SPECIFY UNIT PRICED-(eg. Hour, day, per person, etc)	Year 1 Unit Cost - Not to Exceed
Technician	Systems Engineering Services/Installation/Configuration	per hour	\$ 111.00
Consultant	Systems Engineering Services/Installation/Configuration	per hour	\$ 155.55
Senior Consultant	Systems Engineering Services/Installation/Configuration	per hour	\$ 205.55
Architect	Systems Engineering Services/Installation/Configuration	per hour	\$ 244.44
Managing & Principal Consultants	Systems Engineering Services/Installation/Configuration	per hour	\$ 288.88
Project Coordinator	Project Management Services	per hour	\$ 111.00
Project Manager	Project Management Services	per hour	\$ 155.55
Senior Project Manager	Project Management Services	per hour	\$ 205.55
Program Manager	Project Management Services	per hour	\$ 238.88
Presidio Managed Services	Additional Service: Managed Services 8x5 support	per hour	\$ 238.88

Presidio Managed Services	Additional Service: Managed Services night and weekend support	per hour	\$ 355.55
Cabling Technical Support (Standard hourly rate)	Cabling Technician	per hour	\$ 83.33
Cabling Technical Support (Nights, weekend, holiday rate)	Cabling Technician	per hour	\$ 166.66
Cabling Project Manager (Standard hourly rate)	Cabling Project Manager	per hour	\$ 155.55
Cabling Systems Design (Standard hourly rate)	Cabling System Designer	per hour	\$ 205.55
Cable Removal (Standard hourly rate)	Cabling Technician	per hour	\$ 111.00
Senior Incident Response Engineer	Systems Engineering Services - Incident Response	per hour	\$ 500.00
Incident Response Engineer	Systems Engineering Services - Incident Response	per hour	\$ 433.33
Forensic Analyst	Systems Engineering Services - Incident Response	per hour	\$ 277.77

What you did and upload it as you would this form.
 See worksheet on the tab at bottom.

% Discount	TIPS Price - Not to Exceed	What is the maximum price increase for the below services in percentage from year one to year two and from year two to year three, etc.? Insert percentage in cell(s) below.
10.00%	\$ 100.00	Prices will increase no more than 5% year over year
10.00%	\$ 140.00	Prices will increase no more than 5% year over year
10.00%	\$ 185.00	Prices will increase no more than 5% year over year
10.00%	\$ 220.00	Prices will increase no more than 5% year over year
10.00%	\$ 260.00	Prices will increase no more than 5% year over year
10.00%	\$ 100.00	Prices will increase no more than 5% year over year
10.00%	\$ 140.00	Prices will increase no more than 5% year over year
10.00%	\$ 185.00	Prices will increase no more than 5% year over year
10.00%	\$ 215.00	Prices will increase no more than 5% year over year
10.00%	\$ 215.00	Prices will increase no more than 5% year over year

10.00%	\$ 320.00	Prices will increase no more than 5% year over year
10.00%	\$ 75.00	Prices will increase no more than 5% year over year
10.00%	\$ 150.00	Prices will increase no more than 5% year over year
10.00%	\$ 140.00	Prices will increase no more than 5% year over year
10.00%	\$ 185.00	Prices will increase no more than 5% year over year
10.00%	\$ 100.00	Prices will increase no more than 5% year over year
10.00%	\$ 450.00	Prices will increase no more than 5% year over year
10.00%	\$ 390.00	Prices will increase no more than 5% year over year
10.00%	\$ 250.00	Prices will increase no more than 5% year over year

PRESIDIO®

Presidio
5000 Hopyard Rd., Suite 100
Pleasanton, CA 94550

Dear Mr. Masten:

This letter describes the discounts we will extend to County of Monterey (“you”) with respect to the purchase of Products (as defined below).

1. Presidio will provide a 5% discount off of manufacturer list price on hardware and software approved for resale by Presidio from manufacturers who are not listed on the other publicly bid purchasing contracts.
2. The discount provided in a publicly bid purchasing contract will be honored under the terms of that agreement for the current list of manufactures and services already covered by the such an agreement.
3. This letter is confidential. You will not disclose to any third party the existence, intent or terms of this letter, or other information disclosed during discussions about this letter, without the prior written consent of Presidio.
4. Both Presidio and The County of Monterey reserve the right to cancel this separate agreement at any time.
5. This agreement does not constitute an obligation by Presidio to quote or sell to Monterey County.
6. This letter sets out our entire understanding with respect to discounts for you. The product purchase terms will be included in a separate contract.

Sincerely,

Presidio Networked Solutions Group, LLC

Authorized by: Kim Duker

Title: Director of Sales Operations

Signed: 
Kim Duker (Dec 7, 2021 15:01 EST)

Dated: Dec 7, 2021

