



RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 ONE CAPITOL HILL
 PROVIDENCE RI 02908

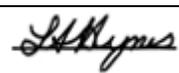
VERIZON NETWORK INTEGRATION CORP
 501 WAMPANOAG TRAIL
 STE 402
 RIVERSIDE, RI 02915

Amendment Date: 24-FEB-11
 Original Award Date: 10-JUN-06
 Buyer: L Roche
 Phone #: 401-574-8118
 FOB: Destination
 Terms: NET 30
 Vendor # 11125

S H I P T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	Change Order Number 11 Award Number 68M00338708 Effective Period 01-OCT-05 - 31-MAR-11	I N V O I C E	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 1/31/11 TO: 10/1/05 - 3/31/11 TO ALLOW TIME FOR NEW AWARD			

STATE PURCHASING AGENT  Lorraine A. Hynes



RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 ONE CAPITOL HILL
 PROVIDENCE RI 02908

VERIZON NETWORK INTEGRATION CORP
 501 WAMPANOAG TRAIL
 STE 402
 RIVERSIDE, RI 02915

Amendment Date: 15-DEC-10
 Original Award Date: 10-JUN-06
 Buyer: L Roche
 Phone #: 401-574-8118
 FOB: Destination
 Terms: NET 30
 Vendor # 11125

S H I P T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	I N V O I C E	Change Order Number 10 Award Number 68M00338708 Effective Period 01-OCT-05 - 31-JAN-11	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 12/31/10 TO: 10/1/05 - 1/31/11			

STATE PURCHASING AGENT
Lorraine A. Hynes



RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 ONE CAPITOL HILL
 PROVIDENCE RI 02908

VERIZON NETWORK INTEGRATION CORP
 501 WAMPANOAG TRAIL
 STE 402
 RIVERSIDE, RI 02915

Amendment Date: 22-SEP-10
 Original Award Date: 10-JUN-06
 Buyer: L Roche
 Phone #: 401-574-8118
 FOB: Destination
 Terms: NET 30
 Vendor # 11125

S H I P T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	I N V O I C E	Change Order Number 9 Award Number 68M00338708 Effective Period 01-OCT-05 - 31-DEC-10	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 DATED 11/1/05			
		CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 9/30/10 TO: 10/1/05 - 12/31/10			

STATE PURCHASING AGENT
Lorraine A. Hynes



RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 ONE CAPITOL HILL
 PROVIDENCE RI 02908

VERIZON NETWORK INTEGRATION CORP
 501 WAMPANOAG TRAIL
 STE 402
 RIVERSIDE, RI 02915

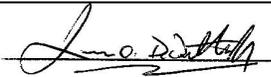
Amendment Date: 14-OCT-09
 Original Award Date: 10-JUN-06
 Buyer: L Roche
 Phone #: 401-574-8118
 FOB: Destination
 Terms: NET 30
 Vendor # 11125

S H I P T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	I N V O I C E	Change Order Number 7 Award Number 68M00338708 Effective Period 01-OCT-05 - 30-SEP-10	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 DATED 11/1/05 CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 9/30/09 TO: 10/1/05 - 9/30/10 NO FURTHER OPTION TO RENEW.			

STATE PURCHASING AGENT



Louis A. DeQuattro



RI Purchase Agreement Amendment Report

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 ONE CAPITOL HILL
 PROVIDENCE RI 02908

VERIZON NETWORK INTEGRATION CORP
 501 WAMPANOAG TRAIL
 STE 402
 RIVERSIDE, RI 02915

Amendment Date: 29-SEP-08
 Original Award Date: 10-JUN-06
 Buyer: L Roche
 Phone #: 401-574-8118
 FOB: Destination
 Terms: NET 30
 Vendor # 11125

S H I P T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	I N V O I C E	Change Order Number 6 Award Number 68M00338708 Effective Period 01-OCT-05 - 30-SEP-09	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number	Change Order Req#	
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 DATED 11/1/05 CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 9/30/08 TO: 10/1/05 - 9/30/09 EXERCISE OPTION TO EXTEND THROUGH 9/30/09. OPTION TO FURTHER EXTEND TO 9/30/10 REMAINS.			

STATE PURCHASING AGENT

Purchase Agreement Amendment



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 ONE CAPITOL HILL
 PROVIDENCE RI 02908

V E N D O R	11125 VERIZON NETWORK INTEGRATION CORP 234 WASHINGTON ST PROVIDENCE, RI 02903	Amendment Date: 26-OCT-07 Original Award Date: 10-JUN-06 Buyer: L Roche Phone #: 401-574-8118 FOB: Destination Terms: NET 30	Change Order Number 5 Award Number 68M00338708 Effective Period 01-OCT-05 - 30-SEP-08
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S H I P T O	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States	I N V O I C E	MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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MPA-283 CISCO NETWORKING EQUIPMENT

Description			Bid Number		Change Order Req#
MPA-283 CISCO NETWORKING EQUIPMENT					
Line #	Code	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 DATED 11/1/05 CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 9/30/07 TO: 10/1/05 - 9/30/08			
			New PO Total		

STATE PURCHASING AGENT

Purchase Agreement Amendment



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 CAPITOL HILL
 PROVIDENCE RI 02908

V E N D O R	VERIZON NETWORK INTEGRATION CORP 234 WASHINGTON ST PROVIDENCE, RI 02903	Amendment Date: 29-SEP-06 Original Award Date: 10-JUN-06 Buyer: L Roche Phone #: N/A FOB: Destination Terms: NET 30	Change Order Number 3 Award Number 68M00338708 Vendor Number 11125 Effective Period 01-OCT-05 - 30-SEP-07
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S H I P T O	409 MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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I N V O I C E	409 MASTER PRICE AGREEMENT SEE BELOW RELEASE AGAINST, RI MPA United States
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Department			Bid Number	C/O Req#	
DEPT not found					
Line #	Item	Class-Item	Quantity	Unit	Unit Price
		CHANGE TO PO #68M00338708 DATED 11/1/05			
		CHANGE EFFECTIVE PERIOD: FROM: 10/1/05 - 9/30/06 TO: 10/1/05 - 9/30/07			
			New PO Total		

This Notice of Award/Purchase Order is issued in accordance with the specific requirements described herein and the State's Purchasing Regulations and General Conditions of Purchase, copies of which are available at www.purchasing.state.ri.gov.

Delivery of goods or services as described herein shall be deemed acceptance of these requirements.

Notice of Price Agreement Award



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 CAPITOL HILL
 PROVIDENCE RI 02908

V E N D O R	VERIZON NETWORK INTEGRATION CORP 234 WASHINGTON ST PROVIDENCE RI 02903	CISCO NETWORKING EQUIPMENT	
		Award Number 68M00338708	Effective Period: 10/1/05 - 9/30/06

S H I P P I N G	ADMINISTRATION MASTER PRICE AGREEMENT RELEASE AGAINST RI MPA	Date: 11/01/2005 Buyer: LINDA ROCHE Shipping: F.O.B., Destination Terms: Net 30	I N V O I C E	ADMINISTRATION MASTER PRICE AGREEMENT RELEASE AGAINST RI MPA

Department		Bid Number	Requisition Number
ADMINISTRATION		B05511	
MPA-283			
Item		Unit	Unit Price
	10/1/05 - 9/30/06 WITH OPTION TO RENEW FOR (4) FOUR (12) TWELVE MONTH PERIODS. MASTER PRICE AGREEMENT #283 THIS IS A NOTICE OF AWARD, NOT AN ORDER. Any quantity reference in the agreement or in the bid preceding it are estimates only and do not represent a commitment on the part of the state to any level of billing activity, other than for quantities or volumes specifically released during the term. No action is to be taken except as specifically authorized, as described herein under AUTHORIZATION AND RELEASE. ENTIRE AGREEMENT - This NOTICE OF AWARD, with all attachments, and any release(s) against it shall be subject to: (1) the specifications, terms and conditions set forth in the Request/Bid Number cited herein, (2) the General Terms and Conditions of Contracts for the State of Rhode Island and (3) all provisions of, and the Rules and Regulations promulgated pursuant to, Title 37, Chapter 2 of the General Laws of the State of Rhode Island. This NOTICE shall constitute the entire agreement between the State of Rhode Island and the Vendor. No assignment of rights or responsibility will be permitted except with the express written permission of the State Purchasing Agent or his designee. CANCELLATION, TERMINATION and EXTENSION - This Price Agreement shall automatically terminate as of the date(s) described under CONTRACT PERIOD unless this Price Agreement is altered by formal amendment by the State Purchasing Agent or his designee upon mutual agreement between the State and the Vendor. STATEWIDE APPLICABILITY - Political Subdivisions (cities, towns, schools, quasi-public agencies), as authorized by law, may participate in this Agreement. All ordering and billing shall be between the vendor and the political subdivision (only).		

This Notice of Award/Purchase Order is issued in accordance with the specific requirements described herein and the State's Purchasing Regulations and General Conditions of Purchase, copies of which are available at www.purchasing.state.ri.us. Delivery of goods or services as described herein shall be deemed acceptance of these requirements.

VENDOR COPY

STATE PURCHASING AGENT/DESIGNEE

Notice of Price Agreement Award



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 CAPITOL HILL
 PROVIDENCE RI 02908

VENDOR	VERIZON NETWORK INTEGRATION CORP 234 WASHINGTON ST PROVIDENCE RI 02903	CISCO NETWORKING EQUIPMENT	
		Award Number 68M00338708	Effective Period: 10/1/05 - 9/30/06

SHIP TO	ADMINISTRATION MASTER PRICE AGREEMENT RELEASE AGAINST RI MPA	Date: 11/01/2005 Buyer: LINDA ROCHE Shipping: F.O.B., Destination Terms: Net 30	INVOICE	ADMINISTRATION MASTER PRICE AGREEMENT RELEASE AGAINST RI MPA

Department		Bid Number	Requisition Number
ADMINISTRATION		B05511	
MPA-283			
Item		Unit	Unit Price
	<p>AUTHORIZATION AND RELEASE. In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency.</p> <p>A Direct Purchase Order (DPO) shall be created by the agency listing the items ordered, using the pricing and format set forth in the Master Blanket. All pricing shall be as described in the Master Blanket and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein. All prices include prepaid freight. Freight, taxes, surcharges, or other additional charges will not be honored unless reflected in Master Blanket.</p> <p>THIS IS A MULTI-YEAR BID/CONTRACT. PER RHODE ISLAND STATE LAW 37-2-33, CONTRACT OBLIGATIONS BEYOND THE CURRENT FISCAL YEAR ARE SUBJECT TO AVAILABILITY OF FUNDS. CONTINUATION OF THE CONTRACT BEYOND THE INITIAL FISCAL YEAR WILL BE AT THE DISCRETION OF THE STATE. TERMINATION MAY BE EFFECTED BY THE STATE BASED UPON DETERMINING FACTORS SUCH AS UNSATISFACTORY PERFORMANCE OR THE DETERMINATION BY THE STATE TO DISCONTINUE THE GOODS/SERVICES, OR TO REVISE THE SCOPE AND NEED FOR THE TYPE OF GOODS/SERVICES; ALSO MANAGEMENT OWNER DETERMINATIONS THAT MAY PRECLUDE THE NEED FOR GOODS/SERVICES.</p> <p>THIS PURCHASE ORDER IS AWARDED SUBJECT TO EQUAL OPPORTUNITY COMPLIANCE.</p> <p>DISCOUNTS FOR NETWORKING EQUIPMENT PER THE ATTACHED LIST.</p> <p>EVERY PERSON OR BUSINESS ENTITY PROVIDING GOODS OR SERVICES AT A COST OF \$5000 CUMULATED VALUE IS REQUIRED TO FILE AN AFFIDAVIT REGARDING POLITICAL CAMPAIGN CONTRIBUTIONS WITH THE RI STATE BOARD OF ELECTIONS EVEN IF NO REPORTABLE CAMPAIGN CONTRIBUTIONS HAVE BEEN MADE. (RI GENERAL LAW 17-27) FORMS OBTAINED AT BOARD OF ELECTIONS, CAMPAIGN FINANCE DIVISION, 50 BRANCH AVENUE, PROVIDENCE, RI 02904 (401-222-2056).</p>		

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VENDOR COPY

STATE PURCHASING AGENT/DESIGNEE

[Signature]

Notice of Price Agreement Award



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS
 CAPITOL HILL
 PROVIDENCE RI 02908

V E N D O R	VERIZON NETWORK INTEGRATION CORP 234 WASHINGTON ST PROVIDENCE RI 02903	CISCO NETWORKING EQUIPMENT	
		Award Number 68M00338708	Effective Period: 10/1/05 - 9/30/06

S H I P T O	ADMINISTRATION MASTER PRICE AGREEMENT RELEASE AGAINST RI MPA	Date: 11/01/2005 Buyer: LINDA ROCHE Shipping: F.O.B., Destination Terms: Net 30	I N V O I C E	ADMINISTRATION MASTER PRICE AGREEMENT RELEASE AGAINST RI MPA

Department		Bid Number	Requisition Number
ADMINISTRATION		MPA-283	B05511
Item		Unit	Unit Price
	DELIVERY OF GOODS OR SERVICES AS REQUESTED BY AGENCY. PAYMENTS WILL BE AUTHORIZED UPON SUBMISSION OF PROPERLY RENDERED INVOICES NO MORE THAN MONTHLY TO THE RECEIVING AGENCY. ANY UNUSED BALANCE AT END OF BLANKET PERIOD IS AUTOMATICALLY CANCELLED. VENDOR TELEPHONE: 401-455-4541 VENDOR FAX: 401-455-4548		

This Notice of Award/Purchase Order is issued in accordance with the specific requirements described herein and the State's Purchasing Regulations and General Conditions of Purchase, copies of which are available at www.purchasing.state.ri.us. Delivery of goods or services as described herein shall be deemed acceptance of these requirements.

VENDOR COPY

STATE PURCHASING AGENT/DESIGNEE

Networking Equipment and Supplies

Cisco and Other Manufacturers

Blanket Requirements: 11/1/05 – 10/31/06

With the option to renew for (4) four additional (12) twelve month periods

The percentage discount as listed on the attached is considered firm and fixed for the period, may not be decreased and will be applied to any current or future purchase of Cisco or other products as listed, for the duration of the agreement. List prices on Cisco and other products are as the current list prices at websites or in current price listings. No Refurbished equipment is allowed.

A Department Purchase Order release must be made against the Master Price Agreement for the vendor/s of choice. Purchasing suggests the lowest price – which in this case is the highest discount offered. A quotation must accompany your RISAIL invoice for verification of pricing and the invoice forwarded to the Controller's Office for payment. Payment will not be made unless a quotation and vendor invoice is attached. Failure to follow these directions will result in disqualification of the agency from further use of this Master Price Agreement.

Purchases that require Budget or Department of Information Technology approvals are not exempt from these approvals.

Other manufacturers are listed on this agreement; however, purchase and use by State agencies must be approved by DOIT.

Vendors and Discounts for Networking Equipment

		Higher Ed Disc	State Disc	Higher Ed Maintenance	State Maintenance
Agilysis, Inc. 10 Mall Road Burlington, MA 01803	Cisco	37%	37%	34.50%	34.50%
	Enterasys	35%	35%		
Marilyn Koch 781-993-5111					
CBE Technologies 50 Redfield Street Boston, MA 02122	Cisco	34.25%	34.25%	33%	12%
	3Com	34.25%	34.25%		
	HP Procurve	34.25%	34.25%		
Warren Nelson 617-514-1730					
Digital Support Corporation 207 Highpoint Avenue Portsmouth, RI 02871	Cisco	33%	33%	30%	10%
	Enterasys	6% - 34%			
Robert Brigham 401-683-5701					
Eplus 80 Hudson Road Canton, MA 02021	Cisco	40.50%	40.50%	32.70%	22.50%
	Netgear	39.50%	39.50%		
	3Com	39.50%	39.50%		
	Juniper Netscreen	32.50%	32.50%		
	Packeteer	22%	20%		
Steve Low 781-615-1314					
Pomeroy IT Solutions 4013 Washington Street W Charleston, WV 25313	Cisco	40.10%	40.10%	33.50%	23.50%
Michael A Ferrari 800-227-8798					
Select, Inc. 31 Dartmouth Street Westwood, MA 02090	Cisco	38%	38%	25%	15%
	Enterasys	32%	32%		
	NetGear	30%	30%		
	Radware	20%	20%		
	Nortel	30%	30%		
	Foundry	20%	20%		
Charles Drakos 800-634-1806					
Verizon 234 Washington Street Providence, RI 02903	Cisco	42%	42%	35%	25%
Curt D'Aguanno 401-455-4541					

TERMS AND CONDITIONS OF PRICING AGREEMENT

SCOPE AND LIMITATIONS - This Agreement covers requirements as described herein, ordered by State agencies during the Agreement Period. No additional or alternative requirements are covered, unless added to the Agreement by formal amendment by the State Purchasing Agent or his designee.

Under State Purchasing Law, 37-2-54, "no purchase or contract shall be binding on the state or any agency thereof unless approved by the department [of administration] or made under general regulations which the chief purchasing officer may prescribe." Under State Purchasing Regulation 8.2.1.1.2, "any alleged oral agreement or arrangements made by a bidder or contractor with any agency or an employee of the Office of Purchases may be disregarded and shall not be binding on the state."

PRODUCT ACCEPTANCE - All merchandise offered or otherwise provided shall be new, of prime manufacture, and of first quality unless otherwise specified by the State. The State reserves the right to reject all nonconforming goods, and to cause their return for credit or replacement, at the State's option.

- a) Failure by the state to discover latent defect(s) or concealed damage or non-conformance shall not foreclose the State's right to subsequently reject the goods in question.
- b) Formal or informal acceptance by the State of non-conforming goods shall not constitute a precedent for successive receipts or procurements.

Where the vendor fails to cure the defect promptly or replace the goods, the State reserves the right to cancel the Release, contract with a different vendor, and to invoice the original vendor for any differential in price over the original contract price.

ORDER AUTHORIZATION AND RELEASE AGAINST PRICING AGREEMENT

In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency.

State Agencies shall request release as follows: All releases shall reference the Price Agreement number, the Contract Issue number, the item(s) covered, and the unit pricing in the same format as described herein.

A Department Purchase Order (DPO) listing the items ordered shall be created by the agency. The agency may mail or fax a copy of the order to the Vendor. In some cases the agency may request delivery by telephone, but must provide the Vendor with a DPO Order Number reference for billing purposes. Vendors are encouraged to require written orders to assure payments are processed accurately and promptly.

DELIVERY - If this is an MPA, Vendor will obtain "ship to" information from each participating agency. This information will be contained in the DPO. APA delivery information will be contained in the Notice of Award.

PRICING - All pricing shall be as described herein, and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein. All prices include prepaid freight. Freight, taxes, surcharges, or other additional charges will not be honored unless reflected herein.

INVOICING - All invoices shall reference the DPO Order Number(s), Price Agreement number, the Contract Issue number, the item(s) covered, and the unit pricing in the same format as described herein. If this is an MPA, Vendor will obtain "bill to" information from each participating agency. This information will be contained in the DPO. APA billing information will be contained in the Notice of Award.

PAYMENT - Invoices for items not received, not priced according to contract or for work not yet performed will not be honored. No payment will be processed to any vendor for whom there is no IRS W-9 on file with the State Controller.

CISCO NETWORKING EQUIPMENT (Including Other Manufacturers)
RFP #7448120 – MPA-283

Blanket Requirements: 4/1/11 – 3/31/12
With an option to renew for (4) four additional (12) month periods

The percentage discount as listed on the attached is considered firm and fixed for the period, may not be decreased, and will be applied to any current or future purchase of Cisco or other products as listed, for the duration of the agreement. List prices on Cisco and other products are as the current list prices at websites or in current price listings. No Refurbished equipment is allowed.

A release must be made against the Master Price Agreement for the vendor(s) of choice. The Division of Purchases suggests the lowest price – which in this case is the highest discount offered. A quotation must accompany your RIFANS release for verification of pricing.

Purchases that require Budget or Department of Information Technology approvals are not exempt from these approvals.

Other manufacturers are listed on this agreement; however, purchase and use by State agencies must be approved by DoIT.

7448120 (MPA 283)
 Submission Deadline: 1/18/11

Cisco Networking Equipment

Bidder:	Apex	Atrion	CBE	Gen Tech	Presidio
Home State	RI	RI	RI	RI	MA
Section 1 Disc.					
Bid 1: % Disc off Cisco Products (Higher Ed)	42%	41.5%	42%	38%	41%
Bid 2: % Disc off Cisco Products (State)	42%	41.5%	42%	38%	41%
Section 2 Disc					
Bid 1: % Disc off Maint Costs Cisco Products:(HigherEd)	35%	33%	32%	31%	30%
Bid 2: % Disc off Maint Costs Cisco Products:(State Agencies)	35%	20%	13%	12%	18%
ReSeller of Non-Cisco Products?	Yes	Yes	Yes	Yes	No

Non-Cisco Systems

	Higher Ed / State	
APC	15%	15%
Blue Coat Systems	20%	20%
Packeteer	20%	20%
Exinda	20%	20%
RSA Security	20%	20%
Trend Micro	20%	20%
Network Instruments	13%	13%
Bradford Networks	25%	25%
Cisco / IronPort	25%	25%
Aruba	35% / 35%	30% / 30%
Hewlett Packard		40% / 40%
HP procureve		30% / 30%
Lucent		
Enterasys		
Juniper		
Aruba	35%	35%