**Best and Final Offer (BAFO)**

**Attachment C – Cost Schedule**

**Solicitation Number JP14001**

**WSCA-NASPO Data Communications RFP**

**Minimum product percentage discounts by category must be supplied for all categories included in the RFP proposal. Vendors are required to fill in the blanks for each category minimum discount percentage and hourly rate where required. DO NOT MODIFY THIS FORM. Modification to the form may result in non-compliance and disqualification.**

Vendors must specify a **Minimum Discount Percent %** offer for each category from Section 5 (Sections 5.2.1. – 5.3.0) in the RFP. Category minimum discounts will be used for RFP cost evaluation purposes. Vendors must specify a **Fully Loaded Hourly Rate** for each service category identified in Section 5.3.1 Services.

In addition to completion of Attachment C - Cost Schedule, vendors must provide a detailed product offering /pricing sheet(s) in a separate attachment. The product offering/ pricing sheet(s) must incorporate category headings from Section 5 of the RFP (Sections 5.2.1 – 5.3.1). Inclusion of the category heading will assist the evaluation team in reviewing the applicability of products available in each category submitted by the vendor. Failure to provide RFP Section 5 category headings may result in non-compliance and disqualification.

**Vendor Name: Cisco Systems, Inc.**

**RFP Product Categories: Minimum Discount Percentage\*:**

**5.2.1 DATA CENTER APPLICATION SERVICES Discount % 35.00\***

**5.2.2 NETWORKING SOFTWARE** **Discount % 35.00\***

**5.2.3 NETWORK OPTIMIZATION AND ACCELERATION** **Discount % 35.00\***

**5.2.4 OPTICAL NETWORKING** **Discount % 35.00\***

**5.2.5 ROUTERS** **Discount % 35.00\***

**5.2.6 SECURITY Discount % 35.00\***

**5.2.7 STORAGE NETWORKING** **Discount % 35.00\***

**5.2.8 SWITCHES** **Discount % 35.00\***

**5.2.9 WIRELESS** **Discount % 35.00\***

**5.3.0 UNIFIED COMMUNICATIONS (UC) Discount % 35.00\***

**\* Please refer to Exhibit 1 to Attachment C for further clarification.**

**5.3.1 SERVICES**

For RFP evaluation purposes, vendors must provide not to exceed post sale on site service and consulting rates that are fully loaded (inclusive of travel, lodging, and meals) for each service category below. Remote access rates for non-warranty and consultation services must be expressed as a separate net hourly labor rate.

Definition of Onsite: Customer premise.

Definition of Remote: Vendor premise.

**Maintenance Services**

Onsite Hourly Rate $ **NTE 600.00\***

Remote Hourly Rate $ **NTE 525.00\***

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**

**Professional Services - Deployment Services**

Onsite Hourly Rate $ **NTE 743.17\***

Remote Hourly Rate $ **NTE 661.17\***

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**

**Consulting/Advisory Services**

Onsite Hourly Rate $ **NTE 743.17**\*

Remote Hourly Rate $ **NTE 661.17\***

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**

**Architectural Design Services**

Onsite Hourly Rate $ **NTE 743.17**\*

Remote Hourly Rate $ **NTE 661.17**\*

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**

**Statement of Work Services**

Onsite Hourly Rate $ **NTE 743.17\***

Remote Hourly Rate $ **NTE 661.17\***

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**

**Partner Services**

Onsite Hourly Rate $ **NTE 600.00**\*

Remote Hourly Rate $ **NTE 525.00**\*

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**

**Training** **Deployment Services**

Onsite Hourly Rate $ **NTE 600.00\***

Remote Hourly Rate $ **NTE 525.00\***

**\*Please refer to Exhibit 1 to Attachment C for further clarification.**