

Attachment H - Cost Proposal

Solicitation Number: SPB-RFP-2025-0563LS

Data Communications

Offeror Name: Cisco Solutions, Inc.

Data Comm Hardware Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Routers	35%	Supplier Partner
Networking Switches	35%	Supplier Partner
Networking Storage	35%	Supplier Partner
Optical Networking	35%	Supplier Partner
Security Hardware	35%	Supplier Partner

Data Comm Software Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Software Solutions	Non-Net: 10% Net***: 0%	Supplier Partner
Security Solutions	Non-Net: 10% Net***: 0%	Supplier Partner
Unified Communications	Non-Net: 10% Net***: 0%	Supplier Partner
Facilities Management, Monitoring and Control	Non-Net: 10% Net***: 0%	Supplier Partner

***Cisco Net Products including but not limited to, custom, limited, offers added as a result of a company acquisition, or restricted offers on Cisco's then current U.S. Global Pricelist under the Net Category.

Service Type	Maximum Hourly Rate	Minimum Discount
Integrator	\$743.17	0%
Architect	\$743.17	0%
Engingeer	\$743.17	0%
Installer	\$743.17	0%
Training	\$743.17	0%
Other Statement of Work Services	\$743.17	0%
Partner Services	\$600.00	0%
Support Services	N/A	0%
Professional Services	N/A	0%