



Solicitation Number JP14001 Attachment 1 – Cisco Cost Schedule

Solicitation Number JP14001 WSCA-NASPO Data Communications RFP

Product Offerings By Category. Specify **Discount Percent %** Offered for products in each category from section 5. Highest discount will apply for products referenced in detail listings for multiple categories. Provide a detailed product offering for each category.

Cisco is pleased to present the following discounts for the product and service categories. The discounts provided will remain valid for the contract term and will be applied to the then-current list price of the Cisco's product, service, or training offerings. The discounts provided are floor discounts (minimum guarantees) and individual transactions may qualify for additional, incremental discounts or incentives provided by Cisco's Authorized Resellers at their sole discretion. WSCA-NASPO, the Participating States, and/or the Participating Entities may also actively solicit Cisco's Authorized Resellers for deeper discounts than the minimum contract pricing as set forth below. In any event, final transactional pricing shall be determined by the Authorized Resellers and not by Cisco; provided, however, that the minimum discounts set forth below are met.

The discounts below are also applicable to Cisco Certified Refurbished Equipment for these product categories. The price list for Cisco Certified Refurbished Equipment is separate from the U.S. Global Price Lists for new products, since they are subject to (i) inventory availability and (ii) are value priced considerably lower than equivalent new products.

Cisco's products are generally integrated into solutions or architectures for a majority of technology categories listed in this RFP. Server products and associated software are integral components of many of these networking solutions and architectures. These solutions simply cannot not be implemented, nor meet our customers' basic operational expectations and requirements, without the included server components. Therefore, Cisco is offering server products and software as part of our integrated solutions where required, but not as a separate stand-alone product category. For example, regarding our collaboration portfolio, Cisco Unified Computing System (UCS) servers run Cisco Call Manager software, which drives our enterprise telephony platform. Likewise, our Unity products (voice mail) and our E911 solution are driven by UCS servers. Turning to network security, our servers drive the Cisco Identity Services Engine (ISE) software, which is a key component of our security portfolio. Similarly, with regard to network management, our UCS servers host the components that make up the Cisco Prime LAN Management System, including Cisco Prime Network Control System, Cisco Prime Infrastructure, and Cisco Prime Security Manager. It should also be noted that not only do our servers run and drive these solutions they also unify computing, networking, management, virtualization, and storage access into a single integrated architecture that enables end-to-end server visibility, management, and control, thereby enhancing our customers' ability to effectively, efficiently, and economically serve their constituents.

5.2.1 DATA CENTER APPLICATION SERVICES	Discount % <u>35%</u>
5.2.1.1 Virtualized Load Balancers	
5.2.1.2 WAN Optimization	
5.2.2 NETWORKING SOFTWARE	Discount % <u>35%</u>
5.2.2.1 Network Management and Automation	
5.2.2.2 Data Center Management and Automation	
5.2.2.3 Cloud Portal and Automation	
5.2.2.4 Branch Office Management and Automation	
5.2.3 NETWORK OPTIMIZATION AND ACCELERATION	Discount % <u>35%</u>

5.2.3.1 Dynamic Load Balancing

5.2.3.2 WAN Acceleration

5.2.3.3 High Availability and Redundancy

5.2.4 OPTICAL NETWORKING

Discount % 35%

5.2.4.1 Core DWDM (Dense Wavelength Division Multiplexing) Switches

5.2.4.2 Edge Optical Switches

5.2.4.3 Optical Network Management

5.2.4.4 IP over DWDM (IPoDWDM)

5.2.5 ROUTERS

Discount % 35%

5.2.5.1 Branch Routers

5.2.5.2 Network Edge Routers

5.2.5.3 Core Routers

5.2.5.4 Service Aggregation Routers

5.2.5.5 Carrier Ethernet Routers

5.2.6 SECURITY

Discount % 35%

5.2.6.1 Data Center and Virtualization Security Products and Appliances

5.2.6.2 Intrusion Detection/Protection and Firewall Appliances

5.2.6.3 Logging Appliances and Analysis Tools

5.2.6.4 Secure Edge and Branch Integrated Security Products

5.2.6.5 Secure Mobility Products

5.2.6.6 Encryption Appliances

5.2.6.7 On-premise and Cloud-based services for Web and/or Email Security

5.2.6.8 Secure Access

5.2.7 STORAGE NETWORKING

Discount % 35%

5.2.7.1 Director Class SAN (Storage Area Network) Switches and Modules

5.2.7.2 Fabric and Blade Server Switches

5.2.7.3 Enterprise and Data Center SAN and VSAN (Virtual Storage Area Network) Management

5.2.7.4 SAN Optimization

5.2.8 SWITCHES

Discount % 35%

5.2.8.1 Campus LAN – Access Switches

5.2.8.2 Campus LAN – Core Switches

5.2.8.3 Campus Distribution

5.2.8.4 Data Center Switches

5.2.8.5 Software Defined Networks (SDN) - Virtualized Switches and Routers

5.2.8.6 Software Defined Networks (SDN) — Controllers.

5.2.8.7 Carrier Aggregation Switches



5.2.8.8 Carrier Ethernet Access Switches

5.2.9 WIRELESS

Discount % 35%

5.2.9.1 Access Points

5.2.9.2 Outdoor Wireless Access

5.2.9.3 Wireless LAN Controllers

5.2.9.3 Wireless LAN Network Services and Management

5.2.9.4 Cloud-based services for Access Points

5.2.9.5 Bring Your Own Device (BYOD)

5.3.0 UNIFIED COMMUNICATIONS (UC)

Discount % 35%

5.3.0.1 IP Telephony

5.3.0.2 Instant messaging/ Presence

5.3.0.3 Unified messaging

5.3.0.4 Contact Center

5.3.0.5 Communications End Points and Applications

5.3.0.6 UC Network Management

5.3.0.7 Collaboration

5.3.0.8 Collaborative Video

5.3.0.8.1 Content Delivery Systems (CDS)

5.3.0.8.2 Physical Security

Average Discount Percentage for all Product Bid Categories Discount % 35%

In addition to the resell of products to the WSCA-NASPO customers, Cisco, through applicable Authorized Resellers, is pleased to offer hosted service offerings for certain technology categories listed above (at Cisco's discretion). These hosted offerings provide WSCA-NASPO customers with an alternative way to consume the technology to best meet their needs and provide flexible payment models. These models may be well suited for customers that have limited technical staff for technology deployment and ongoing administration.

The hosted service offerings are based on Cisco validated architectures and delivered through carefully vetted and approved Authorized Resellers. Due to the unique requirements of each customer, Cisco and the approved Authorized Resellers can work with the customer to understand their unique requirements and deploy hosted offerings to best meet their needs. Additional contractual terms and conditions specific to the hosted solutions may be required.

5.3.1 SERVICES For each category (5.2.1-5.3.0) provide post sale on site service and consulting rates that are inclusive of travel, lodging and meals. Remote access rates for non-warranty and consultation services must be expressed as a separate net hourly labor rate.

Maintenance Services

Cisco SMARTnet Services

Cisco is pleased to offer its SMARTnet maintenance services. Listed in **Table 1** below are the discounts for a SMARTnet service contract for a one (1), three (3), or five (5) year term.

Table 1. Cisco SMARTnet Discounts

<i>Cisco SMARTnet</i>	<i>Discount % (Government)</i>	<i>Discount % (Education)</i>
One (1) Year Contract	10.00%	25.00%
Three (3) Year Prepaid Contract *	17.00%	28.00%
Five (5) Year Prepaid Contract *	21.00%	30.00%

** If a three (3) or five (5) year prepaid term is selected, full payment is made upfront at the beginning of the subscription term. The above discounts do not assume or factor in any applicable finance or interest charges for the prepaid terms. It is the responsibility of the customer to determine the mechanism for funding.*

Other Cisco Technical /Maintenance Services

Cisco is pleased to offer its portfolio of other technical/maintenance services that are not under our SMARTnet program with the discounts listed in **Table 2** below.

Table 2. Other Cisco Technical Maintenance Services Discount (not under SMARTnet Program)

<i>Cisco Technical/Maintenance Services</i>	<i>Discount %</i>
Not Under SMARTnet Program	10.00%

Multiple year terms are available and discounts may be provided once the unique customer requirements are understood.

Professional Services

For each of the professional services categories listed below (Deployment Services, Consulting/Advisory Services, Architectural Design Services, and Statement of Work Services), Cisco presents the following Onsite and Remote Hourly Rates in Table 3 and Table 4 below, respectively.

Please note that the hourly rates provided are Not-To-Exceed (NTE) rates. Individual hours, or blocks of hours, may not be purchased separately. Cisco will use these rates to determine the total fixed price of a customer-approved Statement of Work (SOW) with specific deliverables.

To calculate the total fixed price of the SOW, Cisco will evaluate, after consultation with the customer, which required grade level skill set(s) from **Table 3** or **Table 4** and level of effort are necessary to complete the required deliverables for the customer. Once all the cost elements have been built up against the specific deliverables, a total cost of the SOW will be determined. For example, for a particular SOW, Cisco may determine that a grade level Network Consulting Engineer 009 may be able to complete 6 out of the 10 deliverables, while grade levels 010 and 011 Network Consulting Engineers would only be required to complete the remaining 4 deliverables due to the level of complexity or expertise required for such tasks.

Due to the seven (7) year term of the contract, Cisco has provided rates for each year of the contract term.

Because the SOW is offered at a fixed price and not billed as Time and Materials, Cisco does not keep time cards.

Table 3. Onsite Hourly Rate

	Onsite Hourly Rate (Not to Exceed)						
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Network Consulting Engineer - 004	\$ 330.13	\$ 339.93	\$ 352.65	\$ 368.58	\$ 385.21	\$ 402.57	\$420.70
Network Consulting Engineer - 005	\$ 349.29	\$ 359.67	\$ 373.17	\$ 390.13	\$ 407.84	\$ 426.33	\$445.65
Network Consulting Engineer - 006	\$ 371.46	\$ 382.51	\$ 396.93	\$ 415.07	\$ 434.03	\$ 453.83	\$474.52
Network Consulting Engineer - 007	\$ 396.61	\$ 408.41	\$ 423.87	\$ 443.36	\$ 463.73	\$ 485.02	\$507.27
Network Consulting Engineer - 008	\$ 420.69	\$ 433.21	\$ 449.65	\$ 470.44	\$ 492.16	\$ 514.87	\$538.61
Network Consulting Engineer - 009	\$ 452.18	\$ 465.64	\$ 483.39	\$ 505.86	\$ 529.35	\$ 553.92	\$579.62
Network Consulting Engineer - 010	\$ 487.34	\$ 501.86	\$ 521.06	\$ 545.41	\$ 570.88	\$ 597.52	\$625.40
Network Consulting Engineer - 011	\$ 519.24	\$ 534.71	\$ 555.22	\$ 581.28	\$ 608.55	\$ 637.08	\$666.93
Network Consulting Engineer - 012	\$ 577.79	\$ 595.03	\$ 617.95	\$ 647.14	\$ 677.70	\$ 709.69	\$743.17
Network Consulting Engineer - 013	\$ 668.54	\$ 688.49	\$ 715.15	\$ 749.21	\$ 784.87	\$ 822.22	\$861.33
Network Consulting Engineer - 014	\$ 760.95	\$ 783.67	\$ 814.14	\$ 853.15	\$ 894.01	\$ 936.81	\$981.65

Table 4. Remote Hourly Rates

	Remote Hourly Rate (Not to Exceed)						
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Network Consulting Engineer - 004	\$ 260.13	\$ 267.93	\$ 278.65	\$ 292.58	\$ 307.21	\$ 322.57	\$338.70
Network Consulting Engineer - 005	\$ 279.29	\$ 287.67	\$ 299.17	\$ 314.13	\$ 329.84	\$ 346.33	\$363.65
Network Consulting Engineer - 006	\$ 301.46	\$ 310.51	\$ 322.93	\$ 339.07	\$ 356.03	\$ 373.83	\$392.52
Network Consulting Engineer - 007	\$ 326.61	\$ 336.41	\$ 349.87	\$ 367.36	\$ 385.73	\$ 405.02	\$425.27
Network Consulting Engineer - 008	\$ 350.69	\$ 361.21	\$ 375.65	\$ 394.44	\$ 414.16	\$ 434.87	\$456.61
Network Consulting Engineer - 009	\$ 382.18	\$ 393.64	\$ 409.39	\$ 429.86	\$ 451.35	\$ 473.92	\$497.62
Network Consulting Engineer - 010	\$ 417.34	\$ 429.86	\$ 447.06	\$ 469.41	\$ 492.88	\$ 517.52	\$543.40
Network Consulting Engineer - 011	\$ 449.24	\$ 462.71	\$ 481.22	\$ 505.28	\$ 530.55	\$ 557.08	\$584.93
Network Consulting Engineer - 012	\$ 507.79	\$ 523.03	\$ 543.95	\$ 571.14	\$ 599.70	\$ 629.69	\$661.17
Network Consulting Engineer - 013	\$ 598.54	\$ 616.49	\$ 641.15	\$ 673.21	\$ 706.87	\$ 742.22	\$779.33
Network Consulting Engineer - 014	\$ 690.95	\$ 711.67	\$ 740.14	\$ 777.15	\$ 816.01	\$ 856.81	\$899.65

- **Deployment Services** Onsite Hourly Rate \$ [Refer to Table 3](#)
Remote Hourly Rate \$ [Refer to Table 4](#)
 - **Consulting/Advisory Services** Onsite Hourly Rate \$ [Refer to Table 3](#)
Remote Hourly Rate \$ [Refer to Table 4](#)
 - **Architectural Design Services** Onsite Hourly Rate \$ [Refer to Table 3](#)
Remote Hourly Rate \$ [Refer to Table 4](#)
 - **Statement of Work Services** Onsite Hourly Rate \$ [Refer to Table 3](#)
Remote Hourly Rate \$ [Refer to Table 4](#)
- Partner Services** Onsite Hourly Rate \$ [\\$135 - \\$600*](#)
- Remote Hourly Rate \$ [\\$65 - \\$525*](#)

**Anticipated Rates: Based on existing rates that partners/resellers have provided under the current Cisco WSCA Data Communications AR-223 contract, the anticipated range is provided. As with the existing WSCA Data Communications AR-233 contract, once Cisco adds the specific resellers to the resulting contract for each executed Participating Addendum, we will solicit each Authorized Reseller for their specific onsite and remote hourly rates, if they wish to provide such services.*



Training Deployment Services

Onsite Hourly Rate \$ TBD

Online Hourly Rate \$ TBD

To provide WSCA-NASPO customers with access to training and development on Cisco's products and services, we are pleased to offer Cisco Learning Credits for purchase under the contract. As of the date of bid submission, Cisco Learning Credits are available for purchase at \$100 per credit on the U.S. Global Price Lists and sold in packages of 10, 100, 500, and 1500 (**Table 5**). They can be added to any Cisco hardware, software, or solution purchase and redeemed within one (1) year from activation on the Cisco Learning Credits Management Tool (LCMT). Cisco Learning Credits can be redeemed for high-quality, authorized training from a Cisco Learning Partner or their affiliated organizations, or Cisco Advanced Services Education.

Table 5. Cisco Learning Credits

Part Number	Credits	Price (USD)	Discount %
TRN-CLC-000	10	\$1,000	0.00%
TRN-CLC-001	100	\$10,000	0.00%
TRN-CLC-002	500	\$50,000	0.00%
TRN-CLC-003	1500	\$150,000	0.00%

Partner Training

In addition to Cisco Learning Credits and subject to Cisco approval, the Authorized Resellers may add customized training to address specific customer requirements. Once Cisco vets and selects the Authorized Resellers for each executed Participating Addendum in accordance with the process as described in our response to Section 4.6, we will solicit each Authorized Reseller for their specific onsite and remote hourly rates for training, if they wish to provide such services. This process is consistent with our approach today under the current Cisco WSCA Data Communications AR-233 contract in coordination with the State of Utah.

Below are URLs for our entire current U.S. Global Price Lists for the categories in this Cost Schedule:

- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Advanced_Services.xls
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Basic_Maintenance.xls
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_GPL_Price_List.xlsx
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Ironport_Academic_Price_List.xlsx
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Ironport_Gov_Price_List.xlsx
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Refurb_Products_Price_List.xlsx
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Services_Price_List_1_of_2.xlsx
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Services_Price_List_2_of_2.xlsx
- http://www.cisco.com/web/strategy/government/wsca/rfp/2013_08_WSCA_RFP_Cisco_Webex_Price_List.xlsx