

1 Please list your minimum discounts for the following Product Categories and Manufacturers. Additional product categories and manufacturers may be added.

Product Category	MFR	Minimum Discount % off List
Servers		
	Dell	25%
	Hewlett-Packard	32%
	Fujitsu	NA
	Cisco	55%
Network Hardware		
	Aruba	21%
	Arista	7%
	Juniper	45%
	Cisco	41%
	o Switches/Meraki	41%
	o Routers	41%
	o Security/FW	41%
	o Wireless	41%
	o Network Appliances	41%
		12%-20%
	F5 Networks	8%
	Gigamon	6%
	Palo Alto	5%
Telecom Equipment		
	Polycm	NA
	Cisco	41%
Data Storage		
	Dell	30%
	EMC	30%
	Fujitsu	NA
	NetApp	20%
	Nutanix	7%
	Pure Storage	45%
	HPE	32%
Desktop Computers		
	Dell	15%
	Apple	NA
	Hewlett-Packard	4%
	Lenovo	6%
Laptop Computers		
	Dell	15%
	Apple	NA
	Hewlett-Packard	4%
	Lenovo	6%
	Panasonic	5%
Tablet Computers		
	Apple	NA
	Microsoft	1%
Printers		
	Hewlett-Packard	4%
	Dell	32%
Monitors		
	NEC	5%
I/O Devices		
	Logitech	3%
Projectors		
	Epson	3%
	NEC	3%
Cables		
Software		
	Acquia	8%
	Adobe	2%
	Akamai	15.00%
	Arista	7%
	AWS	5%
	Box	10%
	CA Technologies	5%
	CheckMarx	10%
	Citrix	9%
	Cylance	6%
	DocuSign	8%
	Elastic	2%
	FireEye	6%
	Forescout	7%
	Google	5%
	Granicus	7%
	Infoblox	8%
	Kofax	6%
	Linkedin	5%
	McAfee	20%
	Microfocus	5%
	Microsoft	2%
	New relic	3%
	Nutanix	7%
	Okta	15%
	Proofpoint	5%
	Recorded Future	10%
	RedHat	6%
	RSA	6%
	Salesforce	5%

We can source but will depend on distribution

	SAP	10%
	Secureworks	5%
	ServiceNow	5%
	Skybox	5%
	Solarwinds	5%
	Splunk	4%
	Symantec	15%
	Tableau	5%
	Tanium	10%
	Tenable	5%
	UiPath	5%
	Varonis	4%
	vbrick	20%
	Veeam	5%
	Veritas	10%
	VMWare	19%
	Zscaler	15%
	SecureW2	0%
Other		
	Expel.IO	5%
	Pentax	0%
	Rubrick	0%
	Applied Data Systems	0%
	APC	0%
	A10	0%
	Infor	0%
	CrowdStrike	0%
	Bright	0%
	Galvanize	0%
	Intel	0%
	Spinklr	0%
	Mission Critical Institu	0%
	Meltwater	0%
	Mellanox	0%
	KeySight	0%
	APC	0%
	Quantum	0%
	Career Builder	0%
	SpinTouch	0%
	Sophos	0%
	Box Inc.	0%
	CityBase	0%
	Atlassian	0%
	IBM	0%
	Centrify	0%
	Cisco Duo	0%
	LeepFrog	0%
	Everbridge	0%
	BlueCat	0%
	CineMassive	0%
	Advance HPC	0%
	SpeedGoat	0%
	CyberArk	0%
	Intrado	0%
	Collibra	0%
	Gimmel	0%
	Zoom	0%
	Trustwave	0%
	Google Cloud	0%
	Google Workspace	0%
	Google Maps	0%
	Google Apigee	0%
	Google Looker	0%
	Calero-MDSL	0%
	Seagate	0%
	Sumologic	0%
	CRG	0%
	Rock Solid	0%
	Alida	0%
	INFORMA	0%
	Alchemy	0%
	Udemy	0%
	Workiva	0%
	Bitly	0%
	Smartling	0%
	Rave Mobile	0%
	Supermicro	0%
	Gigabyte	0%
	Akips	0%
	Motimatic	5%
	FOM Networks	2%
	Cloudflare	2%
	UKG	2%
	Constant Technologie	2%
	HID Global	2%
	Anaplan	0%
	Planview	2%
	Gitlab	5%
	Rapid7	1%
	Flock Safety	2%
	MicroStrategy	0%
	HRchitect	Fixed Fee
	•HCM IT Consulting	
	•Fixed Fee Labor	
	•Implementation	
	•Client Side Advisory and Project Management	
	KnowBe4	1%

	Solvaria	0%
Hardware Maintenance		2%
Software Maintenance		2%

* Will vary greatly depending on MFR and reseller of record
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2. Please list your hourly rates for the following professional services: Additional services may be added.

Services	Hourly Rate
Project Manager	\$116.00
Project Trainer	\$211.59
Systems Engineer	\$220.00
Network Engineer	\$203.13
Software Developer	\$217.01
Computer Technician	\$190.00
Senior Implementation & Configuration Manager	\$380.00
Professional Services Engineer	\$305.00
Project Manager (InfoBlox)	\$310.00
Professional Services Engagement (InfoBlox)	\$320.00
Project Management Labor (Constant Technologies Inc)	\$161.70
Project Engineering and Construction Drawings (Constant Technologies Inc)	\$161.70
Offsite Rack Fabrication and Technology Integration (Constant Technologies Inc)	\$122.50
Project Onsite Install Labor (Constant Technologies Inc)	\$171.50
Project Onsite System Programming Commissioning Testing and Training (Constant Technologies Inc)	\$171.50
Custom programming for control system (Constant Technologies Inc)	\$210.70
Business Analyst Level 3 - Senior	\$137.60
Project Manager / Scrum Master Level 3 - Senior	\$134.38
Enterprise Architect Level 3 - Senior	\$145.13
.Net Application Developer Level 3 - Senior	\$139.75
.Net Application Developer Level 2 - Mid	\$129.00
Database Administrator Level 3 - Senior	\$147.80
Software Tester / QA Analyst Level 3 - Senior	\$134.38
Software Tester / QA Analyst Level 2 - Mid	\$96.75

3. Please list your MAXIMUM Mark-Ups:

Value Added Reseller	%
Hardware Maximum Mark-Up	20%
Software Maximum Mark-Up	20%
Services Maximum Mark-Up	20%