

MEEC IT Hardware Contract UMD-972016
Skyline Technology Solutions

Category 4 - Network Hardware

▲ = New brand as of Jan. 2020

Network hardware and related installation and maintenance services. Includes software necessary for the operation, security and use of the network system, at the option of an institution.

Brands	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
Aruba/ HP	37%	1% for support	Installation service provided in a quote request
Brocade	58.5%	12% for support	Installation service provided in a quote request Brocade Software Lic. 12% Brocade/Ruckus Licenses 12% Brocade/Ruckus Support 5%
Ciena	21%	15% for support	Installation service provided in a quote request Ciena 5430 Optics 71% Ciena waveServer/6500/8700 Optics 65% Ciena 5430/TCE Optics 54% Ciena 51XX/39XX HW 45% Ciena 8700 HW 37% Ciena Software Licenses 32% Ciena waveServer/6500/8700 HW 21% Ciena Training 15%
CISCO	37%	23% for support	Installation service provided in a quote request
Dell	32%	6% for support	Installation service provided in a quote request
Dell-EMC	21%	6% for support	Installation service provided in a quote request
Extreme Networks	37%	3% for support	Installation service provided in a quote request Extreme SW License support 1%
HPE	37%	1% for support	Installation service provided in a quote request
Juniper	37%	6% for support	Installation service provided in a quote request
Meraki/ Cisco	37%		Installation service provided in a quote request Cisco/Meraki Licensing --Includes support 37%
MVR Comm.	45%	15% for support	Installation service provided in a quote request
▲ Palo Alto Networks	10%	5%	Extra discounts can be provided for specific purchases based on configurations.
Pulse Secure	26%	1% for support	Installation service provided in a quote request

*SELP = Contractor's published or otherwise verifiable Standard Educational List Pricing