

Attachment C - Pricing Discounts & Value Added Services

Contractor Juniper Networks (US), Inc.

Section 1: Pricing Notes

1. % discounts are based on minimum discounts off Contractor's commercially published pricelists versus fixed pricing. Nonetheless, Orders will be fixed-price or fixed-rate and not cost reimbursable contracts. Contractor has the ability to update and refresh its respective price catalog, as long as the agreed-upon discounts are fixed.
2. Minimum guaranteed contract discounts do not preclude an Offeror and/or its authorized resellers from providing deeper or additional, incremental discounts at their sole discretion.
3. Purchasing entities shall benefit from any promotional pricing offered by Contractor to similar customers. Promotional pricing shall not be cause for a permanent price change.
4. Contractor's price catalog shall include the price structures of all products, services and value added items (i.e., Maintenance Services, Professional Services, Etc.) that it intends to provide under its contract. Pricing shall all-inclusive of infrastructure and software costs and management of infrastructure, network, OS, and software.

Section 2: Minimum Discount % off List

Category 1.2 Networking	
Hardware and Software (on premise)	45.00%
Cloud Services	45% (Product) 15% (Service)
Service Packages (i.e., Maintenance, etc.)	15.00%
Category 1.3 Routers, Switches, Security, and Networking Storage	
Hardware and Software (on premise)	45.00%
Cloud Services	45% (Product) 15% (Service)
Service Packages (i.e., Maintenance, etc.)	15.00%

Contractor's Published Pricelist:

<https://www.juniper.net/us/en/partners/pricing/state-and-local-price-list.html>

Section 3: Value Added Services

Provide the title, job description for each title, and associated hourly rate. Add additional rows as necessary.

Title	Job Description	Hourly Rates					
		Weekday		Weekend		State Holiday	
		Onsite	Remote	Onsite	Remote	Onsite	Remote
Maintenance Services	Maintenance Services are provided as part of the product sale at different annual program levels and sku's by product. See price list	Not priced hourly	Not priced hourly	Not priced hourly	Not priced hourly	Not priced hourly	Not priced hourly
Professional Services	Remote Managed Services are delivered under annual contracts - not via an hourly rate structure	Not priced hourly	Not priced hourly	Not priced hourly	Not priced hourly	Not priced hourly	Not priced hourly
Professional Services	Standard Consulting Rate - Network Design, Integration & Security SKU=Pro-Consult-Sec2 sold as a Daily Rate Not including T&E at \$2750/Day discounted by 10%	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$310/ hour based on discounted daily rate / 8hrs per day	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$310/ hour based on discounted daily rate / 8hrs per day	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$310/ hour based on discounted daily rate / 8hrs per day
Professional Services	Standard NMS Consulting Rate - Network Management and Software Customization SKU=Pro-Consult-APP2 Sold as a Daily Rate Not Including T&E \$2475/Day discounted by 10%	\$354/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$278/ hour based on discounted daily rate / 8hrs per day	\$354/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$278/ hour based on discounted daily rate / 8hrs per day	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$278/ hour based on discounted daily rate / 8hrs per day
Project Management	Project Management - Standard Rate SKU=PRO-PM2-DAILY sold as a Daily Rate for Remote Services not including T&E at \$2400 discounted by 10%	Custom Service Offering	\$270/ hour based on discounted daily rate / 8hrs per day	Custom Service Offering	\$270/ hour based on discounted daily rate / 8hrs per day	Custom Service Offering	\$270/ hour based on discounted daily rate / 8hrs per day

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Deployment Services	Deployment Services associated with the integration our products are typically defined as Rack and Stack Services. Juniper only provides these services on a fixed price based and usually after a site survey has been performed. No hourly pricing available at this time.	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA
Consulting Advisory Services	Typically fixed project based and based on Consulting area and skills required on a project basis	Custom Service Offering	Custom Service Offering	Custom Service Offering	Custom Service Offering	Custom Service Offering	Custom Service Offering
Architectural Design Services	Architectural Consulting Rate - Network Design, Integration & Security SKU=PRO-CONSULT-SEC1 sold as a Daily Rate Not including T&E at \$3190/Day discounted by 10%	\$434/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$359/ hour based on discounted daily rate / 8hrs per day	\$434/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$359/ hour based on discounted daily rate / 8hrs per day	\$434/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$359/ hour based on discounted daily rate / 8hrs per day
Statement of Work Services	Fixed Priced SOW based Services are not Hourly Rate based but are available - SKU - Pro_Custom	Custom Service Offering	Custom Service Offering	Custom Service Offering	Custom Service Offering	Custom Service Offering	Custom Service Offering
Partner Services	No expected partnered services at this time and they are typically contracted on a per project and fixed price basis	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA	Not Applicable /NA
Training Deployment Services	Formal Training is sold separately, but as part of a project delivery we do provide Knowledge Transfer Workshops where both content development as well as delivery would be part of any pricing. Delivered by under our Standard Consulting Rate, SKU=Pro-Consult-Sec2 sold as a Daily Rate Not including T&E at \$2750/Day discounted by 10%	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$310/ hour based on discounted daily rate / 8hrs per day	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$310/ hour based on discounted daily rate / 8hrs per day	\$385/ hour based on discounted daily rate plus on average \$600 per day for Travel divided by 8 hours	\$310/ hour based on discounted daily rate / 8hrs per day
[add any additional Value Added Services]							