

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

Product Category	MFR	Approx Annual VHEPC Spend Amount	Minimum Discount % off List
Servers		\$2,000,000	
	Dell		25%
	Hewlett-Packard		28%
	Cisco		35%
Network Hardware		\$2,000,000	
	Aruba		30%
	Cisco		37%
	Fortinet		28%
	Meraki		37%
Telecom Equipment		\$1,000,000	
	Cisco		39%
Data Storage		\$2,000,000	
	Dell		30%
	EMC		30%
	Pure		37%
Desktop Computers		\$1,000,000	
	Dell		20%
	Hewlett-Packard		4%
	Lenovo		4%
Laptop Computers		\$3,000,000	
	Dell		20%
	Hewlett-Packard		4%
	Lenovo		4%
Tablet Computers		\$1,000,000	
	Microsoft		10%
Printers		\$250,000	
	Hewlett-Packard		0%
	Dell		0%
Monitors		\$600,000	
	NEC		0%
I/O Devices		\$100,000	
	Logitech		0%
Projectors		\$250,000	
	Epson		0%
	NEC		0%
Cables		\$250,000	
Software		\$1,000,000	
	Cisco Licensing / Software		10%
	Cisco EA		10%
	Cisco Flex		15%
	Cisco Webex Calling		\$19.95/user/month
	Microsoft		0%
	VMWare		15%
	Symantec		15%
	Adobe		0%
	Meraki		15%
	Citrix		0%
Hardware Maintenance		\$2,000,000	
	Cisco (Education)		30%
	Cisco (State & Local Government)		15%
	DellEMC		15%
	Fortinet		5%
	HPE		0%
	Symantec		5%
	Veeam		0%
	Vmware		5%
Software Maintenance		\$2,000,000	

2. Please list your hourly rates for the following professional services: Additional services may be added.

Services		Approx Annual VHEPC Spend Amount	Hourly Rate
Project Manager		\$800,000	\$ 181.00
Project Trainer		\$1,250,000	\$ 181.00
Systems Engineer		\$500,000	\$ 226.25
Network Engineer		\$500,000	\$ 181.00
Software Developer		\$350,000	\$ 226.25
Computer Technician		\$350,000	\$ 135.75
Sr. Network Engineer			\$ 226.25
Professional Services - Rate Notes			
Services and travel provided outside of Regular Business Hours are billed at 1.5 times the Basic Service Rate. "Regular Business Hours" are 8 AM to 5 PM, Monday through Friday, excluding the following holidays: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, Thanksgiving Friday and Christmas.			
Emergency support services are billed with a two (2) hour minimum and after that standard after-hours billing rates will apply			
ALI will bill travel time round trip to customer sites within a 75 mile radius of the ALI facilities at the assigned engineer's applicable hourly rate. For customer sites beyond the 75 Mile radius, ALI will apply a 50% discount to the assigned engineer's applicable hourly rate for the round trip travel time.			
Services pre-scheduled for weekend and holiday hours are billed at two (2) times the Basic Service Rate.			
All professional services projects will be quoted and performed using these rates on a Time & Material basis or a Fixed-Fee basis.			

3. Please list your MAXIMUM Mark-Ups:

Value Added Reseller	%
Hardware Maximum Mark-Up	25%
Software Maximum Mark-Up	25%
Services Maximum Mark-Up	45%