

C. CONTRACT DELIVERABLES

C.1. Assignment

This contract is for Cisco networking products and services. Cisco has assigned full bidding responsibility to EC America, Inc and authorizes EC America as the sole bid respondent of the Cisco portfolio or products and services that are applicable herein. See Attachment A for complete authorization letter dated March 16, 2012.

C.2. Products and Services

- C.2.1.** This is a mandatory statewide contract to provide state agencies and government entities with a means to procure networking products and support services.
- C.2.2.** The contract covers Cisco brand networking products for state agencies. Non-state agencies may purchase other products listed in the Cisco Global Price List and the WebEx Price List. .
- C.2.3.** Contractor shall provide the full line of the networking products for Cisco and services including pre-sales support, installation, engineering, help-desk/telephone/electronic support, maintenance, training, and professional services for any agency of the State of Oklahoma in accordance with the terms and conditions defined in this contract.
- C.2.4.** This contract includes the purchase of IT network hardware, including only the following product categories:
- LAN / WAN infrastructure equipment,
 - Firewalls, virtual private networks (VPN)
- C.2.5.** Included in initial purchase price is standard product support, with options for extended warranty and support services.
- C.2.6.** Items excluded from this contract, for state agencies, include telephony equipment and any other hardware, software that is not in the above categories.
- C.2.7.** Everything ordered by and delivered to the state must be compatible with the states network environment for which it is ordered. The acquisition of professional services must support the design, acquisition and implementation of the state's network/network applications and in concert with the provision of products acquired under the contract.

C.3. Pricing

The pricing structure for this contract is a, not-to-be-less-than "percentage discount from MSRP," therefore minimal discounts offered are as following:

- Cisco Hardware 38%
- Cisco Software 38%
- Cisco Maintenance 16%
- Webex Software 5.03%
- Hourly rates for: 10.5% off of MSRP pricing table below:

Part Number	Description	Unit	MSRP
PS-DIR-ADV	Advanced Daily Install	Day	\$1,333.33
PS-DIR-INT	Intermediate Daily Install	Day	\$1,111.11
PS-DIR-BASIC	Basic Daily Install	Day	\$ 888.89
PS-DIR-ENC	Enterprise Network Consultant	Hour	\$ 205.72
PS-DIR-ENC II	Enterprise Network Consultant II	Hour	\$ 239.11
PS-DIR-ENC III	Enterprise Network Consultant III	Hour	\$ 278.07
PS-DIR-DCT	Data Communications Technician	Hour	\$ 105.54
PS-DIR-NE	Network Engineer	Hour	\$ 150.07
PS-DIR-SNE	Senior Network Engineer	Hour	\$ 166.76
PS-DIR-PM	Project Manager	Hour	\$ 166.76

Pricing does not include travel or living expenses. Travel and living expenses shall be billed separately

Pricing structures will be reviewed/renegotiated each year prior to contract renewal.