

**Hot-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Shared / GeoDiverse Work Force Recovery Services	<p><b>Each Subscribed Position Includes (price per position):</b></p> <p>(1) Intel PC or Thin Client Workstation (minimum PC configuration) :                      2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard</p> <p>(1) Cubicle Desktop and Chair                      T-1 or greater Internet Access                      Access to Two (2) Printers                      Access to Fax Machine                      Access to Copier                      *Includes one (1) 8-hour test period                      **Declaration Fees / Daily Usage Charges Applicable upon</p>	\$30.00	10%	\$27.00
Dedicated Work Force Recovery Services	<p><b>Each Dedicated Position Includes (price per position):</b></p> <p>(1) Intel PC or Thin Client Workstation (minimum PC configuration) :                      2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard</p> <p>(1) Cubicle Desktop and Chair                      T-1 or greater Internet Access                      Access to Two (2) Printers                      Access to Fax Machine                      Access to Copier                      *Includes one (1) 8-hour test period                      **Declaration Fees / Daily Usage Charges Applicable upon</p>	\$85.00	12%	\$75.00

VoIP, IP-based Phone Services (Basic)	(1) Cisco 7945G Unified IP Phone (1) Cisco Unified Communications Manager Assigned DIDs (basic service)  Each Phone Includes: Inbound Calling1 Outbound Calling1 One (1) Voicemail Long Distance Calling2 Auto Attendant (Menu Dial) Toll-Free Number Rerouting	One (1) Instance included with each Shared or Dedicated Position Ordered	N/A	One (1) Instance included with each Shared or Dedicated Position Ordered
VoIP, IP-based Phone Services (Advanced) *requires Basic level service	<b>Customized and Advanced Services including (price per position):</b>  Telephone Number Rerouting for Incoming calls Automated Attendant Options Interactive Voice Response (IVR) equipment Automatic Call Distribution (ACD) Agent (for routing incoming calls to users / functional groups) Supervisory Position with ACD Agent (monitoring of calls) Reports on Volume, Routing and Service timeliness Recording of Incoming Calls for Compliance, Review or Storage	\$10.00	10%	\$9.00
Test Services Package	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
Declaration Fee	Fee Only Required Upon Disaster Declaration (per 50 positions)	\$3,000.00	10%	\$2,700.00
Daily Usage Fee	Fee Only Required During Service Usage (per 50 positions)	\$1,000.00	10%	\$900.00
	<b>Virtual Disaster Recovery (VDR) Services</b>			
VDR-Hot	1-10 Servers Each	\$120.00	10%	\$108.00
	11-20 Servers Each	\$110.00	10%	\$99.00
	20 or more	\$100.00	10%	\$90.00

Dec-fee 1-5	1-5 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 6-10	6-10 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 11-15	11-15 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 16-20	16-20 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 21-25	21-25 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 26-30	26-30 Servers	\$3,500.00	10%	\$3,150.00
	Standard guest server is a single 2.4Ghz processor with 2 GB of RAM			
	<b>Al a Carte Services</b>			
IN-FAC	Facility Charges	\$200.00	10%	\$180.00
IN-CAG	Cage Space Private Secured Per Sq Ft	\$6.42	0%	\$6.42
SETUP-IN-CAG	Cage Space Private Secured Setup Per Sq Ft	\$6.67	0%	\$6.67
IN-HRK-M	Rack-1/2 Managed per month	\$325.00	10%	\$292.50
IN-FRK-M	Rack-Full Managed per month	\$600.00	10%	\$540.00
IN-HRK-C	Rack-1/2 Colocation per month	\$265.00	10%	\$238.50
IN-FRK-C	Rack-Full Colocation per month	\$490.00	10%	\$441.00
IN-NCC	Network Cross Connection per month	\$150.00	10%	\$135.00
SV-BLD-M	Server Single Blade per month	\$210.00	10%	\$189.00
SV-1US-M	Server 1U Single Power Supply per month	\$225.00	10%	\$202.50
SV-1UD-M	Server 1U Dual Power Supply per month	\$260.00	10%	\$234.00
SV-2US-M	Server 2U Single Power Supply per month	\$270.00	10%	\$243.00
SV-2UD-M	Server 2U Dual Power Supply per month	\$305.00	10%	\$274.50
SV-4US-M	Server 4U Single Power Supply per month	\$345.00	10%	\$310.50
SV-4UD-M	Server 4U Dual Power Supply per month	\$380.00	10%	\$342.00
PW-120-C	Power Feed 120V with 10A Base Power Included	\$240.00	0%	\$240.00
PW-120-PA-C	Power Feed Consumed 120V Power Charge beyond Included 10A	\$27.00	0%	\$27.00
PW-208-C	Power Feed 208V with 10A Base Power Included	\$390.00	0%	\$390.00
SETUP-PW-208-C	Power Feed Setup 208V	\$180.00	0%	\$180.00
PW-208-PC-C	Power Feed Consumed 208V Power Charge Beyond Included 10A	\$48.00	0%	\$48.00
BW-T1	Bandwidth Committed 1 Mbps per month	\$295.00	10%	\$265.50
BW-T2	Bandwidth Committed 2-3 Mbps per month	\$285.00	10%	\$256.50
BW-T3	Bandwidth Committed 4-6 Mbps per month	\$265.00	10%	\$238.50
BW-T4	Bandwidth Committed 7-10 Mbps per month	\$250.00	10%	\$225.00

BW-T5	Bandwidth Committed 10+ Mbps per month	\$245.00	10%	\$220.50
BW-B1	Bandwidth Bursting 2-3 Mbps per month	\$450.00	10%	\$405.00
BW-B2	Bandwidth Bursting 4-7 Mbps per month	\$400.00	10%	\$360.00
BW-B3	Bandwidth Bursting 8-10 Mbps per month	\$325.00	10%	\$292.50
	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Warm-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Shared / GeoDiverse Work Force Recovery Services	<p><b>Each Subscribed Position Includes (price per position):</b></p> <p>(1) Intel PC or Thin Client Workstation (minimum PC configuration) :                      2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard</p> <p>(1) Cubicle Desktop and Chair                      T-1 or greater Internet Access                      Access to Two (2) Printers                      Access to Fax Machine                      Access to Copier                      *Includes one (1) 8-hour test period                      **Declaration Fees / Daily Usage Charges Applicable upon</p>	\$30.00	10%	\$27.00

Dedicated Work Force Recovery Services	<b>Each Dedicated Position Includes (price per position):</b> (1) Intel PC or Thin Client Workstation (minimum PC configuration) : 2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard  (1) Cubicle Desktop and Chair T-1 or greater Internet Access Access to Two (2) Printers Access to Fax Machine Access to Copier *Includes one (1) 8-hour test period **Declaration Fees / Daily Usage Charges Applicable upon	\$85.00	12%	\$75.00
VoIP, IP-based Phone Services (Basic)	(1) Cisco 7945G Unified IP Phone (1) Cisco Unified Communications Manager Assigned DIDs (basic service)  Each Phone Includes: Inbound Calling1 Outbound Calling1 One (1) Voicemail Long Distance Calling2 Auto Attendant (Menu Dial) Toll-Free Number Rerouting	One (1) Instance included with each Shared or Dedicated Position Ordered	N/A	One (1) Instance included with each Shared or Dedicated Position Ordered
VoIP, IP-based Phone Services (Advanced) *requires Basic level service	<b>Customized and Advanced Services including (price per position):</b> Telephone Number Rerouting for Incoming calls Automated Attendant Options Interactive Voice Response (IVR) equipment Automatic Call Distribution (ACD) Agent (for routing incoming calls to users / functional groups) Supervisory Position with ACD Agent (monitoring of calls) Reports on Volume, Routing and Service timeliness Recording of Incoming Calls for Compliance, Review or Storage	\$10.00	10%	\$9.00
Test Services Package	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00

Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
Declaration Fee	Fee Only Required Upon Disaster Declaration (per 50 positions)	\$3,000.00	10%	\$2,700.00
Daily Usage Fee	Fee Only Required During Service Usage (per 50 positions)	\$1,000.00	10%	\$900.00
	<b>Virtual Disaster Recovery (VDR) Services</b>			
VDR-Warm	1-50 Servers Each	\$60.00	10%	\$54.00
	51 or more custom	\$50.00	10%	\$45.00
Dec-fee 1-5	1-5 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 6-10	6-10 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 11-15	11-15 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 16-20	16-20 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 21-25	21-25 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 26-30	26-30 Servers	\$3,500.00	10%	\$3,150.00
	* Standard guest server is a single 2.4Ghz processor with 2 GB of RAM			
	<b>Al a Carte Services</b>			
IN-FAC	Facility Charges	\$200.00	10%	\$180.00
IN-CAG	Cage Space Private Secured Per Sq Ft	\$6.42	0%	\$6.42
SETUP-IN-CAG	Cage Space Private Secured Setup Per Sq Ft	\$6.67	0%	\$6.67
IN-HRK-M	Rack-1/2 Managed per month	\$325.00	10%	\$292.50
IN-FRK-M	Rack-Full Managed per month	\$600.00	10%	\$540.00
IN-HRK-C	Rack-1/2 Colocation per month	\$265.00	10%	\$238.50
IN-FRK-C	Rack-Full Colocation per month	\$490.00	10%	\$441.00
IN-NCC	Network Cross Connection per month	\$150.00	10%	\$135.00
SV-BLD-M	Server Single Blade per month	\$210.00	10%	\$189.00
SV-1US-M	Server 1U Single Power Supply per month	\$225.00	10%	\$202.50
SV-1UD-M	Server 1U Dual Power Supply per month	\$260.00	10%	\$234.00
SV-2US-M	Server 2U Single Power Supply per month	\$270.00	10%	\$243.00
SV-2UD-M	Server 2U Dual Power Supply per month	\$305.00	10%	\$274.50
SV-4US-M	Server 4U Single Power Supply per month	\$345.00	10%	\$310.50

SV-4UD-M	Server 4U Dual Power Supply per month	\$380.00	10%	\$342.00
PW-120-C	Power Feed 120V with 10A Base Power Included	\$240.00	0%	\$240.00
PW-120-PA-C	Power Feed Consumed 120V Power Charge beyond Included 10A	\$27.00	0%	\$27.00
PW-208-C	Power Feed 208V with 10A Base Power Included	\$390.00	0%	\$390.00
SETUP-PW-208-C	Power Feed Setup 208V	\$180.00	0%	\$180.00
PW-208-PC-C	Power Feed Consumed 208V Power Charge Beyond Included 10A	\$48.00	0%	\$48.00
BW-T1	Bandwidth Committed 1 Mbps per month	\$295.00	10%	\$265.50
BW-T2	Bandwidth Committed 2-3 Mbps per month	\$285.00	10%	\$256.50
BW-T3	Bandwidth Committed 4-6 Mbps per month	\$265.00	10%	\$238.50
BW-T4	Bandwidth Committed 7-10 Mbps per month	\$250.00	10%	\$225.00
BW-T5	Bandwidth Committed 10+ Mbps per month	\$245.00	10%	\$220.50
BW-B1	Bandwidth Bursting 2-3 Mbps per month	\$450.00	10%	\$405.00
BW-B2	Bandwidth Bursting 4-7 Mbps per month	\$400.00	10%	\$360.00
BW-B3	Bandwidth Bursting 8-10 Mbps per month	\$325.00	10%	\$292.50
	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Cold-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
	<b>Virtual Disaster Recovery (VDR) Services</b>			
VDR-Cold	1-3 Servers Each	\$0.00		\$0.00
	4-6 Servers Each	\$0.00		\$0.00
	7-10 Servers Each	\$0.00		\$0.00
	11 or more custom			
	Consulting services (creating, training, documentation) per hour	\$150.00	10%	\$135.00
	Cold solution has no data center associated fees as the customer is provided consulting services as to how and best practices to house images and data for disaster recovery.			

Dec-fee 1-5	1-5 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 6-10	6-10 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 11-15	11-15 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 16-20	16-20 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 21-25	21-25 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 26-30	26-30 Servers	\$3,500.00	10%	\$3,150.00
	* Standard guest server is a single 2.4Ghz processor with 2 GB of RAM			
	<b>Al a Carte Services</b>			
IN-FAC	Facility Charges	\$200.00	10%	\$180.00
IN-CAG	Cage Space Private Secured Per Sq Ft	\$6.42	0%	\$6.42
SETUP-IN-CAG	Cage Space Private Secured Setup Per Sq Ft	\$6.67	0%	\$6.67
IN-HRK-M	Rack-1/2 Managed per month	\$325.00	10%	\$292.50
IN-FRK-M	Rack-Full Managed per month	\$600.00	10%	\$540.00
IN-HRK-C	Rack-1/2 Colocation per month	\$265.00	10%	\$238.50
IN-FRK-C	Rack-Full Colocation per month	\$490.00	10%	\$441.00
IN-NCC	Network Cross Connection per month	\$150.00	10%	\$135.00
SV-BLD-M	Server Single Blade per month	\$210.00	10%	\$189.00
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SV-1UD-M	Server 1U Dual Power Supply per month	\$260.00	10%	\$234.00
SV-2US-M	Server 2U Single Power Supply per month	\$270.00	10%	\$243.00
SV-2UD-M	Server 2U Dual Power Supply per month	\$305.00	10%	\$274.50
SV-4US-M	Server 4U Single Power Supply per month	\$345.00	10%	\$310.50
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PW-120-C	Power Feed 120V with 10A Base Power Included	\$240.00	0%	\$240.00
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PW-208-PC-C	Power Feed Consumed 208V Power Charge Beyond Included 10A	\$48.00	0%	\$48.00
BW-T1	Bandwidth Committed 1 Mbps per month	\$295.00	10%	\$265.50
BW-T2	Bandwidth Committed 2-3 Mbps per month	\$285.00	10%	\$256.50
BW-T3	Bandwidth Committed 4-6 Mbps per month	\$265.00	10%	\$238.50
BW-T4	Bandwidth Committed 7-10 Mbps per month	\$250.00	10%	\$225.00

BW-T5	Bandwidth Committed 10+ Mbps per month	\$245.00	10%	\$220.50
BW-B1	Bandwidth Bursting 2-3 Mbps per month	\$450.00	10%	\$405.00
BW-B2	Bandwidth Bursting 4-7 Mbps per month	\$400.00	10%	\$360.00
BW-B3	Bandwidth Bursting 8-10 Mbps per month	\$325.00	10%	\$292.50
	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Mobile-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
6ECV	Vehicle/Trailer	\$4,729,836.00	32%	\$3,216,288.48
ECV-PM-A	Project Management & Administrative	\$118,210.00	32%	\$80,382.80
ECV-EI	ECV Engineering and Installation	\$252,500.00	32%	\$171,700.00
ECV-COM-H	Communication Hardware	\$283,660.00	32%	\$192,888.80
ECV-COM-I	Communication Installation	\$79,550.00	32%	\$54,094.00
ECV-COM-M	Communication Maintenance	\$31,892.00	32%	\$21,686.56
ECV-AUV-H	Audio Visual Hardware	\$50,020.00	32%	\$34,013.60
ECV-AUV-I	Audio Visual Installation	\$3,000.00	32%	\$2,040.00
ECV-AUV-M	Audio Visual Maintenance	\$6,576.00	32%	\$4,471.68
ECV-TME	Travel and Material Expense	As Incurred		As Incurred
RCC-ISF	Initial Startup Fee (includes 1 year subscription	\$294,117.65	32%	\$200,000.00
RCC-SMS	Yearly Subscription and Maintenance Fee	\$35,294.12	32%	\$24,000.00
RCC-ST	Yearly Storage Fee (includes monthly testing)	\$514.70	32%	\$350.00
RCC-D-PT2S	Hourly Deployment Service (min 32hr charge) includes 2 personnel, 1-truck, On-site setup, testing, training and support.	\$588.24	32%	\$400.00

**Tape Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
SSS-50M-DF-T	Delivery Fee - Transport	TBD	32%	TBD

SSS-50M-ID-T	Delivery Fee - Individual Tape	\$1.84	32%	\$1.25
	Delivery Fee - Volume Tape	TBD	32%	TBD
SSS-50M-CS-T	Delivery Fee - Individual Tape Container	\$7.23	32%	\$4.92
	Delivery Fee - Volume Tape Container	TBD	32%	TBD
SSS-100-MS-T	Monthly Tape Storage Fee each- 0 to 100	\$2.81	32%	\$1.91
SSS-500-MS-T	Monthly Tape Storage Fee each- 101 to 500	\$2.26	32%	\$1.54
SSS-1000-MS-T	Monthly Tape Storage Fee each- 501 to 1000	\$1.65	32%	\$1.12
	Monthly Media Storage Per Cubic Foot		32%	\$18.00
SSS-RR-T	Retrieval/Refile Fee - Individual	\$0.00	32%	\$1.45
	Retrieval/Refile Fee - Volume Discount			TBD
SSS-SCL-T	Tape Case Lease - Small	\$12.07	32%	\$8.21
SSS-MCL-T	Tape Case Lease - Medium	\$13.67	32%	\$9.30
SSS-LCL-T	Tape Case Lease - Large	\$15.00	32%	\$10.20

**Archiving Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
BU-T1	Data Backup-1 0-50GB JBOD	\$150.00		\$135.00
BU-T2	Data Backup-2 50-100GB JBOD	\$200.00		\$180.00
BU-T3	Data Backup-3 100-150GB JBOD	\$250.00		\$225.00
BU-T4	Data Backup-4 150-200GB JBOD	\$300.00		\$270.00
BU-T5	Data Backup-5 200-250GB JBOD	\$350.00		\$315.00
BU-T6	Data Backup-6 250-300GB JBOD	\$400.00		\$360.00
BU-T7	Data Backup-7 300-500GB JBOD	\$550.00		\$495.00
BU-T8	Data Backup-8 500Gb-1000GB JBOD	\$1,000.00		\$900.00
BU-T9	Data Backup-9 1000-1500GB JBOD	\$1,500.00		\$1,350.00
SAN-T1-RT	SAN Replication Target Storage 0100 GB	\$160.45		\$144.41
SAN-T2-RT	SAN Replication Target Storage 0200 GB	\$314.49		\$283.04
SAN-T3-RT	SAN Replication Target Storage 0300 GB	\$466.92		\$420.23
SAN-T4-RT	SAN Replication Target Storage 0400 GB	\$616.14		\$554.53
SAN-T5-RT	SAN Replication Target Storage 0500 GB	\$762.15		\$685.94
SAN-T6-RT	SAN Replication Target Storage 0750 GB	\$1,119.16		\$1,007.24
SAN-T7-RT	SAN Replication Target Storage 1000 GB	\$1,444.07		\$1,299.66
SAN-T8-RT	SAN Replication Target Storage 1250 GB	\$1,764.98		\$1,588.48
SAN-T9-RT	SAN Replication Target Storage 1500 GB	\$2,069.84		\$1,862.86
SAN-T10-RT	SAN Replication Target Storage 2000 GB	\$2,727.69		\$2,454.92

	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Disk-based Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
DVS-25	.250 TB Data Vaulting Service	\$ 667.00	32%	\$ 453.56
DVS-1	1.000 TB Data Vaulting Service	\$ 2,485.94	32%	\$ 1,690.44
DVS-2	2.000 TB Data Vaulting Service	\$ 4,197.10	32%	\$ 2,854.03
DVS-4	4.000 TB Data Vaulting Service	\$ 7,344.50	32%	\$ 4,994.26
DVS-6	6.000 TB Data Vaulting Service	\$ 9,443.88	32%	\$ 6,421.84
DVS-8	8.000 TB Data Vaulting Service	\$ 12,591.29	32%	\$ 8,562.08
DVS-10	10.000 TB Data Vaulting Service	\$ 14,689.01	32%	\$ 9,988.53
DVS-12	12.000 TB Data Vaulting Service	\$ 16,788.40	32%	\$ 11,416.11
DVS-14	14.000 TB Data Vaulting Service	\$ 18,887.78	32%	\$ 12,843.69
SAN-T1-DA-S	SAN Direct Attached Shared Storage 0100 GB	\$ 276.10	10%	\$ 248.49
SAN-T2-DA-S	SAN Direct Attached Shared Storage 0200 GB	\$ 541.15	10%	\$ 487.04
SAN-T3-DA-S	SAN Direct Attached Shared Storage 0300 GB	\$ 803.45	10%	\$ 723.11
SAN-T4-DA-S	SAN Direct Attached Shared Storage 0400 GB	\$ 1,060.22	10%	\$ 954.20
SAN-T5-DA-S	SAN Direct Attached Shared Storage 0500 GB	\$ 1,311.47	10%	\$ 1,180.32
SAN-T6-DA-S	SAN Direct Attached Shared Storage 0750 GB	\$ 1,925.79	10%	\$ 1,733.21
SAN-T7-DA-S	SAN Direct Attached Shared Storage 1000 GB	\$ 2,484.89	10%	\$ 2,236.40
SAN-T8-DA-S	SAN Direct Attached Shared Storage 1250 GB	\$ 3,037.09	10%	\$ 2,733.38
SAN-T9-DA-S	SAN Direct Attached Shared Storage 1500 GB	\$ 3,561.68	10%	\$ 3,205.51
SAN-T1-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0100 GB	\$ 160.45	10%	\$ 144.41
SAN-T2-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0200 GB	\$ 314.49	10%	\$ 283.04
SAN-T3-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0300 GB	\$ 466.92	10%	\$ 420.23
SAN-T4-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0400 GB	\$ 616.14	10%	\$ 554.53
SAN-T5-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0500 GB	\$ 762.15	10%	\$ 685.94
SAN-T6-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0750 GB	\$ 1,119.16	10%	\$ 1,007.24
SAN-T7-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 1000 GB	\$ 1,444.07	10%	\$ 1,299.66
SAN-T8-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 1250 GB	\$ 1,764.98	10%	\$ 1,588.48
SAN-T9-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 1500 GB	\$ 2,069.84	10%	\$ 1,862.86

SAN-T10-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 2000 GB	\$ 2,727.69	10%	\$ 2,454.92
SAN-T1-IS-C-S	SAN Clustered iSCSI Shared Storage 0100 GB	\$ 276.10	10%	\$ 248.49
SAN-T2-IS-C-S	SAN Clustered iSCSI Shared Storage 0200 GB	\$ 541.15	10%	\$ 487.04
SAN-T3-IS-C-S	SAN Clustered iSCSI Shared Storage 0300 GB	\$ 803.45	10%	\$ 723.11
SAN-T4-IS-C-S	SAN Clustered iSCSI Shared Storage 0400 GB	\$ 1,060.22	10%	\$ 954.20
SAN-T5-IS-C-S	SAN Clustered iSCSI Shared Storage 0500 GB	\$ 1,311.47	10%	\$ 1,180.32
SAN-T6-IS-C-S	SAN Clustered iSCSI Shared Storage 0750 GB	\$ 1,925.79	10%	\$ 1,733.21
SAN-T7-IS-C-S	SAN Clustered iSCSI Shared Storage 1000 GB	\$ 2,484.89	10%	\$ 2,236.40
SAN-T8-IS-C-S	SAN Clustered iSCSI Shared Storage 1250 GB	\$ 3,037.09	10%	\$ 2,733.38
SAN-T9-IS-C-S	SAN Clustered iSCSI Shared Storage 1500 GB	\$ 3,561.68	10%	\$ 3,205.51

**Live-Streaming Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
S-host	Shared hosting	\$ 20.00	10%	\$18.00
D-host	Dedicated server hosting	\$ 150.00	10%	\$135.00
SP-Dev	SharePoint development services	\$ 180.00	10%	\$162.00
MA-Dev	Mobile application development services	\$ 200.00	10%	\$180.00
SP-Intr	SharePoint Intranet development services	\$ 180.00	10%	\$162.00
SP-Ext	SharePoint Extranet development services	\$ 180.00	10%	\$162.00
SP-Inte	SharePoint Internet development services	\$ 180.00	10%	\$162.00
i-Dev	iPad/iPhone development services	\$ 200.00	10%	\$180.00
	All solutions are customized to the needs of each customer.			

**Web-based Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
S-host	Shared hosting	\$ 20.00	10%	\$18.00
D-host	Dedicated server hosting	\$ 150.00	10%	\$135.00
SP-Dev	SharePoint development services	\$ 180.00	10%	\$162.00
MA-Dev	Mobile application development services	\$ 200.00	10%	\$180.00
SP-Intr	SharePoint Intranet development services	\$ 180.00	10%	\$162.00
SP-Ext	SharePoint Extranet development services	\$ 180.00	10%	\$162.00

SP-Inte	SharePoint Internet development services	\$ 180.00	10%	\$162.00
i-Dev	iPad/iPhone development services	\$ 200.00	10%	\$180.00
	All solutions are customized to the needs of each customer.			

**Cloud Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
C-iaaS	<b>iaaS (Infrastructure as a Service)</b>			
	Requirements: Cage to accommodate up to 8 racks. 208V 60A x 2, 120V 30A x 6. Bighthouse MetroE Cross Connect.			
	Private Suite (Concrete walls, up to 10 racks)	\$4,400	10%	\$3,960.00
	Rack (40U)	\$800	10%	\$720.00
	Power (4 Racks)			
	120V/20A Power Circuits (10 Amps)	\$240	0%	\$240.00
	Power Feed 120V - 10A of Base Power Included 120V Feed Consumed Power Charge beyond included 10A is \$27 Per Amp Per Month			
	208V/30A Power Circuits (10 Amps)	\$340	0%	\$ 340.00
	208V/60A Power Circuits (10 Amps)	\$340	0%	\$ 340.00
	Power Feed 208V - 10A of Base Power Included 120V Feed Consumed Power Charge beyond included 10A is \$48 Per Amp Per Month			
	3Mbps Internet (Burst to 10Mbps)	\$299	10%	\$269.10
	Cross Connect (BH MetroE)	\$150	10%	\$135.00
C-PaaS	<b>PaaS (Platform as a Service)</b>			
	Requirements: 64 Bit Server, Windows Blade Server 2008 R2, 100GB (Private Cloud, 3-Dual Quad Core 48GB Mem)			
	Private (Exclusive Cloud Slot)	\$195	10%	\$175.50
	<b>Blade Server</b> (Dual Quad Core - 48GB M; RAID 1 (2) 73GB HD)	\$515	10%	\$463.50
	Storage: iSCSI SAN (Cloud) 8TB	\$1,600	10%	\$1,440.00
	Redundant Infrastructure	\$300	10%	\$270.00
C-VPS	<b>VPS (Virtual Private Server)</b>			
	Requirements: 30 x 64 bit servers, Server 2008 R2, 100GB HD (4 x Dual Quad Core Blade Servers 48GB Memory for			
	Private (Exclusive Cloud Slot)	\$195	10%	\$175.50

	<b>Blade Server</b> (Dual Quad Core - 48GB M; RAID 1 (2) 73GB HD)	\$515	10%	\$463.50
	Storage: iSCSI SAN (TB)	\$240	10%	\$216.00
	SAN (8TB iSCSI)	\$1,600	10%	\$1,440.00
C-SaaS	<b>SaaS (Software as a Service)</b>			
	Requirements: Exchange 1,000 - 2,000 users (unlimited mailbox up to 5TB total) with Custom SharePoint Deployment			
	Private (Exclusive Cloud Slot)	\$195	10%	\$175.50
	<b>Blade Server</b> (Dual Quad Core - 48GB M; RAID 1 (2) 73GB HD)	\$515	10%	\$463.50
	SAN (8TB iSCSI)	\$1,600	10%	\$1,440.00
	All solutions are customized to the needs of each customer.			

**Virtualization Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
V-Ent	<b>Virtual DSM Enterprise Solution</b>			
	Redundant DSM Virtual Servers *	\$250.00	10%	\$225.00
	Redundant Infrastructure Included	\$100.00	10%	\$90.00
	Available Redundant Power 10 Amps	\$290.00	0%	\$290.00
	3 Mbps included Bandwidth Growable	\$295.00	10%	\$265.50
	Backup Data to 300GB Growable	\$400.00	10%	\$360.00
	Redundant SAN storage 300GB Growable	\$800.00	10%	\$720.00
	Promanage 24/7 Monitoring Included	\$35.00	10%	\$31.50
	Customized by number of devices, servers, bandwidth, power, storage, backup etc.			
	Data center readiness/move/migration fee	\$500.00	10%	\$450.00
	* Standard virtual guest server is a single 2.4Ghz processor with 2 GB of RAM			

V-Std	Virtual DSM Standard Solution			
	New Dell R710 Server Lease	\$275.00	10%	\$247.50
	Redundant Infrastructure	\$100.00	10%	\$90.00
	Available Redundant Power 10 Amps	\$290.00	0%	\$290.00
	3 Mbps included Bandwidth Growable	\$295.00	10%	\$265.50
	24/7 Monitoring (host and guest servers)	\$40.00	10%	\$36.00
	Backup Data to 300GB Growable	\$400.00	10%	\$360.00
	VDR Images (DC, Exchange and SQL)	\$80.00	10%	\$72.00
	Veeam Backup and Replication per processor	\$500.00	10%	\$450.00
	Customized by number of devices, servers, bandwidth, power, storage, backup etc.			
	Data center readiness/move/migration fee	\$500.00	10%	\$450.00
	All solutions are customized to the needs of each customer.			

**Remote Management Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
RM-Sb	Silverback monitoring solution per device/month	\$ 35.00	10%	\$31.50
RM-N	Nagios monitoring solution per device/month	\$ 15.00	10%	\$13.50
RM-AI	IDS/IPS monitoring solution per device/month	\$ 50.00	10%	\$45.00
RM-Imp	Impluse Safe Connect power management per device/month		10%	\$0.00
vITs	Virtual Information Technology Services (vITs)		10%	
	vITs outsourced services			
	All solutions are customized to the needs of each customer.			

**Office Space Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
	<b>250 Seat Fixed Facility (Winter Haven Data Center)</b>			
Wkst-sub	Per user subscription workstation	\$35.00	10%	\$31.50
	* Standard virtual guest server is a single 2.4Ghz processor with 512 MB of RAM			
Dec-fee	Site subscription implementation	\$1,500.00	10%	\$1,350.00
Dec-live	Daily disaster recovery site live fee	\$1,000.00	10%	\$900.00
Std-si	Standard business hours labor	\$160.00	10%	\$144.00
Prm-si	After hours labor	\$240.00	10%	\$216.00
	Mobile recovery components for disaster recovery such as: mobile recovery units, generators, servers, phones, workstations, connectivity, network equipment, etc. are available however these are pre-defined contracted upfront solutions with specific configurations necessary per customer need.			

**Testing Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Test Services Package (Work Force Recovery)	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00

Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
WS-L	Workstation specialist	\$ 75.00	15%	\$63.75
SA-L	System Administrator	\$ 110.00	15%	\$93.50
JR-L	Junior Engineer	\$ 130.00	15%	\$110.50
SR-L	Senior Engineer	\$ 150.00	15%	\$127.50
NAr-L	Network Architect	\$ 160.00	15%	\$136.00
NAn-L	Network Analyst	\$ 180.00	15%	\$153.00
PM-L	Project Manager	\$ 180.00	15%	\$153.00
CTO-L	Chief Technology Officer	\$ 295.00	15%	\$250.75
CIO-L	Chief Information Officer	\$ 325.00	15%	\$276.25
COO-L	IT Chief Operating Officer	\$ 295.00	15%	\$250.75
OUIE-L	Operating Unit IT Executive	\$ 210.00	15%	\$178.50
DITE-L	Departmental IT Executive	\$ 250.00	15%	\$212.50
CISO-L	Chief Information Security Officer	\$ 225.00	15%	\$191.25
MBC-L	Manager, Business Continuance	\$ 200.00	15%	\$170.00
BCS-L	Business Continuance Specialist	\$ 160.00	15%	\$136.00
	All solutions are customized to the needs of each customer.			

**Planning Tools**

Product Name	Product Description	MSRP	Discount	State of Florida Price
FR-Frame	Disaster recovery framework per hour	\$ 200.00	15%	\$170.00
BC-Meth	Business continuity methodology per hour	\$ 200.00	15%	\$170.00
Gov-Frame	IT Governance Framework per hour	\$ 200.00	15%	\$170.00
Reg-C	Regulatory compliance per hour	\$ 200.00	15%	\$170.00
	All solutions are customized to the needs of each customer.			

**Staff Augmentation**

Product Name	Product Description	MSRP	Discount	State of Florida Price
1000	Chief Information Officer	\$427.00	32%	\$290.36
1010	Chief Technology Officer	\$372.00	32%	\$252.96
1020	IT Chief Operating Officer	\$338.00	32%	\$229.84
1030	Operating Unit IT Executive	\$320.00	32%	\$217.60
1040	Departmental IT Executive	\$268.00	32%	\$182.24
1050	E-Business Executive	\$294.00	32%	\$199.92
1060	Chief Information Security Officer	\$261.00	32%	\$177.48
<b>Applications Development</b>				
<i>Director Systems and Programming</i>				
1200-1	Team Leader	\$192.00	32%	\$130.56
1200-2	Manager	\$216.00	32%	\$146.88
1200-3	Sr.Manager	\$263.00	32%	\$178.84
1200-4	Executive	\$349.00	32%	\$237.32
<i>Mgmt. Applications Development</i>				
1210-1	Team Leader	\$181.00	32%	\$123.08
1210-2	Manager	\$210.00	32%	\$142.80
1210-3	Sr.Manager	\$213.00	32%	\$144.84
1210-4	Executive	\$316.00	32%	\$214.88
<i>Applications Architect</i>				
1220-1	Entry	\$147.00	32%	\$99.96
1220-2	Intermediate	\$157.00	32%	\$106.76
1220-3	Advanced	\$167.00	32%	\$113.56
1220-4	Expert	\$185.00	32%	\$125.80
1230	Enterprise Application Integration (EA) Engineer	\$180.00	32%	\$122.40
<i>Systems Analyst</i>				
1240-1	Entry	\$95.00	32%	\$64.60
1240-2	Intermediate	\$143.00	32%	\$97.24
1240-3	Advanced	\$153.00	32%	\$104.04
1240-4	Expert	\$180.00	32%	\$122.40
<i>Applications Development Analyst</i>				
1250-1	Entry	\$108.00	32%	\$73.44
1250-2	Intermediate	\$137.00	32%	\$93.16
1250-3	Advanced	\$155.00	32%	\$105.40
1250-4	Expert	\$174.00	32%	\$118.32
<b>Data Strategy and Management</b>				

	<b>Database Manager</b>			
1400-1	Team Leader	\$188.00	32%	\$127.84
1400-2	Manager	\$212.00	32%	\$144.16
1400-3	Sr.Manager	\$223.00	32%	\$151.64
	<b>Data Architect</b>			
1410-1	Entry	\$129.00	32%	\$87.72
1410-2	Intermediate	\$174.00	32%	\$118.32
1410-3	Advanced	\$217.00	32%	\$147.56
1410-4	Expert	\$236.00	32%	\$160.48
	<b>Data Modeler</b>			
1420-1	Entry	\$103.00	32%	\$70.04
1420-2	Intermediate	\$139.00	32%	\$94.52
1420-3	Advanced	\$169.00	32%	\$114.92
	<b>Database Analyst</b>			
1430-1	Entry	\$127.00	32%	\$86.36
1430-2	Intermediate	\$149.00	32%	\$101.32
1430-3	Advanced	\$168.00	32%	\$114.24
1430-4	Expert	\$187.00	32%	\$127.16
	<b>Database Administrator</b>			
1440-1	Entry	\$115.00	32%	\$78.20
1440-2	Intermediate	\$160.00	32%	\$108.80
1440-3	Advanced	\$179.00	32%	\$121.72
1440-4	Expert	\$205.00	32%	\$139.40
<b>Quality Assurance</b>				
	<b>Mgmt. Quality Assurance</b>			
1600-1	Team Leader	\$147.00	32%	\$99.96
1600-2	Manager	\$180.00	32%	\$122.40
1600-3	Sr.Manager	\$212.00	32%	\$144.16
1600-4	Executive	\$267.00	32%	\$181.56
1610	Quality Engineering Consultant	\$160.00	32%	\$108.80
	<b>Quality Assurance Analyst</b>			
1620-1	Entry	\$93.00	32%	\$63.24
1620-2	Intermediate	\$111.00	32%	\$75.48
1620-3	Advanced	\$135.00	32%	\$91.80
1620-4	Expert	\$146.00	32%	\$99.28
<b>Technology Research</b>				
1800	Manager, Technology Research	\$208.00	32%	\$141.44

	<b>Technology Research Analyst</b>			
1810-1	Entry	\$119.00	32%	\$80.92
1810-2	Intermediate	\$145.00	32%	\$98.60
1810-3	Advanced	\$170.00	32%	\$115.60
1810-4	Expert	\$196.00	32%	\$133.28
<b>Client Technologies</b>				
	<b>Manager, Client Technologies</b>			
2000-1	Team Leader	\$118.00	32%	\$80.24
2000-2	Manager	\$164.00	32%	\$111.52
2000-3	Sr.Manager	\$227.00	32%	\$154.36
	<b>Client Technologies Analyst</b>			
2010-1	Entry	\$79.00	32%	\$53.72
2010-2	Intermediate	\$103.00	32%	\$70.04
2010-3	Advanced	\$124.00	32%	\$84.32
2010-4	Expert	\$150.00	32%	\$102.00
	<b>Client Technologies Technician</b>			
2020-1	Entry	\$75.00	32%	\$51.00
2020-2	Intermediate	\$82.00	32%	\$55.76
2020-3	Advanced	\$125.00	32%	\$85.00
<b>Customer Support</b>				
	<b>Mgmt. Customer Support</b>			
2200-1	Team Leader	\$106.00	32%	\$72.08
2200-2	Manager	\$147.00	32%	\$99.96
2200-3	Sr.Manager	\$201.00	32%	\$136.68
	<b>Customer Support Analyst</b>			
2210-1	Entry	\$54.00	32%	\$36.72
2210-2	Intermediate	\$67.00	32%	\$45.56
2210-3	Advanced	\$113.00	32%	\$76.84
2210-4	Expert	\$153.00	32%	\$104.04
	<b>Customer Support Technician</b>			
2220-1	Entry	\$68.00	32%	\$46.24
2220-2	Intermediate	\$73.00	32%	\$49.64
2220-3	Advanced	\$95.00	32%	\$64.60
<b>Network Management</b>				
	<b>Director, Network Operations</b>			
2400-1	Team Leader	\$219.00	32%	\$148.92
2400-2	Manager	\$235.00	32%	\$159.80

2400-3	Sr.Manager	\$383.00	32%	\$260.44
	<b>Manager, Network Operations</b>			
2410-1	Team Leader	\$123.00	32%	\$83.64
2410-2	Manager	\$182.00	32%	\$123.76
2410-3	Sr.Manager	\$239.00	32%	\$162.52
	<b>Network Architect</b>			
2420-1	Entry	\$140.00	32%	\$95.20
2420-2	Intermediate	\$167.00	32%	\$113.56
2420-3	Advanced	\$178.00	32%	\$121.04
2420-4	Expert	\$208.00	32%	\$141.44
	<b>Network Engineer</b>			
2430-1	Intermediate	\$147.00	32%	\$99.96
2430-2	Advanced	\$158.00	32%	\$107.44
2430-3	Expert	\$173.00	32%	\$117.64
	<b>Network Analyst</b>			
2440-1	Entry	\$98.00	32%	\$66.64
2440-2	Intermediate	\$108.00	32%	\$73.44
2440-3	Advanced	\$130.00	32%	\$88.40
2440-4	Expert	\$171.00	32%	\$116.28
	<b>Network Administrator</b>			
2450-1	Entry	\$90.00	32%	\$61.20
2450-2	Intermediate	\$108.00	32%	\$73.44
2450-3	Advanced	\$132.00	32%	\$89.76
2450-4	Expert	\$156.00	32%	\$106.08
	<b>Network Technician</b>			
2460-1	Entry	\$79.00	32%	\$53.72
2460-2	Intermediate	\$96.00	32%	\$65.28
2460-3	Advanced	\$98.00	32%	\$66.64
2460-4	Expert	\$108.00	32%	\$73.44
<b>Internet Planning, Eng. &amp; Operations</b>				
	<b>Mgmt. Internet Operations</b>			
2600-1	Team Leader	\$207.00	32%	\$140.76
2600-2	Manager	\$237.00	32%	\$161.16
2600-3	Sr.Manager	\$268.00	32%	\$182.24
	<b>Internet/Web Architect</b>			
2610-1	Entry	\$96.00	32%	\$65.28
2610-2	Intermediate	\$138.00	32%	\$93.84

2610-3	Advanced	\$176.00	32%	\$119.68
2610-4	Expert	\$195.00	32%	\$132.60
	<b>Internet/Web Engineer</b>			
2620-1	Entry	\$93.00	32%	\$63.24
2620-2	Intermediate	\$140.00	32%	\$95.20
2620-3	Advanced	\$169.00	32%	\$114.92
	<b>Web Applications Programmer</b>			
2630-1	Entry	\$92.00	32%	\$62.56
2630-2	Intermediate	\$136.00	32%	\$92.48
2630-3	Advanced	\$157.00	32%	\$106.76
2630-4	Expert	\$183.00	32%	\$124.44
	<b>Web Designer</b>			
2640-1	Entry	\$75.00	32%	\$51.00
2640-2	Intermediate	\$90.00	32%	\$61.20
2640-3	Advanced	\$150.00	32%	\$102.00
	<b>Webmaster</b>			
2650-1	Entry	\$81.00	32%	\$55.08
2650-2	Intermediate	\$101.00	32%	\$68.68
2650-3	Advanced	\$138.00	32%	\$93.84
	<b>Internet/Web Systems Administrator</b>			
2660-1	Entry	\$82.00	32%	\$55.76
2660-2	Intermediate	\$120.00	32%	\$81.60
2660-3	Advanced	\$143.00	32%	\$97.24
	<b>Web Customer Support Specialist</b>			
2670-1	Entry	\$79.00	32%	\$53.72
2670-2	Intermediate	\$92.00	32%	\$62.56
2670-3	Advanced	\$111.00	32%	\$75.48
<b>Operations</b>				
2800	Director, Data Center Operations	\$242.00	32%	\$164.56
	<b>Manager, Computer Operations</b>			
2810-1	Team Leader	\$118.00	32%	\$80.24
2810-2	Manager	\$162.00	32%	\$110.16
2810-3	Sr.Manager	\$235.00	32%	\$159.80
	<b>Supervisor, Computer Operations</b>			
2820-1	Team Leader	\$113.00	32%	\$76.84
2820-2	Manager	\$132.00	32%	\$89.76
	<b>Computer Operator</b>			

2830-1	Entry	\$65.00	32%	\$44.20
2830-2	Intermediate	\$69.00	32%	\$46.92
2830-3	Advanced	\$78.00	32%	\$53.04
2830-4	Expert	\$91.00	32%	\$61.88
2840	Manager, Capacity Planning	\$187.00	32%	\$127.16
	<b>Manager, Production Support</b>			
2850-1	Team Leader	\$149.00	32%	\$101.32
2850-2	Manager	\$188.00	32%	\$127.84
	<b>Production Support Analyst</b>			
2860-1	Entry	\$84.00	32%	\$57.12
2860-2	Intermediate	\$98.00	32%	\$66.64
2860-3	Advanced	\$130.00	32%	\$88.40
2860-4	Expert	\$139.00	32%	\$94.52
	<b>Telecommunications</b>			
	<b>Manager, Telecommunication Operations</b>			
3000-1	Team Leader	\$148.00	32%	\$100.64
3000-2	Manager	\$199.00	32%	\$135.32
3000-3	Sr.Manager	\$237.00	32%	\$161.16
	<b>Telecommunication Engineer</b>			
3010-1	Entry	\$82.00	32%	\$55.76
3010-2	Intermediate	\$120.00	32%	\$81.60
3010-3	Advanced	\$146.00	32%	\$99.28
3010-4	Expert	\$188.00	32%	\$127.84
	<b>Telecommunication Technician</b>			
3020-1	Entry	\$88.00	32%	\$59.84
3020-2	Intermediate	\$101.00	32%	\$68.68
3020-3	Advanced	\$119.00	32%	\$80.92
	<b>Electronic Commerce</b>			
3200	Director, Electronic Commerce	\$278.00	32%	\$189.04
3210	Manager, Electronic Commerce	\$176.00	32%	\$119.68
	<b>Electronic Commerce Analyst</b>			
3220-1	Entry	\$84.00	32%	\$57.12
3220-2	Intermediate	\$119.00	32%	\$80.92
3220-3	Advanced	\$165.00	32%	\$112.20
	<b>ESpecialist</b>			
3230-1	Entry	\$106.00	32%	\$72.08
3230-2	Intermediate	\$120.00	32%	\$81.60

3230-3	Advanced	\$126.00	32%	\$85.68
<b>Business Intelligence Systems Management</b>				
<i>Director, Data Warehouse</i>				
3400-1	Team Leader	\$209.00	32%	\$142.12
3400-2	Manager	\$252.00	32%	\$171.36
3400-3	Sr.Manager	\$316.00	32%	\$214.88
3410	Manager, Data Warehouse	\$232.00	32%	\$157.76
3420	Business Intelligence Analyst	\$209.00	32%	\$142.12
<i>Data Warehouse Analyst</i>				
3430-1	Entry	\$113.00	32%	\$76.84
3430-2	Intermediate	\$135.00	32%	\$91.80
3430-3	Advanced	\$164.00	32%	\$111.52
3430-4	Expert	\$174.00	32%	\$118.32
3440	Data Warehouse Administrator	\$165.00	32%	\$112.20
3600	Manager, Decision Support	\$196.00	32%	\$133.28
<i>Decision Support Specialist</i>				
3610-1	Entry	\$92.00	32%	\$62.56
3610-2	Intermediate	\$110.00	32%	\$74.80
3610-3	Advanced	\$127.00	32%	\$86.36
3610-4	Expert	\$146.00	32%	\$99.28
<i>Decision Support Administrator</i>				
3620-1	Entry	\$116.00	32%	\$78.88
3620-2	Intermediate	\$141.00	32%	\$95.88
3620-3	Advanced	\$179.00	32%	\$121.72
3800	Manager, CRM Technology	\$276.00	32%	\$187.68
4000	Knowledge Engineer	\$221.00	32%	\$150.28
<b>Enterprise Resource Planning (ERP)</b>				
4200	ERP Team Lead	\$214.00	32%	\$145.52
4210	ERP Team Member	\$175.00	32%	\$119.00
4220	ERP Configurer	\$110.00	32%	\$74.80
<i>ERP Programmer/Analyst</i>				
4230-1	Entry	\$100.00	32%	\$68.00
4230-2	Intermediate	\$122.00	32%	\$82.96
4230-3	Advanced	\$147.00	32%	\$99.96
4230-4	Expert	\$171.00	32%	\$116.28
4240	ERP Systems Support Specialist	\$123.00	32%	\$83.64
4250	ERP Systems Administrator	\$148.00	32%	\$100.64

4600	Basis/Ale Technical Consultant	\$203.00	32%	\$138.04
<b>Sourcing and Vendor Relationship Management</b>				
4800	Chief Sourcing Officer	\$291.00	32%	\$197.88
4810	Manager IT Procurement	\$202.00	32%	\$137.36
4820	IT Procurement Specialist	\$105.00	32%	\$71.40
<b>Manager, Vendor Relationships</b>				
5000-1	Team Leader	\$123.00	32%	\$83.64
5000-2	Manager	\$175.00	32%	\$119.00
5000-3	Sr.Manager	\$238.00	32%	\$161.84
5010	Manager, Outsourcing Contracts	\$194.00	32%	\$131.92
5020	Contracts Manager	\$147.00	32%	\$99.96
<b>Finance/Administration Specialist</b>				
5040-1	Entry	\$105.00	32%	\$71.40
5040-2	Intermediate	\$137.00	32%	\$93.16
5040-3	Advanced	\$173.00	32%	\$117.64
5200	Technical Advisor	\$198.00	32%	\$134.64
<b>Business Management / Administration</b>				
5400	Asset Manager	\$170.00	32%	\$115.60
<b>Asset Management Administrator</b>				
5410-1	Entry	\$86.00	32%	\$58.48
5410-2	Intermediate	\$96.00	32%	\$65.28
5410-3	Advanced	\$104.00	32%	\$70.72
5500	Director, HR/IT	\$257.00	32%	\$174.76
5600	Manager, HR/IT Staffing	\$151.00	32%	\$102.68
<b>Technical Recruiter</b>				
5610-1	Entry	\$85.00	32%	\$57.80
5610-2	Intermediate	\$115.00	32%	\$78.20
5610-3	Advanced	\$170.00	32%	\$115.60
<b>HR/IT Generalist</b>				
5620-1	Entry	\$90.00	32%	\$61.20
5620-2	Intermediate	\$106.00	32%	\$72.08
5620-3	Advanced	\$152.00	32%	\$103.36
<b>Documentation Specialist/Technical Writer</b>				
5800-1	Entry	\$85.00	32%	\$57.80
5800-2	Intermediate	\$102.00	32%	\$69.36
5800-3	Advanced	\$125.00	32%	\$85.00
6000	Manager, IT Finance	\$206.00	32%	\$140.08

6100	Director, IT Risk and Compliance	\$318.00	32%	\$216.24
6200	Manager, IT Audit	\$215.00	32%	\$146.20
6210	IT Auditor	\$150.00	32%	\$102.00
6400	Business Management Specialist	\$164.00	32%	\$111.52
<b>Training</b>				
<i>Manager, Technical Training</i>				
6600-1	Team Leader	\$122.00	32%	\$82.96
6600-2	Manager	\$147.00	32%	\$99.96
6600-3	Sr.Manager	\$205.00	32%	\$139.40
<i>Technical Trainer</i>				
6610-1	Entry	\$85.00	32%	\$57.80
6610-2	Intermediate	\$93.00	32%	\$63.24
6610-3	Advanced	\$114.00	32%	\$77.52
6610-4	Expert	\$130.00	32%	\$88.40
<b>Security Management</b>				
<i>Security Manager</i>				
6800-1	Team Leader	\$136.00	32%	\$92.48
6800-2	Manager	\$184.00	32%	\$125.12
6800-3	Sr.Manager	\$223.00	32%	\$151.64
<i>Security Analyst</i>				
6810-1	Entry	\$93.00	32%	\$63.24
6810-2	Intermediate	\$121.00	32%	\$82.28
6810-3	Advanced	\$155.00	32%	\$105.40
6810-4	Expert	\$173.00	32%	\$117.64
6820	Data Security Specialist	\$143.00	32%	\$97.24
6830	Network Security Specialist	\$186.00	32%	\$126.48
6840	System Security Specialist	\$134.00	32%	\$91.12
6850	Web Security Specialist	\$155.00	32%	\$105.40
<b>Business Continuance Management</b>				
7000	Manager, Business Continuance	\$213.00	32%	\$144.84
7010	Business Continuance Specialist	\$158.00	32%	\$107.44
<b>Product Development</b>				
<i>Manager, Product Development</i>				
7200-1	Team Leader	\$127.00	32%	\$86.36
7200-2	Manager	\$173.00	32%	\$117.64
7200-3	Sr.Manager	\$229.00	32%	\$155.72
7210	Product Architect	\$224.00	32%	\$152.32

	<b>Product Engineer</b>			
7220-1	Entry	\$91.00	32%	\$61.88
7220-2	Intermediate	\$121.00	32%	\$82.28
7220-3	Advanced	\$163.00	32%	\$110.84
7220-4	Expert	\$201.00	32%	\$136.68
	<b>Product Developer</b>			
7230-1	Entry	\$107.00	32%	\$72.76
7230-2	Intermediate	\$148.00	32%	\$100.64
7230-3	Advanced	\$174.00	32%	\$118.32
7230-4	Expert	\$200.00	32%	\$136.00
<b>Systems Programming &amp; Admin.</b>				
	<b>Manager, Systems Software</b>			
7400-1	Team Leader	\$180.00	32%	\$122.40
7400-2	Manager	\$209.00	32%	\$142.12
7400-3	Sr. Manager	\$263.00	32%	\$178.84
	<b>Systems Architect</b>			
7410-1	Entry	\$94.00	32%	\$63.92
7410-2	Intermediate	\$139.00	32%	\$94.52
7410-3	Advanced	\$201.00	32%	\$136.68
7410-4	Expert	\$236.00	32%	\$160.48
	<b>Systems Software Programmer</b>			
7420-1	Entry	\$109.00	32%	\$74.12
7420-2	Intermediate	\$137.00	32%	\$93.16
7420-3	Advanced	\$167.00	32%	\$113.56
7420-4	Expert	\$185.00	32%	\$125.80
	<b>Groupware Specialist</b>			
7430-1	Entry	\$113.00	32%	\$76.84
7430-2	Intermediate	\$143.00	32%	\$97.24
7430-3	Advanced	\$154.00	32%	\$104.72
	<b>Systems Administrator</b>			
7440-1	Entry	\$94.00	32%	\$63.92
7440-2	Intermediate	\$111.00	32%	\$75.48
7440-3	Advanced	\$143.00	32%	\$97.24
7440-4	Expert	\$160.00	32%	\$108.80
7450	UNIX System Administrator	\$165.00	32%	\$112.20
7460	Storage Management Specialist	\$157.00	32%	\$106.76
<b>Business Analysis and Plan</b>	Director, Enterprise Architecture			

7500	Director, Enterprise Architecture	\$314.00	32%	\$213.52
	<b>Manager, IT Business Planning</b>			
7600-1	Team Leader	\$176.00	32%	\$119.68
7600-2	Manager	\$232.00	32%	\$157.76
7600-3	Sr.Manager	\$235.00	32%	\$159.80
7610	Enterprise Architect	\$219.00	32%	\$148.92
	<b>Business Process Consultant</b>			
7620-1	Entry	\$79.00	32%	\$53.72
7620-2	Intermediate	\$123.00	32%	\$83.64
7620-3	Advanced	\$160.00	32%	\$108.80
7620-4	Expert	\$201.00	32%	\$136.68
	<b>IT Business Consultant</b>			
7630-1	Entry	\$97.00	32%	\$65.96
7630-2	Intermediate	\$135.00	32%	\$91.80
7630-3	Advanced	\$141.00	32%	\$95.88
7630-4	Expert	\$179.00	32%	\$121.72
	<b>Business Analyst</b>			
7640-1	Entry	\$76.00	32%	\$51.68
7640-2	Intermediate	\$119.00	32%	\$80.92
7640-3	Advanced	\$135.00	32%	\$91.80
7640-4	Expert	\$138.00	32%	\$93.84
7700	Director, Business Relationships	\$306.00	32%	\$208.08
7800	Manager, Customer Relations	\$196.00	32%	\$133.28
	<b>Release Management</b>			
	<b>Configuration Management Analyst</b>			
8000-1	Entry	\$84.00	32%	\$57.12
8000-2	Intermediate	\$128.00	32%	\$87.04
8000-3	Advanced	\$130.00	32%	\$88.40
8010	Release/Build Engineer	\$143.00	32%	\$97.24
	<b>Program Management</b>			
8200	Director, Program Management	\$282.00	32%	\$191.76
	<b>Program Manager</b>			
8210-1	Team Leader	\$155.00	32%	\$105.40
8210-2	Manager	\$179.00	32%	\$121.72
8210-3	Sr.Manager	\$214.00	32%	\$145.52
8210-4	Executive	\$261.00	32%	\$177.48
	<b>Project Manager</b>			

8220-1	Team Leader	\$153.00	32%	\$104.04
8220-2	Manager	\$172.00	32%	\$116.96
8220-3	Sr. Manager	\$178.00	32%	\$121.04
8220-4	Executive	\$222.00	32%	\$150.96
<b>Project Leader</b>				
8230-1	Entry	\$96.00	32%	\$65.28
8230-2	Intermediate	\$159.00	32%	\$108.12
8230-3	Advanced	\$174.00	32%	\$118.32
8230-4	Expert	\$180.00	32%	\$122.40
8235	Project Management Specialist	\$124.00	32%	\$84.32
8240	Resource Manager	\$185.00	32%	\$125.80
<b>Customer Service Hotline</b>				
8400	Manager, Customer Service Hotline	\$121.00	32%	\$82.28
<b>Customer Service Hotline Representative</b>				
8410-1	Entry	\$59.00	32%	\$40.12
8410-2	Intermediate	\$65.00	32%	\$44.20
8410-3	Advanced	\$82.00	32%	\$55.76
<b>Technical Product Support</b>				
<b>Manager, Technical Product Support</b>				
8600-1	Team Leader	\$115.00	32%	\$78.20
8600-2	Manager	\$132.00	32%	\$89.76
8600-3	Sr. Manager	\$152.00	32%	\$103.36
8610	Technical Product Support Analyst	\$104.00	32%	\$70.72
<b>Technical Product Support Specialist</b>				
8620-1	Entry	\$59.00	32%	\$40.12
8620-2	Intermediate	\$80.00	32%	\$54.40
8620-3	Advanced	\$101.00	32%	\$68.68

**Miscellaneous**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Test Services Package	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00

901-1006-XX00	ZD 1006 support up to 6 APs	\$1,284.00	6%	\$1,206.96
901-1012-XX00	ZD 1012 support up to 12 APs	\$2,140.00	6%	\$2,011.60
901-1025-XX00	ZD 1025 support up to 25 APs	\$4,280.00	6%	\$4,023.20
901-1050-XX00	ZD 1050 support up to 50 APs	\$7,490.00	6%	\$7,040.60
901-3025-XX00	ZD 3025 support up to 25 APs	\$6,420.00	6%	\$6,034.80
901-3050-XX00	ZD 3050 support up to 50 APs	\$9,630.00	6%	\$9,052.20
901-3100-XX00	ZD 3100 support up to 100 APs	\$16,050.00	6%	\$15,087.00
901-3250-XX00	ZD 3250 support up to 250 APs	\$32,100.00	6%	\$30,174.00
901-7962-XX01	ZF 7962 dual band 11n AP	\$1,048.95	6%	\$986.01
901-7363-XX01	ZF 7363 dual band 11n Mid Range AP	\$628.95	6%	\$591.21
901-7942-XX01	ZF 7942 11n AP	\$838.95	6%	\$788.61
901-7343-XX01	ZF 7343 single band 11n AP	\$523.95	6%	\$492.51
901-2942-XX01	ZF 2942 11g AP	\$418.95	6%	\$393.81
901-7762-XX01	ZF 7762 11n dual band Outdoor AP	\$2,278.86	6%	\$2,142.13
901-7731-XX02	ZF 7731 11n Outdoor PtP bridge (pair)	\$2,733.72	6%	\$2,569.70
901-7731-XX01	ZF 7731 11n Outdoor PtP bridge (single)	\$1,366.86	6%	\$1,284.85
901-2741-XX01	ZF 2741 11g Outdoor AP	\$1,024.86	6%	\$963.37

**Value Added Services**

Product Name	Product Description	MSRP	Discount	State of Florida Price
SSRCG-SSEPR	Site Security and Emergency Planning Risk Assessment, Facility Emergency Planning	TBD	32%	TBD
SSRCG-CDR	Conference Call and Document Review	\$3,676.47	32%	\$2,500.00
SSRCG-OMPFP	Onsite Meeting and Preparation of Facility Plans (limited size of SOW)	\$22,058.82	32%	\$15,000.00
SSRCG-HCR	Disaster Recovery Consultant (per hour)	\$294.12	32%	\$200.00
SSRCG-SCCE	Site Command and Control during Emergency (per hour)	\$404.41	32%	\$275.00
SSRCG-EE	Emergency Exercises, testing emergency procedures, tabletops, etc	\$404.41	32%	\$275.00
SSRCG-Training	Emergency procedures, ICS, NIMS (per hour)	\$257.35	32%	\$175.00

**Optional Support Services**

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Product Name	Product Description	MSRP	Discount	State of Florida Price
MFN Satellite Access	Local Loop via Satellite Service for access to the MFN core Network	See MFN Pricing	0%	See MFN Pricing
SSRCG-SSEPR	Site Security and Emergency Planning Risk Assessment, Facility Emergency Planning	TBD	32%	TBD
SSRCG-CDR	Conference Call and Document Review	\$3,676.47	32%	\$2,500.00
SSRCG-OMPFP	Onsite Meeting and Preparation of Facility Plans (limited size of SOW)	\$22,058.82	32%	\$15,000.00
SSRCG-HCR	Hourly Consultant Rate	\$294.12	32%	\$200.00
SSRCG-SCCE	Site Command and Control during Emergency (per hour)	\$404.41	32%	\$275.00
SSRCG-EE	Emergency Exercises, testing emergency procedures, tabletops, etc	\$404.41	32%	\$275.00
SSRCG-Training	Emergency procedures, ICS, NIMS (per hour)	\$257.35	32%	\$175.00