

**Bid No. 21-0299-B**  
**Bid Title: Cisco Equipment Software and Maintenance**

Vendor:		CDW Government LLC	IBM	Iron Bow Tech	Netsync Network	Presidio Networked Solutions	Veytec
Item No.	Description	Discount % off MSRP	Discount % off MSRP				
1	Hardware						
	a Network Hardware	49%	40%	41%	48%	52%	51%
	b Server/UCS Hardware	64%	59%	60%	61%	66%	66%
2	Software Subscriptions & Licensing						
	a Network Software Subscriptions and Licensing	50%	40%	22%	48%	63%	50%
	b VOIP Software Subscriptions and Licensing	35%	40%	22%	27%	40%	42%
3	Maintenance and Support						
	a M&S Smartnet	23%	30%	22%	22%	24%	24%
4	Professional Services (hourly rates)	10%	40%	0%	31%	35%	30%
5	Cisco Training Services (credits)	10%	15%	9%	10%	10%	10%
	<b>Total</b>	\$0.00	0%	0%	0%	0%	0%

<b>Total % of savings from MSRP</b>	<b>241%</b>	<b>264%</b>	<b>177%</b>	<b>248%</b>	<b>290%</b>	<b>273%</b>
<b>Average % of savings from MSRP</b>	<b>34%</b>	<b>38%</b>	<b>25%</b>	<b>35%</b>	<b>41%</b>	<b>39%</b>