

## Contract Summary Form

Presidio Networked Solutions Group LLC

### SUMMARY OF SIGNIFICANT CHANGES

N/A

### SUBCONTRACTORS

This contract does not currently include subcontractors or pass through to other providers.

### CONTRACT OPERATING EXPENSES

See attached excerpt from the contract, which details first contract term not to exceed amount of \$10,500,000.

## ATTACHMENT B

## Compensation and Pricing Provisions

1. Compensation: This is a firm-fixed fee Contract between the County and Contractor for Data Communications Products and Services as set forth in Attachment C, Utah NASPO ValuePoint Master Agreement Number AR3227 and as modified herein by Attachment A, "Scope of Work."

The Contractor agrees to accept the specified compensation as set forth in this Contract as full payment for performing all services and furnishing all staffing and materials required, for any reasonably unforeseen difficulties which may arise or be encountered in the execution of the services until acceptance, for risks connected with the services, and for performance by the Contractor of all its duties and obligations hereunder. The Contractor shall only be compensated as set forth herein for work performed in accordance with Attachment A, Scope of Work. The County shall have no obligation to pay any sum in excess of the fixed rates specified herein unless authorized by amendment in accordance with this contract and Utah NASPO ValuePoint Master Agreement Number AR3227 Terms and Conditions.

2. Fees and Charges: County will pay fees in accordance to the Utah NASPO ValuePoint Master Agreement Number AR3227 attached hereto in Attachment C.

## 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 Contractor 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          |        |
| <b>Category 1.1 Unified Communications (UC)</b> |        |
| Hardware and Software (on premise)              | 35.00% |

|  |        |
|--|--------|
| Cloud Services   | 10.00% |
| Service Packages (i.e., Maintenance, etc.)                               | 10.00% |
| <b>Category 1.2 Networking</b>   |        |
| Hardware and Software (on premise)                                       | 35.00% |
| Cloud Services   | 10.00% |
| Service Packages (i.e., Maintenance, etc.)                               | 10.00% |
| <b>Category 1.3 Routers, Switches, Security, and Networking Storage*</b> |        |
| Hardware and Software (on premise)                                       | 35.00% |
| Cloud Services   | 10.00% |
| Service Packages (i.e., Maintenance, etc.)                               | 10.00% |
| <b>Category 1.4 Wireless</b>   |        |
| Hardware and Software (on premise)                                       | 35.00% |
| Cloud Services   | 10.00% |
| Service Packages (i.e., Maintenance, etc.)                               | 10.00% |
| <b>Category 1.5 Facility Management, Monitoring and Control</b>          |        |
| Hardware and Software (on premise)                                       | 35.00% |
| Cloud Services   | 10.00% |
| Service Packages (i.e., Maintenance, etc.)                               | 10.00% |

| Section 3: Value Added Services |  |             |          |          |          |               |          |
|---------------------------------|--|-------------|----------|----------|----------|---------------|----------|
|                                 |  | Hourly Rate |          |          |          |               |          |
|                                 |  | Weekday     |          | Weekend  |          | State Holiday |          |
| Title                           | Job Description  | Onsite      | Remote   | Onsite   | Remote   | Onsite        | Remote   |
| Maintenance Services            | Non-Packaged (i.e. not SMART Total Care); not to exceed (NTE) Rates      | \$600.00    | \$525.00 | \$600.00 | \$525.00 | \$600.00      | \$525.00 |
| Professional Services           | i.e. Cisco Advanced Services, IoT, NTE                                   | \$743.17    | \$661.17 | \$743.17 | \$661.17 | \$743.17      | \$661.17 |
| Deployment Services             | i.e. Cisco Implementation Services, IoT, NTE                             | \$743.17    | \$661.17 | \$743.17 | \$661.17 | \$743.17      | \$661.17 |
| Consulting Advisory Services    | i.e. Cisco Advisory Services, IoT, NTE                                   | \$743.17    | \$661.17 | \$743.17 | \$661.17 | \$743.17      | \$661.17 |
| Architectural Design Services   | i.e. Cisco Advisory Services, IoT, NTE                                   | \$743.17    | \$661.17 | \$743.17 | \$661.17 | \$743.17      | \$661.17 |
| Statement of Work Services      | i.e. Cisco Advanced Services, IoT, NTE                                   | \$743.17    | \$661.17 | \$743.17 | \$661.17 | \$743.17      | \$661.17 |
| Partner Services                | Basic Install & Config Only (i.e. rack & stack, cabling, etc.), IoT, NTE | \$600.00    | \$525.00 | \$600.00 | \$525.00 | \$600.00      | \$525.00 |

|                                    |   |          |          |          |          |          |          |
|------------------------------------|---|----------|----------|----------|----------|----------|----------|
| Training<br>Deployment<br>Services | i.e. Software<br>Adoption, Cisco<br>Training<br>Services, NTE | \$600.00 | \$525.00 | \$600.00 | \$525.00 | \$600.00 | \$525.00 |
|------------------------------------|---|----------|----------|----------|----------|----------|----------|

Contract amount shall not exceed \$10,500,000 for first contract term.