



# Attachment One (1)

SOLICITATION NO.: ADSPO12-00001223

PAGE  
25

TITLE: Network Equipment and Services

OF  
35

State of Arizona  
State Procurement Office  
100 N 15th Ave., Suite 201  
Phoenix, AZ 85007

### III. Cost

#### Price Proposal and Level Discounts –

A. Offerors must submit with their proposal a narrative that describes the baseline (published) pricing and the initial pricing level discount that is proposed, by type, category and Manufacturer of products and services. The response to this specification must be in the form of a percentage discount from a published or base line price listing.

#### Sentinel Response:

Sentinel Technologies has bid the following manufacturers based on the current published MSRP by the noted manufacturers as of 12/01/2011. Sentinel Technologies can provide a copy of any specific price list published by the manufacturer upon request or on a specific item basis if requested by the State as long as it does not invoke any agreement with the related manufacturer. Most price lists can be obtained from the manufacturer's website by doing a simple search.

Sentinel Technologies has bid all of the solutions that we offer across all of the categories identified by the State of Arizona. Sentinel Technologies has bid the following hardware discounts for the various manufacturer's noted below while noting the solution category. All support and services other than Cisco that will be provided by the manufacturer will be sold at list price. Cisco SmartNet will be sold at the discount provided within the Procure AZ website.

Sentinel has bid Netapp in the same fashion that it is sold on the GSA contract, which is an off list discount based on product category. A: Hardware, B: Storage, C: 3rd party, D: Hardware2; E: Enterprise Software; J: System Software; K: Software 2; S: Services; P: Professional Services

The table below will identify discounts across the manufacturers' Sentinel is presenting:

Manufacturer	Type of Hardware & Software	Discount off list
Cisco	Route, Switch, Telephony, Wireless, Security, Monitor	40.51%
Trend Micro	Security	17%
Veeam	Back up & Replication of virtualized phone system solutions	5%
Veramark	Telephony - call accounting	37%
HP	Switches, wireless, servers, & storage for application based solutions	27%
Adtran	Route, switch	31%
Dlink	Route, switch	26%
Belkin	Route, switch & wireless	5%
Netgear	Route, switch	37%
Sony	Telephony-video and audio conferencing	29%
Polycom	Telephony-phones & cameras	37%
Sonicwall	Security	20%
Watchguard	Security	11%
Websense	Security-URL monitoring and anti-spam	21%
Syn-apps	Telephony-VoIP paging and call recording	15%



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SOLICITATION NO.: ADSP012-00001223

PAGE  
26

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35

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Manufacturer	Type of Hardware & Software	Discount off list
Xmedius	Telephony-Network faxing for VoIP	20%
Citrix	Security/Network Centric-remote access services & bandwidth/WAN acceleration	25%
Fatpipe Networks	Network Centric-bandwidth acceleration	10%
Solar Winds	Monitoring	10%
VMWare	Solution to virtualize VOIP phone systems	11%
Zoom	Telephony-call recording	15%
EMC	Solution-storage for Multi-Function Solutions	13%
Dell	Switches, routers, servers, storage	10%
RSA	Security	16%
Microsoft	Telephony-unified messaging & VoIP, Solution-OS licenses for server based solutions	8%
Netapp	Solution-storage for Multi-Function Solutions	Category A, B, E, J 18%
Netapp	Solution-storage for Multi-Function Solutions	Category C 5%
Netapp	Solution-storage for Multi-Function Solutions	Category D, K 7%
Netapp	Solution-storage for Multi-Function Solutions	Category S, P, W 15%
Safari Montage	Conferencing and distribution	5%

B. Offerors must describe the base line pricing and provide information where the baseline pricing may be accessed and verified.

**Sentinel Response:**

Sentinel Technologies has bid the manufacturer's noted in section A based on the current published MSRP by the noted manufacturer's as of 12/01/2011. Sentinel Technologies can provide a copy of any specific price list published by the manufacturer upon request or on a specific item basis if requested by the State as long as it does not invoke any agreement with the related manufacturer. Most price lists can be obtained from the manufacturer's website by doing a search. The Sentinel website for equipment procurement can be setup to reflect state pricing based on individual user login. This website functionality is currently available for Sentinel customers to use.



# Attachment One (1)

SOLICITATION NO.: ADSPO12-00001223

PAGE  
31

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OF  
35

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Sentinel's MonitoringSupport Levels	Qty of Devices	Per Month Device Price
Level 1 -		
24X7X365 Monitoring with Access to Interface		
Up/Down Alerting of devices, ping only		
Syslog Capture and Storage for 30 days		
Alert Ticket Routing to Customer	0	\$ 5.00
Level 2 -		
Level 1 Support Features Plus		
Interface Status and Alerting		
Threshold Based Alerting, for performance, utilization, configuration		
Utilization Reporting		
Performance Reporting		
Device Configuration Backup/Comparison		
Detailed Device Inventory Reporting		
SNMP Trap/Alerting		
Syslog Event Alerting		
Device Compliance Reporting(SOX, HIPPA, CISSP)		
Alert Ticket Routing to Customer	0	\$ 20.00
Level 2Plus -		
Level 1 & 2 Support Features Plus		
Routing to Sentinel Ticketing system for phone calls to customer using call tree and escalation process when alerts/tickets generated	0	\$ 30.00
Level 3 -		
Level 1 & 2 Support Features Plus		
Device Configuration Distribution		
Complete System Restoration		
"No Fault" troubleshooting		
End-to-end Problem Management		
Advanced Replacement of Hardware		
Alert Ticket Routing to STI for remote access remediation		
On-site Engineering Remediation (Need contract in place from manufacturer if outside of Sentinel service areas)		



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SOLICITATION NO.: ADSP012-00001223

PAGE  
32

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35

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Device Type			
Firewall/Security Devices	0	\$	70.00
Routers/Voice Gateway	0	\$	50.00
Stackable Switches	0	\$	40.00
Core Switches	0	\$	70.00
Cisco Application Server	0	\$	200.00
Remote Teleworker Routers	0	\$	30.00
Wireless Controller	0	\$	75.00
Wireless Access Point	0	\$	20.00
WAN Acceleration Appliance	0	\$	75.00
Windows Application Server OS	0	\$	75.00
Level 4 -			
Level 1,2, &3 Support Features Plus			
Quarterly Manufactur Patch/Updates			
Preventative Maintenance			
Alert Ticket Routing to STI for remote access remediation			
Quarterly Review Meeting for Trending/Service			
Device Type			
Firewall/Security Devices	0	\$	200.00
Routers/Voice Gateway	0	\$	75.00
Stackable Switches	0	\$	25.00
Core Switches	0	\$	150.00
Cisco Application Server	0	\$	500.00
Remote Teleworker Routers	0	\$	15.00
Wireless Controller	0	\$	150.00
Wireless Access Point	0	\$	10.00
WAN Acceleration Appliance	0	\$	175.00
Optional Services			
Netflow Reporting on Device (Layer 4 Reporting of conversations)	0	\$	100.00
IP SLA Voice Statistics Capture and Reporting (Per Device), this includes ping, echo, jitter, packet loss, MOS scores.	0	\$	50.00