

**PRICING AND COMPENSATION**

Pursuant to all the contract specifications enumerated and described in this solicitation, we agree to furnish **Juniper Network Technical Support and Equipment** to the City of Mesa at the price(s) stated below.

Due to the various pricing structures in this bid, the following formula(s) will be used. The pricing scores for each category will be totaled to determine the lowest overall price. It is the City's intent to award to only one vendor.

**CATEGORIES I and II:**

$$\frac{\text{Lowest Price Offered}}{\text{Your Price}} \times \text{Points Possible Per Category} = \text{Your Pricing Score}$$

**CATEGORY III:**

$$\frac{\text{Your Offered \% Discount per Line Item}}{\text{Highest \% Discount Evaluated per Line Item}} \times \text{Points Possible Per Line Item} = \text{Your Pricing Score}$$

**CATEGORY I - Juniper Care CorePlus Support of the following Equipment (Points Possible = 50)**

Item No.	Description	Unit Price per Year	# of Existing Units	Annual Price
1	Juniper Care CorePlus Support of Juniper M10i (price per unit, per year)	\$3,069.85	12	\$36,838.20
2	Juniper Care CorePlus Support of Juniper EX4200 Switch (price per unit, per year)	\$322.20	2	\$644.40
<b>Total Bid</b>				<b>\$37,482.60</b>

**CATEGORY II - Network Engineering and Configuration (Points Possible = 30)**

3	Guaranteed Hourly Rate for Network Engineering and Configuration (price per hour)	\$180.00 /hour
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**CATEGORY III - Discount off of MSRP (Points Possible = 20 (5 Points for each Line Item))**

4	% Discount off of Manufacturer's List Price for Network Equipment (Points Possible = 5)	33%
5	% Discount off of Manufacturer's List Price for Application Services Licenses (Points Possible = 5)	33%
6	% Discount off of Manufacturer's List Price for Management Equipment (Points Possible = 5)	33%
7	% Discount off of Manufacturer's List Price for Other Equipment (Points Possible = 5)	33%

The City will add any applicable sales tax or use tax. Sales/Use taxes should not be included in the bid prices.

Vendor Name Enterprise Networks Solutions

Date: April 7<sup>th</sup>, 2011