

Award Summary

STATEWIDE REGIONAL INFORMATION CENTERS (RICs)

Data Communications Equipment, RFB-217-17

Bid Opening - September 29 2016, 1:30 P.M.

Bid Contract Period - November 1, 2016 to October 31, 2017

Awarded Vendor	Number of Items Won
All-Mode Communications, Inc.	1
Anixter	11
Annese & Associates Inc	3
B&H Photo Video Pro-Audio	1
CDW Government LLC	115
Contemporary Computer Services, Inc.	1
Dice Communications	8
Frontrunner Network Systems	3
MainLine Information Systems	12
Meridian IT	14
No Award	30
Northland Communications	8
Precision Optical Transceivers	5
Rebah, Inc., d/b/a/ Networking Technologies	4
Synergy Global Solutions	44
Troxell Communications	17
Zones, Inc.	4

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Aerohive	Routers	CDW Government LLC	36.25%	36.30%	36.30%	36.30%	36.30%	36.30%
Aerohive	Routers - Software	CDW Government LLC	36.25%	36.30%	36.30%	36.30%	36.30%	36.30%
Aerohive	Switches	CDW Government LLC	36.25%	36.30%	36.30%	36.30%	36.30%	36.30%
Aerohive	Switches - Software	CDW Government LLC	36.25%	36.30%	36.30%	36.30%	36.30%	36.30%
Aerohive	Wireless Access Point	CDW Government LLC	36.25%	36.30%	36.30%	36.30%	36.30%	36.30%
Aerohive	Wireless Access Point - Software	CDW Government LLC	36.25%	36.30%	36.30%	36.30%	36.30%	36.30%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Alcatel-Lucent	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	Dice Communications	56.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Allied Telesis	Routers	Synergy Global Solutions	10.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Allied Telesis	Routers - Software	Synergy Global Solutions	10.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Allied Telesis	Switches	Synergy Global Solutions	10.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Allied Telesis	Switches - Software	Synergy Global Solutions	10.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Allied Telesis	Transceivers	Synergy Global Solutions	10.00%					
APC	Bulk Ethernet/Copper Cable	Zones, Inc.	22.00%					
APC	Bulk Fiber Cable	CDW Government LLC	36.25%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Data Center - Cooling (InfraStruxure)	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Data Center - Power (InfraStruxure)	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Datacom Equipment/Server Mounting Racks	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	KVM Switch	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Line Monitor Equipment	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
APC	Management and Monitoring Software - StruxureWare	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Patch Cable/Fiber	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Patch Cables - Ethernet	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Rack Mount PDUs	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Racks (InfraStruxure)	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	Security and Environmental Monitoring - NetBotz	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	UPS	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	UPS - Battery	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
APC	UPS - Modules	CDW Government LLC	37.10%	37.10%	37.10%	37.10%	37.10%	37.10%
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Avaya/Nortel	Cooling	Meridian IT	41.00%		5.00%	5.00%		
Avaya/Nortel	Datacom Equipment/Server Mounting Racks	Northland Communications	60.00%					
Avaya/Nortel	Routers	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%
Avaya/Nortel	Routers - Software	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%
Avaya/Nortel	Switches	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%
Avaya/Nortel	Switches - Software	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Avaya/Nortel	Transceivers	Meridian IT	50.00%		5.00%	5.00%		
Avaya/Nortel	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	Meridian IT	50.00%		5.00%	5.00%		
Avaya/Nortel	Wireless Access Point	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%
Avaya/Nortel	Wireless Access Point - Software	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%
Avaya/Nortel	Wireless NIC	Northland Communications	63.00%		23.00%	23.00%	23.00%	5.00%
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Barracuda	Email & Message Archiving	Meridian IT	17.00%					
Barracuda	Email & Message Archiving - Software	Meridian IT	17.00%					
Barracuda	Load Balancer - Associated Software	Meridian IT	17.00%					
Barracuda	Load Balancer Products	Meridian IT	17.00%					
Barracuda	Message Archiver 650	CDW Government LLC	19.60%					
Barracuda	Message Archiver 650 - Software	CDW Government LLC	19.60%					
Barracuda	Spam Firewall Products - Software	Meridian IT	17.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Barracuda	Spam Firewall Products (including Spam Appliance SF400)	Meridian IT	17.00%					
Barracuda	Web Application Controller Products	Meridian IT	17.00%					
Barracuda	Web Application Controller Products - Software	Meridian IT	17.00%					
Barracuda	Web Filtering Products	Meridian IT	17.00%					
Barracuda	Web Filtering Products - Software	Meridian IT	17.00%					
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Belkin	Bulk Ethernet/Copper Cable	CDW Government LLC	35.00%					
Belkin	Bulk Fiber Cable	CDW Government LLC	29.00%					
Belkin	Cooling	Synergy Global Solutions	15.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Belkin	Datacom Equipment/Server Mounting Racks	CDW Government LLC	20.00%					
Belkin	Datacom Equipment/Server Mounting Racks - Accessories	CDW Government LLC	17.00%					
Belkin	KVM Switch	CDW Government LLC	27.00%					
Belkin	Patch Cable/Fiber	CDW Government LLC	52.00%					
Belkin	Patch Cables - Ethernet	CDW Government LLC	54.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Belkin	Routers	Synergy Global Solutions	15.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Belkin	Routers - Software	Synergy Global Solutions	9.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Belkin	Transceivers	CDW Government LLC	19.00%					
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Black Box	Bulk Ethernet/Copper Cable	Troxell Communications	10.00%					
Black Box	Bulk Fiber Cable	Troxell Communications	20.00%					
Black Box	Datacom Equipment/Server Mounting Racks	Troxell Communications	10.00%					
Black Box	Firewall Hardware	Troxell Communications	10.00%					
Black Box	KVM Switch	Troxell Communications	10.00%					
Black Box	Line Monitor Equipment	Troxell Communications	10.00%					
Black Box	Patch Cable/Fiber	Troxell Communications	10.00%					
Black Box	Patch Cables - Ethernet	Troxell Communications	10.00%					
Black Box	Print Servers	Troxell Communications	10.00%					
Black Box	Routers	Troxell Communications	10.00%					
Black Box	Routers - Software	Troxell Communications	10.00%					
Black Box	Switches	Troxell Communications	10.00%					
Black Box	Switches - Software	Troxell Communications	10.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Black Box	Transceivers	Troxell Communications	10.00%					
Black Box	Wireless Access Point	Troxell Communications	10.00%					
Black Box	Wireless Access Point - Software	Troxell Communications	10.00%					
Black Box	Wireless NIC	Troxell Communications	10.00%					
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Brocade	Load Balancers	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
Brocade	Load Balancers - Software	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
Brocade	Routers	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
Brocade	Routers - Software	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
Brocade	Switches	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
Brocade	Switches - Software	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
Brocade	Twinax Cables	Dice Communications	32.00%	6.00%	21.00%	21.00%	21.00%	6.00%
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C2G (formerly Cables-to-Go)	Bulk Ethernet/Copper Cable	CDW Government LLC	34.00%					
C2G (formerly Cables-to-Go)	Bulk Fiber Cable	CDW Government LLC	32.50%					
C2G (formerly Cables-to-Go)	Cooling	CDW Government LLC	26.50%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
C2G (formerly Cables-to-Go)	Datacom Equipment/Server Mounting Racks	CDW Government LLC	26.50%					
C2G (formerly Cables-to-Go)	Datacom Equipment/Server Mounting Racks - Accessories	CDW Government LLC	40.50%					
C2G (formerly Cables-to-Go)	Patch Cable/Fiber	CDW Government LLC	59.50%					
C2G (formerly Cables-to-Go)	Patch Cables - Ethernet	CDW Government LLC	61.00%					
C2G (formerly Cables-to-Go)	Transceivers	CDW Government LLC	29.00%					
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Checkpoint	Firewall Hardware	No Award						
Checkpoint	Firewall Software	No Award						
Checkpoint	Firewall Software Service	No Award						
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Cisco	Controllers	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Controllers - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Firewall Hardware	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Print Servers	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Routers	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Routers - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Cisco	Switches	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Switches - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Transceivers	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Wireless Access Point	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Wireless Access Point - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Cisco	Wireless NIC	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
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Cybernetics	Backup	No Award						
Cybernetics	Storage	No Award						
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Cyberpower	UPS	Zones, Inc.	5.00%					
Cyberpower	UPS - Battery	Zones, Inc.	5.00%					
Cyberpower	UPS - Modules	Zones, Inc.	5.00%					
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Dell	Campus Switches	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Dell	Campus Switches - Software	CDW Government LLC	11.25%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Data Center Switches	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Data Center Switches - Software	CDW Government LLC	11.25%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Datacom Equipment/Server Mounting Racks	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Datacom Equipment/Server Mounting Racks - Accessories	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	KVM	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Print Servers	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Tape Libraries	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Transceivers	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Twinax Cables	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Wireless Access Point	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Wireless Controller	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Wireless Controller - Software	CDW Government LLC	11.25%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell	Wireless NIC	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Dell - Sonicwall	Firewall Hardware	CDW Government LLC	35.30%	5.00%	5.00%	5.00%	5.00%	5.00%
Dell - Sonicwall	Firewall Software	CDW Government LLC	11.25%	5.00%	5.00%	5.00%	5.00%	5.00%
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D-Link	Firewall Hardware	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Routers	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Routers - Software	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Switches	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Switches - Software	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Transceivers	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Wireless Access Point	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Wireless Access Point - Software	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
D-Link	Wireless NIC	Synergy Global Solutions	20.00%	1.00%	1.00%	1.00%	1.00%	5.00%
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EarthLink	Email & Message Archiving	No Award						
EarthLink	Email & Message Archiving - Software	No Award						
EarthLink	Message Archiver 650	No Award						
EarthLink	Message Archiver 650 - Software	No Award						

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
EarthLink	Spam Firewall Products - Software	No Award						
EarthLink	Spam Firewall Products (including Spam Appliance SF400)	No Award						
EarthLink	Web Application Controller Products	No Award						
EarthLink	Web Application Controller Products - Software	No Award						
EarthLink	Web Filtering Products	No Award						
EarthLink	Web Filtering Products - Software	No Award						
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ExaGrid	Backup	No Award						
ExaGrid	Storage	No Award						
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Fluke	Line Monitor Equipment	Anixter	0.00%					
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Great Lakes	Cooling	Anixter	17.00%					
Great Lakes	Datacom Equipment/Server Mounting Racks	Anixter	17.00%					
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Hewlett Packard - Aruba Networks	Controllers	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Hewlett Packard - Aruba Networks	Controllers - Software	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard - Aruba Networks	Switches	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard - Aruba Networks	Switches - Software	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard - Aruba Networks	Wireless Access Point	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard - Aruba Networks	Wireless Access Point - Software	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard - Aruba Networks	Wireless NIC	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
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Hewlett Packard (All Solutions, including ProCurve)	Controllers	Rebah, Inc., d/b/a/ Networking Technologies	46.50%	5.00%	5.00%			5.00%
Hewlett Packard (All Solutions, including ProCurve)	Controllers - Software	Rebah, Inc., d/b/a/ Networking Technologies	46.50%	5.00%	5.00%			5.00%
Hewlett Packard (All Solutions, including ProCurve)	Cooling	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Datacom Equipment/Server Mounting Racks	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Hewlett Packard (All Solutions, including ProCurve)	Firewall Hardware	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	KVM Switch	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Line Monitor Equipment	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Patch Cable/Fiber	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Patch Cables - Ethernet	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Print Servers	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Routers	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Routers - Software	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Hewlett Packard (All Solutions, including ProCurve)	Switches	Rebah, Inc., d/b/a/ Networking Technologies	46.50%	5.00%	5.00%			5.00%
Hewlett Packard (All Solutions, including ProCurve)	Switches - Software	Rebah, Inc., d/b/a/ Networking Technologies	46.50%	5.00%	5.00%			5.00%
Hewlett Packard (All Solutions, including ProCurve)	Transceivers	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	UPS	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	UPS - Battery	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	UPS - Modules	CDW Government LLC	45.10%	5.00%	5.00%	5.00%	5.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Wireless Access Point	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Hewlett Packard (All Solutions, including ProCurve)	Wireless Access Point - Software	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Hewlett Packard (All Solutions, including ProCurve)	Wireless NIC	Synergy Global Solutions	46.00%	1.00%	1.00%	1.00%	1.00%	5.00%
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Hubbell	Cooling	Anixter	36.00%					
Hubbell	Datacom Equipment/Server Mounting Racks	Anixter	36.00%					
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IBM	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	No Award						
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Intel	SSD Drives	Synergy Global Solutions	2.00%	1.00%	1.00%	1.00%	1.00%	5.00%
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Juniper	Firewall Hardware	MainLine Information Systems	58.00%		10.00%			
Juniper	Firewall Software	MainLine Information Systems	58.00%		10.00%			
Juniper	Routers	MainLine Information Systems	58.00%		10.00%			
Juniper	Routers - Software	MainLine Information Systems	58.00%		10.00%			
Juniper	Switches	MainLine Information Systems	58.00%		10.00%			

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Juniper	Switches - Software	MainLine Information Systems	58.00%		10.00%			
Liebert	Cooling	CDW Government LLC	29.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Liebert	Datacom Equipment/Server Mounting Racks	Synergy Global Solutions	31.50%	1.00%	1.00%	1.00%	1.00%	5.00%
Liebert	KVM Switch	Anixter	15.00%					
Liebert	Line Monitor Equipment	CDW Government LLC	29.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Liebert	UPS	CDW Government LLC	32.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Liebert	UPS - Battery	CDW Government LLC	32.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Liebert	UPS - Modules	CDW Government LLC	32.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Lightspeed	Internet Filters	CDW Government LLC	15.00%	15.00%	15.00%	15.00%	15.00%	15.00%
Meraki (by Cisco)	Controllers	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Meraki (by Cisco)	Controllers - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Meraki (by Cisco)	Switches	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Meraki (by Cisco)	Switches - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Meraki (by Cisco)	Wireless Access Point	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%
Meraki (by Cisco)	Wireless Access Point - Software	CDW Government LLC	47.20%	33.00%	33.00%	33.00%	33.00%	33.00%

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Meru Networks	Wireless Access Point	Frontrunner Network Systems	46.00%	10.00%	26.00%	26.00%	5.00%	0.00%
Meru Networks	Wireless Access Point - Software	Frontrunner Network Systems	46.00%	10.00%	26.00%	26.00%	5.00%	0.00%
Microsoft	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	No Award						
Mitel	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	Frontrunner Network Systems	30.00%		10.00%	10.00%		
NetGear	Switches	Synergy Global Solutions	35.00%	1.00%	1.00%	1.00%	1.00%	5.00%
NetGear	Switches - Software	Synergy Global Solutions	35.00%	1.00%	1.00%	1.00%	1.00%	5.00%
NetGear	Wireless Access Point	Synergy Global Solutions	35.00%	1.00%	1.00%	1.00%	1.00%	5.00%
NetGear	Wireless Access Point - Software	Synergy Global Solutions	35.00%	1.00%	1.00%	1.00%	1.00%	5.00%
NetGear	Wireless NIC	Synergy Global Solutions	35.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Oberon	Access Point Protective Covers	Anixter	18.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Oberon	Access Point Protective Covers, Waterproof	Synergy Global Solutions	18.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Odin	UPS	No Award						
Odin	UPS - Battery	No Award						
Odin	UPS - Modules	No Award						
Palo Alto	Firewall Hardware	Meridian IT	23.00%		5.00%	5.00%		
Panduit	Cooling	Anixter	31.00%					
Panduit	Datacom Equipment/Server Mounting Racks	Anixter	31.00%					
Panduit	Datacom Equipment/Server Mounting Racks - Accessories	Anixter	31.00%					
Panduit	Enclosures	Anixter	31.00%					
Precision Optical Transceivers	Attenuators	Precision Optical Transceivers	10.00%					
Precision Optical Transceivers	Demultiplexers	Precision Optical Transceivers	10.00%					
Precision Optical Transceivers	Network Amplifiers	Precision Optical Transceivers	10.00%					
Precision Optical Transceivers	Network Multiplexers	Precision Optical Transceivers	10.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Precision Optical Transceivers	Transceivers (SFPs)	Precision Optical Transceivers	50.00%					
Radware	Fiber Multiplexer	No Award						
Radware	Network Bandwidth Shaping Tool	No Award						
Raritan	KVM Switch	No Award						
Ruckus	Controllers	MainLine Information Systems	30.00%		10.00%			
Ruckus	Controllers - Software	MainLine Information Systems	30.00%		10.00%			
Ruckus	Switches	MainLine Information Systems	30.00%		10.00%			
Ruckus	Switches - Software	MainLine Information Systems	30.00%		10.00%			
Ruckus	Wireless Access Point	MainLine Information Systems	30.00%		10.00%			
Ruckus	Wireless Access Point - Software	MainLine Information Systems	30.00%		10.00%			
ShoreTel	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	All-Mode Communications, Inc.	39.00%		0.00%	15.00%		

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Siemens	Unified Communications (Covers all hardware, licenses, and collaboration endpoints required for a VoIP/Video System.)	No Award						
Singlewire	InformaCast	Annese & Associates Inc	10.00%		10.00%	10.00%	10.00%	
Singlewire	Push to Talk	Annese & Associates Inc	10.00%		10.00%	10.00%	10.00%	
Singlewire	Remote Phone Control	Annese & Associates Inc	10.00%		10.00%	10.00%	10.00%	
Sophos	Firewall Hardware	No Award						
StarTech	Cables	CDW Government LLC	58.00%					
StarTech	Component Video Switches	CDW Government LLC	35.00%					
StarTech	Cooling	CDW Government LLC	40.00%					
StarTech	Datacom Equipment/Server Mounting Racks	CDW Government LLC	26.00%					
StarTech	Firewire	CDW Government LLC	40.00%					
StarTech	Keyboard Mouse Adapters	CDW Government LLC	40.00%					
StarTech	Splitters	CDW Government LLC	30.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Symantec	Firewall Hardware	No Award						
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Trapeze	Wireless Access Point	No Award						
Trapeze	Wireless Access Point - Software	No Award						
.....								
TRENDnet	Network Adapters	B&H Photo Video Pro-Audio	10.00%					
.....								
Tripp-Lite	Bulk Ethernet/Copper Cable	CDW Government LLC	46.00%					
Tripp-Lite	Bulk Fiber Cable	CDW Government LLC	46.00%					
Tripp-Lite	Cooling	CDW Government LLC	36.00%					
Tripp-Lite	Datacom Equipment/Server Mounting Racks	CDW Government LLC	36.00%					
Tripp-Lite	Firewall Hardware	CDW Government LLC	36.00%					
Tripp-Lite	KVM Switch	Synergy Global Solutions	36.00%	1.00%				5.00%
Tripp-Lite	Line Monitor Equipment	CDW Government LLC	36.00%					
Tripp-Lite	Patch Cable - Fiber	CDW Government LLC	46.00%					
Tripp-Lite	Patch Cables - Ethernet*	CDW Government LLC	46.00%					
Tripp-Lite	Print Servers	CDW Government LLC	36.00%					
Tripp-Lite	Routers	CDW Government LLC	36.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Tripp-Lite	Routers - Software	CDW Government LLC	36.00%					
Tripp-Lite	Switches	CDW Government LLC	36.00%					
Tripp-Lite	Switches - Software	CDW Government LLC	36.00%					
Tripp-Lite	Transceivers	CDW Government LLC	36.00%					
Tripp-Lite	UPS	CDW Government LLC	40.00%					
Tripp-Lite	UPS - Battery	CDW Government LLC	40.00%					
Tripp-Lite	UPS - Modules	CDW Government LLC	40.00%					
Tripp-Lite	Wireless Access Point	CDW Government LLC	36.00%					
Tripp-Lite	Wireless Access Point - Software	CDW Government LLC	36.00%					
Tripp-Lite	Wireless NIC	CDW Government LLC	36.00%					
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Vectra Networks	Security - Threat Monitoring	Contemporary Computer Services, Inc.	15.00%	5.00%	2.00%	2.00%	2.00%	5.00%
.....								
Watchguard	Firewall Hardware	Synergy Global Solutions	17.00%	1.00%	1.00%	1.00%	1.00%	5.00%
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Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
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Alternate Awards

Proofpoint	Email Security, Protection, Archiving	Synergy Global Solutions	30.00%	1.00%	1.00%	1.00%	1.00%	5.00%
TrendMicro TippingPoint	Next Generation Firewalls	Synergy Global Solutions	22.00%	1.00%	1.00%	1.00%	1.00%	5.00%
Belden	Bulk Ethernet/Copper Cable	Tessco, Inc.	12.00%					
Bud	Datacom Equipment/Server Mounting Racks	Tessco, Inc.	15.00%					
DDB	Datacom Equipment/Server Mounting Racks	Tessco, Inc.	15.00%					
DDB	Racks (InfraStruxure)	Tessco, Inc.	15.00%					
Hammond	Datacom Equipment/Server Mounting Racks	Tessco, Inc.	15.00%					
Hammond	Datacom Equipment/Server Mounting Racks Accessories	Tessco, Inc.	15.00%					

Manufacturer	Product Group	Awarded Vendor	Product Discount	Discount on Installation	Discount on Maintenance	Discount on Maintenance Renewal	Discount on Support	Discount on Professional Services
Hoffman	Datacom Equipment/Server Mounting Racks	Tessco, Inc.	15.00%					
Hoffman	Datacom Equipment/Server Mounting Racks Accessories	Tessco, Inc.	15.00%					
Prysmian	Bulk Fiber Cable	Tessco, Inc.	12.00%					
Samsung	Controllers	Tessco, Inc.	56.00%				25.00%	
Samsung	Controllers Software	Tessco, Inc.	56.00%				25.00%	
Samsung	Switches	Tessco, Inc.	30.00%				25.00%	
Samsung	Wireless Access Point	Tessco, Inc.	56.00%				25.00%	
TII	Patch Cable/Fiber	Tessco, Inc.	12.00%					
TII	Rack Mount PDUs	Tessco, Inc.	12.00%					

Vendor Notes

Vendor	Exclusions / Comments
B&H Photo Video Pro-Audio	Products weighing more than 70 pounds will be charged reasonable shipping. Reference Quote #619878980
CDW Government LLC	Call for pricing on services for Barracuda
Meridian IT	Offers custom discounts on installation, support and professional engineering for Avaya and Palo Alto; Call for services discounts for Barracuda
Troxell Communications	For products bid, offering 2-3 percent discount on accessories