

**Networking Equipment, Software & Services RFP**  
**MicroShare TIPS / TAPS Purchasing Cooperative Product Catalog**

<b>Product Name</b>	<b>Manufacturer Product Part Number</b>	<b>Vendor Part Number</b>	<b>Product Description</b>	<b>MSRP</b>	<b>Price for TIPS / TAPS Members. This includes freight</b>
A10 Acceleration & Hardware Load Balancing Servers	Provided at time of proposal from A10 Pricelist	Same as A10 PN	A10 Servers optimize existing servers by providing acceleration and HW load balancing	Based on unit needed, A10 Pricelist / CD	18% off MSRP
Exinda Networks Internet & WAN Optimizing Servers	Provided at time of proposal from Exinda Pricelist	Same as Exinda PN	Exinda Servers optimize Internet & WAN data traffic by providing optimization & acceleration along with data prioritization	Based on unit needed, Exinda Pricelist / CD	18% off MSRP
Forescout Network Access Control	Provided at time of proposal from Forescout Pricelist	Same as Forescout PN	Forescout connects to all existing switches via SNMP, if any new device attaches Forescout will advise and take action	Based on unit needed, Forescout Pricelist / CD	25% off MSRP
Fortinet Network Security products	Provided at time of proposal from Fortinet Pricelist	Same as Fortinet PN	Fortinet provides total internet and WAN security: FortiGate, FortiAnalyzer, FortiManager, FortiClient, FortiMail	Based on unit needed, Fortinet Pricelist / CD	21% appliances off MSRP, Software & Maintenance 11% off MSRP
IronPort	Provided at time of proposal from IronPort Pricelist	Same as IronPort PN	IronPort provides total Internet, WAN, Email security	Based on unit needed, IronPort Pricelist / CD	23% off MSRP
Lightspeed	Provided at time of proposal from Lightspeed Pricelist	Same as Lightspeed PN	Lightspeed URL filtering, provides Internet, Email security	Based on unit needed, Marshall8e6 Pricelist / CD	20% off MSRP Lightspeed products
M86 Security	Provided at time of proposal from Marshall8e6 Pricelist	Same as M86 Security PN	M86 Security URL filtering, provides Internet, Email security	Based on unit needed, M86 Security Pricelist / CD	30% off MSRP

Meru Networks	Provided at time of proposal from Meru Pricelist	Same as Meru PN	Meru Wireless Networks provides seamless wireless network access without having to stagger channels - 35 patents pending	Based on unit needed, Meru Pricelist / CD	28% off MSRP Meru products, Maintenance 3% off, Accessories 5% off
Sophos - Utimaco	Provided at time of proposal from Sophos Pricelist	Same as Sophos PN	Sophos provides end-point security, anti-virus, zero day protection, data encryption	Based on unit needed, Sophos Pricelist / CD	40% off MSRP
Vericept Network Monitoring	Provided at time of proposal from Vericept Pricelist	Same as Vericept PN	Vericept provide internet and network content visibility and monitors network abuse	Based on unit needed, Vericept Pricelist / CD	Ranges from 78% - 60% off MSRP
Websense	Provided at time of proposal from Websense Pricelist	Same as Websense PN	Websense URL filtering, provides Internet, Email security	Based on unit needed, Websense Pricelist / CD	30% off MSRP
MicroShare & Manufacturer professional services	Provided at time of proposal from MicroShare and Manufacturer pricelist	MS-Proserve-1day; MS-Proserve-1hour; Manufacturer pricelist	MicroShare and Manufacture professional services provides complete installation, configuration and support services for all solutions listed in this proposal	MicroShare per day, per hour and or based on Manufacture pricelist	MicroShare per day: \$1090, MicroShare per hour \$140; 10% off Manufacturer MSRP
PaloAlto Networks	Provided at time of proposal from PaloAlto pricelist	Same as PaloAlto PN	PaloAlto is a security solution, application firewall protecting networks from all types of application threats from the internet	Based on unit needed, PaloAlto pricelist	12%off MSRP HW, 6% off all SW and MA
GuardianEdge Encryption Software	Provided at time of proposal from GuardianEdge pricelist	Same as GuardianEdge PN	GuardianEdge is an encryption software solution that provides automatic encryption services from full disk to data to device. No additional management console needed, works seamless with Active Directory	Based on software needed, GuardianEdge pricelist	10% off MSRP
Kaspersky	Provided at time of proposal from Kaspersky pricelist	Same as Kaspersky PN	Kaspersky provides end-point security, anti-virus, zero day protection, at all endpoints from workstations to servers, scales from small to very large enterprise networks	Based on SW needed, Kaspersky pricelist	35% off MSRP