

Contract # R210404 Discount Schedule

Iron Bow Technologies		
Product Category/Subcategory	Description	Discount off List
<b>Computer Systems/Servers</b>	Memory Server	4.0%
	Servers 1 Processor	3.0%
	Servers 2 Processor	2.3%
	Servers 4+ Processor	2.4%
	Servers Tower	2.4%
	Servers Blade	2.8%
	Server Accessories	2.9%
	Servers Unix	2.0%
<b>Computer Systems/Desktops</b>	Desktops	0.5%
	Desktop Accessories	5.0%
	Memory Desktop/Notebook/Flash	4.3%
	System Components	3.5%
	Keyboards & Mice	2.0%
	Modems	3.0%
<b>Computer Systems/Notebooks</b>	Notebooks	1.3%
	Notebook Accessories	3.8%
	Notebook Batteries	3.0%
<b>Computer Systems/Tablets</b>	Handhelds	2.8%
	Handheld Accessories	5.4%
	Mobile Phones	0.0%
	Mobile Phone Accessories	0.0%
<b>Monitors</b>	LCD	3.0%
	LED	3.0%
<b>Network Equipment</b>	Bridges & Routers	2.5%
	Hardware Firewalls	2.7%
	10/100 Hubs & Switches	1.5%
	Gigabit Hubs & Switches	2.5%
	Wireless Access Points	2.5%
	Wireless LAN Accessories	3.0%
	Wireless Accessories	3.4%
	Media Interfaces	2.5%
	Optics	2.5%
	Memory Networking	4.0%
	Network Video	2.8%
	Repeaters & Transceivers	2.7%
	KVM	4.0%
	Intrusion Detection	3.0%
	Telephony	2.0%
	Network Adaptors	3.0%
Network Accessories	4.5%	
Network Warranties	2.8%	
Network Communication	3.0%	
Network Testing Equipment	2.3%	
<b>Input Devices</b>	Pointing Devices	1.5%
	Bar Code Readers	1.5%
	Audio Input	1.5%
	Input Adapters	1.5%
	Cameras	3.0%
	Accessories	5.0%
<b>Output Devices</b>	Printers	1.5%

Product Category/Subcategory	Description	Discount off List
	Printer Accessories	3.5%
	Printer Consumables	3.9%
	Video Cards	2.0%
	Sound Cards	2.0%
	Output Accessories	3.5%
<b>Imaging and Displays</b>	Displays	1.5%
	Display Accessories	3.5%
	Projectors	3.2%
	Projector Accessories	3.2%
	Imaging Digital Cameras	3.0%
	Imaging Camcorders	3.8%
	Imaging Scanners	2.9%
	Imaging Accessories	5.0%
<b>Printing/Imaging</b>	Memory Printer/Fax	3.5%
	Printers	1.5%
	Multi-function	1.9%
	Fax Machine	1.9%
	Printers Wide Format	1.0%
	Printers Label	3.5%
	Printer Consumables	3.9%
	Cables Printer	7.0%
	Printer Accessories	3.5%
	POS Scanners	3.5%
	POS Displays	3.8%
	POS Accessories	4.0%
<b>Power Related</b>	Power UPS	1.3%
	Power Surge Protectors	5.5%
	Power Data Center	3.0%
	Power Accessories	4.5%
<b>Storage &amp; Data Management</b>	Hard Disks Fibre Channel	2.7%
	Hard Disks IDE/ATA/SAT	6.0%
	Hard Disks Notebook	2.8%
	Hard Disks SCSI	2.5%
	Hard Disks External	2.7%
	Disk Arrays	2.8%
	Disk Arrays JBOD	2.8%
	Drives Removable Disk	3.5%
	Tape Drives DLT	3.0%
	Tape Drives DAT	2.8%
	Drives Magneto-Optic	2.7%
	Tape Drives SDLT	2.7%
	Tape Drives LTO/Ultra	3.0%
	Tape Drives Travan	2.8%
	Tape Drives 4mm	2.8%
	Tape Drives 8mm/VXA	4.5%
	Tape Drives AIT	2.5%
	Tape Autoloaders DLT	2.5%
	Tape Autoloaders DAT	2.5%
	Tape Autoloaders LTO	2.5%
	Tape Autoloaders AIT	2.5%
	Optical Drives CD-ROM	2.5%

Product Category/Subcategory	Description	Discount off List
	Optical Drives CD-RW	2.7%
	Optical Drives DVD/CD	0.3%
	Optical Drives DVD-R	3.0%
	Adapters Fibre Channel	2.8%
	Adapters FireWire/US	2.5%
	Adapters IDE/ATA/SAT	1.0%
	Adapters RAID	3.2%
	Adapters SCSI	2.5%
	Storage NAS	0.3%
	Storage SAN	2.3%
	Storage Accessories	2.7%
<b>Media Supplies</b>	Media 4mm Tape	3.2%
	Media AIT Tape	4.5%
	Media Optical	4.5%
	Media DAT Tape	4.5%
	Media DLT Tape	4.7%
	Media LTO/Ultrium Tape	4.2%
	Media Magneto-Optical	4.2%
	Media SLR Tape	4.5%
	Media Travan Tape	4.5%
	Media VXA Tape	4.0%
	Media Zip	4.0%
<b>Collaboration &amp; IP Telephony</b>	IP Phones	2.0%
	Video Conference Products	2.0%
	Voice Gateways/Servers	2.0%
	Headsets	2.0%
	Audio Conferencing Products	2.0%
	Analog Phones	2.0%
	Accessories	2.0%
<b>Software</b>	Software Computer Security	2.8%
	Software Backup	2.8%
	Software Financial	2.8%
	Software Spreadsheet	2.8%
	Software Business Application	2.8%
	Software Personal Organization	2.8%
	Software Cloning	2.8%
	Software Report Analysis	2.8%
	Software Handheld	2.8%
	Software Flow Chart	2.8%
	Software Word Processing	2.8%
	Software Barcode/OCR	2.8%
	Software CAD/CAM	2.8%
	Software Database	2.8%
	Software Web Development	2.8%
	Software Development	2.8%
	Software Collaboration	2.8%
	Software Graphic Design	2.8%
	Software Virtualization	2.8%
	Software Network OS	2.8%
	Software OS	2.8%
	Software Reference	2.8%

Product Category/Subcategory	Description	Discount off List
	Software Warranties	2.8%
	Software Utilities	2.8%
<b>Software Licensing</b>	Licensing computer Security	2.0%
	Licensing Backup	2.0%
	Licensing Financial	2.0%
	Licensing Spreadsheet	2.0%
	Licensing Business Application	2.0%
	Licensing Personal Organization	2.0%
	Licensing Cloning	2.0%
	Licensing Report Analysis	2.0%
	Licensing Handheld	2.0%
	Licensing Flow Chart	2.0%
	Licensing Word Processing	2.0%
	Licensing CAD/CAM	2.0%
	Licensing Database	2.0%
	Licensing Web Development	2.0%
	Licensing Development	2.0%
	Licensing Collaboration	2.0%
	Licensing Graphic Design	2.0%
	Licensing Virtualization	2.0%
	Licensing Network OS	2.0%
	Licensing OS	2.0%
	Licensing Reference	2.0%
	Licensing Warranties	2.0%
	Licensing Utilities	2.0%
<b>Cabling</b>	Cables	8.5%
<b>Cloud</b>	Cloud	1.0%
<b>Warranties</b>	Warranties Physical/Electronic/Complex	1.5%
	IronCare	1.5%
<b>Services/General</b>	Labor Categories	<i>See Iron Bow Labor Rate Tab</i>
<b>Sku'd Services</b>	Service Parts	3.5%
	Miscellaneous Solutions	0.7%
	Service Charge	0.7%
	Managed Services	0.7%
	Lab Fees	0.7%
	PC Lab Order Service	0.7%
	Internal Lab Service	0.7%
	Advanced Integration	0.7%
	Electronic Services	0.7%
	Asset Disposal	0.7%
	Asset Management	0.7%
<b>Training</b>	Training	0.7%

<b>Iron Bow Technologies</b>	
<b>Labor Category</b>	<b>Hourly Rate</b>
Business Systems / Process Analyst 1	\$ 72.51
Business Systems / Process Analyst 2	\$ 85.46
Business Systems / Process Analyst 3	\$ 126.34
Business Systems / Process Analyst 4	\$ 153.49
Business Systems Programmer/Program Analyst 1	\$ 72.51
Business Systems Programmer/Program Analyst 2	\$ 104.22
Business Systems Programmer/Program Analyst 3	\$ 126.34
Business Systems Programmer/Program Analyst 4	\$ 153.49
Configuration Analyst 1	\$ 72.34
Configuration Analyst 2	\$ 94.73
Configuration Analyst 3	\$ 148.96
Configuration Analyst 4	\$ 234.51
Communications Specialist 1	\$ 57.61
Communications Specialist 2	\$ 73.18
Communications Specialist 3	\$ 107.80
Communications Specialist 4	\$ 153.68
Engineer Level 1	\$ 189.72
Engineer Level 2	\$ 236.23
Engineer Level 3	\$ 301.82
Engineer Level 4	\$ 377.28
Engineer Level 5	\$ 420.05
Help Desk Specialist 1	\$ 53.99
Help Desk Specialist 2	\$ 63.58
Help Desk Specialist 3	\$ 72.51
Help Desk Specialist 4	\$ 88.69
Multimedia Specialist 1	\$ 85.09
Multimedia Specialist 2	\$ 101.78
Multimedia Specialist 3	\$ 120.31
Multimedia Specialist 4	\$ 141.96
Project Leader Level 1	\$ 123.27
Project Leader Level 2	\$ 138.04
Project Leader Level 3	\$ 154.62
Project Leader Level 4	\$ 173.18
Project Leader Level 5	\$ 193.95
Project Manager Level 1	\$ 215.61
Project Manager Level 2	\$ 242.47
Project Manager Level 3	\$ 268.65
Project Manager Level 4	\$ 301.82
Project Manager Level 5	\$ 336.31
Production Specialist 1	\$ 88.69
Production Specialist 2	\$ 141.59
Production Specialist 3	\$ 226.18
Production Specialist 4	\$ 361.12
Project Support Specialist Level 1	\$ 84.19
Project Support Specialist Level 2	\$ 104.00

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Project Support Specialist Level 3	\$	119.99
Quality Assurance Engineer 1	\$	101.14
Quality Assurance Engineer 2	\$	127.35
Quality Assurance Engineer 3	\$	140.35
Quality Assurance Engineer 4	\$	181.88
Subject Matter Expert Level 1	\$	483.76
Subject Matter Expert Level 2	\$	569.16
Systems Administrator 1	\$	56.68
Systems Administrator 2	\$	63.58
Systems Administrator 3	\$	72.51
Systems Administrator 4	\$	85.46
Technician Level 1	\$	102.49
Technician Level 2	\$	112.18
Technician Level 3	\$	134.24
Technician Level 4	\$	160.51
Task Support Generalist Level 1	\$	27.80
Task Support Generalist Level 2	\$	34.73
Task Support Generalist Level 3	\$	43.41
Task Support Generalist Level 4	\$	54.26
Task Support Generalist Level 5	\$	67.88
Task Support Generalist Level 6	\$	84.80
Technical Support Specialist Level 1	\$	143.01
Technical Support Specialist Level 2	\$	176.70
Technical Support Specialist Level 3	\$	210.35
Technical Support Specialist Level 4	\$	251.78
Test Engineer 1	\$	62.27
Test Engineer 2	\$	79.19
Test Engineer 3	\$	96.19
Test Engineer 4	\$	114.81
Technical Writer 1	\$	85.09
Technical Writer 2	\$	101.78
Technical Writer 3	\$	127.97
Technical Writer 4	\$	152.92

**Iron Bow Technologies**

**Value-Added Fixed Price Services**

Value Added Service	Category	Cost (2021-2022*)
<b>Micro-Assessment</b>	VDI	\$ 10,000.00
	Wireless (Active)	\$ 8,000.00
	Wireless (Passive)	\$ 6,500.00
	Network Performance	\$ 10,000.00
	Security Vulnerability	\$ 10,500.00

*\*Cost increase of 1.5% year over year*

**Value Added Discount off List Price**

Value Added Service	Category	Discount off List
<b>Telehealth</b>	Telehealth Hardware	1%
	Telehealth Software	1%
	Telehealth Services	1%
<b>IronTarget</b>		5%
<b>Tier 1-3 Help Desk</b>		1.5%
<b>Iron Bow Integration Solutions</b>		1%
<b>X-as-a-Service</b>		1%