

Price Analysis

Bid No.: PNC2130814B1

Bid Title: Cisco Products, Software and Services



Group/Description	CDW Government LLC		Softchoice Corporation		Netsync Network Solutions, Inc		United Data Technologies, Inc		Presidio Networked Solutions, LLC	
	Extended Pricing	Avg. % below MSRP	Extended Pricing	Avg. % below MSRP	Extended Pricing	Avg. % below MSRP	Extended Pricing	Avg. % below MSRP	Extended Pricing	Avg. % below MSRP
1 Cisco Hardware Total: Average Discount	\$4,167,469	-68%	\$4,519,005	-65%	\$4,771,835	-63%	\$4,913,175	-62%	\$4,913,184	-62%
2 Cisco Software Total: Average Discount	\$1,242,150	-54%	\$1,134,137	-58%	\$1,215,146	-55%	\$1,215,145	-55%	\$1,215,147	-55%
3 Cisco SMARTnet Support Plans Total: Average Discount	\$7,381,700	-25%	\$6,989,607	-29%	\$7,302,728	-26%	\$7,400,810	-24%	\$7,596,857	-22%
4 Balance of Line: Average Discount	\$419,786	-65%	\$372,136	-69%	\$403,963	-66%	\$458,830	-62%	\$431,600	-64%
5 Cisco Service: Average Discount	\$4,453	-54%	\$4,066	-58%	\$4,356	-55%	\$4,356	-55%	\$4,356	-55%
6 Technical Labor (Hourly): Average Discount	\$653,300	-42%	\$1,042,260	-7%	\$866,875	-22%	\$1,038,137	-7%	\$908,000	-19%

Basis of award is based on % discount from Cisco MSRP list price (dated July 2025) (which was used as County's pricing estimate) Average discount below MSRP is reflected by group.