

SHI Proposed Pricing - NJSBA Innovative K-12 Classroom Products and Services

Group	Product	Product Group	Discount off of SHI's Advertised List	Manufacturer Name
1	Audio and Visual	Microphones	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Tape	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Disk and Solid State Recorders	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Audio Mixers	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Still and Video Cameras	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Film Projectors	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Data Projectors	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Slide Projectors	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	VCRs	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	CD/DVD/Blu-ray Players/Recorders	4.00%	SHI's Full Catalog of Audio and Visual
1	Audio and Visual	Amplifiers and Speakers	4.00%	SHI's Full Catalog of Audio and Visual
2	Makerspace Furniture	Makerspace Furniture	4.00%	SHI's Full Catalog of Makerspace Furniture
3	Makerspace Manipulatives	Makerspace Manipulatives	4.00%	SHI's Full Catalog of Makerspace Manipulatives
4	E-Sports Furniture	E-Sports Furniture	4.00%	SHI's Full Catalog of E-Sports Furniture
5	Electronic Filing/Storage	Electronic Filing/Storage	4.00%	SHI's Full Catalog of Electronic Filing/Storage
6	Microsoft EES	Microsoft EES	Level B	SHI's Full Catalog of Microsoft EES
7	Technology Support Furniture	Technology Support Furniture	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Cafeteria	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Case goods	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Classroom	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Learning Commons/Media Center	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Ergonomic Solutions	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Dormitory	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Lounge/Reception/Open Spaces	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Science/Lab	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Seating & Chairs	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Tables/Meeting Conf Room	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	CTE (Career and Technical Education Learning Spaces)	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	STEM Spaces	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Collaborative Classroom	4.00%	SHI's Full Catalog of Technology Support Furniture
7	Technology Support Furniture	Adaptive Technology	4.00%	SHI's Full Catalog of Technology Support Furniture
8	Workstations	Workstations	3.00%	SHI's Full Catalog of Workstations
9	Technology - Computer Systems	Desktops	3.00%	SHI's Full Catalog of Computer Systems
9	Technology - Computer Systems	Notebooks	3.00%	SHI's Full Catalog of Computer Systems
9	Technology - Computer Systems	Laptops	3.00%	SHI's Full Catalog of Computer Systems
9	Technology - Computer Systems	Tablets	3.00%	SHI's Full Catalog of Computer Systems
9	Technology - Computer Systems	Servers	3.00%	SHI's Full Catalog of Computer Systems
9	Technology - Computer Systems	Chromebooks	3.00%	SHI's Full Catalog of Computer Systems
9	Technology - Computer Systems	Apple Hardware (Government only)	3.00%	SHI's Full Catalog of Computer Systems
10	Technology - Monitors	LCD (compatible w/ systems being offered)	4.00%	SHI's Full Catalog of Monitors

Services Rates*	T&M Rate/Hour
Data / Mobility Architect	\$ 325.00
Cloud Architect	\$ 325.00
Solution Architect / Consultant	\$ 275.00
DevOps Engineer	\$ 275.00
Data Engineer	\$ 275.00
Cloud Engineer	\$ 250.00
Engineer	\$ 225.00
Project Manager	\$ 185.00
Cable Technician	\$ 115.00
Technician	\$ 90.00
Project Coordinator	\$ 85.00

*Pricing is subject to change and can vary on location, minimum billing requirements and other relevant variables. These rates do not include travel expenses.

*SHI will also offer resell services to NJSBA that will be determined based on scope and SOW execution

10	Technology - Monitors	LED (compatible w/ systems being offered)	4.00%	SHI's Full Catalog of Monitors
11	Technology - Network Equipment and Assessments	Routers	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Firewalls	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Switches	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	WAPS	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Modems	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Network Adapters	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Network Cables	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Network Accessories	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	Repeaters & Transceivers	4.00%	SHI's Full Catalog of Network Equipment and Assessments
11	Technology - Network Equipment and Assessments	IOT Solutions	4.00%	SHI's Full Catalog of Network Equipment and Assessments
12	Technology - Whiteboards	Interactive Flat Panels	4.00%	SHI's Full Catalog of Whiteboards
12	Technology - Whiteboards	Walls	4.00%	SHI's Full Catalog of Whiteboards
12	Technology - Whiteboards	Tables	4.00%	SHI's Full Catalog of Whiteboards
13	Technology - Services	Cloud Computing	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Consulting	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Technical Support	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Leasing/Financing	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Security Services	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Partner Delivered Services	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	SHI Configuration Services	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Professional Development	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Asset Disposal	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	IT Asset Management	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Managed Workplace (Lifecycle) Services	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
13	Technology - Services	Extended Warranties	0.00%	SHI's Full Catalog of Technology - Services - Per SOW
14	Security	Cybersecurity Solutions	4.00%	SHI's Full Catalog of Security
14	Security	Physical Security Solutions	4.00%	SHI's Full Catalog of Security
14	Security	Network Security	4.00%	SHI's Full Catalog of Security
15	Technology - Peripherals	Headphones	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Printers	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Scanners	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Keyboards	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Mice	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Input Adapters	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Input Cables	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Printer Accessories and Consumables	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Projector Accessories	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Input Accessories	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Output Accessories	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Audio Input	4.00%	SHI's Full Catalog of Peripherals

15	Technology - Peripherals	Imaging	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Bar Code Readers	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	PC and Network Cameras	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Video Cards	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Sounds Cards	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	Memory	4.00%	SHI's Full Catalog of Peripherals
15	Technology - Peripherals	POS Hardware	4.00%	SHI's Full Catalog of Peripherals
16	Communication and Collaboration Equipment and Services	Communication and Collaboration Equipment and Services	4.00%	SHI's Full Catalog of Communication and Collaboration Equipment and Services
17	Coding/Robotic Kits	Coding/Robotic Kits	4.00%	SHI's Full Catalog of Coding/Robotic Kits
18	Software	Software (Excluding Microsoft)	4.00%	SHI's Full Catalog of Software (Excluding Microsoft)
19	Storage Devices	Adapters	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Bridges & Routers	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Disk Arrays	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Drives Magneto-Optical	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Drives Removeable Disks	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Fiber Channel Switches	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Hard Disks	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Networking Accessories	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Optical Drives	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Storage Accessories	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Storage-NAS	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Storage-SAN	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Tape Autoloaders	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Tape Drives	4.00%	SHI's Full Catalog of Storage Devices
19	Storage Devices	Tape Devices	4.00%	SHI's Full Catalog of Storage Devices
20	Media Supplies	Media Supplies	4.00%	SHI's Full Catalog of Media Supplies
21	Collaboration & IP Telephony	IP Phones	4.00%	SHI's Full Catalog Collaboration & IP Telephony
21	Collaboration & IP Telephony	Video conferencing products	4.00%	SHI's Full Catalog Collaboration & IP Telephony
21	Collaboration & IP Telephony	Accessories	4.00%	SHI's Full Catalog Collaboration & IP Telephony
21	Collaboration & IP Telephony	Power Accessories	4.00%	SHI's Full Catalog Collaboration & IP Telephony
21	Collaboration & IP Telephony	Power Surge Protection	4.00%	SHI's Full Catalog Collaboration & IP Telephony
21	Collaboration & IP Telephony	Power UPS	4.00%	SHI's Full Catalog Collaboration & IP Telephony
22	Cloud	PaaS	1.00%	SHI's Full Catalog of Cloud
22	Cloud	SaaS	1.00%	SHI's Full Catalog of Cloud
22	Cloud	DaaS	1.00%	SHI's Full Catalog of Cloud
22	Cloud	IaaS	1.00%	SHI's Full Catalog of Cloud
23	Green / Sustainable Products	Green Technology Solutions & Services	4.00%	SHI's Full Catalog of Green/Sustainable Products
24	PPE, Health & Safety	Face Masks	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	Protective Gloves	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	Shield/Barriers	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	Fever Screening Solutions	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	Temperature/Personal Management Kiosks	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	UV Sterilization Lights/Sanitizing Cabinets	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	Non-Contact Thermometers	1.00%	SHI's Full Catalog of Health & Safety

24	PPE, Health & Safety	Hand Sanitizer/Cleaning Wipes	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	UV-C Disinfection Robotic Solutions	1.00%	SHI's Full Catalog of Health & Safety
24	PPE, Health & Safety	Clear Protective	1.00%	SHI's Full Catalog of Health & Safety
25	Other		1.00%	SHI's Full Catalog of Other

All other current and future products not specifically identified here will be offered at a 1% discount off of SHI Advertised List Price.