

Cloud Services and Management Pricing

EQUIPMENT MSRP Discounts by Manufacturer				
Manufacturer				
Network Hardware	NJSBA MEMBERSHIP DISCOUNT			
Apple	0%			
Axcient	3%			
Brother	3%			
Cisco	5%			
Datto	3%			
Dell	3%			
Extreme Networks	20%			
Fortinet	10%			
Google	0%			
HP	3%			
HP Enterprise	3%			
Kyocera	3%			
Lenovo	3%			
SonicWall	3%			
Synology/QNAP	3%			
Ubiquiti	0%			
Veeam	3%			
Xerox	3%			
Advanced Network Devices	5%			
Singlewire	5%			

Labor Rates				
Service	Description	Pricing	Note	Part #
Level 1 Help Desk / Tier 1 Support	Basic support, ticket triage, user assistance	\$85	Hourly	LR0001
Level 2 Technician / Field Support	Includes escalated troubleshooting, onsite support	\$150	Hourly	LR0002
Level 3 Engineer / Systems Admin	Server, virtualization, cloud, network admin	\$200	Hourly	LR0003
Network Engineer / Security Analyst	Complex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	\$225	Hourly	LR0004
Cloud Engineer / DevOps / VDI	Azure, AWS, GCP, automation, CI/CD	\$250	Hourly	LR0005
Project Manager / Technical PM	Resource coordination, budget, scheduling	\$175	Hourly	LR0006
vCIO / Strategic Advisory	Executive-level guidance, planning, IT governance	\$275	Hourly	LR0007
Compliance & Audit Consultant	HIPAA, NIST, SOC2, CMMC, etc.	\$300	Hourly	LR0008
Smart Hands / Remote Hands	Onsite cabling, hardware install, rack & stack	\$125	Hourly	LR0009
Pen Testing / Security Assessments	External/internal, manual + automated testing	\$285	Hourly	LR0010
Custom Development / API Integrations	FileMaker, Power Automate, custom apps, integrations	\$250	Hourly	LR0011
General IT Consultant	Provides strategic guidance and hands-on support for IT systems, infrastructure, and technology planning.	\$200	Hourly	LR0012

Education Technology Services					
Service	Description	Pricing		Note	Part #
		<i>Estimates are user-based and may vary with scope and complexity.</i>			
Google Workspace for Education Setup & Management	Create student accounts, manage devices, and enforce digital classroom policies.	<i>Users</i>	<i>Initial Setup</i>	Ongoing Support	
		1-100	\$2250	Support starting at \$600+/month	EDU0003
		100-500	\$3,500	Support starting at \$800+/month	EDU0004
		500+	\$5,500	Support starting at \$1,200+/month	EDU0005
Microsoft 365 Education Management	Control identities, devices, and permissions across your learning environment.	<i>Users</i>	<i>Initial Setup</i>	Ongoing Support	
		1-100	\$2250	Support starting at \$600+/month	EDU0008
		100-500	\$3,500	Support starting at \$800+/month	EDU0009
		500+	\$5,500	Support starting at \$1,200+/month	EDU0010

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Chromebook Management & Zero-Touch Enrollment	Set up and remotely manage Chromebooks using Google Admin tools.	1-50 devices	\$35 device		EDU0011
		51-250 devices	\$30 device		EDU0012
		251+ devices	\$25 device		EDU0013
Device Imaging & Deployment	Custom OS builds and mass deployment across schools or districts.	1-25 devices	\$75 device		EDU0014
		26-100 devices	\$60 device		EDU0015
		101-250 devices	\$50 device		EDU0016
		251+ devices	\$40 device		EDU0017

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Managed Services				
Service	Description	Pricing	Note	Part #
Fully Managed IT Support	End-to-end management of your entire IT environment, from helpdesk to infrastructure.	\$225/user/month (all-inclusive)	Monthly per user all support is included	MS0001
Partial Managed IT Support	Monitoring, patching, antivirus, alerting	\$125/user/month (monitoring, AV, patching)	Monthly per user any work is billed at an hourly rate	MS0002
Co-Managed IT Services	Flexible support that augments your internal IT team with expert resources and tools.	\$150/user/month (for orgs with internal IT)	Monthly per user	MS0003
Onsite IT Services	Scheduled or emergency field support for hardware, networks, and office tech.	\$200/hr (standard)	Hourly or retainer blocks	MS0012
Server & Workstation Management	Ongoing monitoring, patching, and performance optimization for critical endpoints.	\$45/device/month+	Monthly per device	MS0013
IT Asset Management	Full lifecycle tracking and warranty management of all IT equipment.	\$750 (includes lifecycle & warranty mgmt)	One-time per environment	MS0014
IT Documentation & Knowledge Base Creation	Maintain detailed infrastructure maps, SOPs, and credentials for transparency and resilience.	\$250.00	Hourly	MS0015
Cloud Solutions				
Service	Description	Pricing	Note	Part #
Microsoft 365 Licensing & Management	Full tenant setup, user management, compliance settings, and support.	\$10/user/month (management only)	Monthly per user	CS0001
Google Workspace Management (Business & Education)	Domain configuration, Admin Console setup, and user/device policy enforcement.	\$10/user/month (management only)	Monthly per user	CS0002
Procurement of Microsoft 365 and Google Workspace Licensing		\$5-\$25/license (varies by SKU)	Pricing depends on license tier, organization type (business vs. education), and volume.	CS0003
SharePoint & Teams Administration	Organize team collaboration spaces, document libraries, and workflows.	\$1,500/month (includes updates & support)	Pricing may fluctuate depending on the number of sites, permissions, governance requirements.	CS0004
Cloud Backup for M365 & Google Workspace	Protect critical SaaS data with point-in-time recovery and granular restore.	\$12/user/month	Monthly per user	CS0005
Virtual Desktop Infrastructure (VDI)	Enable secure remote work through hosted desktop environments.	\$125/user/device/month	Monthly per user / device (includes infrastructure, image management, and support; pricing may fluctuate depending on scope and complexity).	CS0006
Cloud Migration Services (Azure, GCP, AWS)	Migrate servers, email, and apps to the cloud with minimal downtime.	\$250	(Hourly) Cloud Engineer / DevOps / VDI	CS0007
Hybrid Cloud File Server Solutions	Bridge on-premise file systems with cloud accessibility and redundancy.	\$250	(Hourly) Cloud Engineer / DevOps / VDI	CS0008
**Licensing Fees may increase based on Premium Subscription / services				

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Network Management				
Service	Description	Pricing	Note	Part #
Network Infrastructure	Design, configure, and manage secure and scalable wired networks.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00001
Network Design & Architecture	Custom planning of LAN/WAN environments for performance, scalability, and security.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00002
Firewall Setup & Configuration	Setup and maintenance of perimeter firewalls for traffic filtering and secure access.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00003
Firewall Configuration & Management	Monthly Maintenance of Firewall	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00004
Wi-Fi Deployment & Optimization	Installation and tuning of wireless networks for reliable coverage and bandwidth.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00005
Switching & VLAN Segmentation	Configuration of managed switches with VLANs for network segmentation and control.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00006
Network Monitoring & Alerting	Proactive uptime monitoring and alerts for latency, drops, and performance issues.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00007
SD-WAN Solutions	Cloud-optimized WAN solutions for multi-site connectivity and intelligent traffic routing.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00008
VPN & Remote Access Configuration	Secure remote connectivity for staff and field teams using site-to-site or user-based VPNs.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00009
Network Security Hardening	Disable unused ports, enforce ACLs, and implement secure management practices.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00010
Bandwidth Management & QoS	Prioritize traffic and manage usage for VoIP, video, and cloud applications.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00011
Network Documentation	Detailed mapping of topology, IP schema, port assignments, and device roles.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00012
Wireless Heat Mapping & Surveys	Site analysis to identify Wi-Fi coverage gaps and interference zones.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00013
Cabling & Physical Infrastructure	Installation and labeling of Cat6/Cat6A and fiber cabling with patch panel organization.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00014
Zero Trust Networking (ZTN)	Enforce strict identity and device verification before granting access to any network resources—never trust, always verify.	\$225	(Hourly) Network EngineerComplex networking, Wifi, firewall, VPN, VLAN, SIEM, etc.	NM00015

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Special Projects & Technical Services				
Service	Description	Pricing	Note	Part #
VoIP Phone Systems	Unified communications solutions with voicemail, video, and mobile support.	Handsets:Starts at \$150 per device	(depends on brand, features, and volume ordered)	SP00001
		System Setup: Starts at \$500	(based on number of users, auto attendant setup, call flows, and number porting)	SP00002
		Monthly VoIP Service: Starts at \$20 /user/month	Pricing may vary depending on the selected VoIP provider (e.g., RingCentral, 8x8, Zoom, Microsoft Teams), contract term, feature set, and usage requirements.	SP00003
Business Continuity & Disaster Recovery Planning	Design and document plans for rapid response and system restoration.	\$200.00	Hourly / General IT Consulting / Provides strategic guidance and hands-on support for IT systems, infrastructure, and technology planning.	SP00006
IT Policy & Procedure Development	Create enforceable, audit-ready documentation for internal and regulatory compliance.	\$200.00	Hourly / General IT Consulting / Provides strategic guidance and hands-on support for IT systems, infrastructure, and technology planning.	SP00007
Remote Hands / Smart Hands Services	Nationwide technician dispatch for installation, troubleshooting, and support.	\$125.00	Hourly / On-demand (rack/stack, swap, cabling, config)	SP00008
vCIO Services	Strategic IT leadership to align technology with your business goals, compliance needs, and growth roadmap.	\$275.00	Hourly / Executive-level guidance, planning, IT governance	SP00009
Compliance as a Service	Ongoing management of security frameworks like HIPAA, NIST, and PCI with policy support, audits, and reporting.	\$275.00	Hourly / Executive-level guidance, planning, IT governance	SP00010