



Commonwealth of Virginia
Virginia Information Technologies Agency

VaPP ENTERPRISE STORAGE DEVICES

Date: November 18, 2009

Contract #: VA-040330-ADIC

Authorized User: State Agencies, Institutions and Other Public Bodies

Contractor: Advanced Digital Information
422 Penwood Drive
Edgewater, MD 21037

FIN: 91-1618616

Contact Person: Christopher Sullivan
Phone: 410-956-2697
Mobile: 443-745-8957
Fax: 410-956-2695
Email: Christopher.sullivan@adic.com

Contract Price List: See Attachment C

Term: December 1, 2009 – February 1, 2010

Delivery: 21 Days ARO

Shipping: FOB Destination

Payment: Net 30 days

For Additional Information, Please Contact:

John Tackley
IT Acquisition Manager
Phone: 804-416-6165
E-Mail: john.tackley@vita.virginia.gov
Fax: 804-416-6361

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://www.vita.virginia.gov/procurement/procurement.cfm>



COMMONWEALTH of VIRGINIA

George Coulter
Chief Information Officer
Email: cio@vita.virginia.gov

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
11751 Meadowville Lane
Chester, VA 23836
(804) 416-6100

TDD VOICE -TEL. NO.
711

November 18, 2009

VIA EMAIL

TO: Advanced Digital Information Corporation

RE: VA-040330-ADIC

Please consider this correspondence your notification of the Commonwealth's 2 month extension of the above referenced contract, which is allowed under the Code of Virginia. This extension is needed in order to insure the continued availability of the contract's products and services while SCM solicits for suppliers who can fulfill the Commonwealth's future Enterprise Storage Management needs.

The expiration of this agreement is now extended to February 1, 2010.

Regards,



Digitally signed by John Tackley
DN: cn=John Tackley, c=US, o=Supply Chain
Management, ou=Virginia Information Technologies
Agency, email=John.Tackley@vita.virginia.gov
Reason: On behalf of the Commonwealth of Virginia
Location: Chester VA 23836
Date: 2009.11.18 09:36:32 -05'00'

John Tackley

Supply Chain Management

c: contract file



COMMONWEALTH *of* VIRGINIA

CIO of the Commonwealth
Email: lem.stewart@vita.virginia.gov
Lemuel C. Stewart, Jr.

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
11751 Meadowville Lane
Chester, VA 23836
804-416-6400

TDD VOICE -TEL. NO.
711

May 20, 2009

VIA EMAIL

TO: Advanced Digital Information Corporation

RE: VA-040330-ADIC

Please consider this correspondence your notification of the Commonwealth's 6 month extension of the above referenced contract, which is allowed under the Code of Virginia. This extension is needed in order to insure the continued availability of the contract's products and services while SCM solicits for suppliers who can fulfill the Commonwealth's future Enterprise Storage Management needs.

The expiration of this agreement is now extended to November ~~31~~, 2009.

Regards,



Digitally signed by John Tackley
DN: cn=John Tackley, c=US, o=Supply Chain
Management, ou=Virginia Information Technologies
Agency, email=John.Tackley@vita.virginia.gov
Reason: On behalf of the Commonwealth of Virginia
Location: Chester VA 23836
Date: 2009.05.20 10:09:50 -04'00'

John Tackley
Supply Chain Management

c: contract file



COMMONWEALTH *of* VIRGINIA

CIO of the Commonwealth
Email: lem.stewart@vita.virginia.gov
Lemuel C. Stewart, Jr.

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
110 S. Seventh Street
Richmond, Virginia 23219
(804) 371-5000

TDD VOICE -TEL. NO.
711

May 14, 2008

VIA EMAIL

TO: Advanced Digital Information Corporation

RE: VA-040330-ADIC

Please consider this correspondence your notification of the Commonwealth's extension of the above referenced contract, in accordance with the Terms of the agreement.

The expiration of the agreement is now extended to May 31, 2009.

Regards,

**John
Tackley**

Digitally signed by John Tackley
DN: cn=John Tackley, c=US, o=Virginia
Information Technologies Agency,
ou=Supply Chain Management,
email=John.Tackley@vita.virginia.gov
Reason: On behalf of the Commonwealth of
Virginia
Location: Chester, VA 23836
Date: 2008.05.14 10:27:35 -04'00'

John Tackley

Supply Chain Management

c: contract file



COMMONWEALTH *of* VIRGINIA

CIO of the Commonwealth
Email: lem.stewart@vita.virginia.gov
Lemuel C. Stewart, Jr.

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
110 S. Seventh Street
Richmond, Virginia 23219
(804) 371-5000

TDD VOICE -TEL. NO.
711

May 14, 2007

VIA EMAIL

TO: Advanced Digital Information Corporation

RE: VA-040330-ADIC

Please consider this correspondence your notification of the Commonwealth's extension of the above referenced contract, in accordance with the Terms of the agreement.

The expiration of the agreement is now extended to May 31, 2008.

Regards,

**John
Tackley**

Digitally signed by John Tackley
DN: cn=John Tackley, c=US, o=Supply
Chain Management, ou=Virginia
Information Technologies Agency,
email=john.tackley@vita.virginia.gov
Reason: on behalf of the Commonwealth
of Virginia
Date: 2007.05.14 08:51:12 -04'00'

John Tackley

Supply Chain Management

c: contract file



COMMONWEALTH *of* VIRGINIA

CIO of the Commonwealth
Email: lem.stewart@vita.virginia.gov
Lemuel C. Stewart, Jr.

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
110 S. Seventh Street
Richmond, Virginia 23219
(804) 371-5000

TDD VOICE -TEL. NO.
711

April 11, 2006

VIA EMAIL

TO: Advanced Digital Information Corporation

RE: VA-040330-ADIC

Please consider this correspondence your notification of the Commonwealth's extension of the above referenced contract, in accordance with the Terms of the agreement.

The expiration of the agreement is now extended to May 31, 2007.

Regards,

John Tackley
Supply Chain Management

c: contract file



COMMONWEALTH of VIRGINIA

VIRGINIA INFORMATION TECHNOLOGIES AGENCY
 SUPPLY CHAIN MANAGEMENT
 110 SOUTH 7TH STREET
 RICHMOND, VIRGINIA 23219

VITA STATEWIDE TERM CONTRACT: [VA-040330-ADIC](#)

CONTRACTOR / PARTNER

COMPANY NAME: Advanced Digital Information	SALES CONTACT: Christopher J. Sullivan
ADDRESS: 422 Penwood Drive.	TITLE: Business Development Manager
CITY/STATE/ZIP: Edgewater, MD 21037	PHONE NO: 410-956-2697
FEIN: 911618616	FAX: 410-956-2695
WEBSITE URL: http://www.adic.com	E-MAIL ADDRESS: christopher.sullivan@adic.com

[The following information is for VITA internal use only.]

Products/Services:	<u>Enterprise Storage Device Categories:</u> TAPE	
	<u>Brands:</u> ADIC; various other brands listed in "Attachment C"	
Authorized Contract Users:	VA Agencies, Institutions and other public bodies	
Contract Term:	Two (2) years, with three optional one (1) year renewals	
Pricing (Not-to-Exceed):	Standard order process for Products in "Attachment C" and Services in "Attachment D"	
Additional Discounts:	Transaction based and Annual Cumulative based, see "Attachment E"	
RFQ Process:	Available for large or non-standard order purchases	
RFQ Categories:	TAPE	
RFQ Brands:	ADIC; various other brands listed in "Attachment C"	
Delivery:	21 days After Receipt of Order (ARO)	
Shipping Costs:	FOB Destination	
Installation Services:	Optional, Available	
Warranty:	Greater of one year, or manufacturer's standard warranty, with various Service Level Agreements (SLA) available	
Maintenance:	Post-Warranty Maintenance w/various SLAs are available	
VITA SCM Contacts:	<u>Contract Information</u>	<u>Contract Administration/Compliance</u>
	<i>John J. Tackley, VCO</i>	<i>SCM Contracts Administration</i>
	<i>Voice: (804) 371-5930</i>	<i>(804) 371-5900</i>
	<i>Fax: (804) 371-5969</i>	<i>(804) 371-5969</i>
	<i>E-mail Address john.tackley@vita.virginia.gov</i>	<i>contracts@vita.virginia.gov</i>

[The above information is for VITA internal use only.]

**MASTER CONTRACT
VA-040330-ADIC
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
ADVANCED DIGITAL INFORMATION CORPORATION**

1. SCOPE OF AGREEMENT

This is an agreement (the "Contract" or "Agreement") between the Commonwealth of Virginia ("Commonwealth", "State" or "Virginia Information Technologies Agency" ("VITA")) and ADVANCED DIGITAL INFORMATION CORPORATION (ADIC) (the "Contractor"), FEIN # 911618616, having its principal place of business at 422 Penwood Drive, Edgewater, MD 21037 for the purchase of Enterprise Storage Devices (the "Product", "Products", or Equipment), along with any required support services (the "Services") pursuant to the Commonwealth's Request For Proposal #2004-12, dated October 23, 2003 (the "RFP") and the Contractor's proposal, dated November 13, 2003 in response thereto. This Agreement establishes a Master Contract for the use by State Agencies, Institutions, and other public bodies as defined in §2.2-4301 of the Virginia Public Procurement Act (VPPA), and hereinafter referred to as "Authorized Users".

All Products are delivered and accepted with any integral software and firmware necessary for the complete operation of the Products. All software and firmware are considered to be perpetual and are not sold as discrete individual items. All Products are bought and sold on a Performance Basis.

2. INTERPRETATION OF AGREEMENT

Headings are for reference purposes only and shall not be considered in construing this Agreement.

The documents comprising this Agreement, and their order of precedence in case of conflict, are: (1) this document's pages 1 through 18; (2) Attachment A, entitled CERTIFICATION REGARDING LOBBYING; (3) Attachment B, entitled LISTING OF PRODUCTS & SERVICES, PRICING & CONTRACT USAGE INSTRUCTIONS; (4) Attachment C, entitled PRICING; (5) Attachment D, entitled SERVICES; (6) Attachment E, entitled DISCOUNTS; and (7) all future executed Orders referencing this Agreement. The foregoing documents represent the complete and final agreement of the parties with respect to the subject matter of this Agreement.

If any term or condition of this Agreement is found to be illegal or unenforceable, it shall be severed, and the validity of the remaining terms and conditions shall not be affected.

Nothing in this Agreement shall be construed as an express or implied waiver of the Commonwealth's sovereign or Eleventh Amendment immunity, or as a pledge of its full faith and credit.

3. INCURRED EXPENSES

Neither the Commonwealth of Virginia nor the Authorized Users are responsible for expenses incurred by your company to develop and submit your Proposal. Any costs incurred for site visits for discussions or negotiations are also entirely your responsibility.

4. OWNERSHIP OF OFFEROR DATA

Ownership of all data, materials, and documentation originated and prepared for the Commonwealth pursuant to the RFP shall belong exclusively to the Commonwealth and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protections of § 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or

other material is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection of the proposal. In the event that an offeror does identify some materials to be protected, that offeror should supply 2 redacted versions of the response, with all proprietary information removed.

5. DURATION AND AVAILABILITY OF PRICES

The prices, terms and conditions that you specify in your proposal must be valid for 120 days after you submit your proposal. Should any contract be signed, pricing, pricing structure and pricing escalation/de-escalation will be governed by the terms and conditions contained in this RFP.

6. APPLICABLE LAWS AND COURTS

This solicitation and any resulting Contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with all applicable federal, state and local laws, rules and regulations.

7. ANTI-DISCRIMINATION

By submitting their bids, Offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §2.2-4311 of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that Contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E).

In every Contract over \$10,000 the provisions in A. and B. below apply:

- A. During the performance of this Contract, the Contractor agrees as follows:
 - 1) The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - 2) The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - 3) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- B. The Contractor will include the provisions of A. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

8. ETHICS IN PUBLIC CONTRACTING

By submitting their proposals, Offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer

or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

9. IMMIGRATION REFORM AND CONTROL ACT OF 1986

By submitting their proposals, Offerors certify that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

10. DEBARMENT STATUS

By submitting their proposals, Offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on Contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

11. USE OF BRAND NAMES

Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict Offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in a proposal being eliminated from further consideration. Unless the Offeror clearly indicates in its proposal that the product offered is an equal product, such proposal will be considered to offer the brand name product referenced in the solicitation.

12. INSURANCE

By signing and submitting a proposal under this solicitation, the Offeror certifies that if awarded the Contract, it will have the following insurance coverages at the time the Contract is awarded. The Offeror further certifies that the Contractor and any subcontractors will maintain these insurance coverages during the entire term of the Contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

Insurance Coverages And Limits Required:

1. Worker's Compensation - Statutory requirements and benefits.
2. Employers Liability - \$100,000.
3. Commercial General Liability - \$500,000 combined single limit. Commercial General Liability is to include Premises/Operations Liability, Products and Completed Operations Coverage, and Independent Contractor's Liability or Owner's and Contractor's Protective Liability. The Commonwealth of Virginia must be named as an additional insured when requiring a Contractor to obtain Commercial General Liability coverage.

13. ANNOUNCEMENT OF AWARD

Upon the award or the announcement of the decision to award a contract over \$30,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the VITA website (www.asd.virginia.gov) and eVA web site (www.eva.state.va.us) for a minimum of 10 days.

14. APPLICABLE LAWS AND COURTS

Any resulting Contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with all applicable federal, state and local laws, rules and regulations.

15. ANTI-DISCRIMINATION

Contractor, during the term of the Contract, will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §2.2-4311 of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that Contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E).

In every Contract over \$10,000 the provisions in A. and B. below apply:

- A. During the performance of this Contract, the Contractor agrees as follows:
 - 1) The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - 2) The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - 3) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- B. The Contractor will include the provisions of A. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

16. ETHICS IN PUBLIC CONTRACTING

Contractor certifies that its proposal and any performance hereunder are made without collusion or fraud and that it has not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal or the performance of this Contract, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

17. IMMIGRATION REFORM AND CONTROL ACT OF 1986

Contractor will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

18. ANTITRUST

By entering into a Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the

antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said Contract.

19. PAYMENT

A. To Prime Contractor:

- 1) Invoices for items ordered, delivered and accepted shall be submitted by the Contractor directly to the payment address shown on the purchase order/Contract. All invoices shall show the state Contract number and/or purchase order number; social security number (for individual Contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- 2) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or acceptance, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
- 3) All goods or services provided under this Contract or purchase order, that are to be paid for with public funds, shall be billed by the Contractor at the Contract price, regardless of which public agency is being billed.
- 4) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- 5) **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, Contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges that appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the Contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A Contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges that are not in dispute (Code of Virginia, § 2.2-4363).

B. To Subcontractors:

- 1) A Contractor awarded a Contract under this solicitation is hereby obligated:
 - (a) To pay the subcontractor(s) within seven (7) days of the Contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the Contract; or
 - (b) To notify the agency and the subcontractor(s), in writing, of the Contractor's intention to withhold payment and the reason.
 - (c) The Contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the Contract) on all amounts owed by the Contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (b) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier Contractor performing under the primary Contract. A Contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

20. ASSIGNMENT OF CONTRACT

To the fullest extent permitted by law, the parties agree that Contractor's rights under this Contract shall not be assignable, in whole or in part, to any other party without the Virginia Information Technologies Agency's (VITA's) written consent, and that any purported assignment or transfer without such consent shall be null and void. If any law limits the right of the parties to prohibit assignment or nonconsensual assignments, the effective date of the assignment shall be as follows. The Contractor shall give the VITA purchasing office prompt written notice of the assignment, signed by authorized representatives of both the Contractor and the

assignee. This written notice shall be on VITA's "Assignment Notice / Payment Instruction" form and shall provide all information requested on that form. Copies of the form may be obtained from the Contracts Manager VITA. Upon VITA's acknowledgment of receipt of the properly executed form, the Assignee shall notify the Controller, VITA of the assignment and shall supply the Controller, with a copy of the properly executed form. Any payments made prior to receipt of such notification and form shall not be covered by this assignment.

In the event VITA receives any notice from a third party claiming to be an assignee of any rights of the Contractor under this Contract, Contractor agrees that payment or other performance in respect of those rights shall not be due until at least thirty days after VITA's receipt of the notice required by the above paragraph or receipt of a similarly executed notice confirming the absence or revocation of the purported assignment. Supply Chain Management shall promptly notify the Contractor of any assignment notice it receives.

21. MODIFICATIONS

This contract maybe modified in accordance with §2.2-4309 of the Code of Virginia. Such modifications may only be made by the representatives authorized to do so. No modifications to this contract shall be effective unless it is in writing and signed by the duly authorized representative of both parties. No term or provision hereof shall be deemed waived and no breach excused unless such waiver or consent to breach is in writing. Any contract issued on a firm fixed price basis may not be increased more than twenty five percent (25%) or \$50,000.00 whichever is greater, without the approval of the Governor of the Commonwealth of Virginia or his authorized designee.

22. DEFAULT

In case of failure to deliver goods or services in accordance with the Contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

23. TAXES

Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request, and can be obtained online at <http://www.tax.state.va.us/>. Deliveries against this Contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

24. INSURANCE

By signing and submitting a proposal, the Contractor has certified that if awarded the Contract, it will have the following insurance coverages at the time the Contract is awarded. For construction Contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The bidder or offeror further certifies that the Contractor and any subcontractors will maintain these insurance coverages during the entire term of the Contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

INSURANCE COVERAGES AND LIMITS REQUIRED:

- a. Worker's Compensation - Statutory requirements and benefits.
2. Employers Liability - \$100,000.
3. Commercial General Liability - \$500,000 combined single limit. Commercial General Liability is to include Premises/Operations Liability, Products and Completed Operations Coverage, and Independent

Contractor's Liability or Owner's and Contractor's Protective Liability. The Commonwealth of Virginia must be named as an additional insured when requiring a Contractor to obtain Commercial General Liability coverage.

25. DRUG-FREE WORKPLACE

During the performance of this Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific Contract awarded to a Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.

26. NONDISCRIMINATION OF CONTRACTORS

A Contractor shall not be discriminated against in the solicitation or award of this Contract because of race, religion, color, sex, national origin, age, or disability or against faith-based organizations. If the award of this Contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this Contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

27. ORDERS

Authorized Users of this Contract may order Products and Software from this Contract by one of the following Order methods:

- A. Purchase Order: An official Purchase Order form issued by an Authorized User.
- B. Delivery Order (DO): A DO issued by the Supply Chain Management, VITA.
- C. EVA: eVA is the Commonwealth's total e-procurement solution. Contractor shall accept any and all orders issued through eVA.
- D. Charge/Credit Card:
 - 1) Any order/payment transaction processed through the Commonwealth's contract with American Express (AMEX). Each order must not exceed \$5,000, or the then current charge card limit. Payment will be made by AMEX to Contractor within three (3) business days.
 - 2) Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA under contract for use by an Authorized User.

This ordering authority is limited to issuing orders for the Products/Software available under this Agreement. Under no circumstances shall any Authorized User of the Commonwealth have the authority to modify this Agreement.

Contractor acknowledges that the foregoing is not limited to preclude the Commonwealth from issuing Orders against subject Contract as it so chooses.

28. DELIVERY DATE

The Contractor shall deliver the Equipment, ready for testing, within twenty-one (21) days ARO. If delivery of all Products is not completed within twenty-one (21) days after receipt of order by the contractor or Contractor has a history of late deliveries beyond the requirement of twenty-one days, the Commonwealth may, at its sole discretion, cancel the Agreement without further obligation and or the Authorized User may cancel the individual Order. The Commonwealth may postpone any delivery date by notifying the Contractor at least three (3) days prior to the delivery date. However, the delivery date shall not be postponed more than a total of thirty (30) days.

29. RISK OF LOSS

The Contractor shall have the risk of loss or damage to all equipment until clear and unrestricted title to such equipment is transferred to the Commonwealth.

30. TITLE TO EQUIPMENT

Clear and unrestricted title to all equipment purchased under this Agreement shall pass to the Commonwealth upon payment of the purchase price.

31. OPERATIONAL RESTRICTIONS

Contractor warrants that, except as specifically agreed in writing, all Products may be operated at any time for the convenience of the Commonwealth (exclusive of time required for preventive maintenance, remedial maintenance and approved engineering changes). Without limiting the foregoing, Contractor warrants that there are no restrictions as to consecutive hours or length of personnel shifts. The Commonwealth may make the Products available to any Commonwealth agency or any other users under conditions where such use is supervised by the Commonwealth.

32. INSTALLATION RESPONSIBILITY

Except where otherwise expressly provided, "delivery" does not include installation. If installation is required, delivery shall not be complete until the Contractor completes installation of all Products including, without limitation, shipping FOB destination, all unpacking, positioning and connection of such Products with internal utility services, ready for acceptance testing. All equipment installations shall comply with building and facilities standards established by the Commonwealth.

33. COMMENCEMENT OF ACCEPTANCE TESTING

The Products shall be considered ready for testing when the Contractor completes a successful delivery. The Authorized User shall have 15 days to test the Products beginning on the date of successful delivery. All Products shall meet or exceed all conditions as delineated in this Agreement, and meet or exceed any published specifications provided by the Contractor or manufacturer including, but not limited to, physical characteristics, operating characteristics, space requirements, power requirements, and warranty.

34. ACCEPTANCE

The Products shall be deemed accepted on the first day after successful completion of the acceptance period. The Warranty Period shall begin upon successful completion of the acceptance period. Upon request, the Commonwealth shall provide written confirmation of acceptance. If the standard of performance has not been met after ninety (90) calendar days have elapsed from the start of the acceptance period, the Commonwealth may require a replacement to be provided or may avail itself of the remedies for breach

35. SUPPLIES

Authorized charges do not include operational supplies (e.g. paper, tape, etc.) unless such supplies are specifically identified in the Schedule. All supplies used by the State shall conform to the Contractor's published specifications provided to State at time of equipment installation. The State reserves the right to acquire such supplies from any Contractor of its choice.

36. CONTRACTOR'S WARRANTY POINT-OF-CONTACT

The Contractor shall provide the Commonwealth with designated points-of-contact and make arrangements to enable its warranty representative to receive such notification or other continuous telephone coverage to permit the Commonwealth to make such contact.

37. MANUALS

Contractor shall supply an operations manual for each Product

38. eVA BUSINESS-TO-GOVERNMENT PROGRAM

A. VENDOR REGISTRATION

The eVA Internet electronic procurement solution, web site portal www.eva.state.va.us, streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service, and complete the Ariba Commerce Services Network registration.

Vendors are strongly encouraged to register prior to submitting a bid or offer. Failure to register will result in the bid being found non-responsive and rejected. All vendors must register in both the eVA and the Ariba Commerce Services Network Vendor Registration Systems.

a. eVA Basic Vendor Registration Service: \$25 Annual Fee plus a Transaction Fee of 1% per order received. The maximum transaction fee is \$500 per order. eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, and electronic bidding, as they become available.

b. eVA Premium Vendor Registration Service: \$200 Annual Fee plus a Transaction Fee of 1% per order received. The maximum transaction fee is \$500 per order. eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments, and ability to research historical procurement data, as they become available.

c. Ariba Commerce Services Network Registration. The Ariba Commerce Services Network (ACSN) registration is required and provides the tool used to transmit information electronically between state agencies and vendors. There is no additional fee for this service.

B. eVA BUSINESS-TO-GOVERNMENT CONTRACTS

The eVA Internet electronic procurement solution, web site portal www.eva.state.va.us, streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Failure to comply with the requirements in a. and b. below will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following:

a. Submit a fully executed American Management Systems, Inc., (AMS) Trading Partner Agreement, a copy of which can be accessed and downloaded from <http://learnabouteva.dgs.state.va.us/Supplier/files/TPA110402.pdf>. AMS is the Commonwealth's service provider to implement and host the eVA e-procurement solution.

b. Provide an electronic catalog (price list) for items awarded under a term contract. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from www.eva.state.va.us.

39. BREACH

The Contractor shall be deemed in breach of this Agreement if the Contractor (a) fails to make any Product or Service ready for acceptance testing by the specified delivery date; (b) repeatedly fails to respond to requests for maintenance or other required service within the time limits set forth in this Agreement; (c) fails to comply with any other term of this Agreement and fails to cure such noncompliance within ten days (or such greater period as is acceptable to the Commonwealth) following Contractor's receipt of a Show Cause Notice identifying such noncompliance; or (d) fails to provide a written response to the Commonwealth's Show Cause Notice within ten days after receiving same.

The Contractor shall not be in breach of this Agreement if its default was due to causes beyond the reasonable control of, and occurred without any fault or negligence on the part of, both the Contractor and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of the Commonwealth in either its sovereign or Contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather.

In the event of breach, in addition to any other remedies provided by law, the Commonwealth may cancel its obligations with respect to any or all unaccepted Products or Services. All costs for deinstallation and return of Products shall be borne by the Contractor. In no event shall any failure by the Commonwealth to exercise any remedy available to it be construed as a waiver of or consent to any breach.

40. NON-APPROPRIATION

All funds for payment of equipment, software or services ordered under this Contract are subject to the availability of legislative appropriation for this purpose. In the event of non-appropriation of funds by the Legislature for the items under this Contract, the Commonwealth will terminate this Contract for those goods or services for which funds have not been appropriated. Written notice will be provided to the Contractor as soon as possible after legislative action is completed.

If any purchases are to be supported by federal funding, and such funding is not made available, the Commonwealth may terminate this Contract for goods or services dependent on such federal funds without further obligation.

41. CONTRACTUAL RECORDS

The Contractor shall make all Contractual books and records and other documents relating to matters under this Agreement available to the Commonwealth and its designated agents for purposes of audit and examination for a period of three years after final payment. Contractual records include, but are not limited to, this Agreement and all executed Orders, Attachments, modifications, invoices, and correspondence between the parties to this Agreement.

42. PRIME CONTRACTOR RESPONSIBILITY

If the Contractor's proposal includes any goods or services to be supplied by another party, the Contractor agrees as follows:

a. The Contractor shall act as prime Contractor for the procurement and maintenance of the entire proposed configuration and shall be the sole point of contact with regard to all obligations under this Agreement.

b. The Contractor hereby represents and warrants that the Contractor has made such other party aware of the proposed use and disposition of the other party's product or services, and that such other party has agreed in writing that it has no objection thereto.

43. PATENT/COPYRIGHT PROTECTION

Contractor, at its own expense, shall defend any suit brought against the Commonwealth for the infringement of patents, copyrights or trade secrets enforceable in the United States if the claim of infringement is alleged to relate to or arise from the Contractor's or Commonwealth's use of any equipment, software, materials or information prepared, developed or delivered in connection with performance of this Agreement. In such suit, Contractor shall indemnify the Commonwealth, its agents, officers and employees for any loss, liability or expense incurred as a result of such suit.

The purchasing agency shall notify the Contractor of such suit within a reasonable time after learning of it and shall give the Contractor the full right and opportunity to conduct the defense of the suit, subject however to the requirements of Section 2.2-510 and Section 2.2-514 of the Code of Virginia or any successor statute. If principles of governmental or public law are involved, the Commonwealth may, at its option and expense, participate in the defense of the suit.

The Contractor shall not be required to indemnify the Commonwealth for liability arising solely out of the Commonwealth's own specifications or design or solely from the combination of equipment or software furnished hereunder with any equipment or software not supplied by the Contractor.

If, any Product or Service becomes, or in the Contractor's opinion, is likely to become, the subject of a claim of infringement, Contractor may, at its option, provide noninfringing substitutes that are satisfactory to the Commonwealth, or at Contractor's option and expense, may obtain the right for the Commonwealth to continue the use of such Product or Service.

If the use of such equipment or software by the Commonwealth is prevented by permanent injunction or by Contractor's failure to procure the right for the Commonwealth to continue using the software, the Contractor agrees to take back the infringing equipment, software, materials or information and refund the total amount the Commonwealth has paid Contractor under this Agreement, less one half (1/2%) percent of the total paid for each month of use by the Commonwealth.

44. CONTRACTUAL DISPUTES

In accordance with Section 2.2-4363 of the Code of Virginia, Contractual claims, whether for money or other relief, shall be submitted in writing to the purchasing agency no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim must be given to such agency at the time

of the occurrence or beginning of the work upon which the claim is based. Pendency of claims shall not delay payment of amounts agreed due in the final payment. The purchasing agency shall render a final decision in writing within thirty (30) days after its receipt of the Contractor's written claim.

The Contractor may not invoke any available administrative procedure under Section 2.2-4365 of the Code of Virginia nor institute legal action prior to receipt of the purchasing agency's decision on the claim, unless that agency fails to render its decision within thirty (30) days. The decision of the purchasing agency shall be final and conclusive unless the Contractor, within six (6) months of the date of the final decision on the claim, invokes appropriate action under Section 2.2-4364, Code of Virginia or the administrative procedure authorized by Section 2.2-4365, Code of Virginia.

The Virginia Information Technologies Agency, its officers, agents and employees, including, without limitation, the Contracts Manager, are executing this Agreement and any Orders issued hereunder, solely in its or their statutory and regulatory capacities as agent for the Commonwealth agency purchasing and receiving the goods or services identified in Attachment "A" to this Agreement or on the subsequent Order in question and need not be joined as a party to any dispute that may arise thereunder.

In the event of any breach by the Commonwealth, Contractor's remedies shall be limited to claims for damages and Prompt Payment Act interest and, if available and warranted, equitable relief, all such claims to be processed pursuant to this Section. In no event shall Contractor's remedies include the right to terminate any license or support services hereunder.

45. LIMITATION OF LIABILITY

To the maximum extent permitted by applicable law, the Contractor's liability under this Contract for loss or damages to government property caused by use of any defective or deficient supplies, products, equipment and/or services delivered under this Contract shall not exceed two (2) times the amount of money paid to the Contractor under this Contract during the twelve month period preceding the event or circumstance giving rise to such liability. The Contractor will not be liable under this Contract for any indirect, incidental, special or consequential damages, or damages from loss of profits, revenue, data or use of the supplies, equipment and/or services delivered under this Contract. The above limitation of liability is per incident. The limitation and exclusion of damages in the foregoing sentences will not apply, however, to liability arising from: (a) personal injury or death; (b) defect or deficiency caused by willful misconduct or negligence on the part of the Contractor; or (c) circumstances where the Contract expressly provides a right to damages, indemnification or reimbursement.

46. PERIODIC PROGRESS REPORTS/INVOICES

This Contract shall require the submission of periodic Contract performance progress reports or program status reports. The Contractor will include a section on involvement of small businesses and businesses owned by women and minorities. This section will specify the actual dollars contracted to date with such businesses, actual dollars expended to date with such businesses and the total dollars planned to be contracted for with such businesses on this Contract. This information shall be provided separately for small and disadvantaged businesses, minority-owned and women-owned businesses.

47. FINAL ACTUAL INVOLVEMENT REPORT

The Contractor will submit, prior to completion or at completion of the Contract and subject to final payment, a report on the actual dollars spent with small businesses and businesses owned by women and minorities during the performance of the Contract. At a minimum, this report shall include for each firm Contracted with and for each such business class (i.e., small, minority-owned, women-owned) the total actual dollars spent on this Contract, the planned involvement of the firm and business class as specified in the proposal, and the actual percent of the total estimated Contract value. A suggested format is as follows:

FIRM NAME	ADDRESS AND PHONE NUMBER	TYPE GOODS/ SERVICES	ACTUAL DOLLARS	PLANNED DOLLARS	% OF TOTAL CONTRACT
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
Totals for Business Class			_____	_____	_____

48. COMPLIANCE WITH FEDERAL LOBBYING ACT

A. Contractor shall not, in connection with this Agreement, engage in any activity prohibited by 31 U.S.C.A. Section 1352 (entitled "Limitation on use of appropriated funds to influence certain Federal Contracting and financial transactions") or by the regulations issued from time to time thereunder (together, the "Lobbying Act"), and shall promptly perform all obligations mandated by the Lobbying Act in connection with this Agreement, including, without limitation, obtaining and delivering to the Commonwealth all necessary certifications and disclosures.

B. Contractor is hereby advised that a significant percentage of the funds used to pay Contractor's invoices under this Agreement may be federal funds. Under no circumstances shall any provision of this Agreement be construed as requiring or requesting the Contractor to influence or attempt to influence any person identified in 31 U.S.C.A. Section 1352 (a) (1) in any matter.

C. A representative of Contractor shall sign the certification attached as Attachment "A" and deliver such certification to the Commonwealth simultaneously with the execution and delivery of this Agreement. Contractor shall have the certification signed by a representative with knowledge of the facts and shall fulfill the promises of undertakings set forth in the certification.

49. NONVISUAL ACCESS TO TECHNOLOGY

All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of any State agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Agreement:

(i) effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;

(ii) the Technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;

(iii) nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public: and

(iv) the technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing nonvisual access standards shall not be required if the head of the using agency, institution or political subdivision determines that (I) the Technology is not available with nonvisual access because the essential elements of the Technology are visual and (ii) nonvisual equivalence is not available.

Installation of hardware, software, or peripheral devices used for nonvisual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of nonvisual access software and peripheral devices.

If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing nonvisual access standards is achieved and a validation of concept demonstration.

The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, 2.2-3500 through 2.2-3504 of the Code of Virginia.

50. EXCLUSIVITY OF TERMS AND CONDITIONS

The Virginia Information Technologies Agency (VITA) will not sign or execute any additional contract, license or other agreement, including shrink-wrap Software, containing contractual terms and conditions as a result of this procurement. Any documents signed by persons other than the Contracts Manager, VITA, shall have no validity and the attached Terms and Conditions shall supersede all such agreements.

51. CONTRACTOR'S REPORT OF SALES

Contractor must agree to provide monthly reporting that contains detailed information for each item purchased. Reports are to be provided by the 15th of each month, reporting transactions that took place during the prior month. At any time thereafter, as appropriate, additional reports may be agreed upon. All reports shall be forwarded electronically via Email in a Microsoft Excel Spreadsheet format to a designated contract officer at VITA.

Specifically, the data fields to be reported for each item purchased are:

1. Agency/Institution/Municipality/Public Body making the purchase
2. PO #
3. Order Date
4. Invoice #
5. Invoice Date
6. Whether item was ordered through eVA (Y/N)
7. Product Description
8. Product Sub-category type (e.g., SAN, NAS, DASD etc.)
9. Manufacturer Name
10. Manufacturer #
11. Supplier # (if supplier is not manufacturer)
12. Index used for Pricing (e.g., OEM List Price)
13. Index Price on Order Date
14. Discount off Index
15. Discounted Price on Order Date
16. Quantity Ordered
17. Extended Price on Order Date

Late delivery or non-delivery of required reports will be considered a breach of Contract, and preclude Contractor from bidding on any future requirements.

52. SURCHARGE ADJUSTMENT

The Contractor must pay the Department of General Services (DGS), a Surcharge Adjustment (SCA) fee under this Contract. The Contractor must remit the SCA within 30 days after the end of each quarterly reporting period as established in the clause entitled "Contractor's Report of Sales". For the purposes of this Contract,

Contractor will consider a sale to be completed when the Contractor receives payment from the Authorized User for the Product. The SCA equals two percent (2%) of the total quarterly sales reported. Contractor shall remit the SCA together with a copy of the Contractor's Report of Sales as delineated in the paragraph herein entitled "Contractor's Report of Sales". The SCA reimburses the Commonwealth and defrays the costs for Spend Management procurements and the administration of the subsequent awards. The SCA amount due must be paid by check with identification of "Contract number", "report amounts", and "report period", on either the check stub or other remittance material. DGS may at its discretion, agree to an electronic funds transfer, in lieu of a check, however in the absence of an express written agreement from DGS that validates agreement, then the payment shall be made by check as described herein made payable to the Department of General Services.

If the full amount of the SCA is not paid within 30 calendar days after the end of the applicable reporting period, it shall constitute a Contract debt to the Commonwealth of Virginia, and the State may exercise all rights and remedies available under law. Failure to submit sales reports, falsification of sales reports, and or failure to pay the SCA in a timely manner may result in termination or cancellation of this Contract. Willful failure or refusal to furnish the required reports, falsification of sales reports, or failure to make timely payment of the SCA constitutes sufficient cause for terminating this Contract for default.

It is the intent of the Commonwealth to capture 2% of all sales, including but not limited to temporary reduced pricing, fire sales, one time sales, trade ins, and promotional items that have been marked down under this Contract.

53. EQUIPMENT CONDITION

All equipment to be supplied by Contractor shall be new equipment.

54. CONTRACTOR SPONSORED PRODUCT PROMOTIONS

The Contractor, at its discretion, is allowed to sponsor product and service promotions during the Contract term or any extensions thereof under the following conditions:

- 1) Contractor is required to provide in writing to VITA, at least 5 days prior to the promotion, the dates of the promotion or the duration of the promotion to include the commencement date and the ending date; the acceptable writing may be e-mail, or correspondence via USPS or other, and
- 2) Contractor is required to identify in writing, the exact products or services covered in the promotion, and
- 3) Contractor is required to identify in writing, the pricing during the promotion or the percentage discount, and
- 4) All Contractor Sponsored Product or Service Promotions are required to be available to all Authorized Users of the Contract. Should the Contractor request a promotion that would be limiting, either through product configuration or quantities of products, the Commonwealth at its discretion, will not provide a written agreement. Both parties agree that promotions shall not target any one Authorized User, or a few Authorized Users, and
- 5) All Contractor sponsored Product or Service Promotions shall be mutually agreed to in writing. The Contractor shall be in breach of the Agreement in the absence of a writing from both parties. The writing may be e-mail or correspondence via USPS or other, and
- 6) In any instance of conflict between this clause "Contractor Sponsored Product or Service Promotions" and the Agreement, this clause shall take precedence. And
- 7) In any event wherein the Contractor proposes prices that are different than the Contract prices to any Authorized User, without first obtaining mutual agreement in the format as identified herein, the Contractor shall be in breach of the Agreement and the Commonwealth shall have all remedies available under Contract and law. And
- 8) The Commonwealth, at its discretion, may assist in advertising the promotion. This assistance will consist of advertising space on the Commonwealth's various web sites, or other assistance at the Commonwealth's discretion.

55. TERM

This Agreement shall take effect on the date of its final execution by both parties, and shall continue in full force for two (2) years, "initial Term". The Commonwealth at its sole discretion may extend this Agreement for three (3) additional one (1) year periods. The Commonwealth will issue a written notification to the Contractor stating the extension period, 30 days prior to the expiration of any current Term.

56. TERMINATION FOR CONVENIENCE

The Commonwealth may terminate this Contract in whole or in part for convenience at any time by submitting to the Contractor a writing, sixty (60) days prior to the date of Termination. The Commonwealth shall be obligated for all outstanding Orders, according to the Contract, subsequent to this Termination. The Commonwealth shall not be obligated for any other costs in the event of Termination for convenience.

57. CATALOG INTEGRITY

The Contractor agrees to continuously provide an updated catalog minimally every 90 days that will be available to all Authorized Users. The updated catalogue may be on eVA only or located at the Contractor's web site, or both, as provided for herein, but in every instance all catalogs maintained by the Contractor shall be up to date.

58. INTEGRAL SOFTWARE

All Products are delivered with any necessary firmware, and or software integral to the Product necessary for the complete operation. All firmware and software shall be considered to be the latest version available and any

software upgrades necessary for the complete operation of the Products shall be available at no cost to the Authorized User. All licenses granted under this Agreement are provided on a non-exclusive, irrevocable perpetual license basis and shall commence upon the acceptance of the Product by the Authorized User.

59. INTELLECTUAL PROPERTY INDEMNIFICATION

Contractor will defend, indemnify and hold the Commonwealth harmless from any action based on a claim that an Authorized User's use of the products or services in accordance with this agreement infringes any patent, copyright, or trade secrets of any third party.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

ADVANCED DIGITAL INFORMATION CORPORATION

BY: Charles Stonecipher
NAME: Charles Stonecipher
TITLE: EP, Product Development
DATE: 5/14/04

COMMONWEALTH OF VIRGINIA

BY: Philip L. Pippert
NAME: PHILIP L. PIPPERT
TITLE: ASSOC. DIRECTOR, SCM
DATE: 6/1/04

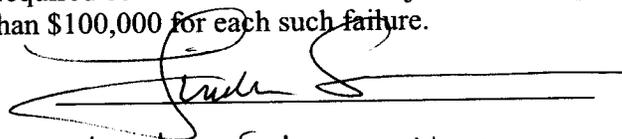
**ATTACHMENT A
to Contract
VA-040330-ADIC*****CERTIFICATION REGARDING LOBBYING***

The undersigned certifies, to the best of his or her knowledge and belief, that:

- a. No Federal appropriated funds have been paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee or an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal Contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal Contract, grant, loan, or cooperative agreement.
- b. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal Contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
- c. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and Contracts under grants, loans and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Signature:



Printed Name:

Linda Schoemaker

Organization:

SVP: General Counsel - ADIC

Date:

11/5/03

**ATTACHMENT “B”
TO
CONTRACT
VA-040330-ADIC**

LISTING OF PRODUCTS & SERVICES, PRICING & CONTRACT USAGE INSTRUCTIONS

Attachment "B" is hereby incorporated into and made an integral part of Agreement Number VA-040330-ADIC between ADIC and the Commonwealth of Virginia. In the event of any discrepancy between this Attachment “B” and pages 1 through 18 of this Contract VA-040330-ADIC, the provisions on those pages 1 – 18 of Contract VA-040330-ADIC shall control.

- **PRODUCTS & SERVICES:** All product and related services (warranty upgrades, maintenance SLAs) pricing is contained in “Attachment C”. Supplemental services are contained in “Attachment D”.
- **PRICING:** All pricing shown in “Attachment C” is Not-to-Exceed pricing for the term of this contract. All “Percentage Discounts” indicated are fixed for the entire term of this contract. All purchase prices for each order are calculated by taking the appropriate percentage discount from the current price found at the indicated Index Price List Source, on the actual date of each order (this price cannot exceed the price for that product shown in Attachment C). For items acquired through the standard order process, pricing will be determined by the contractor’s current eVA catalog. For systems/items acquired through the RFQ order process, pricing will be determined by each contractor’s quotation. The contractor(s) will calculate the quoted pricing by using the prices found at the index price list source, less the appropriate percentage discounts. Separate pricing may be submitted for Government vs. Academic to account for higher discounts to education and, if offered, are indicated in Attachment C, the Index Price List Source and in the eVA catalog.

The Index Price List Source is a widely used, publicly available Index Price List that has a consistent basis of calculation and is available throughout the life of the contract, for instance, a GSA Contract/Price Schedule or a manufacturer’s Suggest Retail Price List. If the basis of calculation for the Index Price List changes in a material fashion during the life of the contract, the Commonwealth and the contractor will renegotiate any Index Price List Source changes and pricing to ensure that the net price to the Commonwealth is consistent with percentage discounts calculated from the original index source. Any new Index Price List must be submitted to VITA for review at least 30 days prior to any request for contract modification.

It is important to remember that the net price indicated in the original price list, Attachment C, is a “not-to-exceed” price. A Contractor may opt to be more competitive than this price for a specific purchase or a specific authorized user, but pricing shall never exceed the net price indicated in Attachment C.

- **Additional Discounts:** Transaction and Annual-Cumulative based discounts are shown in Attachment E. Users should check with StorageTek, to determine if additional discounts will apply, when placing each standard process or RFQ process order.

CONTRACT USAGE INSTRUCTIONS:

- 1. Standard Order Process: Direct Orders placed in eVA, with pricing calculated from the Index Price List Source, without the benefit of a quote from the contractor, are considered an order using the standard order process. This process is normally used for small, incidental items.**

In the standard process, authorized users will refer to a catalog-type Product/Price List, which will be available on eVa, to determine pricing for the required product. The authorized user will determine (on its own or by working with a contractor) the required specifications for the purchase. The authorized user will then place an order on eVA for that product. The pricing for that product will not exceed (but may be lower than) the net price indicated for that product (or set of products) on the Product/Price list.

- 2. Request for Quote (RFQ) Order Process: This process involves contacting one or more Enterprise Storage Device contractors and requesting formal written quotes be provided. An eVA Direct Order, based upon and referencing the quote received is then issued. This process is normally used for all but small, incidental purchases.**

In some instances, authorized users may be purchasing very large products or systems that justify price breaks above-and-beyond those offered in the “not-to-exceed” pricing indicated in the catalog price lists. In this case, authorized users may complete and issue a Request for Quotation, or RFQ. In most cases where an RFQ is used, the authorized user will define the specifications of the required product(s) and/or service(s) and issue the RFQ to the appropriate contractors. Contractors will have a pre-determined amount of time to respond to the RFQ with qualitative responses (if requested) and a price quotation. Generally, the authorized user will select the contractor offering the lowest total cost proposal; however non-price factors may be included in the evaluation criteria for a given RFQ. The evaluation criteria, format, timing, and requirements will be clearly outlined on the RFQ document. In some situations, the authorized user may not identify the exact specifications required. If this is the case, the RFQ respondents will be given the opportunity to identify and propose their recommended specifications. Any purchase that is a result of the RFQ process will be subject to the Terms and Conditions specified and outlined in this Contract and any subsequent modifications. Additional Terms and Conditions may be requested or mandated within the RFQ document.

WARRANTY and MAINTENANCE

Contractor will supply a one-year minimum repair or replacement warranty period, or manufacturer’s standard warranty, whichever is longer. For uplifts for increased warranty Service Levels (SLA), consult with the contractor for a quote or look in “Attachment C”, as various Service Levels may be priced there.

Maintenance is defined as repair or replacement services provided after the expiration of the warranty period. Maintenance services and various SLAs are priced in “Attachment C”. Standard Principle Period of Maintenance (PPM), whether during the warranty period or follow-on Maintenance period, will be 8 AM to 5 PM, Monday through Friday, excluding state

holidays, with next day or 8 business hour response time, or manufacturer’s standard PPM, whichever is more advantageous to the Commonwealth.

QUALITY AND SERVICE LEVEL REQUIREMENTS

The following contains additional specific service levels that Contractor is expected to perform at NO extra charge.

Service	Special Services Required at NO Additional Charge
Metrics	<ul style="list-style-type: none"> • Response Time – The supplier will respond to all communications not later than the next business day. • Delivery Date - The Contractor will deliver the Products by the delivery date specified in any executed Attachment or Order referencing the Agreement, or within twenty-one (21) days After Receipt of the Order (ARO) if no date is specified. – 95% • Contractor will maintain a fill rate of 99%. (Fill rate is defined as the total number of requisition lines filled, divided by the number of lines requested over a given period. The difference, therefore, would be items on back-order). • Report Timeliness and Completeness (% in 5 days of due date) – 100% (Refer to “Reporting & SCA Payment” below) • Invoice Accuracy (%) – 100% • Invoice Timeliness (% within 5 days of agreed invoice receipt date) – 100% <p>Overall Customer Satisfaction – A quarterly survey of end-users will be conducted by the supplier to determine the level of customer service satisfaction experienced with the supplier. Both the raw and analyzed survey results must be provided to Virginia. The following includes some of the areas to be measured on the survey: Responsiveness, Communication, Courtesy, Competence, Effectiveness, Overall Satisfaction</p>
eVA	<p>Contractor(s) will have the capability to do business with the Commonwealth via Virginia’s eVA Internet Electronic procurement solution. See Mandatory Term & Condition “eVA Business-To-Government Vendor Registration”</p>
Reporting & SCA Payment	<ul style="list-style-type: none"> • Contractor’s Report of Sales must be submitted on time each month – as defined in Mandatory Terms & Condition “Contractor’s Report of Sales” • SCA fee must be paid on time each quarter. – As defined in Mandatory Terms & Condition “Surcharge Adjustment” • Contractor must be able to provide usage reports, detailing purchases of items and services under contract quarterly in electronic format or within 15 days of the date of a report request. This report must include, at a minimum, Manufacturer Item Number, Manufacturer Name, Product Description, Agency Name, Quantity Purchased, Unit Price, and Extended Price. • Supplier Diversity Reporting must be submitted on a quarterly basis and at the conclusion of the contract, as defined in Terms & Conditions under “Periodic Progress Reports/Invoices” and “Final Actual Involvement Report” and at the end of this section.

Product Availability: Contractors will agree that there will be no cancellation of products used without an equal and acceptable replacement approved by the designated Commonwealth of Virginia representative during the term of the agreement. Contractors will communicate manufacturer's discontinuation of any products to the contract officer in writing within five (5) business days. In such instances, Contractors will work with the contract officer(s) to identify and implement alternative options that will maintain or reduce costs associated with the replacements. Contractors will be prepared to offer detailed quarterly reports if requested by the Commonwealth, displaying removed SKUs off of contract list and suggested replacements. Contractors will offer suggested replacements of discontinued products at least 30 days prior to substitution, including replacement part number, description, list price, applicable discount, and final price.

Ordering Methods: The Commonwealth requires contractor(s) to accept orders via the eVA ordering system. Contractors must also have a local Virginia telephone number, or a toll free (800) number, or agree to accept collect calls. Each Authorized User is responsible for placing its own orders, which may be accomplished by written purchase order, telephone, fax or computer on-line systems. The Contractor shall also provide customized websites to enable online orders by institutions of higher education, local and municipal governments. Shipping and billing addresses will be included on the individual Orders of Authorized Users referencing this Contract.

Payment Options: Authorized Users pay by check, electronic funds transfer, or with the Commonwealth's authorized procurement (charge) card. Contractor(s) shall accept the Commonwealth's card for single purchases under the per transaction limit for the respective Agencies/Institution of Higher Education.

Freight Policy: All shipments will be F.O.B. Delivered to the specified location. Contractor(s) is responsible for filing and expediting all freight claims with the carrier. The Contractor will pay title and risk of loss or damage charges. Emergency/rush delivery requiring special shipping and handling will be at Authorized Users' expense (with prior written approval only). Rush delivery that occurs as a result of the Contractor's error will be free of charge.

Shipping: A packing label will be on each box and include the following items, visible on the outside of the box:

- Authorized User
- Address
- Department and floor
- Contact Name
- Telephone number

A packing slip will also be included with each shipment, which will include at least the following information in no particular order:

- Line item description
- Quantity ordered
- Quantity included in shipment
- Any back order items

- Unit Price
- Number of parcels
- Purchase Order Number
- Agency name and department
- F.O.B. (destination)
- All information contained on the packing label

Return of Product: Any materials delivered in poor condition, in excess of the amount authorized by the eVA Direct Order or other or not included on the requisition form or purchase order may, at the discretion of the Authorized Users, be returned to the Contractor's warehouse at the Contractor's expense within 30 days. Credit for returned goods shall be made immediately once contractor receives returned goods.

If any product is returned to a Contractor for failure of performance, the Contractor will, at the Commonwealth's discretion, refund all amounts paid to the Contractor for such product or replace the product, and the following shall apply:

- Within twenty (20) days of written notification by the using Authorized User, the Contractor will make arrangements for the return of the product.
- All shipping and insurance costs will be borne by the Contractor.
- Contractor will be liable for damages to the product, unless caused by fault or negligence of the Agency that occur during the return process.
- If the product is returned to the Contractor for any other reason, then the Agency will be responsible for all costs associated with the preparation of the product for shipping, and for shipping costs to the Contractor's nearest service location.

Post-Order Customer Service: The Contractor(s) will provide all of the designated Authorized Users a single, local point of contact (and a backup) to handle questions and resolve problems that arise. At least one Customer Service Representative will be available during Contractor's operating hours. All service representatives will have on-line access to information to provide immediate response to inquiries concerning the status of orders (shipped or pending), delivery information, back-order information, State-wide contract pricing, contracted product offerings/exclusions, contract compliance requirements, and general product information. Representatives should be available by phone, fax, or email (local or 800 # preferred). Both Authorized Users and the Contractor(s) will commit to quarterly reviews of internal customer satisfaction and will make consistent efforts to improve customer satisfaction.

VITA POINTS OF CONTACT

Contract Administration/Compliance

Contracts Administrator
Virginia Information Technologies Agency
110 South 7th Street, East Lobby
Richmond, VA 23219-3931
Tel: (804) 371-5900
Fax: (804) 371-5969
contracts@vita.state.gov
<http://www.asd.virginia.gov>

Contract Information

John Tackley, VCO
IT Acquisition Manager
Virginia Information Technologies Agency
110 South 7th Street, East Lobby
Richmond, VA 23219-3931
Tel: (804) 371-5930
Fax: (804) 371-5969
john.tackley@vita.virginia.gov
<http://www.asd.virginia.gov>

ADIC POINTS-OF-CONTACT

Sales Information

Christopher Sullivan
410-956-2697
443-745-8957 (mobile)

Billing Information

Warranty/Maintenance Service Contact

Commonwealth of Virginia Enterprise Storage Devices
Attachment C - PRICING - Product/Price List

Supplier Name:	Advanced Digital Information Corporation
Submitted By:	Gabriella Herkert

Index Price List Source	Effective Date
ADIC List Price	???????

What will be the method and frequency of updating the Product/Price List? In addition to eVA, where (if anywhere) will the Product/Price List be made available?

??

Product/Price List

Product Description Fields					Government Pricing			Academic Pricing		
Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Percentage Discount	Net Price Offered to Commonwealth	Index Price	Percentage Discount	Net Price Offered to Commonwealth
Scalar 1000 Drive Modules		ADIC	105530	3590 drives (E1A).	\$36,975	21.25%	\$ 29,117.55	\$36,975	21.25%	\$ 29,117.55
		ADIC		3590 Drive Conversion kit. Converts B1A drives to E1A. Order one per drive.	\$12,000.00		\$ 9,450.00	\$12,000.00	21.25%	\$ 9,450.00
Scalar 1000 3590 Drives			105931							
Scalar 1000 Drive Modules		ADIC	106266	3590 drives (B1A).	\$29,500	21.25%	\$ 23,231.25	\$29,500	21.25%	\$ 23,231.25
Scalar 1000 Options (all drive types)		ADIC	302511	SDLT/DLT I/E station magazine.	\$98	26.07%	\$ 72.45	\$98	26.07%	\$ 72.45
Scalar 1000 Options (all drive types)		ADIC	302512	AIT I/E station magazine.	\$98	26.07%	\$ 72.45	\$98	26.07%	\$ 72.45
Scalar 10K Options		ADIC	302513	3590 I/E station magazine.	\$98	26.07%	\$ 72.45	\$98	26.07%	\$ 72.45
Scalar 1000 Options (all drive types)		ADIC	302514	LTO I/E station magazine.	\$98	26.07%	\$ 72.45	\$98	26.07%	\$ 72.45
S10K LTO Initial Order Options		ADIC	900925	Scalar 10K LTO Base System. Includes: 700 LTO Cartridge Slots, (1100 Slots available for Capacity on Demand), Drive Bays for LTO tape drive (SCSI Attach 1-36 drives, SAN Attach 1-30 drives), RMU Remote Management Unit), 2 Library SCSI Interface (1 ea. HVD), 2 Insert/Eject Stations (72 Cartridge Capacity), Dual A.C. Line Cord (Control Module and Drive Module), Operator Manual. Does not include: LTO Tape Drives, Media, Barcode Labels, Installation. Installations must be performed.	\$140,000	26.50%	\$ 102,900.00	\$140,000	26.50%	\$ 102,900.00
S10K LTO Initial Order Options		ADIC	900926	LTO Capacity - 100 Cartridge Initial Capacity Increase.	\$10,000	26.50%	\$ 7,350.00	\$10,000	26.50%	\$ 7,350.00
S10K LTO Upgrade Order Options		ADIC	900927	LTO 1 Gb storage networking drive. Includes SNC Reduction 3000 functionality. Includes cleaning cartridge, FC Interface Kit, internal cable and terminator.	\$14,000	26.50%	\$ 10,290.00	\$14,000	26.50%	\$ 10,290.00

S10K AIT Initial Order Options		ADIC	900928	Scalar 10K AIT Base System Includes: 700 AIT2 Cartridge Slots, (1,541 Slots available for Capacity on Demand), Drive Bays for AIT tape drive (Attach 1 - 48 drives), RMU (Remote Management Unit), 2 Library SCSI Interface (1 ea. LVD/HVD), 2 Insert/Eject Stations (108 Cartridge Capacity), Dual A.C. Line Cord Control Module and Drive Module), 700 barcode labels, Operator Manual. Does not include: AIT Tape Drives, Media, Installation.	\$140,000	26.50%	\$	102,900.00	\$140,000	26.50%	\$	102,900.00
S10K AIT Initial Order Options		ADIC	900929	AIT Capacity - 100 Cartridge Initial Capacity Increase	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
S10K AIT Upgrade Order Options		ADIC	900930	AIT-2 1 Gb storage networking drive, LVD. Includes SNC functionality. Includes: Cleaning Cartridge, SNW Interface Kit, Internal Cable & Terminator. One AIT drive per sled.	\$7,100	26.50%	\$	5,218.50	\$7,100	26.50%	\$	5,218.50
S10K SDLT/DLT Initial Order Options		ADIC	900931	Scalar 10K SDLT Base System. Includes: 700 SDLT Cartridge Slots, (894 Slots available for Capacity on Demand), Drive Bays for SDLT tape drive (Attach 1 - 36 drives), RMU (Remote Management Unit), 2 Library SCSI Interface (1 ea. LVD, 1 ea. HVD), 2 Insert/Eject Stations (72 Cartridge Capacity), Dual A.C. Line Cord (Control Module and Drive Module), 700 barcode labels, Operator Manual. Does not include: SDLT Tape Drives, Media.	\$140,000	26.50%	\$	102,900.00	\$140,000	26.50%	\$	102,900.00
S10K SDLT/DLT Initial Order Options		ADIC	900932	SDLT Capacity - 100 Cartridge Initial Capacity Increase.	\$12,000	26.50%	\$	8,820.00	\$12,000	26.50%	\$	8,820.00
S10K SDLT/DLT Upgrade Order Options		ADIC	900933	SDLT 1 Gb storage networking drive. Includes SNC 3000 functionality. Includes: Cleaning Cartridge, SNW Interface Kit, Internal Cable & Terminator.	\$13,839	26.50%	\$	10,171.35	\$13,839	26.50%	\$	10,171.35
S10K LTO Upgrade Capacity Increase		ADIC	900934	LTO Capacity - 100 Cartridge Upgrade Capacity Increase. Use this part number for all IBM LTO Native FC S10K configurations.	\$10,000	26.50%	\$	7,350.00	\$10,000	26.50%	\$	7,350.00
S10K AIT Upgrade Capacity Increase		ADIC	900935	AIT Capacity - 100 Cartridge Upgrade Capacity Increase.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00

S10K SDLT/DLT Upgrade Capacity Increase		ADIC	900936	SDLT Capacity - 100 Cartridge Upgrade Capacity Increase. Use this part number for all DLT 8000 S10K configurations.	\$12,000	26.50%	\$ 8,820.00	\$12,000	26.50%	\$ 8,820.00
Scalar 1000 Storage Networking Drives		ADIC	900955	Scalar 1000 LTO-1 2 Gb Storage Networking Drive, LVD.	\$12,116.00	26.50%	\$ 8,905.05	\$12,116.00	26.50%	\$ 8,905.05
Scalar 1000 Storage Networking Drives		ADIC	900956	DLT 8000 Storage Networking Drive, LVD Standard Warranty is 3 years on all hardware. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Includes SNC 5100 functionality, FC integration kit, Documentation CD, (1) 6' HD68/VHDCI cable, (1) SCSI terminator, (1) cleaning cartridge, and a three-year warranty. The following must be ordered separately: fibre channel cables, storage networking integration and configuration services as needed (99-8632-01).	\$13,825	26.50%	\$ 10,161.90	\$13,825	26.50%	\$ 10,161.90
Scalar 1000 Storage Networking Drives		ADIC	900956	Scalar 1000 DLT 8000 2 Gb Storage Networking Drive, LVD.	\$12,904.00	26.50%	\$ 9,484.65	\$12,904.00	26.50%	\$ 9,484.65
Scalar 1000 Storage Networking Drives		ADIC	900957	Scalar 1000 SDLT220 2 Gb Storage Networking Drive, LVD.	\$13,829.00	26.50%	\$ 10,164.00	\$13,829.00	26.50%	\$ 10,164.00
Scalar 1000 Storage Networking Drives		ADIC	900958	Scalar 1000 AIT-2 2 Gb Storage Networking Drive - includes two (2) AIT-2 drives, LVD.	\$15,226.00	26.50%	\$ 11,190.90	\$15,226.00	26.50%	\$ 11,190.90
Scalar 10K DLC		ADIC	9-00187-04	Scalar DLC Integrated Controller RACK-MOUNTABLE for Scalar 10K. This consists of Scalar DLC 2.3 SW loaded on a rack mountable Server with rack mountable Flat Panel LCD Monitor/Keyboard/Mouse. The Integrated Controller includes the Scalar DLC 2.3 Software license and one year of 5X9 support. It also comes with rails for a standard 4-post rack. Customer will have to provide the rack for the system. Customer will have to order the 68pin-68pin LVD SCSI cable to connect the Scalar DLC Integrated Controller to the Scalar Library. Ships in three separate boxes. System box is approximately 36"x24"x14" (70lbs). Rails Box is 36"x8"x4" (15lbs). LCD/Keyboard box is approximately 36"x24"x8" (30lbs). This unit is not approved, designed nor tested to be mounted within the Scalar Library.	\$26,000	26.50%	\$ 19,110.00	\$26,000	26.50%	\$ 19,110.00

Scalar 1000 3590 Products		ADIC	1000CM	Scalar 1000 3590 Control Module (2 or 4 bay).	\$54,950.00	21.25%	\$	43,272.60	\$54,950.00	21.25%	\$	43,272.60
Scalar 1000 3590 Products		ADIC	1000EM	Scalar 1000 3590 Expansion Module (2 or 4 bay).	\$14,500.00	21.25%	\$	11,418.75	\$14,500.00	21.25%	\$	11,418.75
Media Pricing per Pack: Must be ordered as complete packs		ADIC	1-00351-11	AIT-3 Tape Cartridge, 230M, 200GB, with MIC, 10-Pack. Use with AIT-3 products.	\$624.00	21.25%	\$	491.40	\$624.00	21.25%	\$	491.40
Fibre Channel Hubs and Switches -2Gb		ADIC	1-00586-01	Fibre Channel Switch, Brocade, SilkWorm 3200, 8-port full fabric, 1 fixed power supply, 0 SFP media, rack mount kit, AWT, ADZ. QL Brocade 2Gb switches require the corresponding Brocade service plan to be sold with the switch. Please see the service price list for pricing information.	\$9,594	26.50%	\$	7,051.80	\$9,594	26.50%	\$	7,051.80
Fibre Channel Hubs and Switches -2Gb		ADIC	1-00586-02	Fibre Channel Switch, Brocade, SilkWorm 3800, 16-port, 2 power supplies, 0 SFP media, rack mount kit, AWT, ADZ. Brocade 2Gb switches require the corresponding Brocade service plan to be sold with the switch. Please see the service price list for pricing information.	\$30,000	26.50%	\$	22,050.00	\$30,000	26.50%	\$	22,050.00
Fibre Channel Switches -2 Gb		ADIC	1-00586-07	Brocade SilkWorm 3800, Full-Fabric, 16-port, dual power supplies, 16 SFPs, Advanced Fabric Services software: WebTools, and Advanced Zoning (BR-3802-0011).	\$27,484.00	26.50%	\$	20,200.95	\$27,484.00	26.50%	\$	20,200.95
Fibre Channel Hubs and Switches -2 Gb		ADIC	1-00586-08	Brocade SilkWorm 3200, Full-Fabric, 8-port, 8 SFPs, Advanced Fabric Services software: WebTools, Advanced Zoning, QuickLoop (BR-3200-0012).	\$11,994	26.50%	\$	8,815.80	\$11,994	26.50%	\$	8,815.80
Fibre Channel Switches -2 Gb		ADIC	1-00586-09	Brocade SilkWorm 3900, Full-Fabric, 32-port, dual power supplies, 32 SFPs, Advanced Fabric Services software: WebTools, Advanced Zoning, and Fabric Watch, ISL Trunking. Includes 1 year Standard Brocade Service (SX9). (BR-3902-0001-S).	\$65,546.00	26.50%	\$	48,176.10	\$65,546.00	26.50%	\$	48,176.10
Fibre Channel Switches -2 Gb		ADIC	1-00586-12	Brocade SilkWorm 3200V1.2, 8-port, 2 switch fabric, 8 SFPs, Advanced Fabric Services (AFS) software: WebTools and Advanced Zoning (BR-3221-0012).	\$8,582.00	26.50%	\$	6,307.35	\$8,582.00	26.50%	\$	6,307.35

		ADIC				26.50%	\$	14,326.20		26.50%	\$	14,326.20
Fibre Channel Switches -2 Gb			1-00586-13	Brocade SilkWorm 3800VL2, 16-port, 2 switch fabric, dual power supplies, 16 SFPs, Advanced Fabric Services (AFS) software: WebTools, and Advanced Zoning (BR-3822-0000).	\$19,491.00				\$19,491.00			
Fibre Channel Switches -2 Gb		ADIC		Brocade, SilkWorm 3800VL4, 16-port, 4 switch fabric, dual power supplies, 16 SFPs, Advanced Fabric Services (AFS) software: WebTools, and Advanced Zoning (BR-3842-0000).	\$22,400.00	26.50%	\$	16,464.00		26.50%	\$	16,464.00
Fibre Channel Switches -2 Gb			1-00586-14	Brocade, SilkWorm 3800VL4, 16-port, 4 switch fabric, dual power supplies, 16 SFPs, Advanced Fabric Services (AFS) software: WebTools, and Advanced Zoning (BR-3842-0000).	\$22,400.00				\$22,400.00			
Emulex Fibre Channel Host Bus Adapters (HBA) -2Gb		ADIC	1-00653-01	Emulex LP9002L, 2Gb, 66 Mhz, Single Channel, Fibre Channel PCI HBA (supports Windows, Linux, Novell and Unix based operating systems).	\$1,695	10.73%	\$	1,513.05	\$1,695	10.73%	\$	1,513.05
Emulex Fibre Channel Host Bus Adapters (HBA) -2Gb		ADIC	1-00653-02	Emulex LP952L, 2Gb, 66 Mhz, Single Channel, Fibre Channel PCI HBA (supports Windows, Linux and Novell).	\$1,545	10.77%	\$	1,378.65	\$1,545	10.77%	\$	1,378.65
Qlogic Fibre Channel Host Bus Adapters (HBA) -2 Gb		ADIC	1-00654-01	Qlogic SANBlade 2310, 2 Gb, 66 Mhz, Single Channel Fibre Channel PCI HBA.	\$1,788.00	2.34%	\$	1,746.15	\$1,788.00	2.34%	\$	1,746.15
JNI Fibre Channel Host Bus Adapters (HBA) -2 Gb		ADIC	1-00655-01	JNI FibreStar FCE-6460-N, 1 or 2 Gb, 66Mhz, Single Channel, PCI-to-Fibre Channel HBA.	\$1,659.00	2.34%	\$	1,620.15	\$1,659.00	2.34%	\$	1,620.15
Scalar 1000 DLC		ADIC	1-00661-01	Scalar DLC SCSI Target Card, HVD, LSI.	\$885	26.44%	\$	651.00	\$885	26.44%	\$	651.00
Scalar 1000 DLC		ADIC	1-00662-01	Scalar DLC 1-Gb Fibre Channel Adapter (Single SC Duplex MM).	\$2,590	26.50%	\$	1,903.65	\$2,590	26.50%	\$	1,903.65
Scalar 1000 DLC		ADIC	1-00663-01	Scalar DLC 2-Gb Fibre Channel Adapter (Single SFF MM Optics LC).	\$3,180	26.50%	\$	2,337.30	\$3,180	26.50%	\$	2,337.30
Scalar 1000 DLC		ADIC	1-00664-01	Scalar DLC SCSI Target Card, LVD, LSI.	\$650	26.50%	\$	477.75	\$650	26.50%	\$	477.75
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable. DOMESTIC SHIPMENTS ONLY		ADIC	1-00668-01	LTO-1 Prelabeled Data Cartridge (order in multiples of 20). Minimum order of 100.	\$49.80	21.36%	\$	39.17	\$49.80	21.36%	\$	39.17
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable. DOMESTIC SHIPMENTS ONLY		ADIC	1-00715-01	SDLT Prelabeled Tape 1 Cartridge (order in multiples of 20). Minimum order of 100.	\$94.60	21.31%	\$	74.45	\$94.60	21.31%	\$	74.45
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable. DOMESTIC SHIPMENTS ONLY		ADIC	1-00715-02	SDLT Cleaning Prelabeled Cartridge (order in multiples of 20). Minimum order of 100.	\$87.00	20.95%	\$	68.78	\$87.00	20.95%	\$	68.78
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable. DOMESTIC SHIPMENTS ONLY		ADIC	1-00716-01	DLT Tape IV Prelabeled Cartridge (order in multiples of 21). Minimum order of 105.	\$44.71	21.33%	\$	35.18	\$44.71	21.33%	\$	35.18
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable. DOMESTIC SHIPMENTS ONLY		ADIC	1-00716-02	DLT Cleaning Prelabeled Cartridge (order in multiples of 20). Minimum order of 100.	\$44.29	21.26%	\$	34.88	\$44.29	21.26%	\$	34.88

	ADIC	1-00746-01	LTO Universal Cleaning Cartridge, 1-Pack. Use with all LTO products.	\$79.00	24.24%	\$	59.85	\$79.00	24.24%	\$	59.85
Media Pricing per Pack: Must be ordered as complete packs											
	ADIC	1-00756-11	LTO-2 200GB Cartridge, 5-Pack. Use with all LTO-2 products.	\$539.00	21.30%	\$	424.20	\$539.00	21.30%	\$	424.20
Media Pricing per Pack: Must be ordered as complete packs											
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable DOMESTIC SHIPMENTS ONLY	ADIC	1-00760-01	LTO-2 Prelabeled Data Cartridge (order in multiples of 20). Minimum order of 100.	\$109.80	21.30%	\$	86.42	\$109.80	21.30%	\$	86.42
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable DOMESTIC SHIPMENTS ONLY	ADIC	1-00761-01	LTO Universal Cleaning Prelabeled Cartridge (order in multiples of 20). Minimum order of 100.	\$81.00	24.17%	\$	61.43	\$81.00	24.17%	\$	61.43
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable DOMESTIC SHIPMENTS ONLY	ADIC	1-00964-01	AIT-2 Prelabeled Data Cartridge (order in multiples of 20). Minimum order of 100.	\$67.70	21.21%	\$	53.34	\$67.70	21.21%	\$	53.34
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable DOMESTIC SHIPMENTS ONLY	ADIC	1-00964-02	AIT-3 Prelabeled Data Cartridge (order in multiples of 20). Minimum order of 100.	\$64.40	21.25%	\$	50.72	\$64.40	21.25%	\$	50.72
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable DOMESTIC SHIPMENTS ONLY	ADIC	1-00964-03	AIT Cleaning Prelabeled Cartridge (order in multiples of 20). Minimum order of 100.	\$36.00	21.25%	\$	28.35	\$36.00	21.25%	\$	28.35
Prelabeled Media Pricing per Tape: Prelabeled media is for drop shipments only. Non cancelable, non returnable, non refundable DOMESTIC SHIPMENTS ONLY	ADIC	1-00964-04	AIT-3 WORM Prelabeled Data Cartridge (order in multiples of 20). Minimum order of 100.	\$78.00	21.25%	\$	61.43	\$78.00	21.25%	\$	61.43
GBICs	ADIC	1-00971-01	GBIC, Multimode, 2 Gb.	\$539.00	26.56%	\$	395.85	\$539.00	26.56%	\$	395.85
Media Pricing per Pack: Must be ordered as complete packs											
DLT Accessories	ADIC	1-01133-11	AIT-3 WORM Tape Cartridge, 230M, 200GB, with MIC, 10-Pack. Use with AIT-3 products.	\$760.00	21.25%	\$	598.50	\$760.00	21.25%	\$	598.50
DLT Accessories	ADIC	10-1338-01	DLT Barcode Labels (Series: #00001 - 000099).	\$62	27.18%	\$	45.15	\$62	27.18%	\$	45.15
DLT Accessories	ADIC	10-1338-02	DLT Barcode Labels (Series: #00100 - 000297).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-03	DLT Barcode Labels (Series: #000298 - 000495).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-04	DLT Barcode Labels (Series: #000496 - 000693).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-05	DLT Barcode Labels (Series: #000694 - 000891).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-06	DLT Barcode Labels (Series: #000892 - 001089).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-07	DLT Barcode Labels (Series: #001090 - 001287).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-08	DLT Barcode Labels (Series: #001288 - 001485).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-09	DLT Barcode Labels (Series: #001486 - 001683).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories	ADIC	10-1338-10	DLT Barcode Labels (Series: #001684 - 001881).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25

DLT Accessories		ADIC	10-1338-11	DLT Barcode Labels (Series: #001882 - 002079).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
DLT Accessories		ADIC	10-1338-99	DLT Barcode Labels, Custom (Multiples of 99 labels).	\$170	26.50%	\$	124.95	\$170	26.50%	\$	124.95
AIT Accessories		ADIC	10-1386-01	AIT Barcode Labels (Series: #000000 - 000179).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-02	AIT Barcode Labels (Series: #000180 - 000359).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-03	AIT Barcode Labels (Series: #000360 - 000539).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-04	AIT Barcode Labels (Series: #000540 - 000719).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-05	AIT Barcode Labels (Series: #000720 - 000899).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-06	AIT Barcode Labels (Series: #000900 - 001079).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-07	AIT Barcode Labels (Series: #001080 - 001259).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-08	AIT Barcode Labels (Series: #001260 - 001439).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-09	AIT Barcode Labels (Series: #001440 - 001619).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-10	AIT Barcode Labels (Series: #001620 - 001799).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-11	AIT Barcode Labels (Series: #001800 - 001979).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-12	AIT Barcode Labels (Series: #001980 - 002159).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-13	AIT Barcode Labels (Series: #002160 - 002339).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
AIT Accessories		ADIC	10-1386-99	AIT Barcode Labels, Custom (Multiples of 100 Labels). Please allow a 3-week lead-time. Direct shipments to end user only.	\$170.00	26.50%	\$	124.95	\$170.00	26.50%	\$	124.95
SDLT Accessories		ADIC	10-1398-01	SDLT Barcode Labels (Series #0001 - 0112)	\$62	27.18%	\$	45.15	\$62	27.18%	\$	45.15
SDLT Accessories		ADIC	10-1398-02	SDLT Barcode Labels (Series: #0113 - 0336)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-03	SDLT Barcode Labels (Series #0337-0560)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-04	SDLT Barcode Labels (Series #0561-0786)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-05	SDLT Barcode Labels (Series: #0785-1008)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-06	SDLT Barcode Labels (Series: #1009-1232)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-07	SDLT Barcode Labels (Series: 1233-1456)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-08	SDLT Barcode Labels (Series: #1457-1680)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-09	SDLT Barcode Labels (Series: #1681-1904)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
SDLT Accessories		ADIC	10-1398-10	SDLT Barcode Labels (Series: #1905-2128)	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25

		ADIC		SDLT Barcode Labels, Custom (Multiples of 100 labels). Please allow a 3-week lead-time. Direct shipments to end user only.		26.50%	\$	124.95		26.50%	\$	124.95
SDLT Accessories			10-1398-99		\$170.00				\$170.00			
LTO Accessories		ADIC	10-1492-02	LTO Barcode Labels (Series: 0201-0400).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO Accessories		ADIC	10-1492-03	LTO Barcode Labels (Series: 0401-0600).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO Accessories		ADIC	10-1492-04	LTO Barcode Labels (Series: 0601-0800).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO Accessories		ADIC	10-1492-05	LTO Barcode Labels (Series: 0801-1000).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO Accessories		ADIC	10-1492-10	LTO Barcode Labels (Series 001-0100).	\$62	27.18%	\$	45.15	\$62	27.18%	\$	45.15
LTO Accessories		ADIC	10-1492-11	LTO Barcode Labels (Series 0101-0200).	\$62	27.18%	\$	45.15	\$62	27.18%	\$	45.15
LTO Accessories		ADIC	10-1492-99	LTO Barcode Labels, Custom (Multiples of 100 labels).	\$170	26.50%	\$	124.95	\$170	26.50%	\$	124.95
Media Pricing per Pack: Must be ordered as complete packs		ADIC	15A670036	3590E Media, XL 20-40 GB (3 week lead time)	\$87.00	21.55%	\$	68.25	\$87.00	21.55%	\$	68.25
Scalar i2000 Upgrade Options		ADIC	3-00101-01	Scalar i2000 Additional LTO Magazine (storage or I/E magazine).	\$98	26.07%	\$	72.45	\$98	26.07%	\$	72.45
Fibre Channel Cables, GBIC's, and Accessories		ADIC	3-00384-01	15M Optical Multi-Mode Cable, SC-LC.	\$166	26.63%	\$	121.80	\$166	26.63%	\$	121.80
Fibre Channel Cables, GBIC's, and Accessories		ADIC	3-00384-02	30M Optical Multi-Mode Cables, SC-LC.	\$212	26.70%	\$	155.40	\$212	26.70%	\$	155.40
Fibre Channel Cables and Accessories		ADIC	3-00384-03	60M Optical Multi-Mode Cables, SC-LC.	\$274	26.42%	\$	201.60	\$274	26.42%	\$	201.60
Scalar SNC (Storage Networking Controller)		ADIC	3-00397-01	Scalar 1000 SNC 5100, 1 or 2 Gb, 2 FC x 4 LVD SCSI, w/ADIC Management Console, Scalar Firewall Manager, Data Mover Module, and FC integration kit. Requires integration and configuration services (99-6632-01, new systems; 99-6638-99, upgrades). Must be ordered with a library. ADIC Scalar Storage Networking Controller has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit and Product CD.	\$12,618	26.50%	\$	9,274.65	\$12,618	26.50%	\$	9,274.65
Scalar SNC (Storage Networking Controller)		ADIC	3-00397-01	Scalar 1000 SNC 5100, 2 Gb, 2 FC SC connector x 4 LVD SCSI, w/ADIC Management Console, Scalar Firewall Manager, Data Mover Module, and FC integration kit.	\$12,618	26.50%	\$	9,274.65	\$12,618	26.50%	\$	9,274.65

Scalar SNC (Storage Networking Controller)		ADIC	3-00399-01	Scalar 1000 integration package to upgrade SCSI-attached or SNC 3000-based library to SNC 5100. Order one package for each control or expansion cabinet in which an SNC 5100 will be integrated. A one-time upgrade required only for systems purchased before April 1, 2002. Must be ordered with a library. ADIC Scalar Storage Networking Controller has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit and Product CD.	\$346	26.56%	\$	254.10	\$346	26.56%	\$	254.10
Fibre Channel Cables and Accessories		ADIC	3-00782-01	7.5M Optical Multi-Mode Cable, LC-LC 62.5 micron.	\$142	26.80%	\$	103.95	\$142	26.80%	\$	103.95
Fibre Channel Cables and Accessories		ADIC	3-00782-02	15M Optical Multi-Mode Cable, LC-LC 62.5 micron.	\$166	26.63%	\$	121.80	\$166	26.63%	\$	121.80
Fibre Channel Cables and Accessories		ADIC	3-00782-03	30M Optical Multi-Mode Cable, LC-LC 62.5 micron.	\$212	26.70%	\$	155.40	\$212	26.70%	\$	155.40
Fibre Channel Cables and Accessories		ADIC	3-00782-04	60M Optical Multi-Mode Cable, LC-LC 62.5 micron.	\$274	26.42%	\$	201.60	\$274	26.42%	\$	201.60
		ADIC				26.28%	\$	69.30		26.28%	\$	69.30
Fibre Channel Cables and Accessories		ADIC	3-00782-05	2M Optical Multi-Mode Cable, LC-LC 62.5 micron.	\$94.00			\$94.00				
LTO-2 Accessories		ADIC	3-01109-02	LTO-2 Barcode Labels (Series: 000201-000400).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO-2 Accessories		ADIC	3-01109-03	LTO-2 Barcode Labels (Series: 000401-000600).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO-2 Accessories		ADIC	3-01109-04	LTO-2 Barcode Labels (Series: 000601-000800).	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO-2 Accessories		ADIC	3-01109-05	LTO-2 Barcode Labels (Series: 000801-001000). End of series. Additional labels must be custom ordered. See current price list.	\$122	26.84%	\$	89.25	\$122	26.84%	\$	89.25
LTO-2 Accessories		ADIC	3-01109-10	LTO-2 Barcode Labels (Series: 000001-000100).	\$62	27.18%	\$	45.15	\$62	27.18%	\$	45.15
LTO-2 Accessories		ADIC	3-01109-11	LTO-2 Barcode Labels (Series: 000101-000200).	\$62	27.18%	\$	45.15	\$62	27.18%	\$	45.15
LTO-2 Accessories		ADIC	3-01109-99	LTO-2 Barcode Labels, Custom (Multiples of 100 labels). Please allow a 3-week lead-time. Direct shipments to end user only.	\$170	26.50%	\$	124.95	\$170	26.50%	\$	124.95
Interface Cables		ADIC	3-01170-01	Interface Cable HD68/VHDCI 1 ft. Universal. Replaces 61-3037-01.	\$115	26.96%	\$	84.00	\$115	26.96%	\$	84.00
Interface Cables, HD68/VHDCI		ADIC	3-01170-02	SCSI Interface Cable, HD68/VHDCI, 2 ft. Universal. Replaces 61-3037-02.	\$131.00	26.26%	\$	96.60	\$131.00	26.26%	\$	96.60
Interface Cables		ADIC	3-01170-03	Interface Cable HD68/VHDCI 3 ft. Universal. Replaces 61-3037-03.	\$152	26.78%	\$	111.30	\$152	26.78%	\$	111.30

Interface Cables		ADIC	3-01170-04	Interface Cable HD68/VHDCI 6 ft, Universal. Replaces 61-3037-04.	\$169	26.69%	\$	123.90	\$169	26.69%	\$	123.90
Interface Cables		ADIC	3-01170-07	Interface Cable HD68/VHDCI 15 ft, Universal. Replaces 61-3037-07.	\$285	26.32%	\$	210.00	\$285	26.32%	\$	210.00
Interface Cables		ADIC	3-01170-08	Interface Cable HD68/VHDCI 20 ft, Universal. Replaces 61-3037-08.	\$325	26.34%	\$	239.40	\$325	26.34%	\$	239.40
Interface Cables		ADIC	3-01170-09	Interface Cable HD68/VHDCI 30 ft, HVD only. Replaces 61-3037-09.	\$385	26.36%	\$	283.50	\$385	26.36%	\$	283.50
Interface Cables		ADIC	3-01171-01	CBL ASSY, SCSI, HD68, universal, 1ft, Replaces 61-3033-01.	\$59	27.03%	\$	43.05	\$59	27.03%	\$	43.05
Interface Cables		ADIC	3-01171-02	CBL ASSY, SCSI, HD68, universal, 2ft, Replaces 61-3033-02.	\$85	25.88%	\$	63.00	\$85	25.88%	\$	63.00
Interface Cables		ADIC	3-01171-03	CBL ASSY, SCSI, HD68, universal, 2ft, Replaces 61-3033-02.	\$108	26.11%	\$	79.80	\$108	26.11%	\$	79.80
Interface Cables		ADIC	3-01171-04	CBL ASSY, SCSI, HD68, universal, 6ft, Replaces 61-3033-04.	\$118	26.14%	\$	87.15	\$118	26.14%	\$	87.15
Interface Cables		ADIC	3-01171-07	CBL ASSY, SCSI, HD68, universal, 15ft, Replaces 61-3033-07.	\$210	26.50%	\$	154.35	\$210	26.50%	\$	154.35
Interface Cables		ADIC	3-01171-09	CBL ASSY, SCSI, HD68, universal, 30ft, HVD only. Replaces 61-3033-09.	\$295	26.68%	\$	216.30	\$295	26.68%	\$	216.30
Interface Cables		ADIC	3-01171-11	CBL ASSY, SCSI, HD68, universal, 50ft, HVD only. Replaces 61-3033-11.	\$492	26.59%	\$	361.20	\$492	26.59%	\$	361.20
Interface Cables, VHDCI/VHDCI		ADIC	3-01388-06	SCSI Interface Cable, VHDCI/VHDCI, 6 ft. Universal.	\$195.00	26.77%	\$	142.80	\$195.00	26.77%	\$	142.80
Interface Cables, VHDCI/VHDCI		ADIC	3-01388-08	SCSI Interface Cable, VHDCI/VHDCI, 13 ft. Universal.	\$242.00	26.67%	\$	177.45	\$242.00	26.67%	\$	177.45
Interface Cables, VHDCI/VHDCI		ADIC	3-01388-10	SCSI Interface Cable, VHDCI/VHDCI, 20 ft. Universal.	\$290.00	26.50%	\$	213.15	\$290.00	26.50%	\$	213.15
Storage Networking Appliance		ADIC	37-0389-02	VPM-License key feature for SNA. Virtual Private Map (VPM) creates flexible, centrally managed connections between hosts and disk- or tape-based storage devices, linking devices of different	\$895	26.56%	\$	657.30	\$895	26.56%	\$	657.30

Scalar SNC (Storage Networking Controller)		ADIC	37-0389-03	Scalar Firewall Manager License. Enables library security and heterogeneous support via LUN zoning, the creation of individually protected paths between designated hosts and storage LUNs. Licensed per SNC unit serial number. Must be ordered with a library. ADIC Scalar Storage Networking Controller has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit and Product CD.	\$1,980	26.50%	\$ 1,455.30	\$1,980	26.50%	\$ 1,455.30
Storage Networking Appliances		ADIC	37-0389-04	Virtual Private San (VPS) SAN enables storage system security and heterogeneous support via LUN zoning. The creation of individually protected paths between designated hosts and storage LUNs. Licensed per SNA serial number.	\$1,980	26.50%	\$ 1,455.30	\$1,980	26.50%	\$ 1,455.30
		ADIC	39-1047-11	DLT Tape III Cartridge, 7-Pack. Use with DLT2000 drive products.	\$312.00	21.25%	\$ 245.70	\$312.00	21.25%	\$ 245.70
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1048-11	DLT Cleaning Tape III Cartridge, 7-Pack. Use with all DLT products except DLT1.	\$296.00	21.25%	\$ 233.10	\$296.00	21.25%	\$ 233.10
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1049-11	DLT Tape IV Cartridge, 7-Pack. Use with DLT4000, DLT7000, DLT8000 and DLT1 drive products.	\$299.00	21.34%	\$ 235.20	\$299.00	21.34%	\$ 235.20
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1050-11	DLT Tape III XT Cartridge, 7-Pack. Use with DLT2000 XT drive products.	\$340.00	21.25%	\$ 267.75	\$340.00	21.25%	\$ 267.75
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1053-21	AIT Cleaning Cartridge, 10-Pack. Use with all AIT products.	\$340.00	21.25%	\$ 267.75	\$340.00	21.25%	\$ 267.75
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1055-02	DLT1 Cleaning Tape, 7-Pack. Use with all ADIC DLT1 products.	\$511.00	21.30%	\$ 402.15	\$511.00	21.30%	\$ 402.15
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1059-11	LTO-1 100GB Cartridge, 5-Pack. Use with all LTO products.	\$239.00	21.36%	\$ 187.95	\$239.00	21.36%	\$ 187.95
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1062-11	SDLT Tape 1 Cartridge, 5-Pack. (for SDLT220 & SDLT320)	\$463.00	21.31%	\$ 364.35	\$463.00	21.31%	\$ 364.35
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-1063-01	SDLT Cleaning Cartridge, 1-Pack. (for SDLT220 & SDLT320)	\$85.00	20.94%	\$ 67.20	\$85.00	20.94%	\$ 67.20
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-2001-21	AIT-1 Tape Cartridge, 230M, 70GB, with MIC, 10-pack. Use with all AIT-1 products.	\$588.00	21.25%	\$ 463.05	\$588.00	21.25%	\$ 463.05
Media Pricing per Pack: Must be ordered as complete packs		ADIC	39-2002-21	AIT-2 Tape Cartridge, 230M, 100GB, with MIC, 10-Pack. Use with AIT-2 products.	\$657.00	21.21%	\$ 517.65	\$657.00	21.21%	\$ 517.65
Media Pricing per Pack: Must be ordered as complete packs		ADIC	40-1260-01	GBIC, Multi-Mode Optical GBIC Transceiver Module.	\$539	31.82%	\$ 367.50	\$539	31.82%	\$ 367.50

Fibre Channel Host Bus Adapters (HBA) -1Gb		ADIC	40-1262-01	LP 8000-F1, Emulex Fibre Channel PCI HBA with embedded optics. Includes manual, diagnostic utility diskette and Windows NT driver diskette.	\$1,800	31.75%	\$	1,228.50	\$1,800	31.75%	\$	1,228.50		
Fibre Channel Host Bus Adapters (HBA) -1Gb		ADIC	40-1263-01	Fibre Channel Host Bus Adapters (HBA), Emulex LP 850-F1 HBA. Includes manual, diagnostic utility diskette and Windows NT driver diskette.	\$1,377	31.75%	\$	939.75	\$1,377	31.75%	\$	939.75		
Fibre Channel Host Bus Adapters (HBA) -1Gb		ADIC	40-1265-01	Fibre Channel Host Bus Adapters (HBA), FC64-1063-N, JMI Fibre Channel S-Bus HBA with embedded optics. Includes manual and installation CD. Includes manual, diagnostic utility diskette and Windows NT driver diskette.	\$4,500	31.75%	\$	3,071.25	\$4,500	31.75%	\$	3,071.25		
		ADIC						26.50%	\$	13,046.25		26.50%	\$	13,046.25
Fibre Channel Switches-1 Gb		ADIC	40-5025-01	SANbox-8, Ancor 8-port Fibre Channel Switch, and 8 GBIC Ports. Includes manual, hardware for mounting in 19" rack (1U), and management software.	\$17,750.00				\$17,750.00					
		ADIC						26.50%	\$	24,985.80		26.50%	\$	24,985.80
Fibre Channel Switches-1 Gb		ADIC	40-5026-01	SANbox-16HA, Ancor 16-port Fibre Channel Switch, 16 GBIC Ports, dual redundant power supplies. Includes manual, hardware for mounting in 19" rack (1U), and management software.	\$33,995.00				\$33,995.00					
Scalar 1000 Hard Copy Manuals		ADIC	6-00054-01	Scalar 1000 Operator Guide	\$0		#DIV/0!	\$	-	#DIV/0!	\$	-		
Scalar 1000 Hard Copy Manuals		ADIC	6-00055-01	Scalar 1000 SCSI Reference Guide.	\$0		#DIV/0!	\$	-	#DIV/0!	\$	-		
Terminators		ADIC	61-1124-01	Terminator, SE, LD50, Active.	\$34	25.88%	\$	25.20	\$34	25.88%	\$	25.20		
Terminators		ADIC	61-1126-01	Terminator, HVD, LD50, Passive.	\$54	26.11%	\$	39.90	\$54	26.11%	\$	39.90		
Terminators		ADIC	61-1138-01	Terminator, SE, HD68, Active.	\$60	26.50%	\$	44.10	\$60	26.50%	\$	44.10		
Terminators		ADIC	61-1140-01	Terminator, HVD, HD68, Passive.	\$60	26.50%	\$	44.10	\$60	26.50%	\$	44.10		
Interface Cables, HVD only		ADIC	61-1173-01	Interface Cable LD50/HD50 Z', HVD SCSI Cables for HVD only connections.	\$65	25.69%	\$	48.30	\$65	25.69%	\$	48.30		
Interface Cables, HVD only		ADIC	61-1173-02	Interface Cable LD50/HD50 3', HVD SCSI Cables for HVD only connections.	\$65	25.69%	\$	48.30	\$65	25.69%	\$	48.30		
Interface Cables, HVD only		ADIC	61-1173-03	Interface Cable LD50/HD50 6', HVD SCSI Cables for HVD only connections.	\$65	25.69%	\$	48.30	\$65	25.69%	\$	48.30		
Interface Cables, HVD only		ADIC	61-1217-02	Interface Cable LD50/HD68 3', HVD SCSI Cables for HVD only connections.	\$118	26.14%	\$	87.15	\$118	26.14%	\$	87.15		
Interface Cables, HVD only		ADIC	61-1217-03	Interface Cable LD50/HD68 6', HVD SCSI Cables for HVD only connections.	\$118	26.14%	\$	87.15	\$118	26.14%	\$	87.15		

Interface Cables, HVD only		ADIC	61-1217-04	Interface Cable LD50/HD68 15', HVD SCSI Cables for HVD only connections.	\$139	26.73%	\$	101.85	\$139	26.73%	\$	101.85
Adapters		ADIC	61-1222-01	Adapter, HDF68/LDM50, Shielded, SE.	\$64	26.17%	\$	47.25	\$64	26.17%	\$	47.25
Adapters		ADIC	61-1223-01	Adapter, HDF68/LDM50, Shielded, HVD.	\$70	26.50%	\$	51.45	\$70	26.50%	\$	51.45
Interface Cables, HVD only		ADIC	61-1239-02	Interface Cable HD50/HD68 3', HVD SCSI Cables for HVD only connections.	\$115	26.96%	\$	84.00	\$115	26.96%	\$	84.00
Interface Cables, HVD only		ADIC	61-1239-03	Interface Cable HD50/HD68 6', HVD SCSI Cables for HVD only connections.	\$130	26.50%	\$	95.55	\$130	26.50%	\$	95.55
Interface Cables, HVD only		ADIC	61-1239-04	Interface Cable HD50/HD68 15', HVD SCSI Cables for HVD only connections.	\$192	26.72%	\$	140.70	\$192	26.72%	\$	140.70
Adapters		ADIC	61-1247-01	Adapter, LDM50/HDF50, Shielded, HVD/SE.	\$39	27.31%	\$	28.35	\$39	27.31%	\$	28.35
Adapters		ADIC	61-1247-02	Adapter, LDF50/HDM50, Shielded, HVD/SE.	\$54	26.11%	\$	39.90	\$54	26.11%	\$	39.90
Adapters		ADIC	61-1248-01	Adapter, HDM50/HDF68 Shielded, SE.	\$161	26.30%	\$	118.65	\$161	26.30%	\$	118.65
Adapters		ADIC	61-1249-01	Adapter, HDM50/HDF68, Shielded, HVD.	\$153	26.57%	\$	112.35	\$153	26.57%	\$	112.35
Fibre Channel Cables, GBIC's, and Accessories		ADIC	61-2242-01	15M Optical Multi-Mode Cable.	\$166	26.63%	\$	121.80	\$166	26.63%	\$	121.80
Fibre Channel Cables, GBIC's, and Accessories		ADIC	61-2242-02	30M Optical Multi-Mode Cable.	\$212	26.70%	\$	155.40	\$212	26.70%	\$	155.40
Fibre Channel Cables, GBIC's, and Accessories		ADIC	61-2242-03	100M Optical Multi-Mode Cable.	\$498	26.42%	\$	366.45	\$498	26.42%	\$	366.45
Fibre Channel Cables, GBIC's, and Accessories		ADIC	61-2242-05	2M Optical Cable, Multi-mode.	\$120	26.50%	\$	88.20	\$120	26.50%	\$	88.20
Terminators		ADIC	61-3020-02	Terminator, LVD/SE, HD68.	\$69	26.96%	\$	50.40	\$69	26.96%	\$	50.40
Interface Cables		ADIC	61-3037-02	Interface Cable HD68/VHDCI 2', Universal SCSI Cable for LVD and HVD connections.	\$131	26.26%	\$	96.60	\$131	26.26%	\$	96.60
Interface Cables		ADIC	61-3037-02	Interface Cable HD68/VHDCI 2 ft. Universal Replaces 61-3037-02.	\$131	26.26%	\$	96.60	\$131	26.26%	\$	96.60
Interface Cables		ADIC	61-3037-03	Interface Cable HD68/VHDCI 3', Universal SCSI Cable for LVD and HVD connections.	\$152	26.78%	\$	111.30	\$152	26.78%	\$	111.30
Interface Cables		ADIC	61-3037-04	Interface Cable HD68/VHDCI 6', Universal SCSI Cable for LVD and HVD connections.	\$169	26.69%	\$	123.90	\$169	26.69%	\$	123.90
Interface Cables		ADIC	61-3037-07	Interface Cable HD68/VHDCI 15', Universal SCSI Cable for LVD and HVD connections.	\$285	26.32%	\$	210.00	\$285	26.32%	\$	210.00
Interface Cables		ADIC	61-3037-08	Interface Cable HD68/VHDCI 20', Universal SCSI Cable for LVD and HVD connections.	\$325	26.34%	\$	239.40	\$325	26.34%	\$	239.40

Interface Cables		ADIC	61-3037-09	Interface Cable HD68/VHDCI 30', HVD only.SCSI Cable for LVD and HVD connections.	\$385	26.36%	\$	283.50	\$385	26.36%	\$	283.50
		ADIC										
Interface Cables, HD68/VHDCI		ADIC	61-3037-11	SCSI Interface Cable, HD68/VHDCI, 50 ft. HVD only.	\$460.00	26.50%	\$	338.10	\$460.00	26.50%	\$	338.10
Interface Cables		ADIC	61-3039-01	Interface Cable, Right Angle HD68/HD68 1', Universal. SCSI Cable for LVD and HVD connections.	\$115	26.96%	\$	84.00	\$115	26.96%	\$	84.00
Interface Cables		ADIC	61-3039-02	Interface Cable, Right Angle HD68/HD68 2', Universal. SCSI Cable for LVD and HVD connections.	\$131	26.26%	\$	96.60	\$131	26.26%	\$	96.60
Interface Cables		ADIC	61-3039-03	Interface Cable, Right Angle HD68/HD68 3', Universal. SCSI Cable for LVD and HVD connections.	\$152	26.78%	\$	111.30	\$152	26.78%	\$	111.30
Interface Cables		ADIC	61-3039-04	Interface Cable, Right Angle HD68/HD68 6', Universal.SCSI Cable for LVD and HVD connections.	\$169	26.69%	\$	123.90	\$169	26.69%	\$	123.90
Interface Cables		ADIC	61-3039-08	Interface Cable, Right Angle HD68/HD68 20', Universal. SCSI Cable for LVD and HVD connections.	\$325	26.34%	\$	239.40	\$325	26.34%	\$	239.40
Interface Cables		ADIC	61-3039-09	Interface Cable, Right Angle HD68/HD68 30', Universal, HVD only.SCSI Cable for LVD and HVD connections.	\$385	26.36%	\$	283.50	\$385	26.36%	\$	283.50
Hardware Installation		ADIC	7-00017-01	Standard Scalar 100 SCSI Library installation. Replaces CSZ1701158. Unless otherwise noted, charges apply on a per unit basis. Installations are performed during normal business hours. Installations must be performed by ADIC or an ADIC authorized service provider.	\$1,250	16.00%	\$	1,050.00	\$1,250	16.00%	\$	1,050.00
Scalar 10K Tape Drives		ADIC										
S10K AIT Initial Order Options		ADIC	9-00063-01	Scalar 10K LTO-1 2 Gb Storage Networking Drive, LVD. Includes SNC 5100 functionality and SNW Interface Kit.	\$12,116.00	26.50%	\$	8,905.05	\$12,116.00	26.50%	\$	8,905.05
S10K AIT Initial Order Options		ADIC	9-00063-02	AIT-2 1 or 2 Gb storage networking drive, LVD. Includes SNC 5100 functionality. Includes: Cleaning Cartridge, SNW Interface Kit, Internal Cable & Terminator.	\$7,158	26.49%	\$	5,261.55	\$7,158	26.49%	\$	5,261.55
S10K AIT Initial Order Options		ADIC	9-00063-03	AIT-3 1 or 2 Gb storage networking drive, LVD. Includes SNC 5100 functionality. Includes: Cleaning Cartridge, SNW Interface Kit, Internal Cable & Terminator.	\$11,023	26.50%	\$	8,101.80	\$11,023	26.50%	\$	8,101.80

S10K SDLT/DLT Upgrade Order Options		ADIC	9-00063-04	SDLT 1 or 2 Gb storage networking drive, LVD. Includes SNC 5100 functionality. Includes: Cleaning Cartridge, SNW Interface Kit, Internal Cable & Terminator.	\$13,959	26.50%	\$	10,256.40	\$13,959	26.50%	\$	10,256.40
S10K SDLT/DLT Upgrade Order Options		ADIC	9-00063-05	DLT 8000 1 or 2 Gb storage networking drive, LVD. Includes SNC 5100 functionality. Includes: Cleaning Cartridge, FC Interface Kit, Internal Cable and Terminator.	\$12,750	26.50%	\$	9,371.25	\$12,750	26.50%	\$	9,371.25
Scalar 10K Tape Drives		ADIC	9-00063-06	Scalar 10K SDLT320 2 Gb Storage Networking Drive, LVD. Includes: SNC 5100 functionality and SNW Interface Kit.	\$15,580	26.50%	\$	11,451.30	\$15,580	26.50%	\$	11,451.30
Scalar 10K Tape Drives		ADIC	9-00063-07	Scalar 10K LTO-2 2 Gb storage networking drive, LVD (SNC 5100). Includes: SNW Interface Kit. Available March.	\$17,495	26.50%	\$	12,858.30	\$17,495	26.50%	\$	12,858.30
S10K SDLT/DLT Upgrade Order Options		ADIC	9-00064-01	DLT 8000 Tape Unit - SCSI Attached. Includes: Cleaning Cartridge, FC Interface Kit, Internal Cable and Terminator.	\$9,750	26.50%	\$	7,166.25	\$9,750	26.50%	\$	7,166.25
Scalar 1000 Storage Networking Drives		ADIC	9-00065-01	Scalar 1000 AIT-3 2 Gb Storage Networking Drive - includes two (2) AIT-3 drives, LVD.	\$21,883.00	26.50%	\$	16,083.90	\$21,883.00	26.50%	\$	16,083.90
Scalar 100 Upgrade Options (all drive types)		ADIC	9-00068-01	Scalar 100 Floor Model Kit.	\$440	26.50%	\$	323.40	\$440	26.50%	\$	323.40
S10K AIT Upgrade Order Options		ADIC	9-00070-01	AIT-3 Tape Unit LVD-SCSI. Includes: Cleaning, LVD Terminator. One AIT drive per sled. Replaces 93-8121-01.	\$5,600	26.50%	\$	4,116.00	\$5,600	26.50%	\$	4,116.00
Scalar 24		ADIC	9-00084-01	Scalar 24 with 1 LTO-1 drive, LVD/SE.	\$12,939	26.50%	\$	9,509.85	\$12,939	26.50%	\$	9,509.85
Scalar 24		ADIC	9-00085-01	Scalar 24 with 2 LTO-1 drives, LVD/SE. Includes a 1ft. SCSI cable.	\$20,000	26.50%	\$	14,700.00	\$20,000	26.50%	\$	14,700.00
Scalar 24 Options		ADIC	9-00103-01	Scalar 24 Rackmount Kit. Includes installation instructions.	\$214	26.40%	\$	157.50	\$214	26.40%	\$	157.50
Scalar 24 Options		ADIC	9-00105-01	Scalar 24 LTO 7-slot magazine w/dust cover.	\$179	26.68%	\$	131.25	\$179	26.68%	\$	131.25
Scalar 24 Options		ADIC	9-00107-01	Scalar 24 RMU (Remote Management Unit) - field upgrade option. Includes installation instructions.	\$774	26.47%	\$	569.10	\$774	26.47%	\$	569.10
Scalar 24 Drive Modules		ADIC	9-00108-01	Scalar 24 LTO-1 Drive Module, LVD/SE.	\$7,860	26.50%	\$	5,777.10	\$7,860	26.50%	\$	5,777.10
Scalar 24 Options		ADIC	9-00109-01	Scalar 24 SNC 4000, (1) 2 Gb/sec FC LC connector x (2) LVD SCSI, w/ADIC Management Console, Scalar Firewall Manager, and Data Mover Module. Includes (2) HD68/HDCI 2 ft. interface cables, (1) multi-mode terminator and documentation CD. Must be used with a Scalar 24 library.	\$5,543	26.50%	\$	4,074.00	\$5,543	26.50%	\$	4,074.00

Scalar 10K SNC (Storage Networking Controller)		ADIC	9-00115-01	S10K SNC 5100 Upgrade Kit for upgrading from SNC 3000 or SCSI attached systems . Upgrade hardware for each control and drive module. Scalar SNC has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit, and Product CD.	\$2,750	26.50%	\$	2,021.25	\$2,750	26.50%	\$	2,021.25
		ADIC				26.50%	\$	7,791.00		26.50%	\$	7,791.00
Scalar 10K Tape Drives			9-00132-01	Scalar 10K IBM LTO-1 Native FC tape drive, LVD.	\$10,600.00				\$10,600.00			
Scalar 10K 3590 drives		ADIC	9-00158-01	3590 E1A SCSI attached drive, HVD.	\$36,975	21.25%	\$	29,117.55	\$36,975	21.25%	\$	29,117.55
Scalar 10K 3590 drives		ADIC	9-00159-01	3590 E1A Native FC attached drive, HVD.	\$36,975	21.25%	\$	29,117.55	\$36,975	21.25%	\$	29,117.55
Scalar 10K 3590 drives		ADIC	9-00160-01	3590 E1A, up to 2 Gb, storage networking drive, HVD. Includes SNC 5100 functionality and SNW Interface Kit.	\$39,975	21.25%	\$	31,480.05	\$39,975	21.25%	\$	31,480.05
Scalar 10K 3590 drives		ADIC	9-00161-01	3590 H1A SCSI attached drive, HVD.	\$43,500	21.25%	\$	34,256.25	\$43,500	21.25%	\$	34,256.25
Scalar 10K 3590 drives		ADIC	9-00162-01	3590 H1A Native FC attached drive, HVD.	\$43,500	21.25%	\$	34,256.25	\$43,500	21.25%	\$	34,256.25
Scalar 10K 3590 drives		ADIC	9-00163-01	3590 H1A up to 2 Gb storage networking drive, HVD. Includes SNC 5100 functionality and SNW Interface Kit.	\$46,500	21.25%	\$	36,618.75	\$46,500	21.25%	\$	36,618.75
S10K LTO Initial Order Options		ADIC	9-00176-01	LTO Capacity - 500 Cartridge Initial Capacity Increase.	\$40,000	26.50%	\$	29,400.00	\$40,000	26.50%	\$	29,400.00
S10K LTO Upgrade Capacity Increase		ADIC	9-00176-02	Capacity - 500 Cartridge Upgrade Capacity Increase.	\$40,000	26.50%	\$	29,400.00	\$40,000	26.50%	\$	29,400.00
Scalar 10K Initial Capacity Increase		ADIC	9-00176-03	Scalar 10K AIT Capacity - 500 Cartridge Initial Capacity Increase.	\$32,000	26.50%	\$	23,520.00	\$32,000	26.50%	\$	23,520.00
S10K AIT Upgrade Capacity Increase		ADIC	9-00176-04	AIT Capacity - 500 Cartridge Upgrade Capacity Increase.	\$32,000	26.50%	\$	23,520.00	\$32,000	26.50%	\$	23,520.00
S10K SDLT/DLT Initial Order Options		ADIC	9-00176-05	SDLT/DLT Capacity - 500 Cartridge Initial Capacity Increase.	\$48,000	26.50%	\$	35,280.00	\$48,000	26.50%	\$	35,280.00
S10K SDLT/DLT Upgrade Capacity Increase		ADIC	9-00176-06	SDLT/DLT Capacity - 500 Cartridge Upgrade Capacity Increase.	\$48,000	26.50%	\$	35,280.00	\$48,000	26.50%	\$	35,280.00
Scalar 10K Initial Capacity Increase		ADIC	9-00176-07	Scalar 10K 3590 Capacity - 500 Cartridge Initial Capacity Increase.	\$40,000	26.50%	\$	29,400.00	\$40,000	26.50%	\$	29,400.00
Scalar 10K Upgrade Capacity Increase		ADIC	9-00176-08	Scalar 10K 3590 Capacity - 500 Cartridge Upgrade Capacity Increase.	\$40,000	26.50%	\$	29,400.00	\$40,000	26.50%	\$	29,400.00
Scalar 10K 3590 Upgrade Pricing		ADIC	9-00183-01	3590 Drive Upgrade Kit Model B1A to E1A.	\$12,000	16.00%	\$	10,080.00	\$12,000	16.00%	\$	10,080.00
Scalar 10K 3590 Upgrade Pricing		ADIC	9-00183-02	3590 Drive Upgrade Kit Model E1A to H1A.	\$12,000	16.00%	\$	10,080.00	\$12,000	16.00%	\$	10,080.00
Scalar 10K 3590 Upgrade Pricing		ADIC	9-00183-03	3590 Drive Upgrade Kit Model B1A to H1A.	\$20,000	16.00%	\$	16,800.00	\$20,000	16.00%	\$	16,800.00
Scalar 100 Drive Modules		ADIC	9-00186-01	Scalar 100 SDLT320 Drive Module, LVD.	\$8,522.00	26.50%	\$	6,263.25	\$8,522.00	26.50%	\$	6,263.25

Scalar 1000 DLC		ADIC	9-00187-03	Scalar DLC Integrated Controller RACK-MOUNTABLE for Scalar 1000. This consists of Scalar DLC 2.3 SW loaded on a rack mountable Server with rack mountable Flat Panel LCD Monitor/Keyboard/Mouse. The Integrated Controller includes the Scalar DLC 2.3 Software license and one year of 5X9 support. It also comes with rails for a standard 4-post rack. Customer will have to provide the rack for the system. Customer will have to order the 68pin-68pin LVD SCSI cable to connect the Scalar DLC Integrated Controller to the Scalar Library. Ships in three separate boxes. System box is approximately 36"x24"x14" (70lbs). Rails Box is 36"x8"x4" (15lbs). LCD/Keyboard box is approximately 36"x24"x8" (30lbs). This unit is not approved, designed nor tested to be mounted within the Scalar Library.	\$22,000	26.50%	\$	16,170.00	\$22,000	26.50%	\$	16,170.00
Scalar 1000 Drive Modules		ADIC	9-00188-01	Scalar 1000 SDLT320 SCSI attached drive, LVD.	\$11,667	26.50%	\$	8,575.35	\$11,667	26.50%	\$	8,575.35
Scalar 1000 Storage Networking Drives		ADIC	9-00189-01	Scalar 1000 SDLT320 2 Gb Storage Networking Drive, LVD.	\$14,821	26.50%	\$	10,893.75	\$14,821	26.50%	\$	10,893.75
Scalar 10K Tape Drives		ADIC	9-00201-01	Scalar 10K SDLT320 SCSI attached drive, LVD.	\$12,464	26.50%	\$	9,161.25	\$12,464	26.50%	\$	9,161.25
Scalar 100 Upgrade Options (all drive types)		ADIC	9-00202-01	Scalar 100 Packaging (box, inserts, pallet).	\$162	26.76%	\$	118.65	\$162	26.76%	\$	118.65
Scalar 10K Base System		ADIC	9-00203-01	Scalar 10K 3590 Base System. Includes: 700 3590 Cartridges, 3500 Slots, (1, 594 total slots delivered), 8 Drive slots supported Remote Management Unit, 2 Library SCSI Interface, 2 Insert/Eject Stations, Dual A.C. Line Cord, 700 barcode labels, and one (1) 4 ft. HD68/VHDCI Cable and one (1) 2 ft. HD68/HD68 Cable.	\$140,000	26.50%	\$	102,900.00	\$140,000	26.50%	\$	102,900.00
Scalar 10K Initial Capacity Increase		ADIC	9-00204-01	Scalar 10K 3590 Capacity - 100 Cartridge Initial Capacity Increase.	\$10,000	26.50%	\$	7,350.00	\$10,000	26.50%	\$	7,350.00
Scalar 10K Upgrade Capacity Increase		ADIC	9-00205-01	Scalar 10K 3590 Capacity - 100 Cartridge Upgrade Capacity Increase.	\$10,000	26.50%	\$	7,350.00	\$10,000	26.50%	\$	7,350.00
Scalar 24		ADIC	9-00218-01	Scalar 24 with 1 SDLT320 drive, LVD/SE.	\$12,939	26.50%	\$	9,509.85	\$12,939	26.50%	\$	9,509.85
Scalar 24		ADIC	9-00219-01	Scalar 24 with 2 SDLT320 drives, LVD/SE, includes a 1 foot SCSI cable.	\$20,000	26.50%	\$	14,700.00	\$20,000	26.50%	\$	14,700.00
Scalar 24 Options		ADIC	9-00222-01	Scalar 24 SDLT320 6 slot magazine magazine with dust cover.	\$179	26.68%	\$	131.25	\$179	26.68%	\$	131.25
Scalar 24 Drive Modules		ADIC	9-00223-01	Scalar 24 SDLT320 Drive Module, LVD/SE.	\$7,860	26.50%	\$	5,777.10	\$7,860	26.50%	\$	5,777.10

Scalar 1000 Drive Modules		ADIC	9-00227-01	Scalar 1000 LTO-2 SCSI attached drive, LVD.	\$11,950.00	26.50%	\$ 8,783.25	\$11,950.00	26.50%	\$ 8,783.25
Scalar 1000 Storage Networking Drives		ADIC	9-00228-01	Scalar 1000 LTO-2 2 Gb Storage Networking Drive, LVD. Ships in 3 boxes.	\$15,066.00	26.50%	\$ 11,073.30	\$15,066.00	26.50%	\$ 11,073.30
FastStor 4		ADIC	9-00240-01	FastStor 2 LVD SCSI, 1 LTO-1 drive, 8 slots.	\$8,428.00	26.50%	\$ 6,195.00	\$8,428.00	26.50%	\$ 6,195.00
FastStor 2		ADIC	9-00242-01	FastStor 2 barcode reader, includes barcode labels (20 storage and 5 cleaning labels) and instructions.	\$654	26.47%	\$ 480.90	\$654	26.47%	\$ 480.90
FastStor 2		ADIC	9-00243-01	FastStor 2 rackmount kit, fits in 2U, includes mounting hardware and instructions.	\$214	26.40%	\$ 157.50	\$214	26.40%	\$ 157.50
Scalar 10K Tape Drives		ADIC	9-00257-01	Scalar 10K LTO-2 SCSI attached drive, LVD.	\$11,950.00	26.50%	\$ 8,783.25	\$11,950.00	26.50%	\$ 8,783.25
Scalar 10K Tape Drives		ADIC	9-00258-01	Scalar 10K LTO-2 native FC Tape Drive, LVD.	\$12,750.00	26.50%	\$ 9,371.25	\$12,750.00	26.50%	\$ 9,371.25
Scalar i2000 LTO-1 Storage Networking library packages (FC-FC)		ADIC	9-00285-01	Scalar i2000 LTO-1 SN Attached 100 slot package. Includes activation of 100 slots, 2 LTO-1 Storage Networking drives (via Native FC drive).	\$88,781	26.50%	\$ 65,254.35	\$88,781	26.50%	\$ 65,254.35
Scalar i2000 LTO-1 Storage Networking library packages (FC-FC)		ADIC	9-00285-02	Scalar i2000 LTO-1 SN Attached 200 slot package. Includes activation of 200 slots, 2 LTO-1 Storage Networking drives (via Native FC drive).	\$98,960	26.50%	\$ 72,735.60	\$98,960	26.50%	\$ 72,735.60
Scalar i2000 LTO-1 Storage Networking library packages (FC-FC)		ADIC	9-00285-04	Scalar i2000 LTO-1 SN Attached 400 slot package. Includes activation of 400 slots, 4 LTO-1 Storage Networking drives (via Native FC drive).	\$132,317	26.50%	\$ 97,253.10	\$132,317	26.50%	\$ 97,253.10
Scalar i2000 LTO-1 Storage Networking library packages (FC-FC)		ADIC	9-00285-07	Scalar i2000 LTO-1 SN Attached 700 slot package. Includes activation of 700 slots, 6 LTO-1 Storage Networking drives (via Native FC drive).	\$167,169	26.50%	\$ 122,868.90	\$167,169	26.50%	\$ 122,868.90
Scalar i2000 Upgrade Options		ADIC	9-00287-01	Scalar i2000 partitioning activation/licensing key (up to 16 partitions).	\$8,000	26.50%	\$ 5,880.00	\$8,000	26.50%	\$ 5,880.00
Scalar 24 Drive Modules		ADIC	9-00290-01	Scalar 24 LTO-2 Drive Module, LVD.	\$10,219	26.50%	\$ 7,510.65	\$10,219	26.50%	\$ 7,510.65
Scalar 24		ADIC	9-00291-01	Scalar 24 with 1 LTO-2 drive, LVD/SE.	\$15,298	26.50%	\$ 11,244.45	\$15,298	26.50%	\$ 11,244.45
Scalar 24		ADIC	9-00292-01	Scalar 24 with 2 LTO-2 drives, LVD/SE. Includes a 1ft. SCSI cable.	\$24,718	26.50%	\$ 18,168.15	\$24,718	26.50%	\$ 18,168.15
Scalar 24		ADIC	9-00292-01	Scalar 24 with 2 LTO-2 drives, LVD. Includes a 1ft. SCSI cable.	\$24,718.00	26.50%	\$ 18,168.15	\$24,718.00	26.50%	\$ 18,168.15
Scalar 100 Drive Modules		ADIC	9-00318-01	Scalar 100 LTO-2 Drive Module, LVD.	\$10,577.00	26.50%	\$ 7,774.20	\$10,577.00	26.50%	\$ 7,774.20
Scalar 24 Options		ADIC	9-00331-01	Scalar 24 packaging materials. Please note: Customer is responsible for returning the Scalar 24 within 30 days of the Scalar 100 receipt or the customer will be charged for the drives in the Scalar 24 to Scalar 100 upgrade program.	\$104	26.30%	\$ 76.65	\$104	26.30%	\$ 76.65

Scalar i2000 LTO-1 Direct Attached SCSI library packages:		ADIC	9-00334-01	Scalar i2000 LTO-1 SCSI Direct Attached 100 slot package. Includes activation of 100 slots, 2 LTO-1 SCSI LVD drives.	\$82,357	26.50%	\$	60,532.50	\$82,357	26.50%	\$	60,532.50
Scalar i2000 LTO-1 Direct Attached SCSI library packages:		ADIC	9-00334-02	Scalar i2000 LTO-1 SCSI Direct Attached 200 slot package. Includes activation of 200 slots, 2 LTO-1 SCSI LVD drives.	\$92,536	26.50%	\$	68,013.75	\$92,536	26.50%	\$	68,013.75
Scalar i2000 LTO-1 Direct Attached SCSI library packages:		ADIC	9-00334-04	Scalar i2000 LTO-1 SCSI Direct Attached 400 slot package. Includes activation of 400 slots, 4 LTO-1 SCSI LVD drives.	\$119,893	26.50%	\$	88,121.25	\$119,893	26.50%	\$	88,121.25
Scalar i2000 LTO-1 Direct Attached SCSI library packages:		ADIC	9-00334-07	Scalar i2000 LTO-1 SCSI Direct Attached 700 slot package. Includes activation of 700 slots, 6 LTO-1 SCSI LVD drives.	\$148,321	26.50%	\$	109,016.25	\$148,321	26.50%	\$	109,016.25
Scalar i2000 LTO-1 Direct Attached Native FC library packages:		ADIC	9-00336-01	Scalar i2000 LTO1 Native FC drive 100 slot package. Includes activation of 100 slots, 2 LTO1 Native FC drives.	\$86,761	26.50%	\$	63,769.65	\$86,761	26.50%	\$	63,769.65
Scalar i2000 LTO-1 Direct Attached Native FC library packages:		ADIC	9-00336-02	Scalar i2000 LTO1 Native FC drive 200 slot package. Includes activation of 200 slots, 2 LTO1 Native FC drives.	\$96,940	26.50%	\$	71,250.90	\$96,940	26.50%	\$	71,250.90
Scalar i2000 LTO-1 Direct Attached Native FC library packages:		ADIC	9-00336-04	Scalar i2000 LTO1 Native FC drive 400 slot package. Includes activation of 400 slots, 4 LTO1 Native FC drives.	\$128,277	26.50%	\$	94,283.70	\$128,277	26.50%	\$	94,283.70
Scalar i2000 LTO-1 Direct Attached Native FC library packages:		ADIC	9-00336-07	Scalar i2000 LTO1 Native FC drive 700 slot package. Includes activation of 700 slots, 6 LTO1 Native FC drives.	\$161,109	26.50%	\$	118,414.80	\$161,109	26.50%	\$	118,414.80
Scalar i2000 Drive Modules		ADIC	9-00337-01	LTO-1 Native FC drive module. Includes drive, cleaning cartridge.	\$12,990	26.50%	\$	9,547.65	\$12,990	26.50%	\$	9,547.65
Scalar i2000 Drive Modules		ADIC	9-00337-01	Scalar i2000 LTO-1 Native FC drive module.	\$10,600.00	26.50%	\$	7,791.00	\$10,600.00	26.50%	\$	7,791.00
Scalar i2000 Drive Modules		ADIC	9-00338-01	Scalar i2000 LTO-1 SCSI, LVD drive module.	\$9,000.00	26.50%	\$	6,615.00	\$9,000.00	26.50%	\$	6,615.00
Scalar i2000 Upgrade Options		ADIC	9-00339-01	Scalar i2000 Capacity Increase 100 slot increment. Authorization licensing key.	\$12,500.00	26.50%	\$	9,187.50	\$12,500.00	26.50%	\$	9,187.50
Scalar i2000 Upgrade Options		ADIC	9-00340-02	Upgrade Scalar i2000 for Storage Networking. Includes Network Chassis and chassis management controller. Used to upgrade a Scalar i2000 Control Module or Expansion Module to facilitate storage networking. Order one for each cabinet (CM and/or EMs) housing drives. Please note: storage networking drives must be ordered separately.	\$9,671	26.50%	\$	7,108.50	\$9,671	26.50%	\$	7,108.50
Scalar i2000 Upgrade Options		ADIC	9-00341-01	IE station upgrade to Expansion Modules. Order one per EM as required.	\$4,122	26.51%	\$	3,029.25	\$4,122	26.51%	\$	3,029.25

		ADIC		Scalar i2000 LTO-1 Storage Networking Drive Module. Includes Native FC LTO-1 drive, I/O blade FC-FC capable, and one optical cable (LC-LC). Ships in 2 boxes.		26.50%	\$ 9,665.25		26.50%	\$ 9,665.25
Scalar i2000 Drive Modules			9-00374-01		\$13,150.00			\$13,150.00		
Scalar i2000 Drive Modules		ADIC	9-00376-01	Scalar i2000 LTO-2 Native FC drive module.	\$12,750.00	26.50%	\$ 9,371.25	\$12,750.00	26.50%	\$ 9,371.25
Scalar i2000 Drive Modules		ADIC	9-00377-01	Scalar i2000 LTO-2 SCSI, LVD drive module.	\$11,950.00	26.50%	\$ 8,783.25	\$11,950.00	26.50%	\$ 8,783.25
		ADIC		Scalar i2000 LTO-2 Storage Networking Drive Module. Includes Native FC LTO-2 drive, I/O blade FC-FC capable, and one optical cable (LC-LC). Ships in 2 boxes.		26.50%	\$ 11,245.50		26.50%	\$ 11,245.50
Scalar i2000 Drive Modules			9-00378-01		\$15,300.00			\$15,300.00		
Scalar i2000 Upgrade Options		ADIC	9-00383-01	Scalar i2000 Management Control Blade (MCB). Use as a spare/replacement MCB.	\$14,250.00	26.50%	\$ 10,473.75	\$14,250.00	26.50%	\$ 10,473.75
		ADIC		Scalar 100 SNC 6101, 2 Gb, 2 FC LC Connector x 4 LVD SCSI, w/ADIC Management Console, Scalar Firewall Manager, and Data Mover Module. Includes (1) 2 ft. interface cable HD68/VHDCI and (1) 10 ft. null modem cable. Used with LTO and SDLT libraries. Must be used with an ADIC Scalar 100 library.	\$9,995.00	26.51%	\$ 7,345.80	\$9,995.00	26.51%	\$ 7,345.80
Scalar 100 SNC® (Storage Networking Controller)			9-00390-01							
FastStor 5		ADIC	9-00399-01	FastStor 2 LVD SCSI, 1 SDLT 320 drive, 8 slots.	\$8,428.00	26.50%	\$ 6,195.00	\$8,428.00	26.50%	\$ 6,195.00
		ADIC		FastStor 2 SDLT barcode reader, includes barcode labels (20 SDLT storage labels, 5 SDLT cleaning tape labels) and instructions.	\$654.00	26.47%	\$ 480.90	\$654.00	26.47%	\$ 480.90
FastStor 7			9-00402-01							
FastStor 3		ADIC	9-00410-01	FastStor 2 LVD SCSI, 1 LTO-2 drive, 8 slots.	\$11,164.00	26.50%	\$ 8,205.75	\$11,164.00	26.50%	\$ 8,205.75
Scalar i2000 LTO-2 Direct Attached SCSI library packages		ADIC	9-00430-01	Scalar i2000 LTO-2 SCSI Direct Attached 100 slot package. Includes activation of 100 slots, 2 LTO-2 SCSI LVD drives.	\$87,357	26.50%	\$ 64,207.50	\$87,357	26.50%	\$ 64,207.50
Scalar i2000 LTO-2 Direct Attached SCSI library packages		ADIC	9-00430-02	Scalar i2000 LTO-2 SCSI Direct Attached 200 slot package. Includes activation of 200 slots, 2 LTO-2 SCSI LVD drives.	\$97,536	26.50%	\$ 71,688.75	\$97,536	26.50%	\$ 71,688.75
Scalar i2000 LTO-2 Direct Attached SCSI library packages		ADIC	9-00430-04	Scalar i2000 LTO-2 SCSI Direct Attached 400 slot package. Includes activation of 400 slots, 4 LTO-2 SCSI LVD drives.	\$129,893	26.50%	\$ 95,471.25	\$129,893	26.50%	\$ 95,471.25
Scalar i2000 LTO-2 Direct Attached SCSI library packages		ADIC	9-00430-07	Scalar i2000 LTO-2 SCSI Direct Attached 700 slot package. Includes activation of 700 slots, 6 LTO-2 SCSI LVD drives.	\$163,321	26.50%	\$ 120,041.25	\$163,321	26.50%	\$ 120,041.25
Scalar i2000 LTO-2 Direct Attached Native FC library packages:		ADIC	9-00431-01	Scalar i2000 LTO-2 Native FC drive 100 slot package. Includes activation of 100 slots, 2 LTO-2 Native FC drives.	\$94,331	26.50%	\$ 69,333.60	\$94,331	26.50%	\$ 69,333.60

Scalar i2000 LTO-2 Direct Attached Native FC library packages:		ADIC	9-00431-02	Scalar i2000 LTO-2 Native FC drive 200 slot package. Includes activation of 200 slots, 2 LTO-2 Native FC drives.	\$104,510	26.50%	\$	76,814.85	\$104,510	26.50%	\$	76,814.85
Scalar i2000 LTO-2 Direct Attached Native FC library packages:		ADIC	9-00431-04	Scalar i2000 LTO-2 Native FC drive 400 slot package. Includes activation of 400 slots, 4 LTO-2 Native FC drives.	\$143,417	26.50%	\$	105,411.60	\$143,417	26.50%	\$	105,411.60
Scalar i2000 LTO-2 Direct Attached Native FC library packages:		ADIC	9-00431-07	Scalar i2000 LTO-2 Native FC drive 700 slot package. Includes activation of 700 slots, 6 LTO-2 Native FC drives.	\$183,819	26.50%	\$	135,106.65	\$183,819	26.50%	\$	135,106.65
Scalar i2000 LTO-2 Storage Networking library packages (FC-FC)		ADIC	9-00432-01	Scalar i2000 LTO-2 SN Attached 100 slot package. Includes activation of 100 slots, 2 LTO-2 Storage Networking drives (via Native FC drives).	\$95,771	26.50%	\$	70,392.00	\$95,771	26.50%	\$	70,392.00
Scalar i2000 LTO-2 Storage Networking library packages (FC-FC)		ADIC	9-00432-02	Scalar i2000 LTO-2 SN Attached 200 slot package. Includes activation of 200 slots, 2 LTO-2 Storage Networking drives (via Native FC drives).	\$105,950	26.50%	\$	77,873.25	\$105,950	26.50%	\$	77,873.25
Scalar i2000 LTO-2 Storage Networking library packages (FC-FC)		ADIC	9-00432-04	Scalar i2000 LTO-2 SN Attached 400 slot package. Includes activation of 400 slots, 4 LTO-2 Storage Networking drives (via Native FC drives).	\$146,297	26.50%	\$	107,528.40	\$146,297	26.50%	\$	107,528.40
Scalar i2000 LTO-2 Storage Networking library packages (FC-FC)		ADIC	9-00432-07	Scalar i2000 LTO-2 SN Attached 700 slot package. Includes activation of 700 slots, 6 LTO-2 Storage Networking drives (via Native FC drives).	\$188,139	26.50%	\$	138,281.85	\$188,139	26.50%	\$	138,281.85
Single Tape Systems - LTO-2 4000 Series		ADIC	9-00444-01	LTO-2 4000 with LCD display, LVD SCSI.	\$7,405.00	26.49%	\$	5,443.20	\$7,405.00	26.49%	\$	5,443.20
Scalar i2000 Upgrade Options		ADIC	9-00540-01	Scalar i2000 IO Blade (FC-FC), fibre channel (FCB), ASSY, BLADE.	\$11,818.00	26.50%	\$	8,686.65	\$11,818.00	26.50%	\$	8,686.65
New Pathlight VX Standard Solutions		ADIC	9-00541-01	Pathlight VX, 10 TB Standard Performance (up to 500 GB/hr). Provides 12 TB raw capacity and approximately 9.5 TB user capacity.	\$190,000.00	26.50%	\$	139,650.00	\$190,000.00	26.50%	\$	139,650.00
New Pathlight VX Standard Solutions		ADIC	9-00541-02	Pathlight VX, 15 TB Standard Performance (up to 500 GB/hr). Provides 18 TB raw capacity and approximately 14.5 TB user capacity.	\$245,000.00	26.50%	\$	180,075.00	\$245,000.00	26.50%	\$	180,075.00
New Pathlight VX Standard Solutions		ADIC	9-00541-03	Pathlight VX, 20 TB Standard Performance (up to 500 GB/hr). Provides 24 TB raw capacity and approximately 19.5 TB user capacity.	\$300,000.00	26.50%	\$	220,500.00	\$300,000.00	26.50%	\$	220,500.00
New Pathlight VX High-Performance Solutions		ADIC	9-00541-04	Pathlight VX, 20 TB High Performance (up to 1 TB/hr). Provides 24 TB raw capacity and approximately 19 TB user capacity.	\$340,000.00	26.50%	\$	249,900.00	\$340,000.00	26.50%	\$	249,900.00

	ADIC			Pathlight VX, 30 TB High Performance (up to 1 TB/hr). Provides 36 TB raw capacity and approximately 29 TB user capacity.	\$450,000.00	26.50%	\$	330,750.00		26.50%	\$	330,750.00
New Pathlight VX High-Performance Solutions			9-00541-05						\$450,000.00			
	ADIC			Pathlight VX 40 TB High Performance (up to 1 TB/hr). Provides 48 TB raw capacity and approximately 39 TB user capacity.	\$560,000.00	26.50%	\$	411,600.00		26.50%	\$	411,600.00
New Pathlight VX High-Performance Solutions			9-00541-06						\$560,000.00			
	ADIC			Scalar i2000 expansion Module standard power upgrade (N power). This kit allows upgrade of EM to have N power. Order one per EM if drives are being introduced to the EM.	\$8,429.00	26.50%	\$	6,195.00		26.50%	\$	6,195.00
Scalar i2000 Upgrade Options			9-00546-01						\$8,429.00			
	ADIC			Scalar i2000 2N power upgrade option. Order one per cabinet requiring power (i.e. for each CM and EM with drives).	\$6,500.00	26.50%	\$	4,777.50		26.50%	\$	4,777.50
Scalar i2000 Upgrade Options			9-00547-01						\$6,500.00			
	ADIC			Pathlight VX, 5 TB Capacity Expansion Upgrade. Provides 5 TB user capacity expansion. Includes power cables, internal SFPs and optical cables, and documentation. Please note Professional Services must be ordered separately.	\$55,000.00	26.50%	\$	40,425.00		26.50%	\$	40,425.00
New Pathlight VX Upgrade Options			9-00548-01						\$55,000.00			
	ADIC			Pathlight VX, Performance Expansion Upgrade. Provides performance expansion of up to 500 GB/hr and 20 concurrent drives and includes 10 TB raw capacity and approximately 9.5 TB user capacity. Includes redundant power option, power cables, internal SFPs and optical cables, and documentation. Please note: external FC cables and Professional Services must be ordered separately.	\$150,000.00	26.50%	\$	110,250.00		26.50%	\$	110,250.00
New Pathlight VX Upgrade Options			9-00549-01						\$150,000.00			
	ADIC			Pathlight VX, Redundant SNC Power Option. Provides redundant SNC power for Pathlight VX Standard Solutions; not required if Standard Solution is upgraded with performance expansion option. Includes power, serial, and Ethernet cables. Please note: Professional Services must be ordered separately.	\$2,800.00	26.50%	\$	2,058.00		26.50%	\$	2,058.00
New Pathlight VX Upgrade Options			9-00550-01						\$2,800.00			
Scalar 100 Upgrade Options (all drive types)	ADIC		93-0807-01	Scalar 100 Rackmount Kit.	\$440	26.50%	\$	323.40	\$440	26.50%	\$	323.40

		ADIC		Scalar 100 SDLT/DLT 10-slot Mailbox Upgrade. Includes 10 import/export slots and 5 fixed data slots. Replaces 93-6602-01.		26.51%	\$	2,852.85		26.51%	\$	2,852.85
Scalar 100 SDLT/DLT Upgrade Options			93-0810-01		\$3,882.00				\$3,882.00			
Scalar 1000 Drive Modules		ADIC	93-1174-01	Scalar 1000 SDLT SCSI attached drive, LVD.	\$10,675	26.50%	\$	7,845.60	\$10,675	26.50%	\$	7,845.60
Scalar 1000 Drive Modules		ADIC	93-1174-02	Scalar 1000 SDLT SCSI attached drive, HVD.	\$10,675	26.50%	\$	7,845.60	\$10,675	26.50%	\$	7,845.60
Scalar 1000 Drive Modules		ADIC	93-1181-02	Scalar 1000 AIT-2 SCSI attached drive module (2 drives per module), LVD.	\$8,917	26.50%	\$	6,554.10	\$8,917	26.50%	\$	6,554.10
Scalar 1000 Drive Modules		ADIC	93-1182-02	Scalar 1000 AIT-2 SCSI attached drive module (2 drives per module), HVD.	\$8,917	26.50%	\$	6,554.10	\$8,917	26.50%	\$	6,554.10
Scalar 1000 Options (all drive types)		ADIC	93-1190-01	Scalar 1000 Secondary Power Supply Module. If not purchased in conjunction with library, 2nd Power Supply Option requires installation by ADIC authorized service provider. See "Scalar 1000 Installation" for pricing.	\$3,825	26.49%	\$	2,811.90	\$3,825	26.49%	\$	2,811.90
Scalar 1000 Options (all drive types)		ADIC	93-1191-01	Scalar 1000 2nd Power Supply Option (for libraries purchased BEFORE 1/00). If not purchased in conjunction with library, 2nd Power Supply Option requires installation by ADIC authorized service provider. See "Scalar 1000 Installation" for pricing.	\$3,825	26.49%	\$	2,811.90	\$3,825	26.49%	\$	2,811.90
Scalar 1000 Options (all drive types)		ADIC	93-1195-01	RMU (Remote Management Unit) - field upgrade option. Requires ADIC field service installation.	\$1,658	26.47%	\$	1,219.05	\$1,658	26.47%	\$	1,219.05
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-2201-01	FastStor 22 Rackmount Kit. Fits in 5U.	\$293	21.16%	\$	231.00	\$293	21.16%	\$	231.00
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-2206-01	FastStor 22 chassis upgrade for current FastStor users. Includes manual and media.	\$4,667	21.26%	\$	3,675.00	\$4,667	21.26%	\$	3,675.00
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-3067-01	FastStor / FastStor 22 Barcode Reader Kit. User installable. Includes barcode labels (1-99) and installation instructions.	\$610	21.16%	\$	480.90	\$610	21.16%	\$	480.90
FastStor LTO Expansion Options		ADIC	93-4041-01	FastStor LTO Rackmount Kit. Fits in 5U.	\$314.00	26.43%	\$	231.00	\$314.00	26.43%	\$	231.00
Scalar 100 Upgrade Options (all drive types)		ADIC	93-4071-01	Scalar 100 Caster Wheels Set. Includes 4 caster wheels, hardware and instructions.	\$110	26.50%	\$	80.85	\$110	26.50%	\$	80.85
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-5300-01	FastStor Rackmount Kit, direct attach. Fits in 4U.	\$293	21.16%	\$	231.00	\$293	21.16%	\$	231.00
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-5302-15	FastStor / FastStor 22 DL7800 Upgrade, HVD SCSI. Upgrade for DL7400/DL7700 models.	\$6,237	21.25%	\$	4,911.90	\$6,237	21.25%	\$	4,911.90
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-5302-17	FastStor / FastStor 22 DL7800, Upgrade LVD/SE SCSI. Upgrade for DL7400/DL7700 models.	\$5,971	21.25%	\$	4,701.90	\$5,971	21.25%	\$	4,701.90

FastStor / FastStor 22 DLT Expansion Options		ADIC	93-5303-01	DLT Tape Storage Case, stackable, 14 cartridge capacity.	\$73	20.89%	\$ 57.75	\$73	20.89%	\$ 57.75
FastStor / FastStor 22 DLT Expansion Options		ADIC	93-5305-01	FastStor Rackmount Kit, shelf. Fits in 5U.	\$293	21.16%	\$ 231.00	\$293	21.16%	\$ 231.00
Scalar 1000 Expansion Options SDLT/DLT		ADIC	93-5313-01	Scalar 1000 SDLT/DLT 6-Drive Bay Upgrade. Adds capacity to existing Scalar 1000 control and expansion modules. Consumes 40 tape slots. Includes installation, assumes no SNC. Pricing may vary depending on location.	\$6,500	26.50%	\$ 4,777.50	\$6,500	26.50%	\$ 4,777.50
Scalar 1000 Expansion Options AIT		ADIC	93-5314-01	Scalar 1000 AIT Six-Drive Bay Upgrade. Adds capacity to existing Scalar 1000 AIT expansion modules. Consumes 60 tape slots. Includes installation, assumes no SNC. Pricing may vary depending on location.	\$6,500	26.50%	\$ 4,777.50	\$6,500	26.50%	\$ 4,777.50
Scalar 1000 Expansion Options LTO		ADIC	93-5319	Scalar 1000 LTO 6-Drive Bay Upgrade. Adds capacity to existing Scalar 1000 control and expansion modules. Consumes 48 tape slots. Includes installation, assumes no SNC. Pricing may vary depending on location.	\$6,500	26.50%	\$ 4,777.50	\$6,500	26.50%	\$ 4,777.50
Scalar 1000 Options (all drive types)		ADIC	93-5321-01	Scalar 1000 Hardware Upgrade Kit. Upgrades DLT and AIT Control Modules. This applies only to DLT and AIT systems purchased before 4/01/2002. Include the universal gripper/picker assembly and magazine based I/E stations. Upgrades firmware. Note that hardware upgrade service installation must be ordered separately. Please use Scalar 1000 install part number 7-00017-06.	\$10,333	26.50%	\$ 7,594.65	\$10,333	26.50%	\$ 7,594.65
Scalar 1000 Drive Modules		ADIC	93-5322-01	Scalar 1000 AIT-3 SCSI attached drive module (2 drives per module), LVD.	\$15,574	26.50%	\$ 11,447.10	\$15,574	26.50%	\$ 11,447.10

Scalar SNC (Storage Networking Controller)		ADIC	93-5387-01	Scalar 100 SNC 5101, 1 or 2 Gb, 2 FC x 4 LVD SCSI, w/ADIC Management Console, Scalar Firewall Manager, and Data Mover Module. Includes (1) 2 ft. interface cable HD68/VHDCI. Used with SDLT, LTO and AIT libraries. Use 93-8072-01 for LTO libraries shipped before Jan. 2002 and DLT libraries shipped before part number 99-670X-XX. Must be sold with an ADIC Scalar 100 library. Requires integration and configuration services (99-6630-01 or Must be ordered with a library. ADIC Scalar Storage Networking Controller has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit and Product CD.	\$9,999	26.51%	\$	7,345.80	\$9,999	26.51%	\$	7,345.80
Scalar 100 Drive Modules		ADIC	93-6600-02	Scalar 100 DLT8000 Drive Module, HVD. Each drive module includes a 1 ft. right angle interface cable HD68/HD68, HVD or LVD Terminator, Quick Start Guide and European and US Warranty cards.	\$7,588	26.49%	\$	5,577.60	\$7,588	26.49%	\$	5,577.60
Scalar 100 Drive Modules		ADIC	93-6600-03	Scalar 100 DLT8000 Drive Module, LVD. Each drive module includes a 1 ft. right angle interface cable HD68/HD68, HVD or LVD Terminator, Quick Start Guide and European and US Warranty cards.	\$7,588	26.49%	\$	5,577.60	\$7,588	26.49%	\$	5,577.60
Scalar 100 Drive Modules		ADIC	93-6600-08	Scalar 100 SDLT Drive Module, LVD. Each drive module includes a 1 ft. right angle interface cable HD68/HD68, HVD or LVD Terminator, Quick Start Guide and European and US Warranty cards.	\$7,941	26.50%	\$	5,836.95	\$7,941	26.50%	\$	5,836.95
Scalar 100 Drive Modules		ADIC	93-6600-08	Scalar 100 SDLT220 Drive Module, LVD.	\$7,941.00	26.50%	\$	5,836.95	\$7,941.00	26.50%	\$	5,836.95
Scalar 100 Drive Modules		ADIC	93-6600-09	Scalar 100 SDLT Drive Module, HVD. Each drive module includes a 1 ft. right angle interface cable HD68/HD68, HVD or LVD Terminator, Quick Start Guide and European and US Warranty cards.	\$7,941	26.50%	\$	5,836.95	\$7,941	26.50%	\$	5,836.95
Scalar 100 Drive Modules		ADIC	93-6600-09	Scalar 100 SDLT220 Drive Module, HVD.	\$7,941.00	26.50%	\$	5,836.95	\$7,941.00	26.50%	\$	5,836.95
Scalar 100 SDLT/DLT Upgrade Options		ADIC	93-6601-01	Scalar 100 SDLT or DLT 15-slot Storage Column Upgrade. Includes (3) 5-slot magazines.	\$2,853	26.50%	\$	2,096.85	\$2,853	26.50%	\$	2,096.85

Scalar 100 SDLT/DLT Upgrade Options		ADIC		Scalar 100 SDLT/DLT 15-slot Storage Column Upgrade. Includes (3) 5-slot magazines.	\$3,424.00	26.49%	\$	2,516.85	\$3,424.00	26.49%	\$	2,516.85
Scalar 100 Upgrade Options (all drive types)		ADIC	93-6601-01									
Scalar 100 Upgrade Options (all drive types)		ADIC	93-6603-01	Scalar 100 Secondary Power Supply Module is used with all DLT libraries and any LTO libraries in the field built before January of 2002.	\$2,051	26.48%	\$	1,507.80	\$2,051	26.48%	\$	1,507.80
Scalar 100 SDLT/DLT Upgrade Options		ADIC	93-6604-01	Scalar 100 S/ DLT cover and magazine.	\$87	26.38%	\$	64.05	\$87	26.38%	\$	64.05
Scalar 100 LTO Upgrade Options		ADIC		Scalar 100 LTO 12-slot Mailbox Upgrade. Includes 12 import/export slots and 6 fixed data slots.	\$3,882.00	26.51%	\$	2,852.85	\$3,882.00	26.51%	\$	2,852.85
Scalar 100 LTO Upgrade Options		ADIC	93-6606-01									
Scalar 100 Drive Modules		ADIC	93-6607-01	Scalar 100 LTO-1 Drive Module, LVD.	\$8,375.00	26.51%	\$	6,155.10	\$8,375.00	26.51%	\$	6,155.10
Scalar 100 Drive Modules		ADIC	93-6608-01	Scalar 100 LTO-1 Drive Module, HVD.	\$8,375.00	26.51%	\$	6,155.10	\$8,375.00	26.51%	\$	6,155.10
Scalar 100 LTO Upgrade Options		ADIC		Scalar 100 LTO 18-slot Storage Column Upgrade. Includes (3) 6-slot magazines.	\$3,424.00	26.49%	\$	2,516.85	\$3,424.00	26.49%	\$	2,516.85
Scalar 100 LTO Upgrade Options		ADIC	93-6609-01									
Scalar 100 AIT Upgrade Options		ADIC		Scalar 100 AIT 16-slot Mailbox Upgrade. Includes 16 import/export slots and 8 fixed data slots.	\$3,882.00	26.51%	\$	2,852.85	\$3,882.00	26.51%	\$	2,852.85
Scalar 100 AIT Upgrade Options		ADIC	93-6664-01									
Scalar 100 AIT Upgrade Options		ADIC		Scalar 100 AIT 24-slot storage column upgrade. Includes (3) 8-slot magazines.	\$3,424.00	26.49%	\$	2,516.85	\$3,424.00	26.49%	\$	2,516.85
Scalar 100 AIT Upgrade Options		ADIC	93-6665-01									
Scalar 100 AIT Upgrade Options		ADIC	93-6666-01	Scalar 100 AIT 8-slot magazine with cover.	\$87	26.38%	\$	64.05	\$87	26.38%	\$	64.05
Scalar 100 Upgrade Options (all drive types)		ADIC	93-6675-01	Scalar 100 Secondary Power Supply Module. Should be used with all new libraries except SC100 DLT.	\$2,051	26.48%	\$	1,507.80	\$2,051	26.48%	\$	1,507.80
Scalar 100 Drive Modules		ADIC		Scalar 100 AIT-2 Drive Module, LVD, (2) AIT-2 drives per module.	\$6,000.00	26.50%	\$	4,410.00	\$6,000.00	26.50%	\$	4,410.00
Scalar 100 Drive Modules		ADIC	93-6680-01									
Scalar 100 Drive Modules		ADIC		Scalar 100 AIT-2 Drive Module, HVD, (2) AIT-2 drives per module.	\$6,000.00	26.50%	\$	4,410.00	\$6,000.00	26.50%	\$	4,410.00
Scalar 100 Drive Modules		ADIC	93-6681-01									
Scalar 100 Drive Modules		ADIC	93-6697-01	Scalar 100 AIT-3 Drive Module, LVD, (2) AIT-3 drives per module. Each drive module includes a 1 ft. right angle interface cable HD68HD68, HVD or LVD Terminator, Quick Start Guide and European and US Warranty cards.	\$12,493	26.50%	\$	9,182.25	\$12,493	26.50%	\$	9,182.25
Scalar 100 Drive Modules		ADIC		Scalar 100 AIT-3 Drive Module, LVD, (2) AIT-3 drives per module.	\$9,994.00	26.50%	\$	7,345.80	\$9,994.00	26.50%	\$	7,345.80
FastStor LTO Expansion Options		ADIC	93-8049-01	FastStor LTO Barcode Reader Kit. User Installable. Includes barcode labels (1-100) and installation instructions.	\$610	21.16%	\$	480.90	\$610	21.16%	\$	480.90
Scalar 1000 SNC (Storage Networking Controller)		ADIC	93-8072-01	SNC 3000, 1 Gb, 2 FC x 4 LVD SCSI, with ADIC Management Console, Scalar Firewall Manager, Data Mover Module, and Rack Mount Kit.	\$11,335	26.50%	\$	8,330.70	\$11,335	26.50%	\$	8,330.70

Scalar 100 SNC (Storage Networking Controller)		ADIC	93-8073-01	SNC 3000, 1 Gb, 2 FC x 4 HVD SCSI, with ADIC Management Console, Scalar Firewall Manager, Data Mover Module, and Rack Mount Kit. Requires integration and configuration services (99-6630-01, Scalar 100; 99-6632-01, Scalar 1000 and 99-6633-01, Scalar 10K). Scalar Storage Networking Controller has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit, and Product CD.	\$11,335	26.50%	\$	8,330.70	\$11,335	26.50%	\$	8,330.70
Scalar 10K SNC (Storage Networking Controller)		ADIC	93-8073-01	SNC 3000, 1 Gb, 2 FC x 4 HVD SCSI, with ADIC Management Console, Scalar Firewall Manager, Data Mover Module, and Rack Mount Kit. Requires integration and configuration services (99-6630-01, Scalar 100; 99-6632-01, Scalar 1000 and 99-6633-01, Scalar 10K). Scalar SNC has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit, and Product CD.	\$11,335	26.50%	\$	8,330.70	\$11,335	26.50%	\$	8,330.70
Scalar SNC (Storage Networking Controller)		ADIC	93-8073-01	Scalar Storage Networking Controller, HVD w/Scalar Storage Manager, Data Mover Module and Rack Mount Kit. Installation required. Must be ordered with a library. ADIC Scalar Storage Networking Controller has two fibre channel ports and 4 SCSI ports. Depending on configuration, includes ADIC Management Console, Scalar Firewall Manager, Data Mover Module, Rack Mount Kit and Product CD.	\$11,335	26.50%	\$	8,330.70	\$11,335	26.50%	\$	8,330.70
S10K LTO Upgrade Order Options		ADIC	93-8074-01	LTO Tape Unit, LVD-SCSI. Includes cleaning Reduction cartridge, LVD Terminator.	\$11,000	26.50%	\$	8,085.00	\$11,000	26.50%	\$	8,085.00
Scalar 10K Tape Drives		ADIC	93-8074-01	Scalar 10K LTO-1 SCSI attached drive, LVD.	\$9,000.00	26.50%	\$	6,615.00	\$9,000.00	26.50%	\$	6,615.00
S10K AIT Initial Order Options		ADIC	93-8077-01	AIT-2 Tape Unit, LVD-SCSI Includes: Cleaning Cartridge, LVD Terminator. One AIT drive per sled.	\$5,600	26.50%	\$	4,116.00	\$5,600	26.50%	\$	4,116.00

ST10K SDLT/DLT Upgrade Order Options		ADIC	93-8078-01	SDLT Tape Unit, LVD-SCSI. Includes cleaning Reduction cartridge, LVD terminator.	\$10,839	26.50%	\$	7,966.35	\$10,839	26.50%	\$	7,966.35
Storage Networking Appliance		ADIC	93-8113-01	ADIC Pathlight 5000, 1 or 2 Gb FC, 2 FC x 4 LVD SCSI, w/ADIC Management Console and Data Mover Module. ADIC storage networking appliance products may be sold as a standalone product and are available via authorized ADIC partners. Contact ADIC for more information.	\$12,465	26.50%	\$	9,162.30	\$12,465	26.50%	\$	9,162.30
Storage Networking Appliance		ADIC	93-8114-01	Rack Mount kit and Double Bezel, holds two Pathlight 5000 devices. ADIC storage networking appliance products may be sold as a standalone product and are available via authorized ADIC partners. Contact ADIC for more information. ADIC storage networking appliance products may be sold as a standalone product and are available via authorized ADIC partners. Contact ADIC for more information.	\$150	26.50%	\$	110.25	\$150	26.50%	\$	110.25
Scalar 1000 Control Modules		ADIC	99-0161-01	Scalar 1000 DLT Control Module. Includes 6 drive bays and 158 tape slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25

Scalar 1000 Control Modules		ADIC	99-0161-02	Scalar 1000 DLT Control Module. Includes 12 drive bays and 118 tape slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25
Scalar 1000 Control Modules		ADIC	99-0163-01	Scalar 1000 AIT Control Module. Includes 6 drive bays (12 drives) and 237 tape slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25

Scalar 1000 Control Modules		ADIC	99-0166-01	Scalar 1000 LTO Control Module. Includes 6 drive bays and 188 slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25
Scalar 1000 Control Modules		ADIC	99-0166-02	Scalar 1000 LTO Control Module. Includes 12 drive bays and 140 slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25

Scalar 1000 Control Modules		ADIC	99-0167-01	Scalar 1000 SDLT Control Module. Includes 6 drive bays and 158 slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25
Scalar 1000 Control Modules		ADIC	99-0167-02	Scalar 1000 SDLT Control Module. Includes 12 drive bays and 118 slots. Standard Warranty is 3 years on all drives, and 1 year on robotics. Standard Support is free 24-hour phone support and 1 year of on-site next day service where available. Control module includes bays for 1 to 12 SDLT/DLT or LTO drives and 2 to 12 AIT drives, trays for up to 188 LTO, 158 SDLT/DLT, or 237 AIT tapes, 12 LTO or SDLT/DLT, or 18 AIT, position import/export mailbox, Remote Management Unit (RMU), barcode reader, barcode labels (1-336 SDLT, 1-297 DLT, 1-400 LTO, 0-359 AIT) and Operator Manual. The following must be ordered separately: fibre channel cables, ethernet cables, drive modules, media, and installation (7-00017-05 or 99-6632-01). Initial as well as secondary installations must be provided by ADIC's Authorized Service Provider.	\$49,950	26.50%	\$	36,713.25	\$49,950	26.50%	\$	36,713.25
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0171-01	Scalar 1000 SDLT/DLT Expansion Module #1, without drive bays. Includes 210 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0171-02	Scalar 1000 SDLT/DLT Expansion Module #1, with 6 drive bays. Includes 170 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80

Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0171-03	Scalar 1000 SDLT/DLT Expansion Module #1, with 12 drive bays, 130 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0172-01	Scalar 1000 DLT Expansion Module #2, without drive bays. Includes 210 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0172-02	Scalar 1000 SDLT/DLT Expansion Module #2, with 6 drive bays. Includes 170 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0172-03	Scalar 1000 SDLT/DLT Expansion Module #2 with 12 drive bays. Includes 130 tapes slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0173-01	Scalar 1000 SDLT/DLT Expansion Module #3, without drive bays. Includes 210 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0173-02	Scalar 1000 SDLT/DLT Expansion Module #3 with 6 drive bays. Includes 170 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options SDLT/DLT		ADIC	99-0173-03	Scalar 1000 SDLT/DLT Expansion Module #3 with 12 drive bays. Includes 130 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options AIT		ADIC	99-0174-01	Scalar 1000 AIT Expansion Module #1, without drive bays. Includes 315 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options AIT		ADIC	99-0174-02	Scalar 1000 AIT Expansion Module #1, with 6 drive bays (12 drives). Includes 255 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options AIT		ADIC	99-0175-01	Scalar 1000 AIT Expansion Module #2, without drive bays. Includes 315 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options AIT		ADIC	99-0175-02	Scalar 1000 AIT Expansion Module #2, with 6 drive bays (12 drives) and 255 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options AIT		ADIC	99-0176-01	Scalar 1000 AIT Expansion Module #3, without drive bays. Includes 315 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options AIT		ADIC	99-0176-02	Scalar 1000 AIT Expansion Module #3 with 6 drive bays (up to 12 AIT drives). Includes 255 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options LTO		ADIC	99-0177-01	Scalar 1000 LTO Expansion Module #1, without drive bays. Includes 250 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options LTO		ADIC	99-0177-02	Scalar 1000 LTO Expansion Module #1, with 6 drive bays. Includes 202 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options LTO		ADIC	99-0177-03	Scalar 1000 LTO Expansion Module #1, with 12 drive bays. Includes 154 tape slots.	\$13,995	26.50%	\$	10,285.80	\$13,995	26.50%	\$	10,285.80
Scalar 1000 Expansion Options LTO		ADIC	99-0178-01	Scalar 1000 LTO Expansion Module #2, without drive bays. Includes 250 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00

Scalar 1000 Expansion Options LTO		ADIC	99-0178-02	Scalar 1000 LTO Expansion Module #2, with 6 drive bays. Includes 202 tape slots.	\$13,999	26.50%	\$	10,285.80	\$13,999	26.50%	\$	10,285.80
Scalar 1000 Expansion Options LTO		ADIC	99-0178-03	Scalar 1000 LTO Expansion Module #2, with 12 drive bays. Includes 154 tape slots.	\$13,999	26.50%	\$	10,285.80	\$13,999	26.50%	\$	10,285.80
Scalar 1000 Expansion Options LTO		ADIC	99-0179-01	Scalar 1000 LTO Expansion Modules #3, without drive bays. Includes 250 tape slots.	\$8,000	26.50%	\$	5,880.00	\$8,000	26.50%	\$	5,880.00
Scalar 1000 Expansion Options LTO		ADIC	99-0179-02	Scalar 1000 LTO Expansion Module #3, with 6 drive bays. Includes 202 tape slots.	\$13,999	26.50%	\$	10,285.80	\$13,999	26.50%	\$	10,285.80
Scalar 1000 Expansion Options LTO		ADIC	99-0179-03	Scalar 1000 LTO Expansion Module #3, with 12 drive bays. Includes 154 tape slots.	\$13,999	26.50%	\$	10,285.80	\$13,999	26.50%	\$	10,285.80
FastStor 22 DLT Autoloader		ADIC	99-2200-15	FastStor 22 DLT8000, HVD SCSI, desktop. Includes (1) DLT tape storage case, (1) DLTape IV data cartridge, (1) certificate for cleaning cartridge, (1) SCSI terminator, (1) 6 ft. interface cable, (1) power cord, manual, and a three-year 24 hour FastExchange warranty on drive and robotics. Requires appropriate backup software with library functionality and compatible DLT cartridges.	\$7,256	26.50%	\$	5,332.95	\$7,256	26.50%	\$	5,332.95
FastStor 22 DLT Autoloader		ADIC	99-2200-17	FastStor 22 DLT8000, LVD/SE SCSI, desktop Includes (1) DLT tape storage case, (1) DLTape IV data cartridge, (1) certificate for cleaning cartridge, (1) SCSI terminator, (1) 6 ft. interface cable, (1) power cord, manual, and a three-year 24 hour FastExchange warranty on drive and robotics. Requires appropriate backup software with library functionality and compatible DLT cartridges.	\$7,056	26.50%	\$	5,185.95	\$7,056	26.50%	\$	5,185.95

FastStor DLT Autoloader		ADIC	99-4050-06	FastStor DLT8000, HVD, SCSI, desktop/rackmount. Includes (1) DLT tape storage case, (1) SCSI terminator, (1) 6 ft. interface cable, (1) domestic power cord, (1) European power cord, (1) manual, and a three-year 24-hour FastExchange warranty on drive and robotics. Media and cleaning cartridge not included. Requires appropriate backup software with library functionality and compatible DLT cartridges.	\$5,384	26.50%	\$	3,957.45	\$5,384	26.50%	\$	3,957.45
FastStor DLT Autoloader		ADIC	99-4050-07	FastStor DLT8000, LVD/SE SCSI, desktop/rackmount. Includes (1) DLT tape storage case, (1) SCSI terminator, (1) 6 ft. interface cable, (1) domestic power cord, (1) European power cord, (1) manual, and a three-year 24-hour FastExchange warranty on drive and robotics. Media and cleaning cartridge not included. Requires appropriate backup software with library functionality and compatible DLT cartridges.	\$5,116	26.50%	\$	3,760.05	\$5,116	26.50%	\$	3,760.05
DLT DS9000 Series - Single Tape Systems		ADIC	99-5493-01	DS9800D DLT, LVD/SE SCSI, 80GB, with LCD display, DLT8000 drive. Includes (1) DLT tape IV data cartridge, (1) certificate for cleaning cartridge, (1) power cord, (1) SCSI terminator, (1) manual, (1) 3 ft. interface cable, and a three-year FastExchange, 24-hour warranty.	\$4,136	26.51%	\$	3,039.75	\$4,136	26.51%	\$	3,039.75
DLT DS9000 Series - Single Tape Systems		ADIC	99-5494-01	DS9800D DLT, HVD SCSI, 80GB, with LCD display, DLT8000 drive. Includes (1) DLT tape IV data cartridge, (1) certificate for cleaning cartridge, (1) power cord, (1) SCSI terminator, (1) manual, (1) 3 ft. interface cable, and a three-year FastExchange, 24-hour warranty.	\$4,494	26.50%	\$	3,303.30	\$4,494	26.50%	\$	3,303.30
AIT - Single Tape System		ADIC	99-6152-01	AIT 100D, AIT-2 drive, LVD/SE SCSI, 100GB. Includes (1) AIT-1 or AIT-2 tape cartridge, (1) cleaning cartridge, (1) power cord, (1) SCSI terminator, (1) manual, (1) 3 ft. interface cable and a three-year FastExchange, 24-hour warranty.	\$3,134	26.49%	\$	2,303.70	\$3,134	26.49%	\$	2,303.70

AIT - Single Tape System		ADIC	99-6155-01	AIT 100D, AIT-2 drive, HVD SCSI, 100GB. Includes (1) AIT-1 or AIT-2 tape cartridge, (1) cleaning cartridge, (1) power cord, (1) SCSI terminator, (1) manual, (1) 3 ft. interface cable and a three-year FastExchange, 24-hour warranty.	\$3,374	26.49%	\$	2,480.10	\$3,374	26.49%	\$	2,480.10
LTO 200D Series - Single Tape Systems		ADIC	99-6220-01	LTO 200D, LVD/SE SCSI, 200GB, with LCD Includes (1) LTO 200GB Data Cartridge, (1) certificate for cleaning cartridge, (1) power cord, (1) SCSI terminator, (1) manual, (1) 6ft interface cable, and a three-year FastExchange, 24-hour warranty.	\$5,708	26.53%	\$	4,193.70	\$5,708	26.53%	\$	4,193.70
LTO 200D Series - Single Tape Systems		ADIC	99-6221-01	LTO 200D, HVD/SCSI, 200GB, with LCD display, LTO Ultrium 1 drive. Includes (1) LTO 200GB Data Cartridge, (1) certificate for cleaning cartridge, (1) power cord, (1) SCSI terminator, (1) manual, (1) 6ft interface cable, and a three-year FastExchange, 24-hour warranty.	\$5,566	26.50%	\$	4,090.80	\$5,566	26.50%	\$	4,090.80
Professional Services Additional FC Components Installation		ADIC	99-6634-01	Installation (Scalar 100, Scalar 1000, or Scalar 10K) of one (1) additional SNC. Requires one storage networking integration services package (99-6630-01, 99-6631-01, 99-6632-01 or 99-6633-01).	\$438	16.10%	\$	367.50	\$438	16.10%	\$	367.50
Professional Services Additional FC Components Installation		ADIC	99-6635-01	Installation (Scalar 100, Scalar 1000, or Scalar 10K) of one (1) additional fibre channel hub or switch. Requires one storage networking integration services package (99-6630-01, 99-6631-01, 99-6632-01 or 9-6633-01).	\$937	15.96%	\$	787.50	\$937	15.96%	\$	787.50
Professional Services Additional FC Components Installation		ADIC	99-6636-01	Configure switches (Scalar 100, Scalar 1000, or Scalar 10K). Requires one storage networking integration services package (99-6630-01, 99-6631-01, 99-6632-01 or 99-6633-01).	\$625	16.00%	\$	525.00	\$625	16.00%	\$	525.00
Professional Services Additional FC Components Installation		ADIC	99-6637-01	Installation (Scalar 100, Scalar 1000, or Scalar 10K) of one (1) additional Host Bus Adapter (HBA). Requires one storage networking integration services package (99-6630-01, 99-6631-01, 99-6632-01 or 99-6633-01).	\$437	15.90%	\$	367.50	\$437	15.90%	\$	367.50

Scalar 100 Libraries		ADIC	99-6700-01	Scalar 100 SDLT, 15 data slots, 1-slot mailbox. Replaces 99-6602-01 and 99-6616-01. Standard warranty is 3 years on all hardware. Standard support is free 24-hour phone support and 1 year next day service where available. Includes Operations Manual, RMU, barcode reader, barcode labels (1-112 SDLT and 1-99 DLT, 1-100 LTO, 0 179 AIT), documentation CD, Quick Start Guide, (1) U.S. power cord, (1) European power cord, (1) 2 ft. right angle interface cable HD68/HD68, (1) 15 ft. interface cable HD68/HD68. Requires Appropriate software, compatible media, drives and standard installation (7-00017-01) Must order 93-0807-01 or 9-00068 01 with each library.	\$8,810	26.50%	\$	6,475.35	\$8,810	26.50%	\$	6,475.35
Scalar 100 Libraries		ADIC	99-6701-01	Scalar 100 SDLT/DLT, 30 data slots, 1-slot mailbox. Replaces 99-6616-02 and 99-6602-02. Standard warranty is 3 years on all hardware. Standard support is free 24-hour phone support and 1 year next day service where available. Includes Operations Manual, RMU, barcode reader, barcode labels (1-112 SDLT and 1-99 DLT, 1-100 LTO, 0 179 AIT), documentation CD, Quick Start Guide, (1) U.S. power cord, (1) European power cord, (1) 2 ft. right angle interface cable HD68/HD68, (1) 15 ft. interface cable HD68/HD68. Requires Appropriate software, compatible media, drives and standard installation (7-00017-01) Must order 93-0807-01 or 9-00068 01 with each library.	\$9,926	26.50%	\$	7,295.40	\$9,926	26.50%	\$	7,295.40

Scalar 100 Libraries		ADIC	99-6800-02	Scalar 100 LTO, 18 data slots, 1-slot mailbox. Replaces 99-6800-01. Standard warranty is 3 years on all hardware. Standard support is free 24-hour phone support and 1 year next day service where available. Includes Operations Manual, RMU, barcode reader, barcode labels (1-112 SDLT and 1-99 DLT, 1-100 LTO, 0-179 AIT), documentation CD, Quick Start Guide, (1) U.S. power cord, (1) European power cord, (1) 2 ft. right angle interface cable HD68/HD68, (1) 15 ft. interface cable HD68/HD68. Requires appropriate software, compatible media, drives and standard installation (7-00017-01) Must order 93-0807-01 or 9-00068-01 with each library.	\$8,810	26.50%	\$	6,475.35	\$8,810	26.50%	\$	6,475.35
Scalar 100 Libraries		ADIC	99-6801-02	Scalar 100 LTO, 36 data slots, 1-slot mailbox. Replaces 99-6801-01. Standard warranty is 3 years on all hardware. Standard support is free 24-hour phone support and 1 year next day service where available. Includes Operations Manual, RMU, barcode reader, barcode labels (1-112 SDLT and 1-99 DLT, 1-100 LTO, 0-179 AIT), documentation CD, Quick Start Guide, (1) U.S. power cord, (1) European power cord, (1) 2 ft. right angle interface cable HD68/HD68, (1) 15 ft. interface cable HD68/HD68. Requires appropriate software, compatible media, drives and standard installation (7-00017-01) Must order 93-0807-01 or 9-00068-01 with each library.	\$9,926	26.50%	\$	7,295.40	\$9,926	26.50%	\$	7,295.40
		ADIC				26.50%	\$	12,359.55		26.50%	\$	12,359.55
Scalar 100 Libraries			99-6802-02	Scalar 100 LTO, 72 slots (60 data slots, 12-slot mailbox). Replaces 99-6802-01.	\$16,816.00			\$16,816.00				
Scalar 100 Libraries		ADIC				26.50%	\$	6,086.85		26.50%	\$	6,086.85
Scalar 100 Libraries			99-6900-01	Scalar 100 AIT-2/AIT-3, 24 data slots, 2-slot mailbox. Replaces 99-6610-01.	\$8,281.00			\$8,281.00				

Scalar 100 Libraries		ADIC	99-6901-01	Scalar 100 AIT-2/AIT-3, 48 data slots, 2-slot mailbox. Replaces 99-6611-01. Standard warranty is 3 years on all hardware. Standard support is free 24-hour phone support and 1 year next day service where available. Includes Operations Manual, RMU, barcode reader, barcode labels (1-112 SDLT and 1-99 DLT, 1-100 LTO, 0-179 AIT), documentation CD, Quick Start Guide, (1) U.S. power cord, (1) European power cord, (1) 2 ft. right angle interface cable HD68/HD68, (1) 15 ft. interface cable HD68/HD68. Requires appropriate software, compatible media, drives and standard installation (7-00077-01) Must order 93-0807-01 or 9-00068-01 with each library.	\$9,926	26.50%	\$	7,295.40	\$9,926	26.50%	\$	7,295.40
Scalar 100 Libraries		ADIC	99-6902-01	Scalar 100 AIT-2/AIT-3, 96 slots (80 data slots, 16-slot mailbox). Replaces 99-6612-01.	\$16,816.00	26.50%	\$	12,359.55	\$16,816.00	26.50%	\$	12,359.55
Scalar 10K SNC® (Storage Networking Controller)		ADIC	93-8112-02	SNC 5100, 2 Gb, 2 FC x 4 LVD SCSI, w/ADIC Management Console, Scalar Firewall Manager, Data Mover Module. Replaces 93-8112-01.	\$12,465.00	26.50%	\$	9,162.30	\$12,465.00	26.50%	\$	9,162.30
Single Tape Systems - LTO-1 2000 Series		ADIC	99-6220-01	LTO-1 2000, LVD SCSI, 200GB, with LCD display, 1 LTO-1 Ultrium drive.	\$5,206.00	26.50%	\$	3,826.20	\$5,206.00	26.50%	\$	3,826.20
Single Tape Systems - LTO-1 2000 Series		ADIC	99-6221-01	LTO-1 2000, HVD SCSI, 200GB, with LCD display, 1 LTO-1 Ultrium drive.	\$5,706.00	26.50%	\$	4,193.70	\$5,706.00	26.50%	\$	4,193.70
Scalar 100 Libraries		ADIC	99-6702-01	Scalar 100 SDLT/DLT, 60 slots (50 data slots, 10-slot mailbox). Replaces 99-6616-03 and 99-6602-03.	\$16,816.00	26.50%	\$	12,359.55	\$16,816.00	26.50%	\$	12,359.55

Commonwealth of Virginia Enterprise Storage Devices
Attachment D - SERVICES Price List

Supplier Name:

Advanced Digital Information Corporation
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Submitted By:

Gabriella Herkert

Services Price List

Product Description Fields					Government Pricing			Academic Pricing			
Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Pricing Description	Index Price	Percentage Discount	Net Price Offered to Commonwealth	Index Price	Percentage Discount	Net Price Offered to Commonwealth
Upgrade Component Installation		ADIC	7-00017-02	Use when adding to an existing installation. Zone 1 installation of additional drives (up to 12).	Use when adding to an existing installation. Zone 1 installation of additional drives (up to 12).	\$ 1,250.00	16%	\$ 1,050.00	\$ 1,250.00	16%	\$ 1,050.00
Upgrade Component Installation		ADIC	7-00017-03	Use when adding to an existing installation. Zone 1 installation of a redundant power supply.	Use when adding to an existing installation. Zone 1 installation of a redundant power supply.	\$ 1,000.00	16%	\$ 840.00	\$ 1,000.00	16%	\$ 840.00
Upgrade Component Installation		ADIC	7-00017-04	Zone 1 installation of an RMU. Use when adding to an existing installation.	Zone 1 installation of an RMU. Use when adding to an existing installation.	\$ 625.00	16%	\$ 525.00	\$ 625.00	16%	\$ 525.00
Hardware Installation		ADIC	7-00017-05	Standard Scalar 1000 SCSI library installation. Initial Number installation covers control module and up to 3 expansion modules. Secondary installation covers up to 3 expansion modules. Replaces 99-0170-01. Unless otherwise noted, charges apply on a per unit basis. Installations are performed during normal business hours. Installations must be performed by ADIC or an ADIC authorized service provider.	Standard Scalar 1000 SCSI library installation. Initial Number installation covers control module and up to 3 expansion modules. Secondary installation covers up to 3 expansion modules. Replaces 99-0170-01. Unless otherwise noted, charges apply on a per unit basis. Installations are performed during normal business hours. Installations must be performed by ADIC or an ADIC authorized service provider.	\$ 2,500.00	16%	\$ 2,100.00	\$ 2,500.00	16%	\$ 2,100.00
Upgrade Component Installation		ADIC	7-00017-06	Use when adding to an existing installation. Scalar 1000 hardware upgrade service install for 93- Number 5321-01. Includes installation of hardware upgrades and up to 12 drive modules.	Use when adding to an existing installation. Scalar 1000 hardware upgrade service install for 93- Number 5321-01. Includes installation of hardware upgrades and up to 12 drive modules.	\$ 2,500.00	16%	\$ 2,100.00	\$ 2,500.00	16%	\$ 2,100.00
Hardware Installation		ADIC	7-00017-10	Scalar 10K -- Zone 1 Library Install, SCSI attached. Unless otherwise noted, charges apply on a per unit basis. Installations are performed during normal business hours. Installations must be performed by ADIC or an ADIC authorized service provider.	Scalar 10K -- Zone 1 Library Install, SCSI attached. Unless otherwise noted, charges apply on a per unit basis. Installations are performed during normal business hours. Installations must be performed by ADIC or an ADIC authorized service provider.	\$ 7,500.00	16%	\$ 6,300.00	\$ 7,500.00	16%	\$ 6,300.00
Upgrade Component Installation		ADIC	7-00017-41	Use when adding to an existing installation. Zone 1 Scalar 1000 installation of an AIT-3 or SDLT drive upgrade (up to 12).	Use when adding to an existing installation. Zone 1 Scalar 1000 installation of an AIT-3 or SDLT drive upgrade (up to 12).	\$ 2,500.00	16%	\$ 2,100.00	\$ 2,500.00	16%	\$ 2,100.00
Professional Services Installation		ADIC	7-00017-47	Scalar DLC solution Installation for Scalar 10K. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	Scalar DLC solution Installation for Scalar 10K. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	\$ 3,750.00	16%	\$ 3,150.00	\$ 3,750.00	16%	\$ 3,150.00
Professional Services Installation		ADIC	7-00017-51	Zone 1, Scalar 1000 Scalar DLC solution installation (Required).	Zone 1, Scalar 1000 Scalar DLC solution installation (Required).	\$ 3,750.00	16%	\$ 3,150.00	\$ 3,750.00	16%	\$ 3,150.00
Upgrade Component Installation		ADIC	7-00017-55	Zone 1, Scalar 10K Tower Modules (up to 3).	Zone 1, Scalar 10K Tower Modules (up to 3).	\$ 2,500.00	16%	\$ 2,100.00	\$ 2,500.00	16%	\$ 2,100.00
Professional Services Pathlight 5000, Gateway or Add-on SNC Installation		ADIC	7-00018-21	1 to 3 Appliances.	1 to 3 Appliances.	\$ 5,625.00	16%	\$ 4,725.00	\$ 5,625.00	16%	\$ 4,725.00
Professional Services Pathlight 5000, Gateway or Add-on SNC Installation		ADIC	7-00018-25	4 to 8 Appliances.	4 to 8 Appliances.	\$ 11,250.00	16%	\$ 9,450.00	\$ 11,250.00	16%	\$ 9,450.00
Professional Services Pathlight 5000, Gateway or Add-on SNC Installation		ADIC	7-00018-29	9 to 12 Appliances.	9 to 12 Appliances.	\$ 18,875.00	16%	\$ 15,855.00	\$ 18,875.00	16%	\$ 15,855.00
Professional Services Upgrade Component Installation		ADIC	7-00018-37	Additional FC or SNW Drives (up to 12).	Additional FC or SNW Drives (up to 12).	\$ 4,375.00	16%	\$ 3,675.00	\$ 4,375.00	16%	\$ 3,675.00
Professional Services Installation		ADIC	7-00018-45	Zone 1, Up to: 4 SNCs, 12 Storage Networking Drives, 2 Hub or Switch, 6 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	Zone 1, Up to: 4 SNCs, 12 Storage Networking Drives, 2 Hub or Switch, 6 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	\$ 9,375.00	16%	\$ 7,875.00	\$ 9,375.00	16%	\$ 7,875.00
Professional Services Installation		ADIC	7-00018-49	Zone 1, Up to: 2 SNCs, 8 Storage Networking Drives, 1 Hub or Switch, 3 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	Zone 1, Up to: 2 SNCs, 8 Storage Networking Drives, 1 Hub or Switch, 3 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	\$ 6,875.00	16%	\$ 5,775.00	\$ 6,875.00	16%	\$ 5,775.00
Professional Services Installation		ADIC	7-00018-53	Zone 1, Up to: 1 SNC, 4 Storage Networking Drives, 1 Hub or Switch, 2 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	Zone 1, Up to: 1 SNC, 4 Storage Networking Drives, 1 Hub or Switch, 2 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	\$ 5,625.00	16%	\$ 4,725.00	\$ 5,625.00	16%	\$ 4,725.00

Professional Services Installation		ADIC	7-00018-57	Zone 1, Use in addition to standard library installation when Fibre Channel set up and configuration is needed. Up to: 6 SNCs, 24 Storage Networking Drives, 3 Hubs or Switches, 10 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	Zone 1, Use in addition to standard library installation when Fibre Channel set up and configuration is needed. Up to: 6 SNCs, 24 Storage Networking Drives, 3 Hubs or Switches, 10 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	\$	15,625.00	16%	\$	13,125.00	\$	15,625.00	16%	\$	13,125.00
Professional Services Installation		ADIC	7-00018-85	Zone 1, Up to: 1 SNC, 4 SNW Drives, LTO LVD Conversion, 1 Hub or Switch, 2 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	Zone 1, Up to: 1 SNC, 4 SNW Drives, LTO LVD Conversion, 1 Hub or Switch, 2 HBAs. Use in addition to standard library installation when Fibre Channel set up and configuration is needed.	\$	6,875.00	16%	\$	5,775.00	\$	6,875.00	16%	\$	5,775.00
Professional Services Installation		ADIC	7-00018-85	Zone 1, Up to: 4 Storage Networking Drives, SC100 Power Upgrade, 1 Hub or Switch, 2 HBAs.	Zone 1, Up to: 4 Storage Networking Drives, SC100 Power Upgrade, 1 Hub or Switch, 2 HBAs.	\$	5,619.00	16%	\$	4,719.75	\$	5,619.00	16%	\$	4,719.75
Professional Services Installation		ADIC	7-00022-30	Pathlight VX Standard 10, 15, or 20 TB Solution, Installation, Zone 1.	Pathlight VX Standard 10, 15, or 20 TB Solution, Installation, Zone 1.	\$	5,625.00	16%	\$	4,725.00	\$	5,625.00	16%	\$	4,725.00
Professional Services Installation		ADIC	7-00022-34	Pathlight VX High-Performance 20, 30, or 40 TB Solution, Installation, Zone 1.	Pathlight VX High-Performance 20, 30, or 40 TB Solution, Installation, Zone 1.	\$	9,375.00	16%	\$	7,875.00	\$	9,375.00	16%	\$	7,875.00
Professional Services Upgrade Component Installation		ADIC	7-00022-38	Pathlight VX 5 TB Capacity Expansion Upgrade, Installation, Zone 1.	Pathlight VX 5 TB Capacity Expansion Upgrade, Installation, Zone 1.	\$	3,750.00	16%	\$	3,150.00	\$	3,750.00	16%	\$	3,150.00
Professional Services Upgrade Component Installation		ADIC	7-00022-42	Pathlight VX Performance Expansion Upgrade, Installation, Zone 1.	Pathlight VX Performance Expansion Upgrade, Installation, Zone 1.	\$	3,750.00	16%	\$	3,150.00	\$	3,750.00	16%	\$	3,150.00
Service Contracts: Scalar 100 Series		ADIC	7-00078-05	Scalar 100 Series, Zone 1, Silver Support Plan, Year 1.	Scalar 100 Series, Zone 1, Silver Support Plan, Year 1.	\$	1,575.00	6%	\$	1,488.38	\$	1,575.00	6%	\$	1,488.38
Service Contracts: Scalar 100 Series		ADIC	7-00078-06	Scalar 100 Series, Zone 1, Gold Support Plan, Year 1.	Scalar 100 Series, Zone 1, Gold Support Plan, Year 1.	\$	2,200.00	6%	\$	2,079.00	\$	2,200.00	6%	\$	2,079.00
Service Contracts: Scalar 100 Series		ADIC	7-00078-07	Scalar 100 Series, Zone 1, Bronze Support Plan, Years 2 or 3.	Scalar 100 Series, Zone 1, Bronze Support Plan, Years 2 or 3.	\$	1,625.00	6%	\$	1,535.63	\$	1,625.00	6%	\$	1,535.63
Service Contracts: Scalar 100 Series		ADIC	7-00078-08	Scalar 100 Series, Zone 1, Silver Support Plan, Years 2 or 3.	Scalar 100 Series, Zone 1, Silver Support Plan, Years 2 or 3.	\$	2,050.00	6%	\$	1,937.25	\$	2,050.00	6%	\$	1,937.25
Service Contracts: Scalar 100 Series		ADIC	7-00078-09	Scalar 100 Series, Zone 1, Gold Support Plan, Years 2 or 3.	Scalar 100 Series, Zone 1, Gold Support Plan, Years 2 or 3.	\$	2,850.00	6%	\$	2,693.25	\$	2,850.00	6%	\$	2,693.25
Service Contracts: Scalar 100 Series		ADIC	7-00078-10	Scalar 100 Series, Zone 1, Bronze Support Plan, Years 4+.	Scalar 100 Series, Zone 1, Bronze Support Plan, Years 4+.	\$	2,375.00	6%	\$	2,244.38	\$	2,375.00	6%	\$	2,244.38
Service Contracts: Scalar 100 Series		ADIC	7-00078-11	Scalar 100 Series, Zone 1, Silver Support Plan, Years 4+.	Scalar 100 Series, Zone 1, Silver Support Plan, Years 4+.	\$	2,975.00	6%	\$	2,811.38	\$	2,975.00	6%	\$	2,811.38
Service Contracts: Scalar 100 Series		ADIC	7-00078-12	Scalar 100 Series, Zone 1, Gold Support Plan, Years 4+.	Scalar 100 Series, Zone 1, Gold Support Plan, Years 4+.	\$	4,175.00	6%	\$	3,945.38	\$	4,175.00	6%	\$	3,945.38
Service Contracts: Scalar 1000 Series		ADIC	7-00081-05	Scalar 1000 Series, Zone 1, Silver Support Plan, Year 1.	Scalar 1000 Series, Zone 1, Silver Support Plan, Year 1.	\$	2,200.00	6%	\$	2,079.00	\$	2,200.00	6%	\$	2,079.00
Service Contracts: Scalar 1000 Series		ADIC	7-00081-06	Scalar 1000 Series, Zone 1, Gold Support Plan, Year 1.	Scalar 1000 Series, Zone 1, Gold Support Plan, Year 1.	\$	3,075.00	6%	\$	2,905.88	\$	3,075.00	6%	\$	2,905.88
Service Contracts: Scalar 1000 Series		ADIC	7-00081-07	Scalar 1000 Series, Zone 1, Bronze Support Plan, Years 2 or 3.	Scalar 1000 Series, Zone 1, Bronze Support Plan, Years 2 or 3.	\$	2,275.00	6%	\$	2,149.88	\$	2,275.00	6%	\$	2,149.88
Service Contracts: Scalar 1000 Series		ADIC	7-00081-08	Scalar 1000 Series, Zone 1, Silver Support Plan, Years 2 or 3.	Scalar 1000 Series, Zone 1, Silver Support Plan, Years 2 or 3.	\$	2,850.00	6%	\$	2,693.25	\$	2,850.00	6%	\$	2,693.25
Service Contracts: Scalar 1000 Series		ADIC	7-00081-09	Scalar 1000 Series, Zone 1, Gold Support Plan, Years 2 or 3.	Scalar 1000 Series, Zone 1, Gold Support Plan, Years 2 or 3.	\$	4,000.00	6%	\$	3,780.00	\$	4,000.00	6%	\$	3,780.00
Service Contracts: Scalar 1000 Series		ADIC	7-00081-10	Scalar 1000 Series, Zone 1, Bronze Support Plan, Years 4+.	Scalar 1000 Series, Zone 1, Bronze Support Plan, Years 4+.	\$	3,325.00	6%	\$	3,142.13	\$	3,325.00	6%	\$	3,142.13
Service Contracts: Scalar 1000 Series		ADIC	7-00081-11	Scalar 1000 Series, Zone 1, Silver Support Plan, Years 4+.	Scalar 1000 Series, Zone 1, Silver Support Plan, Years 4+.	\$	4,175.00	6%	\$	3,945.38	\$	4,175.00	6%	\$	3,945.38
Service Contracts: Scalar 1000 Series		ADIC	7-00081-12	Scalar 1000 Series, Zone 1, Gold Support Plan, Years 4+.	Scalar 1000 Series, Zone 1, Gold Support Plan, Years 4+.	\$	5,825.00	6%	\$	5,504.63	\$	5,825.00	6%	\$	5,504.63
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-05	Scalar 10K base (w/700 slots), Zone 1, Silver Support Plan, Year 1.	Scalar 10K base (w/700 slots), Zone 1, Silver Support Plan, Year 1.	\$	7,200.00	6%	\$	6,804.00	\$	7,200.00	6%	\$	6,804.00
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-06	Scalar 10K base (w/700 slots), Zone 1, Gold Support Plan, Year 1.	Scalar 10K base (w/700 slots), Zone 1, Gold Support Plan, Year 1.	\$	10,075.00	6%	\$	9,520.88	\$	10,075.00	6%	\$	9,520.88
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-07	Scalar 10K base (w/700 slots), Zone 1, Bronze Support Plan, Years 2 or 3.	Scalar 10K base (w/700 slots), Zone 1, Bronze Support Plan, Years 2 or 3.	\$	7,475.00	6%	\$	7,063.88	\$	7,475.00	6%	\$	7,063.88
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-08	Scalar 10K base (w/700 slots), Zone 1, Silver Support Plan, Years 2 or 3.	Scalar 10K base (w/700 slots), Zone 1, Silver Support Plan, Years 2 or 3.	\$	9,350.00	6%	\$	8,835.75	\$	9,350.00	6%	\$	8,835.75
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-09	Scalar 10K base (w/700 slots), Zone 1, Gold Support Plan, Years 2 or 3.	Scalar 10K base (w/700 slots), Zone 1, Gold Support Plan, Years 2 or 3.	\$	13,100.00	6%	\$	12,379.50	\$	13,100.00	6%	\$	12,379.50
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-10	Scalar 10K base (w/700 slots), Zone 1, Bronze Support Plan, Years 4+.	Scalar 10K base (w/700 slots), Zone 1, Bronze Support Plan, Years 4+.	\$	10,925.00	6%	\$	10,324.13	\$	10,925.00	6%	\$	10,324.13
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-11	Scalar 10K base (w/700 slots), Zone 1, Silver Support Plan, Years 4+.	Scalar 10K base (w/700 slots), Zone 1, Silver Support Plan, Years 4+.	\$	13,675.00	6%	\$	12,922.88	\$	13,675.00	6%	\$	12,922.88
Service Contracts: Scalar 10K with 700 Slots		ADIC	7-00082-12	Scalar 10K base (w/700 slots), Zone 1, Gold Support Plan, Years 4+.	Scalar 10K base (w/700 slots), Zone 1, Gold Support Plan, Years 4+.	\$	19,125.00	6%	\$	18,073.13	\$	19,125.00	6%	\$	18,073.13
Service Contracts: Scalar i2000 with 100 Slots		ADIC	7-00083-05	Scalar i2000 (w/100 slots), Zone 1, Silver Support Plan, Year 1.	Scalar i2000 (w/100 slots), Zone 1, Silver Support Plan, Year 1.	\$	2,500.00	6%	\$	2,362.50	\$	2,500.00	6%	\$	2,362.50
Service Contracts: Scalar i2000 with 100 Slots		ADIC	7-00083-06	Scalar i2000 (w/100 slots), Zone 1, Gold Support Plan, Year 1.	Scalar i2000 (w/100 slots), Zone 1, Gold Support Plan, Year 1.	\$	3,500.00	6%	\$	3,307.50	\$	3,500.00	6%	\$	3,307.50

Service Contracts: Scalar i2000 with 100 Slots	ADIC	7-00083-07	Scalar i2000 (w/100 slots), Zone 1, Bronze Support Plan, Years 2 or 3.	Scalar i2000 (w/100 slots), Zone 1, Bronze Support Plan, Years 2 or 3.	\$ 2,600.00	6%	\$ 2,457.00	\$ 2,600.00	6%	\$ 2,457.00
Service Contracts: Scalar i2000 with 100 Slots	ADIC	7-00083-08	Scalar i2000 (w/100 slots), Zone 1, Silver Support Plan, Years 2 or 3.	Scalar i2000 (w/100 slots), Zone 1, Silver Support Plan, Years 2 or 3.	\$ 3,250.00	6%	\$ 3,071.25	\$ 3,250.00	6%	\$ 3,071.25
Service Contracts: Scalar i2000 with 100 Slots	ADIC	7-00083-09	Scalar i2000 (w/100 slots), Zone 1, Gold Support Plan, Years 2 or 3.	Scalar i2000 (w/100 slots), Zone 1, Gold Support Plan, Years 2 or 3.	\$ 4,525.00	6%	\$ 4,276.13	\$ 4,525.00	6%	\$ 4,276.13
Service Contracts: Scalar i2000 with 100 Slots	ADIC	7-00083-10	Scalar i2000 (w/100 slots), Zone 1, Bronze Support Plan, Years 4+.	Scalar i2000 (w/100 slots), Zone 1, Bronze Support Plan, Years 4+.	\$ 3,800.00	6%	\$ 3,591.00	\$ 3,800.00	6%	\$ 3,591.00
Service Contracts: Scalar i2000 with 100 Slots	ADIC	7-00083-11	Scalar i2000 (w/100 slots), Zone 1, Silver Support Plan, Years 4+.	Scalar i2000 (w/100 slots), Zone 1, Silver Support Plan, Years 4+.	\$ 4,725.00	6%	\$ 4,465.13	\$ 4,725.00	6%	\$ 4,465.13
Service Contracts: Scalar i2000 with 100 Slots	ADIC	7-00083-12	Scalar i2000 (w/100 slots), Zone 1, Gold Support Plan, Years 4+.	Scalar i2000 (w/100 slots), Zone 1, Gold Support Plan, Years 4+.	\$ 6,625.00	6%	\$ 6,260.63	\$ 6,625.00	6%	\$ 6,260.63
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-05	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Silver Support Plan, Year 1.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Silver Support Plan, Year 1.	\$ 900.00	6%	\$ 850.50	\$ 900.00	6%	\$ 850.50
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-06	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Gold Support Plan, Year 1.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Gold Support Plan, Year 1.	\$ 1,000.00	6%	\$ 945.00	\$ 1,000.00	6%	\$ 945.00
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-07	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Bronze Support Plan, Years 2 or 3.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Bronze Support Plan, Years 2 or 3.	\$ 1,200.00	6%	\$ 1,134.00	\$ 1,200.00	6%	\$ 1,134.00
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-08	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Silver Support Plan, Years 2 or 3.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Silver Support Plan, Years 2 or 3.	\$ 1,350.00	6%	\$ 1,275.75	\$ 1,350.00	6%	\$ 1,275.75
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-09	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Gold Support Plan, Years 2 or 3.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Gold Support Plan, Years 2 or 3.	\$ 1,500.00	6%	\$ 1,417.50	\$ 1,500.00	6%	\$ 1,417.50
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-10	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Bronze Support Plan, Years 4+.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Bronze Support Plan, Years 4+.	\$ 1,500.00	6%	\$ 1,417.50	\$ 1,500.00	6%	\$ 1,417.50
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-11	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Silver Support Plan, Years 4+.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Silver Support Plan, Years 4+.	\$ 1,600.00	6%	\$ 1,512.00	\$ 1,600.00	6%	\$ 1,512.00
Service Contracts: Scalar 10K and i2000 Price Per Additional 100 Slots	ADIC	7-00084-12	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Gold Support Plan, Years 4+.	Scalar 10K and i2000 Price per 100 Slots (COD model), Zone 1, Gold Support Plan, Years 4+.	\$ 1,700.00	6%	\$ 1,606.50	\$ 1,700.00	6%	\$ 1,606.50
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-05	Scalar 1000 Expansion Module, Zone 1, Silver Support Plan, Year 1.	Scalar 1000 Expansion Module, Zone 1, Silver Support Plan, Year 1.	\$ 625.00	6%	\$ 590.63	\$ 625.00	6%	\$ 590.63
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-06	Scalar 1000 Expansion Module, Zone 1, Gold Support Plan, Year 1.	Scalar 1000 Expansion Module, Zone 1, Gold Support Plan, Year 1.	\$ 875.00	6%	\$ 826.88	\$ 875.00	6%	\$ 826.88
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-07	Scalar 1000 Expansion Module, Zone1, Bronze Support Plan, Years 2 or 3.	Scalar 1000 Expansion Module, Zone1, Bronze Support Plan, Years 2 or 3.	\$ 650.00	6%	\$ 614.25	\$ 650.00	6%	\$ 614.25
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-08	Scalar 1000 Expansion Module, Zone 1, Silver Support Plan, Years 2 or 3.	Scalar 1000 Expansion Module, Zone 1, Silver Support Plan, Years 2 or 3.	\$ 825.00	6%	\$ 779.63	\$ 825.00	6%	\$ 779.63
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-09	Scalar 1000 Expansion Module, Zone 1, Gold Support Plan, Years 2 or 3.	Scalar 1000 Expansion Module, Zone 1, Gold Support Plan, Years 2 or 3.	\$ 1,150.00	6%	\$ 1,086.75	\$ 1,150.00	6%	\$ 1,086.75
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-10	Scalar 1000 Expansion Module, Zone 1, Bronze Support Plan, Years 4+.	Scalar 1000 Expansion Module, Zone 1, Bronze Support Plan, Years 4+.	\$ 950.00	6%	\$ 897.75	\$ 950.00	6%	\$ 897.75
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-11	Scalar 1000 Expansion Module, Zone 1, Silver Support Plan, Years 4+.	Scalar 1000 Expansion Module, Zone 1, Silver Support Plan, Years 4+.	\$ 1,200.00	6%	\$ 1,134.00	\$ 1,200.00	6%	\$ 1,134.00
Service Contracts: Scalar 1000 Expansion Module	ADIC	7-00085-12	Scalar 1000 Expansion Module, Zone 1, Gold Support Plan, Years 4+.	Scalar 1000 Expansion Module, Zone 1, Gold Support Plan, Years 4+.	\$ 1,675.00	6%	\$ 1,582.88	\$ 1,675.00	6%	\$ 1,582.88
Service Contracts: Per SCSI Drive	ADIC	7-00086-05	Per SCSI Drive, Zone 1, Silver Support Plan, Year 1.	Per SCSI Drive, Zone 1, Silver Support Plan, Year 1.	\$ 325.00	6%	\$ 307.13	\$ 325.00	6%	\$ 307.13
Service Contracts: Per SCSI Drive	ADIC	7-00086-06	Per SCSI Drive, Zone 1, Gold Support Plan, Year 1.	Per SCSI Drive, Zone 1, Gold Support Plan, Year 1.	\$ 450.00	6%	\$ 425.25	\$ 450.00	6%	\$ 425.25
Service Contracts: Per SCSI Drive	ADIC	7-00086-07	Per SCSI Drive, Zone 1, Bronze Support Plan, Years 2 or 3.	Per SCSI Drive, Zone 1, Bronze Support Plan, Years 2 or 3.	\$ 325.00	6%	\$ 307.13	\$ 325.00	6%	\$ 307.13
Service Contracts: Per SCSI Drive	ADIC	7-00086-08	Per SCSI Drive, Zone 1, Silver Support Plan, Years 2 or 3.	Per SCSI Drive, Zone 1, Silver Support Plan, Years 2 or 3.	\$ 425.00	6%	\$ 401.63	\$ 425.00	6%	\$ 401.63
Service Contracts: Per SCSI Drive	ADIC	7-00086-09	Per SCSI Drive, Zone 1, Gold Support Plan, Years 2 or 3.	Per SCSI Drive, Zone 1, Gold Support Plan, Years 2 or 3.	\$ 575.00	6%	\$ 543.38	\$ 575.00	6%	\$ 543.38
Service Contracts: Per SCSI Drive	ADIC	7-00086-10	Per SCSI Drive, Zone 1, Bronze Support Plan, Years 4+.	Per SCSI Drive, Zone 1, Bronze Support Plan, Years 4+.	\$ 1,150.00	6%	\$ 1,086.75	\$ 1,150.00	6%	\$ 1,086.75
Service Contracts: Per SCSI Drive	ADIC	7-00086-11	Per SCSI Drive, Zone 1, Silver Support Plan, Years 4+.	Per SCSI Drive, Zone 1, Silver Support Plan, Years 4+.	\$ 1,425.00	6%	\$ 1,346.63	\$ 1,425.00	6%	\$ 1,346.63

Service Contracts: Per SCSI Drive		ADIC	7-00086-12	Per SCSI Drive, Zone 1, Gold Support Plan, Years 4+.	Per SCSI Drive, Zone 1, Gold Support Plan, Years 4+.	\$ 2,000.00	6%	\$ 1,890.00	\$ 2,000.00	6%	\$ 1,890.00
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-05	Per FC or Storage Networking Drive, Zone 1, Silver Support Plan, Year 1.	Per FC or Storage Networking Drive, Zone 1, Silver Support Plan, Year 1.	\$ 700.00	6%	\$ 661.50	\$ 700.00	6%	\$ 661.50
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-06	Per FC or Storage Networking Drive, Zone 1, Gold Support Plan, Year 1.	Per FC or Storage Networking Drive, Zone 1, Gold Support Plan, Year 1.	\$ 975.00	6%	\$ 921.38	\$ 975.00	6%	\$ 921.38
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-07	Per FC or Storage Networking Drive, Zone 1, Bronze Support Plan, Years 2 or 3.	Per FC or Storage Networking Drive, Zone 1, Bronze Support Plan, Years 2 or 3.	\$ 725.00	6%	\$ 685.13	\$ 725.00	6%	\$ 685.13
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-08	Per FC or Storage Networking Drive, Zone 1, Silver Support Plan, Years 2 or 3.	Per FC or Storage Networking Drive, Zone 1, Silver Support Plan, Years 2 or 3.	\$ 900.00	6%	\$ 850.50	\$ 900.00	6%	\$ 850.50
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-09	Per FC or Storage Networking Drive, Zone 1, Gold Support Plan, Years 2 or 3.	Per FC or Storage Networking Drive, Zone 1, Gold Support Plan, Years 2 or 3.	\$ 1,275.00	6%	\$ 1,204.88	\$ 1,275.00	6%	\$ 1,204.88
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-10	Per FC or Storage Networking Drive, Zone 1, Bronze Support Plan, Years 4+.	Per FC or Storage Networking Drive, Zone 1, Bronze Support Plan, Years 4+.	\$ 2,525.00	6%	\$ 2,386.13	\$ 2,525.00	6%	\$ 2,386.13
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-11	Per FC or Storage Networking Drive, Zone 1, Silver Support Plan, Years 4+.	Per FC or Storage Networking Drive, Zone 1, Silver Support Plan, Years 4+.	\$ 3,150.00	6%	\$ 2,976.75	\$ 3,150.00	6%	\$ 2,976.75
Service Contracts: Per FC or Storage Networking Drive		ADIC	7-00087-12	Per FC or Storage Networking Drive, Zone 1, Gold Support Plan, Years 4+.	Per FC or Storage Networking Drive, Zone 1, Gold Support Plan, Years 4+.	\$ 4,400.00	6%	\$ 4,158.00	\$ 4,400.00	6%	\$ 4,158.00
Service Contracts: Scalar 24		ADIC	7-00089-04	Scalar 24, Zone 1, Bronze Support Plan, Year 1.	Scalar 24, Zone 1, Bronze Support Plan, Year 1.	\$ 875.00	6%	\$ 826.88	\$ 875.00	6%	\$ 826.88
Service Contracts: Scalar 24		ADIC	7-00089-05	Scalar 24, Zone 1, Silver Support Plan, Year 1.	Scalar 24, Zone 1, Silver Support Plan, Year 1.	\$ 1,100.00	6%	\$ 1,039.50	\$ 1,100.00	6%	\$ 1,039.50
Service Contracts: Scalar 24		ADIC	7-00089-06	Scalar 24, Zone 1, Gold Support Plan, Year 1.	Scalar 24, Zone 1, Gold Support Plan, Year 1.	\$ 1,550.00	6%	\$ 1,464.75	\$ 1,550.00	6%	\$ 1,464.75
Service Contracts: Scalar 24		ADIC	7-00089-07	Scalar 24, Zone 1, Bronze Support Plan, Years 2 or 3.	Scalar 24, Zone 1, Bronze Support Plan, Years 2 or 3.	\$ 1,150.00	6%	\$ 1,086.75	\$ 1,150.00	6%	\$ 1,086.75
Service Contracts: Scalar 24		ADIC	7-00089-08	Scalar 24, Zone 1, Silver Support Plan, Years 2 or 3.	Scalar 24, Zone 1, Silver Support Plan, Years 2 or 3.	\$ 1,425.00	6%	\$ 1,346.63	\$ 1,425.00	6%	\$ 1,346.63
Service Contracts: Scalar 24		ADIC	7-00089-09	Scalar 24, Zone 1, Gold Support Plan, Years 2 or 3.	Scalar 24, Zone 1, Gold Support Plan, Years 2 or 3.	\$ 2,000.00	6%	\$ 1,890.00	\$ 2,000.00	6%	\$ 1,890.00
Service Contracts: Scalar 24		ADIC	7-00089-10	Scalar 24, Zone 1, Bronze Support Plan, Years 4+.	Scalar 24, Zone 1, Bronze Support Plan, Years 4+.	\$ 1,675.00	6%	\$ 1,582.88	\$ 1,675.00	6%	\$ 1,582.88
Service Contracts: Scalar 24		ADIC	7-00089-11	Scalar 24, Zone 1, Silver Support Plan, Years 4+.	Scalar 24, Zone 1, Silver Support Plan, Years 4+.	\$ 2,100.00	6%	\$ 1,984.50	\$ 2,100.00	6%	\$ 1,984.50
Service Contracts: Scalar 24		ADIC	7-00089-12	Scalar 24, Zone 1, Gold Support Plan, Years 4+.	Scalar 24, Zone 1, Gold Support Plan, Years 4+.	\$ 2,925.00	6%	\$ 2,764.13	\$ 2,925.00	6%	\$ 2,764.13
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00102-05	Pathlight VX Standard 10 TB Solution, Zone 1, Silver Support Plan, Year 1.	Pathlight VX Standard 10 TB Solution, Zone 1, Silver Support Plan, Year 1.	\$ 17,500.00	6%	\$ 16,537.50	\$ 17,500.00	6%	\$ 16,537.50
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00102-06	Pathlight VX Standard 10 TB Solution, Zone 1, Gold Support Plan, Year 1.	Pathlight VX Standard 10 TB Solution, Zone 1, Gold Support Plan, Year 1.	\$ 21,875.00	6%	\$ 20,671.88	\$ 21,875.00	6%	\$ 20,671.88
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00102-07	Pathlight VX Standard 10 TB Solution, Zone 1, Bronze Support Plan, Year 2 or beyond.	Pathlight VX Standard 10 TB Solution, Zone 1, Bronze Support Plan, Year 2 or beyond.	\$ 16,250.00	6%	\$ 15,356.25	\$ 16,250.00	6%	\$ 15,356.25
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00102-08	Pathlight VX Standard 10 TB Solution, Zone 1, Silver Support Plan, Year 2 or beyond.	Pathlight VX Standard 10 TB Solution, Zone 1, Silver Support Plan, Year 2 or beyond.	\$ 22,750.00	6%	\$ 21,498.75	\$ 22,750.00	6%	\$ 21,498.75
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00102-09	Pathlight VX Standard 10 TB Solution, Zone 1, Gold Support Plan, Year 2 or beyond.	Pathlight VX Standard 10 TB Solution, Zone 1, Gold Support Plan, Year 2 or beyond.	\$ 28,450.00	6%	\$ 26,885.25	\$ 28,450.00	6%	\$ 26,885.25
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00103-05	Pathlight VX Standard 15 TB Solution, Zone 1, Silver Support Plan, Year 1.	Pathlight VX Standard 15 TB Solution, Zone 1, Silver Support Plan, Year 1.	\$ 22,400.00	6%	\$ 21,168.00	\$ 22,400.00	6%	\$ 21,168.00
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00103-06	Pathlight VX Standard 15 TB Solution, Zone 1, Gold Support Plan, Year 1.	Pathlight VX Standard 15 TB Solution, Zone 1, Gold Support Plan, Year 1.	\$ 28,000.00	6%	\$ 26,460.00	\$ 28,000.00	6%	\$ 26,460.00
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00103-07	Pathlight VX Standard 15 TB Solution, Zone 1, Bronze Support Plan, Year 2 or beyond.	Pathlight VX Standard 15 TB Solution, Zone 1, Bronze Support Plan, Year 2 or beyond.	\$ 20,800.00	6%	\$ 19,656.00	\$ 20,800.00	6%	\$ 19,656.00
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00103-08	Pathlight VX Standard 15 TB Solution, Zone 1, Silver Support Plan, Year 2 or beyond.	Pathlight VX Standard 15 TB Solution, Zone 1, Silver Support Plan, Year 2 or beyond.	\$ 29,125.00	6%	\$ 27,523.13	\$ 29,125.00	6%	\$ 27,523.13
Service Contracts: Pathlight VX Standard Solution		ADIC	7-00103-09	Pathlight VX Standard 15 TB Solution, Zone 1, Gold Support Plan, Year 2 or beyond.	Pathlight VX Standard 15 TB Solution, Zone 1, Gold Support Plan, Year 2 or beyond.	\$ 36,400.00	6%	\$ 34,398.00	\$ 36,400.00	6%	\$ 34,398.00

**Commonwealth of Virginia Enterprise Storage Devices
Attachment E - Discounts**

Supplier Name: Advanced Digital Information Corporation
Submitted By: Gabriella Herkert

Transaction-based discount

For a transaction that is more than:	Offeror will add an additional discount of: (%)
\$ 5,000.00	0.00%
\$ 10,000.00	0.00%
\$ 50,000.00	0.00%
\$ 100,000.00	0.00%
\$ 200,000.00	0.00%
\$ 500,000.00	0.50%
\$ 1,000,000.00	1.00%
\$ 2,000,000.00	2.00%

Annual volume-based discount

Once the following volume threshold is met:	Offeror will add an additional discount of X% for all subsequent purchases in a calendar year:
\$ 50,000.00	0.00%
\$ 100,000.00	0.00%
\$ 500,000.00	0.00%
\$ 1,000,000.00	0.50%
\$ 2,000,000.00	1.00%
\$ 3,000,000.00	2.00%
\$ 4,000,000.00	3.00%
\$ 5,000,000.00	4.00%