

PC

Intel or AMD Based

<i>Minimum Configurations</i>	Unit Price	Discount %	Unit Discounted Price
A. Standard Desktop Offering	\$853.00	25%	\$646.00
2.4 Ghz Core 2 Duo E6600/ 2 Ghz Athlon 64 X2 3800+ or equivalent			
Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
80GB SATA drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
17" LCD Monitor (minimum)			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Discount %	Unit Discounted Price
B. Premium Desktop Offering	\$1,188.00	25%	\$902.00
3-GHz Core 2 Duo E6850 or equivalent			
Discrete Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
120GB SATA drive or greater			
CDRW/ DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
21" LCD Monitor			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

Units above are base offerings.

AMD processors must be at least equivalent to listed Intel processors

<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

"Dell reserves the right to price specific opportunities greater than the discount range listed above. This pricing will be strictly limited to the specific purchase in question, and will not impact or change the discount range offered by Dell."

Dell's discount is product line dependent, which is why we provided a minimum discount percentage discount off List/Web Price KST and Dell expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Desktop Offering - Dell	
Base Unit:	OptiPlex 740 Desktop, Athlon 64 X2 4400+ (2.3GHz,512KBX2) (223-5962)
Processor:	NTFS File System,Factory Install (420-3699)
Memory:	2GB,Non-ECC,667MHZ DDR2,2X1GB Dell OptiPlex 740 and 330 (311-6444)
Keyboard:	Dell USB Keyboard,No Hot Keys English,Black,Optiplex (310-8010)
Monitor:	Dell E178FP,Wide,17 Inch Flat Panel 17.0 Inch Viewable ImageSize,OptiPlex,Precision and Latitude (320-5786)
Video Card:	Integrated NVIDIA Quadro NVS 210S Graphics,Dell OptiPlex 740 (320-5170)
Hard Drive:	80GB SATA,7200 RPM Hard Drive with Data Burst Cache,Dell OptiPlex 740 (341-3999)
Floppy Disk Drive:	No Floppy Drive with Optical Filler Panel,Dell OptiPlex 740Desktop (341-4003)
Operating System:	Vista Home Basic Service Pack 1,with Media,32 Bit English Dell Optiplex (420-8464)
Mouse:	Dell USB 2 Button Optical Mouse with Scroll,Black OptiPlex (310-9627)

TBU:	RoHS Compliant Lead Free Chassis and Motherboard,Dell OptiPlex (464-1131)
CD-ROM or DVD-ROM Drive:	16X DVD+-RW,SATA,Roxio Creator Dell Edition,Dell OptiPlex740 Desktop or Minitower (313-4972)

B. Premium Desktop Offering - Dell

Base Unit:	OptiPlex 755 Desktop,Core 2 Duo E8400/3.0GHz,6M,VT,1333FSB (223-7079)
Processor:	NTFS File System,Factory Install (420-3699)
Memory:	2GB,Non-ECC,667MHZ DDR2,2X1GB OptiPlex 740 (311-7440)
Keyboard:	Dell USB Keyboard,No Hot Keys English,Black,Optiplex (310-8010)
Monitor:	Dell E228FP,Wide 22 Inch Flat Panel,22.0 Inch Viewable ImageSize,OptiPlex,Precision and Latitude (320-5204)
Video Card:	256MB ATI RADEON HD 2400 Pro Single Monitor Graphics w/DVI and TV Out,Low Profile,Dell OptiPlex (320-5740)
Hard Drive:	160GB SATA 3.0GB/s and 8MB Data Burst Cache,Dell OptiPlex755 (341-5473)
Floppy Disk Drive:	No Floppy Drive with Optical Enhanced Filter Panel,Dell OptiPlex 745 and 755 Desktop (341-4072)
Operating System:	Vista Home Basic Service Pack 1,with Media,32 Bit English Dell Optiplex (420-8464)
Mouse:	Dell USB 2 Button Optical Mouse with Scroll,Black OptiPlex (310-9627)
TBU:	ASF Basic Hardware Enabled Systems Management (No Upgrade to vPro/iAMT) Dell OptiPlex (310-9492)
CD-ROM or DVD-ROM Drive:	16X DVD+-RW,SATA,Dell OptiPlex 755 Desktop or Minitower (313-5426)

Notebook

Intel/ AMD Based

<i>Minimum Configurations</i>	Unit Price	Discount %	Unit Discounted Price
A. Standard Notebook Offering	\$1,045.00	15%	\$883.00
2 GHz Core 2 Duo T7300 or equivalent			
Integrated Graphics Media Accelerator (256mb RAM min)			
1GB RAM or greater			
80GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (optional)			
802.11a/b/g/draft-n intergrated wireless			
14.1 inch screen or greater			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Discount %	Unit Discounted Price
B. Premium Notebook Offering	\$1,595.00	15%	\$1,344.00
2.4 GHz Core 2 Duo T7700 or equivalent			
Discreet Graphics Media Accelerator (256mb RAM min)			
2GB RAM or greater			
120GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (Optional)			
802.11a/b/g/draft-n intergrated wireless			
17 inch screen or greater			
10/100/1000 RJ45			

Warranty is three years on-site. Additionally, you may offer depot.

Tablet

Intel/ AMD Based

	Unit Price	Discount %	Unit Discounted Price
C. Tablet Offering	\$2,694.00	15%	\$2,300.00
1.6-GHz Core 2 Duo L7500 or equivalent			
Discreet Graphics Media Accelerator (256mb RAM min)			
2GB RAM or greater			
80 GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive (external ok)			
Microsoft Vista Business Capable			
Integrated fingerprint reader (optional)			
802.11a/b/g/draft-n intergrated wireless			
12 inch screen or greater			
10/100/1000 RJ-45			

The processor in the Dell Tablet is a Core 2 Duo U7700 1.33GHz Ultra Low Voltage(ULV) This processor is designed to run at speeds lower the 1.6GHz, which reduces heat and provides increased battery life.

In addition, the Dell Tablet uses the ATI integrated Graphics Radeon Xpress X1250 instead a discrete graphics card to reduce heat and provide increased battery life. In addition, it provides equivalent performance to the graphics specification

Warranty is three years on-site. Additionally, you may offer depot.

AMD processors must be at least equivalent to listed Intel processors

Units above are base offerings.

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Dell's discount is product line dependent, which is why we provided a minimum discount percentage discount off List/Web Price KST and Dell expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Notebook Offering- Dell

Base Unit:	Vostro 1510, Intel Core 2 Duo T8100, 2.1GHz, 800MHz FSB, 3M L2 Cache (223-7548)
Processor:	15.4 inch Widescreen WXGA LCD for Vostro 1510 (320-6437)
Memory:	1GB, DDR2, 667MHz 2 DIMM (311-8548)
Video Card:	Intel Integrated Graphics Media Accelerator X3100 (320-6435)
Hard Drive:	80G 5400RPM SATA Hard Drive (341-6596)
Hard Drive Controller:	No UPEK Fingerprint Reader (311-8593)
Operating System:	Genuine Windows Vista Home Basic SP1 (420-8708)
Operating System:	CyberLink PowerDVD 8.0 DVD Playback (313-6183)
Operating System:	Image Restore,Vista,Dell OptiPlex,Precision and Latitude (420-6581)
Operating System:	Dell Icon Consolidation (420-7293)
Operating System:	Dell Support Center 2.0 for Dell Vostro (420-7658)
Modem:	No Modem is required (313-6194)
TBU:	Adobe Reader 8.1 (410-1100)
CD-ROM or DVD-ROM Drive:	8X DVD+/-RW with double-layer DVD+/-R write capability, withRoxio (313-6192)
Processor Cable:	Dell Wireless 1505 Wireless-N Mini-card (430-2889)
Documentation Diskette:	No Built in Camera and DigitalMicrophone (313-6184)
Bundled Software:	Intel Core 2 Duo Processor (310-8319)
Controller Option:	No Personalization LCD Back (313-6187)
Factory Installed Software:	No Anti-Virus/ Security Software requested (410-1054)
Feature	6-cell Lithium Ion Primary Battery, for Vostro 1510 (312-0685)

B. Premium Notebook Offering - Dell

Base Unit:	Vostro 1710, Intel Core 2 Duo T8300, 2.4GHz, 800MHz FSB, 3M L2 Cache (223-8030)
Processor:	17.0 Inch Widescreen WXGA+ LCDAnti-glare for Vostro 1710 (320-6526)

Memory:	2GB, DDR2, 667MHz 2 DIMM (311-8637)
Video Card:	256MB NVIDIA GeForce 8600M GS Graphics (320-6525)
Hard Drive:	160G 5400RPM SATA Hard Drive (341-6718)
Hard Drive Controller:	No UPEKM Fingerprint Reader (311-8640)
Operating System:	Genuine Windows Vista Home Basic SP1 (420-8708)
Operating System:	Dell Resource Cd Media vostro 1710 (330-1030)
Operating System:	Dell Icon Consolidation (420-7293)
Operating System:	Dell Support Center 2.0 for Dell Vostro (420-7658)
Operating System:	Image Restore,Vista,Dell OptiPlex,Precision and Latitude (420-6581)
Operating System:	CyberLink PowerDVD 8.0 DVD Playback (313-6183)
Modem:	No Modem is required (313-6246)
CD-ROM or DVD-ROM Drive:	8X DVD+/-RW with double-layer DVD+/-R write capability (313-6244)
CD-ROM or DVD-ROM Drive:	Roxio Creator Dell Edition 9.0for Dell Vostro (313-6191)
Sound Card:	Integrated High Definition Audio 2.0 (313-4783)
Processor Cable:	Dell Wireless 1505 Wireless-N Mini-card (430-2950)
Documentation Diskette:	No Built in Camera and DigitalMicrophone 1710 (313-6240)
Bundled Software:	No software package (412-0379)
Controller Option:	No Personalization LCD Back (313-6242)
Factory Installed Software:	No Anti-Virus/ Security Software requested (410-1054)
Feature	6-cell Lithium Ion Primary Battery, for Vostro 1710 (312-0703)

C. Tablet Offering - Dell

Base Unit:	Latitude XT, Core2 Duo U7700 1.33GHz ULV, 533Mhz, 2M L2 Cache, 12.1 inch WXGA DLV LCD (223-7955)
Memory:	2.0GB DDR2-667, SDRAM, 2 Dimms(1GB Integrated) Latitude XT (311-7719)
Keyboard:	Internal English Keyboard for Latitude XT Notebooks (310-9579)
Video Card:	ATI Integrated Graphics RadeonXpress X1250, Latitude XT (320-6133)
Hard Drive:	80GB Hard Drive, 8MM, 4200RPM for Latitude XT (341-5407)
Floppy Disk Drive:	No Floppy Drive for Latitude D-Family Notebooks (340-8854)
Operating System:	Vista Business Service Pack 1 with media, English, Latitude (420-8734)

TBU:	45 Watt AC Adpater with 3 Power Cord, Latitude XT (310-9586)
CD-ROM or DVD-ROM Drive:	D/BAY 8X DVD+/-RW for Latitude XT (313-6161)
CD-ROM or DVD-ROM Drive:	Cyberlink Power DVD 8.0 Playback Software WITH Media Dell Latitude/Mobile Precision (420-8667)
CD-ROM or DVD-ROM Drive:	Roxio Creator Dell Edition,9.0Dell Latitude/Mobile Precision (420-8010)
Processor Cable:	Dell Wireless 1505 Draft 802.11n WLAN Mini Card Latitude XT (430-2605)
Factory Installed Software:	Resource DVD with Diagnostics and Drivers for Vista LatitudeX1 Notebook (310-9584)
Feature	4-Cell/28 WHr Primary Battery for Dell Latitude XT (312-0605)



Hardware Configuration Center

Menu of Services with Pricing

VITA New
Price

Comments

Base Cost with image/configuration

Bundle A

Project Management	\$11.50	
Receiving and Staging all Hardware Equipment	\$9.20	Cost if being Imaged or Installed
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$10.35	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)
Image blast - hard drive blasting	\$10.35	Layer 0 or 1 Install
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.15	per serialized component per system
Custom ship/box label with reporting	\$5.75	
Custom packing slip with reporting	\$5.75	
	\$59.80	

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Base Cost with NO image or any configuration

Bundle B

Project Management	\$11.50	
Receiving and Staging all Hardware Equipment	\$9.20	If Asset is NOT Being Imaged or Installed by KST
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.15	per serialized component per system
Custom ship/box label with reporting	\$5.75	
	\$33.35	

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Warehouse

Receiving / Staging

Receiving and Staging all Hardware Equipment	\$11.50	Cost if HW being Imaged or Installed does not qualify for bundle savings
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Notes:

- 1) Prices are priced individually, Required bundle pricing may apply. With quantity a special rate may be negotiated
 - 2) Hardware is defined as: PC Bundle (CPU and Monitor with associated peripherals) or Laptop with Peripherals, scanner, plotter or printer.
- Each hardware device stands alone and require Receiving/Staging rates. With or with out configuration

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Depot/Configuration Center

PC, Notebook and Printer Integration

Project Management	\$13.80	
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$13.80	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)

Hard Drive Imaging (at KST / Staging Area)

Image blast - hard drive blasting	\$12.65	Layer 0 or 1 Install
Gold Master CD duplication	\$5.75	Recovery CD (to include with systems)
Custom image download via CD, DVD or network download (single load no drivers)	\$17.25	Using tools such as Altiris
Hand Loading of software package like Symantec, Veritas, Trend	\$5.75	Hand Load Apps Per Title
MS Office download	\$17.25	If Not on Std Image

Operating System Loading (Instead of Blasting Image)

Microsoft OS	\$40.25	
Linux	\$40.25	

Miscellaneous Setup

Raid set-up	\$11.50	
BIOS update and modification	\$5.75	includes adding asset information to the BIOS
Firmware update	\$5.75	Server or Printer Microcode update
Customer setup fee for consigned parts	\$23.00	one time fee per part to setup in inventory system
Customer setup fee to be set up as a vendor on our system	\$23.00	one time fee period

Asset Tagging

Custom asset tagging with reporting	\$8.05	End User Specific Instructions
Customer supplied asset tag with reporting	\$5.75	

Shipping - Required with all Orders

Custom Packaging and Labeling - Consolidation

Custom ship/box label with reporting	\$8.05	
Custom packing slip with reporting	\$8.05	

Normal Shipping - Inside Delivery to user Desk

24-72 hour turnaround	\$35.00	
Same day turn around	\$70.00	

Normal Shipping - Delivery to user Dock or Front Desk

24 hour turnaround	\$25.00	
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Same day turn around	\$50.00
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Bulk Shipping/Dock Only

Consolidation and Bulk Pack	\$7.00	Per Box Price. Includes Shrink-wrap and Pallet Service (Per System) Minimum weights apply
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Expediting Orders (Priority Service Turnaround, Does not include actual freight cost)

24 hour turnaround	\$23.00
Same day turn around	\$57.50

Time and Material rate

Out of scope general T&M rate	\$57.50
Other rates will be based on SOW provided by NGC/VITA	

Notes:

- 1) Prices are priced individually, Required bundle pricing may apply. With quantity a special rate may be negotiated
- 2) Hardware is defined as: PC Bundle (CPU and Monitor with associated peripherals) or Laptop with Peripherals, scanner, plotter or printer.

Optional Value-Add Services

Integration Services

Base Cost with image, configuration, inside delivery, on-site installation, data transfer, apps and peripherals

Bundle C

Receiving and Staging all Hardware Equipment	\$9.20	Cost if being Imaged or Installed
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$11.50	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)
Image blast - hard drive blasting	\$17.25	Layer 0 or 1 Install
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.73	per serialized component per system
Custom ship label with reporting	\$5.75	
Custom packing slip with reporting	\$5.75	
Deskside Delivery and New System Installation	\$57.50	With Data Migration and Apps
	\$114.43	

Mode of Shipping/Delivery needs to be selected and added to above total

Deskside / On Site Installation

Deskside Delivery and New System connection to network	\$60.00	No Data Migration-Basic Install of imaged unit. No other services
Printer Delivery and Installation	\$45.00	Local and Workgroup Devices (not Enterprise or Mainframe)
Printer Delivery and Installation	\$89.00	Enterprise Devices (not Mainframe)

Deskside Software Installation

Deskside Application Installation	\$79.35	Data, Apps, and Bookmarks/personality transfer from automation tools such as Altiris, Application load count up to 5. Apps are exempt from cap
Deskside Application Installation	\$51.75	Applications in Excess of 5 and up to 10

Deskside / On Site Cascade

Deskside Cascade Basic Setup/Install	\$92.00	Complete Cascade
Deskside Cascade Basic Setup/Full Install	\$184.00	Complete Cascade
Printer Cascade	\$80.50	Local and Workgroup Devices (not Enterprise or Mainframe)

MAC

Field Technician Engineer (FTE) Hourly Rate	\$57.50
Field Technician Equivalent (FTE) Monthly Rate	\$11,040.00

Asset Disposition

Disconnect / Deinstall / Disposition of Existing System	\$12.65
Data Drive Wipe (Govt Standards) - Data Destruction	\$9.20 per drive or asset to wipe

AV-VTC

Field Engineer Equivalent (FTE) Hourly Rate	\$97.75
Field Engineer Equivalent (FTE) Monthly Rate	\$14,720.00

PC Pool

Field Technician Equivalent (FTE) Hourly Rate	\$57.50
Field Technician Equivalent (FTE) Monthly Rate	\$11,040.00

Rack Server and Component Insertion into Cabinets

Server installation into cabinet	\$18.40
Other hardware insertions into cabinet	\$18.40
Cabling - (requires explicit instructions-based on time study)	\$0.00 varies due to complexity and time
Rack level testing-(requires TPI - based on time study)	\$0.00 varies due to complexity and time

Time and Material rate

Out of scope general T&M rate	\$57.50
Field Technician Equivalent (FTE) Hourly Rate	\$57.50
Other rates will be based on SOW provided by NGC/VITA	

Image Management

Field Engineer Equivalent (FTE) Monthly Rate	\$14,720.00
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Dell provides services that can be customized based on a customer's needs and requirements. The services are scoped with a customer and custom statements of work are developed based on each opportunity. Each project can be determined as fixed fee/fixed deliverable, time & materials, or price per asset. This category includes any and all services that Dell offers. "Services" are broadly classed as installation/de-installation, maintenance, support, training, migration, management, optimization of products offered, supplied, or related technology. These types of services may include, but are not limited to: warranty services, maintenance, installation, installation of software, de-installation, factory integration (software or equipment components), asset management, recycling/disposal, training and certification, pre-implementation design, disaster recovery planning and support, service desk/helpdesk, assessment, implementation, and any other directly related technical support service required for the effective operation of a product/technology offered or supplied.

All Services have a minimum of 0% discount. This category also includes any and all 3rd party services that Dell offers

Below is a list of sample services and sample prices. Each engagement requires to be scoped appropriately. The services listed below are representative services and are not all inclusive of the services Dell can provide. Please see your Dell sales representative for assistance on scoping a services engagement.

Category	Short Description	Price
Desktop Installation Services	Desktop Installation	\$56.00
	Desktop Deinstallation	\$11.00
	New Periperral Install (during Basic installation)	\$16.00
	Hard Drive Removal (during Basic Installation)	\$11.00
	Asset tagging (during basic installation)	\$4.50
	Peer to peer data migration (during basic installation)	\$28.00
	attended imaging via CD (during basic installation)	\$27.00
Asset recovery services	Additional GB Migration (during basic installation)	\$6.50
	Asset Recovery Services: 1 piece DHL Maile	\$28.00
	Asset Recovery Services: 1 piece Box & DHL Maile	\$53.00
	Asset Return Services: Lease Return Transportation plus Datawipe and Settlement Report	\$60.00
	Asset Return Services: Lease Return Transportation only	\$30.00
	Asset Return Services: Data wipe 21-50	\$16.25
Factory Services	Asset Return Services: Data wipe less than 51-200	\$15.75
	Asset Return Services: Data wipe less than 201+	\$13.25
	Factory Asset Tag	\$7.00
	Factory Image Load	\$25.00
Server Installation Services	Factory based project setup	\$20.00
	Server Installation of Windows Operating System on 1 Dell Server	\$399.00
	Server Installation of Windows Operating System on 2+ Dell Serve	\$299.00
	Server Onsite Installation, PowerEdge Hardware and Windows OS insta	\$299.00
	Remote Configuration of a Dell PowerEdge SC Series Serve	\$179.00
	Installation, Migration and Deinstallation of an Existing Server to a PowerEdge Server (1-5)	\$1,599.00
	Installation, Migration and Deinstallation of an Existing Server to a PowerEdge Server (6+)	\$1,999.00
Technology Services	Remote Migration of a Server to a New Server and Operating System	\$1,599.00
	Microsoft Office SharePoint Server Requirements Discovery	\$19,170.00
	Oracle Migration Readiness Assessment, Small 1 database	\$24,000.00
	Oracle Migration Readiness Assessment, Medium 2 databases	\$44,100.00
	Oracle Migration Readiness Assessment, Large 3 databases	\$65,500.00
	Energy Smart Data Center Assessment Mini, up to 500 sq ft	\$11,950.00
	Energy Smart Data Center Assessment Small, 501-1000 sq ft	\$17,500.00
	Energy Smart Data Center Assessment Medium, 1001-1500 sq ft	\$22,500.00
	Energy Smart Data Center Assessment Large, 1501-2500 sq ft	\$31,500.00
	Exchange 2007 Readiness Assessment	\$10,750.00
Netware to OES Assessment and Travel, 1-50 servers	\$12,500.00	

	Netware to OES Assessment and Travel, 50-100 servers	\$25,000.00
	Windows Server Technology Workshop	\$10,499.00
	Backup Restore Archive Assessment, Entry	\$13,800.00
	Backup Restore Archive Assessment, Standard	\$17,200.00
	Backup Restore Archive Assessment, Large	\$24,200.00
	Data Mgmt and Storage Tech Assessment, Entry	\$10,900.00
	Data Mgmt and Storage Tech Assessment, Standard	\$14,300.00
	Data Mgmt and Storage Tech Assessment, Large	\$21,300.00
	Storage For Server Virtualization Assessment, Entry	\$10,900.00
	Storage For Server Virtualization Assessment, Standard	\$14,300.00
	Storage For Server Virtualization Assessment, Large	\$21,300.00
	Dell File Simplification Assessment	\$6,000.00
	DPS-INF Unified Communication Technology Workshop Session	\$10,964.00
	IT Simplification Assessment, Mini	\$58,000.00
	IT Simplification Assessment, Small	\$110,000.00
	IT Simplification Assessment, Medium	\$162,000.00
	IT Simplification Assessment, Large	\$216,000.00
	Backup Monitoring Setup, Enterprise(176-250 Hosts)	\$34,500.00
	Backup Monitoring Annual, Enterprise(176-250 Hosts)	\$179,800.00
	Managed Backup Setup, Entry(up to 50 Hosts)	\$34,200.00
	Managed Backup Annual, Entry(up to 50 Hosts)	\$178,000.00
	Tiered Storage Design, Entry (up to 50 Hosts)	\$20,350.00
	Tiered Storage Design, Standard (51-100 Hosts)	\$34,250.00
	Tiered Storage Design, Enterprise (101-250 Hosts)	\$54,250.00
	Disaster Recovery Design,Std(Upto 2 Data Cntr,4 rem offc,2 appl or 4 recvry svcs)	\$137,600.00
	Citrix Xen Server Technology Introduction (2 XenServer + 1 XenCenter)	\$12,200.00
	VIRTUALIZATION READINESS ASSESSMENT UP TO 25 SERVERS	\$9,900.00
	Virtualization Readiness Assessment, up to 75 servers	\$16,500.00
	Virtualization Readiness Assessment - Medium	\$22,200.00
	Virtualization Readiness Assessment - Large	\$32,000.00
	VMWare P2V Migrations Workshop Consulting Service	\$8,200.00
	VMware Infrastructure Upgrade Workshop	\$11,200.00
	Virtual Infrastructure Health Check	\$11,200.00
	VMWare Combined ESX and Virtual Center Workshop Consulting Service	\$12,200.00
	VMware Combined ESX, Virtual Center and P2V Workshop Consulting Service	\$15,700.00
	Unified Communication Technology Workshop Session	\$10,964.00
	DMS Application Management Packaging/ Virtualization per package	\$850.00
	DMS Life Cycle Assessment	\$80,000.00
	DMS Window Vista Readiness Assessment	\$25,000.00
	DMS Window Office 2007 Assessment	\$35,000.00
	DMS Image Management X Image (for XP SP2 or 1 OS)	\$20,000.00
	DMS Dell Automated Deployment Basic	\$29,000.00
	DMS Dell Automated Deployment Standard	\$49,000.00
	DMS Dell Automated Deployment Advanced	\$100,000.00
	DMS Dell Automated Deployment Enterprise	\$182,000.00
	DMS Flex Computing Assessment Lite	\$20,000.00
	DMS Flex Computing Assessment Standard	\$44,493.00
Training	Vmware Installation, Configuration and Management: Open Enrollment	\$2,995.00
	Introduction to PC 90 day Access (Online)	\$10.00

	Microsoft Office 2007 Starter Pack with Live Tutor (Online)	\$20.00
	Windows Vista Strater Pack with Live Tutor (Online)	\$15.00
	Windows Vista and Office 2007 Starter Pack with Live Tutor (Online)	\$25.00
	Complete eLearning Pack with Live Tutor (Online)	\$99.00
	Office Corporate Starter Pack (Online)	\$10.00
	PowerEdge Configuration and Troubleshooting {Austin}	\$1,395.00
	PowerEdge Configuration and Troubleshooting {Customer's Site}	\$7,995.00
	Dell Hardware Maintenance - Client (Portables, Desktops, Workstations) {Austin}	\$995.00
	Dell Hardware Maintenance - Client (Portables, Desktops, Workstations) {Customer's site}	\$6,995.00
	DCSE Exam (online with basic self-study material)	\$179.00

Peripherals

Minimum Configurations

A. Flash Drives	Unit Price	Discount %	Unit Discounted Price
2 GB	10.99	10.00%	\$9.89
4 GB	18.99	10.00%	\$17.09
8 GB	37.99	10.00%	\$34.19

B. Monitors (<i>wide aspect</i>)	Unit Price	Discount %	Unit Discounted Price
17" LCD	199	10.00%	\$179.10
19" LCD	244	10.00%	\$219.60
21" LCD	279	10.00%	\$251.10

C. Docking Station	Unit Price	Discount %	Unit Discounted Price
Ethernet- RJ45	85.99	10.00%	\$77.39
Audio Line In/Out			
Video- 15 Pin High Density			
Keyboard USB			
Mouse USB			

D. Port Replicator	Unit Price	Discount %	Unit Discounted Price
Audio Headpnone	89.99	10.00%	\$80.99
Audio RCA Digital Coax			
Ethernet- RJ45			
Video- S-Video			
Video- RCA Composite			
Serial- 9 Pin D-Shell			
Serial- RJ 11 Mod			

The port relpicator meets all the specifications except for Audio RCA Digital Coax, Video- S-Video and Video-RCA Composite.

E. External USB Floppy Drive	Unit Price	Discount %	Unit Discounted Price
1.44MB	32.99	10.00%	\$29.69

F. Network Interface Cards	Unit Price	Discount %	Unit Discounted Price
10/100/1000 BASE-T (RJ 45)	49.99	10.00%	\$44.99

G. Mouse	Unit Price	Discount %	Unit Discounted Price
Optical Scroll Mouse- PS/2	10.99	10.00%	\$9.89
Optical Scroll Mouse- USB	17.99	10.00%	\$16.19

H. Keyboard	Unit Price	Discount %	Unit Discounted Price
Standard Keyboard- PS/2	10.99	10.00%	\$9.89
Standard Keyboard- USB	22.99	10.00%	\$20.69

I. Battery Back Up Unit	Unit Price	Discount %	Unit Discounted Price
Outout Capacity- 865Watts/ 1440VA	497.95	10.00%	\$448.16
Nominal Output/Input Voltage- 120V			
Output Connection Type- (6) NEMA 5-15R			
Half Load Run Time- 20 minutes			
Full Load Run Time- 7 minutes			
Rackmount/Tower			

Warranty is manufacturer's warranty

Units above are base offerings.

<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

"Dell reserves the right to price specific opportunities greater than the discount range listed above. This pricing will be strictly limited to the specific purchase in question, and will not impact or change the discount range offered by Dell."

Dell's discount is product line dependent, which is why we provided a minimum discount percentage discount off List/Web Price KST and Dell expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

Rugged Notebooks

Intel/ AMD Based

Partial Mil Spec 810.F (shock, vibration, etc)

<i>Minimum Configurations</i>	Unit Price	Discount %	Unit Discounted Price
A. Standard Rugged Notebook Offering	\$2,250.00	15%	\$1,899.00
2 GHz Core 2 Duo T7300 or equivalent			
Integrated Graphics Media Accelerator (256mb RAM min)			
1GB RAM or greater			
80GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (optional)			
802.11a/b/g/draft-n intergrated wireless			
12 inch screen or greater			
10/100/1000 RJ45			
56K RJ-11			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Discount %	Unit Discounted Price
B. Premium Rugged Notebook Offering	\$2,315.00	15%	\$1,955.00
2.4 GHz Core 2 Duo T7700 or equivalent			
Discreet Graphics Media Accelerator (256mb RAM min)			
2GB RAM or greater			
120GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (Optional)			
802.11a/b/g/draft-n intergrated wireless			
14 inch screen or greater			
10/100/1000 RJ-45			

56K RJ-11

Warranty is three years on-site. Additionally, you may offer depot.

Units above are base offerings.

AMD processors must be at least equivalent to listed Intel processors

<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

"Dell reserves the right to price specific opportunities greater than the discount range listed above. This pricing will be strictly limited to the specific purchase in question, and will not impact or change the discount range offered by Dell."

Dell's discount is product line dependent, which is why we provided a minimum discount percentage discount off List/Web Price

KST and Dell expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Rugged Notebook Offering - Dell

Base Unit:	Latitude ATG D630, Intel Core 2 Duo T7500, 2.20GHz, 800MHz 4M L2 Cache, Dual Core (222-9601)
Processor:	14.1 Inch Wide Screen WXGA RGLCD for Latitude ATG D630 (320-5548)
Memory:	1.0GB, DDR2-667 SDRAM, 2 DIMM for Dell Latitude Notebooks (311-5685)
Keyboard:	Internal English Keyboard for Latitude Notebooks (310-8768)
Video Card:	Intel Integrated Graphics Media Accelerator X3100 Latitude ATG D630 (320-5549)
Hard Drive:	80GB Hard Drive 9.5MM, 5400RPM for Latitude ATG D630 (341- 4873)
Hard Drive Controller:	Standard Touchpad for LatitudeD630 (310-8792)
Floppy Disk Drive:	No Floppy Drive for Latitude D-Family Notebooks (340-8854)
Operating System:	Vista Home Basic Service Pack 1, with media, English Latitude (420-8732)
TBU:	65W AC Adapter for Latitude D-Family (310-7283)
CD-ROM or DVD-ROM Drive:	8X DVD+/-RW for Latitude D-Family (313-5638)

CD-ROM or DVD-ROM Drive:	Cyberlink Power DVD 8.0 Playback Software WITH Media Dell Latitude/Mobile Precision (420-8667)
CD-ROM or DVD-ROM Drive:	Roxio Creator Dell Edition, 9.0 Dell Latitude/Mobile Precision (420-8010)
Processor Cable:	Intel 4965 WLAN (802.11a/g/n) mini Card Latitude, Factory Install (430-2375)
Factory Installed Software:	Resource DVD with Diagnostics and Drivers for Vista Latitude D630 Notebook (310-9096)
Feature	6-Cell/56 WHr Primary Battery Latitude D630 (312-0484)

B. Premium Rugged Notebook Offering - Dell

Base Unit:	Latitude ATG D630, Intel Core 2 Duo T8300, 2.40GHz, 800Mhz 3M L2 Cache, Dual Core (223-5649)
Processor:	14.1 Inch Wide Screen WXGA RGB LCD for Latitude ATG D630 (320-5548)
Memory:	2.0GB, DDR2-667 SDRAM, 2 DIMM for Dell Latitude Notebooks (311-5687)
Keyboard:	Internal English Keyboard for Latitude Notebooks (310-8768)
Video Card:	Intel Integrated Graphics Media Accelerator X3100 Latitude ATG D630 (320-5549)
Hard Drive:	120GB Hard Drive 9.5MM 5400RPM for Latitude ATG D630 (341-4875)
Hard Drive Controller:	Standard Touchpad for Latitude D630 (310-8792)
Floppy Disk Drive:	No Floppy Drive for Latitude D-Family Notebooks (340-8854)
Operating System:	Vista Home Basic Service Pack 1, with media, English Latitude (420-8732)
TBU:	65W AC Adapter for Latitude D-Family (310-7283)
CD-ROM or DVD-ROM Drive:	8X DVD+/-RW for Latitude D-Family (313-5638)
CD-ROM or DVD-ROM Drive:	Cyberlink Power DVD 8.0 Playback Software WITH Media Dell Latitude/Mobile Precision (420-8667)
CD-ROM or DVD-ROM Drive:	Roxio Creator Dell Edition, 9.0 Dell Latitude/Mobile Precision (420-8010)
Processor Cable:	Intel 4965 WLAN (802.11a/g/n) mini Card Latitude, Factory Install (430-2375)
Factory Installed Software:	Resource DVD with Diagnostics and Drivers for Vista Latitude D630 Notebook (310-9096)
Feature	6-Cell/56 WHr Primary Battery Latitude D630 (312-0484)

Below is a list of sample services and sample prices. Each engagement requires to be scoped appropriately. The services listed below are representative services and are not all inclusive of the services that KST can provide. These services are available

Labor Category	Experience	Standard Business Hourly Rate	After Hours, Holiday and Weekend Hourly Rate
Business Applications Administrator	3 years	\$80/hr	\$80/hr
Software Developer (VB, ASP, C#, .Net)	3 years	\$80/hr	\$80/hr
Senior Software Developer (VB, ASP, C#, .Net)	5 years	\$95/hr	\$95/hr
Web Administrator (IIS)	3 years	\$65/hr	\$65/hr
Web Systems Engineer	3-5 years	\$75/hr	\$75/hr
Business Analyst	5 years	\$70/hr	\$70/hr
Senior Business Analyst	10 years	\$90/hr	\$90/hr
Network Security Administrator	4 years	\$98/hr	\$98/hr
Systems Administrator (Windows Server)	3 years	\$85/hr	\$85/hr
Senior Systems Administrator (Windows Server)	5 years	\$90/hr	\$90/hr
Systems Administrator (UNIX)	3 years	\$85/hr	\$85/hr
Network Engineer	3 years	\$90/hr	\$90/hr
Senior Network Engineer	5 years	\$105/hr	\$105/hr
PC Support Analyst	2 years	\$55/hr	\$55/hr
Senior PC Support Analyst	5 years	\$60/hr	\$60/hr

Project Manager	5 years	\$85/hr	\$85/hr
Senior Project Manager	10 years	\$105/hr	\$105/hr
Technical Writer	3 years	\$65/hr	\$65/hr
Database Administrator (SQL Server)	2 years	\$75/hr	\$75/hr
Senior Database Administrator (SQL Sever)	6 years	\$99/hr	\$99/hr
Data Architect	3 years	\$99/hr	\$99/hr
ETL Developer	2 years	\$99/hr	\$99/hr
Infrastructure Architect	4 years	\$90/hr	\$90/hr
Firewall Administration (Checkpoint, PIX, NetScreen)	3-5 years	\$97/hr	\$97/hr
Security Threat/Risk Assessment Engineer (Anti-virus, IDS Sensor & Application)	3-5 years	\$115/hr	\$115/hr
VPN	3 years	\$75/hr	\$75/hr
Windows Application Administration	4 years	\$65/hr	\$65/hr
Network/Citrix Administration	5 years	\$71/hr	\$71/hr
IPT (Cisco Telephony)	2 years	\$115/hr	\$115/hr
Cisco Call Manager	2 years	\$99/hr	\$99/hr
WAN Engineer (MPLS, ATM, Frame Relay, PPP, ISDN)	5 years	\$99/hr	\$99/hr
Active Directory Engineer	4 years	\$85/hr	\$85/hr
Exchange Engineer	4 years	\$75/hr	\$75/hr
Help Desk Analyst	2 years	\$50/hr	\$50/hr
Senior Help Desk Analyst	5 years	\$65/hr	\$65/hr
Support Magic Administration	3-5 years	\$80/hr	\$80/hr
VB.Net Developer	3 years	\$90/hr	\$90/hr
VB Programmer Analyst	3-5 years	\$75/hr	\$75/hr
ASP Programmer	4 years	\$85/hr	\$85/hr
Java Developer	3 years	\$90/hr	\$90/hr
QA Analyst	2-3 years	\$65/hr	\$65/hr

QA Tester	4-5 years	\$85/hr	\$85/hr
Cognos Report Writer	5 years	\$65/hr	\$65/hr
Stored Procedure Writer	5 years	\$65/hr	\$65/hr
Project Coordinator	1-3 years	\$40/hr	\$40/hr
Project Facilitator	3 years	\$50/hr	\$50/hr
Resource Development Manager	5 years	\$75/hr	\$75/hr
Modeling and Network Architecture	7-10 years	\$142/hr	\$142/hr
Security, Application or Information Architecture	7-10 years	\$150/hr	\$150/hr
Data Analyst	5 years	\$70/hr	\$70/hr
Senior Data Analyst	10 years	\$85/hr	\$85/hr

PC

Intel or AMD Based

<i>Minimum Configurations</i>	Unit Price	Addl VITA Discount %	Unit Discounted Price
A. Standard Desktop Offering	\$905.00	42%	\$525.00
2 Ghz Athlon 64 X2 3800+ or equivalent			
Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
80GB SATA drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
17" LCD Monitor (minimum)			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

<i>Minimum Configurations</i>	Unit Price	Addl VITA Discount %	Unit Discounted Price
A. Alternate Standard Desktop Offering	\$1,069.00	42%	\$619.00
2.4 Ghz Core 2 Duo E6600			
Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
80GB SATA drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
17" LCD Monitor (minimum)			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Addl VITA Discount %	Unit Discounted Price
B. Premium Desktop Offering	\$1,475.00	42%	\$855.00
3-GHz Core 2 Duo E6850 or equivalent			
Discrete Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
120GB SATA drive or greater			
CDRW/ DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
21" LCD Monitor			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

Units above are base offerings.

AMD processors must be at least equivalent to listed Intel processors

http://government.hp.com/products.asp?prodid=492&agencyid=136&state=CA&jumpid=re_r33_PSG_hed_prodlst_home

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HP's discount is product line specific, the minimum discount off List/Web Price applies to the quoted product line / product family only.

KST and HP expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Desktop Offering - HP	OEM P/N
HP Compaq dc5850 PC	AJ456AV
*Intel® Q33 Express chipset / Integrated Intel 82566DM Gigabit Network Connec	GX024AV#ABA
Standard PS - dc5 Ch	AJ471AV
HP dc5850 Country Kit	GX018AV#ABA
AMD Athlon® 4450B processor	AK499AV
2GB PC2-6400 (DDR2-800) 2x1GB	GX081AV
ATI Radeon HD 2400XT DH 256Mb (PCIe)	KJ030AV
80GB SATA NCQ HDD SMART IV 1st	GW059AV
SATA 48X/32X Combo 1st Drive	GX059AV
HP USB 2-Button Optical Scroll Mouse	GW366AV
HP USB Standard Keyboard	KH872AV#ABA
3-year (parts/labor/next business day on-site) limited warranty	GX194AV#ABA

A. Alternate Standard Desktop Offering - HP	OEM P/N
HP Compaq dc5800 Small Factor Factor	AJ411AV
*Intel® Q33 Express chipset / Integrated Intel 82566DM Gigabit Network Connec	GX024AV#ABA
Standard PS - dc5 SFF Ch	AJ417AV
HP dc5800 Country Kit	GX015AV#ABA
Intel® Core 2 Duo E6750 processor	AJ425AV
2GB PC2-6400 (DDR2-800) 2x1GB	GW343AV
ATI Radeon HD 2400XT DH 256Mb (PCIe)	KJ269AV
80GB SATA NCQ HDD SMART IV 1st	GW298AV
SATA 16X SuperMulti LightScribe - 1st	GW317AV
HP USB 2-Button Optical Scroll Mouse	GW366AV
HP USB Standard Keyboard	GX020AV#ABA
HP Parallel Port Adapter (This module is not allowed if all of the PCI and PCIe slots are occupied)	AJ407AV
3-year (parts/labor/next business day on-site) limited warranty - SFF	GX160AV#ABA

HP w17e 17-inch Widescreen LCD Monitor GV537A8#ABA Note: Monitor is priced separately, in the peripherals tab

B. Premium Desktop Offering - HP	OEM P/N
HP Compaq dc5800 Small Factor Factor	AJ411AV
*Intel® Q33 Express chipset / Integrated Intel 82566DM Gigabit Network Connec	GX024AV#ABA
Standard Power Supply - dc5 SFF Ch	AJ417AV
HP dc5800 Country Kit	GX015AV#ABA

Intel® Core 2 Duo E8300 processor	AL572AV
2GB PC2-6400 (DDR2-800) 2x1GB	GW343AV
ATI Radeon HD 2400XT DH 256Mb (PCIe)	KJ269AV
160GB SATA NCQ HDD SMART IV 1st	GW293AV
SATA 16X SuperMulti LightScribe - 1st	GW317AV
HP USB 2-Button Optical Scroll Mouse	GW366AV
HP USB Standard Keyboard	GX020AV#ABA
HP Parallel Port Adapter (This module is not allowed if all of the PCI and PCIe slots are occupied)	AJ407AV
3-year (parts/labor/next business day on-site) limited warranty - SFF	GX160AV#ABA
HP L2208w 22-inch Widescreen LCD Monitor	GX007A8#ABA

Note: Monitor is priced separately, in the peripherals tab

Notebook

Intel/ AMD Based

Minimum Configurations

	Unit Price	Discount %	Unit Discounted Price
A. Standard Notebook Offering	\$1,499.00	42%	\$870.00
2 GHz Core 2 Duo T7300 or equivalent			
Integrated Graphics Media Accelerator (256mb RAM min)			
1GB RAM or greater			
80GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (optional)			
802.11a/b/g/draft-n intergrated wireless			
14.1 inch screen or greater			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Discount %	Unit Discounted Price
B. Premium Notebook Offering	\$2,289.00	42%	\$1,325.00
2.4 GHz Core 2 Duo T7700 or equivalent			
Discreet Graphics Media Accelerator (256mb RAM min)			
2GB RAM or greater			
120GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (Optional)			
802.11a/b/g/draft-n intergrated wireless			
17 inch screen or greater			
10/100/1000 RJ45			

Warranty is three years on-site. Additionally, you may offer depot.

Tablet

Intel/ AMD Based

Unit Price	Discount %	Unit Discounted Price
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C. Tablet Offering	\$2,489.00	42%	\$1,440.00
1.6-GHz Core 2 Duo L7500 or equivalent			
Discreet Graphics Media Accelerator (256mb RAM min)			
2GB RAM or greater			
80 GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive (external ok)			
Microsoft Vista Business Capable			
Integrated fingerprint reader (optional)			
802.11a/b/g/draft-n intergrated wireless			
12 inch screen or greater			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

AMD processors must be at least equivalent to listed Intel processors

Units above are base offerings.

<http://ftpbox.us.HP.com/sg/weekly/HPpricereport.pdf>

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HP's discount is product line specific, the minimum discount off List/Web Price applies to the quoted product line / product family only.

KST and HP expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Notebook Offering- HP	OEM P/N
HP Compaq 6930p Notebook PC	KK082AV-CTO
Core 2 Duo P8400 2.26 GHz (2.26 Ghz, 1066 Mhz FSB)	
Mobile Intel Graphics Media Accelerator X4500MHD (up to 384M Shared Ram)	
1 GB (installed) / 8 GB (max) - DDR2 SDRAM - 800 MHz (1 x 1 GB)	
80 GB - Serial ATA-150 - 5400 rpm	
8x DVD/24x CD-RW Combo Drive	
SD Memory Card, Memory Stick, Memory Stick PRO, MultiMediaCard, xD-Picture Card	
Intel WiFi Link 5100	
14" Display, 1280 x 800 (WXGA)	

B. Premium Notebook Offering - HP	OEM P/N
HP Compaq 6830 Notebook PC Core 2 Duo T9300 2.5Ghz - 17" TFT, Mobile Intel PM45 Express ATI Mobility Radeon HD 3430 - 256 MB 2 GB (installed) / 8 GB (max) - DDR2 SDRAM - 800 MHz (1 x 2 GB) 120 GB - Serial ATA-150 - 5400 rpm DVDiRW (+R DL) / DVD-RAM SD Memory Card, Memory Stick, Memory Stick PRO, MultiMediaCard, xD-Picture Card Intel WiFi Link 5100 17" Display, 1440 x 900 (WXGA+)	KE977AV-CTO

C. Tablet Offering	OEM P/N
HP Compaq 2710p Notebook PC / Intel® Core™2 Duo Processor U7600 *Mobile Intel® Graphics Media Accelerator X3100, up to 384 MB of shared memory Genuine Windows Vista® Premium Logo Intel® Centrino™ Duo Label 12.1 inch diagonal Illumi-Lite, WXGA, anti-glare (1280 x 800) 2048MB 667 MHz DDR2 SDRAM (2 DIMM) 120 GB 5400rpm PATA Hard Drive Full-sized keyboard, Pointstick, Digital eraser pen Intel PRO/Wireless 4965ABG Network Connection HP Integrated Module with Bluetooth® Wireless Technology 56K v.92 modem Integrated Smart Card Reader 65W Smart AC Adapter 6-cell (44 WHr) Lithium-Ion battery Limited 3 year standard parts and labor warranty	GD188AV-CTO RU207AV#ABA RQ047AV GA914AV RU183AV RU189AV KP758AV RU224AV#ABA RZ002AV#ABA RU180AV RU161AV RU196AV RU225AV#ABA RU195AV RZ010AV#ABA
HP 2700 Series Ultra-Slim Expansion Base w/ 7-mm DVD+/-RW SuperMulti Drive	GD229AA#ABA

Peripherals

Minimum Configurations

Part No	A. Flash Drives	Unit Price	Addl VITA Discount %	Unit Discounted Price
	2 GB	10.99	12.00%	\$9.67
	4 GB	18.99	12.00%	\$16.71
	8 GB	37.99	12.00%	\$33.43

Part No	B. Monitors (wide aspect)	Unit Price	Addl VITA Discount %	Unit Discounted Price
GV537AA#ABA	w17e 17-inch Widescreen LCD Mon US	219	15.00%	\$186.15
GG458AA#ABA	HP w19 19" LCD Monitor US	251	15.00%	\$213.35
GP536AA#ABA	HP L1908w 19" Wide LCD Monitor US	230	15.00%	\$196.00
RD125AA#ABA	HP L2045w 20" LCD Monitor	329	15.00%	\$279.00
GX007AA#ABA	HP L2208w 22" LCD Monitor US	283	15.00%	\$240.55

Part No	C. Docking Station	Unit Price	Addl VITA Discount %	Unit Discounted Price
EN488AA#ABA	HP Docking Station 1.1 US	179	37.00%	\$112.77
EN489AA#ABA	HP Advncd Dock Station 1.1 US	289	40.00%	\$174.00
KP081AA#ABA	HP Advanced Docking Station w/ 150W	289	40.00%	\$174.00

Part No	D. Port Replicator	Unit Price	Addl VITA Discount %	Unit Discounted Price
EQ773AA#ABA	HP 2400 Series Docking Station US	129	23.00%	\$99.33
GD229AA#ABA	HP 2710p Series Docking Station US	349	36.00%	\$223.36
KP080AA#ABA	HP Basic Docking Station 120W	179	37.00%	\$112.77
AK155AA	HP Mobile Port Replicator	58	23.00%	\$44.98

Part No	E. External USB Floppy Drive	Unit Price	Addl VITA Discount %	Unit Discounted Price
DC361B	USB Floppy Drive	29	19.00%	\$23.49
FE477AA	HP 250GB Pocket Media Drive	148	19.00%	\$119.88

Part No	F. Network Interface Cards	Unit Price	Addl VITA Discount %	Unit Discounted Price
RT052AA#ABA	HP wWAN Cingular mini-card kit US	244	23.00%	\$187.88

RT081AA#ABA	WLAN Intel 4965 802.11abgn Pro/Wireless MiniCard	79	23.00%	\$60.83
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Part No	G. Mouse	Unit Price	Addl VITA Discount %	Unit Discounted Price
DC369A	USB / PS2 Optical Mouse	16	30.00%	\$11.20
RH304AA	HP USB Optical Travel Mouse	19	30.00%	\$13.30

Part No	H. Keyboard	Unit Price	Addl VITA Discount %	Unit Discounted Price
RC464AA#ABA	HP PS/2 Keyboard/Mouse Bundle US	39	29.00%	\$27.00
RC465AA#ABA	HP USB Keyboard/Mouse Bundle US	39	29.00%	\$27.00

Part No	I. Battery Back Up Unit	Unit Price	Addl VITA Discount %	Unit Discounted Price
AF403A	HP T1000 5-15P NA USB Serial UPS	387	15.00%	\$329.04
AF406A	HP T1500 5-15P NA USB Serial UPS	475	15.00%	\$404.01
AF409A	HP R/T2200,5-20P NA USB Serial UPS	832	15.00%	\$707.22
AF412A	HP R/T2200 2-U ERM Opt	440	15.00%	\$374.02

Warranty is manufacturer's warranty

Units above are base offerings.

HP Government Price is Available at:

<http://gem.compaq.com/gemstore/home.asp?oi=E9CED>

KST and HP expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

HP's discount is product line specific, the minimum discount off List/Web Price applies to the quoted product line / product family only.



Hardware Configuration Center

Menu of Services with Pricing

VITA New
Price

Comments

Base Cost with image/configuration

Bundle A

Project Management	\$11.50	
Receiving and Staging all Hardware Equipment	\$9.20	Cost if being Imaged or Installed
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$10.35	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)
Image blast - hard drive blasting	\$10.35	Layer 0 or 1 Install
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.15	per serialized component per system
Custom ship/box label with reporting	\$5.75	
Custom packing slip with reporting	\$5.75	
	\$59.80	

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Base Cost with NO image or any configuration

Bundle B

Project Management	\$11.50	
Receiving and Staging all Hardware Equipment	\$9.20	If Asset is NOT Being Imaged or Installed by KST
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.15	per serialized component per system
Custom ship/box label with reporting	\$5.75	
	\$33.35	

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Warehouse

Receiving / Staging

Receiving and Staging all Hardware Equipment	\$11.50	Cost if HW being Imaged or Installed does not qualify for bundle savings
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Notes:

- 1) Prices are priced individually, Required bundle pricing may apply. With quantity a special rate may be negotiated
 - 2) Hardware is defined as: PC Bundle (CPU and Monitor with associated peripherals) or Laptop with Peripherals, scanner, plotter or printer.
- Each hardware device stands alone and require Receiving/Staging rates. With or with out configuration

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Depot/Configuration Center

PC, Notebook and Printer Integration

Project Management	\$13.80	
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$13.80	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)

Hard Drive Imaging (at KST / Staging Area)

Image blast - hard drive blasting	\$12.65	Layer 0 or 1 Install
Gold Master CD duplication	\$5.75	Recovery CD (to include with systems)
Custom image download via CD, DVD or network download (single load no drivers)	\$17.25	Using tools such as Altiris
Hand Loading of software package like Symantec, Veritas, Trend	\$5.75	Hand Load Apps Per Title
MS Office download	\$17.25	If Not on Std Image

Operating System Loading (Instead of Blasting Image)

Microsoft OS	\$40.25	
Linux	\$40.25	

Miscellaneous Setup

Raid set-up	\$11.50	
BIOS update and modification	\$5.75	includes adding asset information to the BIOS
Firmware update	\$5.75	Server or Printer Microcode update
Customer setup fee for consigned parts	\$23.00	one time fee per part to setup in inventory system
Customer setup fee to be set up as a vendor on our system	\$23.00	one time fee period

Asset Tagging

Custom asset tagging with reporting	\$8.05	End User Specific Instructions
Customer supplied asset tag with reporting	\$5.75	

Shipping - Required with all Orders

Custom Packaging and Labeling - Consolidation

Custom ship/box label with reporting	\$8.05	
Custom packing slip with reporting	\$8.05	

Normal Shipping - Inside Delivery to user Desk

24-72 hour turnaround	\$35.00	
Same day turn around	\$70.00	

Normal Shipping - Delivery to user Dock or Front Desk

24 hour turnaround	\$25.00	
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Same day turn around	\$50.00
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Bulk Shipping/Dock Only

Consolidation and Bulk Pack	\$7.00	Per Box Price. Includes Shrink-wrap and Pallet Service (Per System) Minimum weights apply
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Expediting Orders (Priority Service Turnaround, Does not include actual freight cost)

24 hour turnaround	\$23.00
Same day turn around	\$57.50

Time and Material rate

Out of scope general T&M rate	\$57.50
Other rates will be based on SOW provided by NGC/VITA	

Notes:

- 1) Prices are priced individually, Required bundle pricing may apply. With quantity a special rate may be negotiated
- 2) Hardware is defined as: PC Bundle (CPU and Monitor with associated peripherals) or Laptop with Peripherals, scanner, plotter or printer.

Optional Value-Add Services

Integration Services

Base Cost with image, configuration, in-side delivery, on-site installation, data transfer, apps and peripherals

Bundle C

Receiving and Staging all Hardware Equipment	\$9.20	Cost if being Imaged or Installed
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$11.50	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)
Image blast - hard drive blasting	\$17.25	Layer 0 or 1 Install
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.73	per serialized component per system
Custom ship label with reporting	\$5.75	
Custom packing slip with reporting	\$5.75	
Deskside Delivery and New System Installation	\$57.50	With Data Migration and Apps
	\$114.43	

Mode of Shipping/Delivery needs to be selected and added to above total

Deskside / On Site Installation

Deskside Delivery and New System connection to network	\$60.00	No Data Migration-Basic Install of imaged unit. No other services
Printer Delivery and Installation	\$45.00	Local and Workgroup Devices (not Enterprise or Mainframe)
Printer Delivery and Installation	\$89.00	Enterprise Devices (not Mainframe)

Deskside Software Installation

Deskside Application Installation	\$79.35	Data, Apps, and Bookmarks/personality transfer from automation tools such as Altiris, Application load count up to 5. Apps are exempt from cap
Deskside Application Installation	\$51.75	Applications in Excess of 5 and up to 10

Deskside / On Site Cascade

Deskside Cascade Basic Setup/Install	\$92.00	Complete Cascade
Deskside Cascade Basic Setup/Full Install	\$184.00	Complete Cascade
Printer Cascade	\$80.50	Local and Workgroup Devices (not Enterprise or Mainframe)

MAC

Field Technician Engineer (FTE) Hourly Rate	\$57.50
Field Technician Equivalent (FTE) Monthly Rate	\$11,040.00

Asset Disposition

Disconnect / Deinstall / Disposition of Existing System	\$12.65
Data Drive Wipe (Govt Standards) - Data Destruction	\$9.20 per drive or asset to wipe

AV-VTC

Field Engineer Equivalent (FTE) Hourly Rate	\$97.75
Field Engineer Equivalent (FTE) Monthly Rate	\$14,720.00

PC Pool

Field Technician Equivalent (FTE) Hourly Rate	\$57.50
Field Technician Equivalent (FTE) Monthly Rate	\$11,040.00

Rack Server and Component Insertion into Cabinets

Server installation into cabinet	\$18.40
Other hardware insertions into cabinet	\$18.40
Cabling - (requires explicit instructions-based on time study)	\$0.00 varies due to complexity and time
Rack level testing-(requires TPI - based on time study)	\$0.00 varies due to complexity and time

Time and Material rate

Out of scope general T&M rate	\$57.50
Field Technician Equivalent (FTE) Hourly Rate	\$57.50
Other rates will be based on SOW provided by NGC/VITA	

Image Management

Field Engineer Equivalent (FTE) Monthly Rate	\$14,720.00
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Below is a list of sample services and sample prices. Each engagement requires to be scoped appropriately. The services listed below are representative services and are not all inclusive of the services that KST can provide. These services are available

Labor Category	Experience	Standard Business Hourly Rate	After Hours, Holiday and Weekend Hourly Rate
Business Applications Administrator	3 years	\$80/hr	\$80/hr
Software Developer (VB, ASP, C#, .Net)	3 years	\$80/hr	\$80/hr
Senior Software Developer (VB, ASP, C#, .Net)	5 years	\$95/hr	\$95/hr
Web Administrator (IIS)	3 years	\$65/hr	\$65/hr
Web Systems Engineer	3-5 years	\$75/hr	\$75/hr
Business Analyst	5 years	\$70/hr	\$70/hr
Senior Business Analyst	10 years	\$90/hr	\$90/hr
Network Security Administrator	4 years	\$98/hr	\$98/hr
Systems Administrator (Windows Server)	3 years	\$85/hr	\$85/hr
Senior Systems Administrator (Windows Server)	5 years	\$90/hr	\$90/hr
Systems Administrator (UNIX)	3 years	\$85/hr	\$85/hr
Network Engineer	3 years	\$90/hr	\$90/hr
Senior Network Engineer	5 years	\$105/hr	\$105/hr
PC Support Analyst	2 years	\$55/hr	\$55/hr
Senior PC Support Analyst	5 years	\$60/hr	\$60/hr

Project Manager	5 years	\$85/hr	\$85/hr
Senior Project Manager	10 years	\$105/hr	\$105/hr
Technical Writer	3 years	\$65/hr	\$65/hr
Database Administrator (SQL Server)	2 years	\$75/hr	\$75/hr
Senior Database Administrator (SQL Sever)	6 years	\$99/hr	\$99/hr
Data Architect	3 years	\$99/hr	\$99/hr
ETL Developer	2 years	\$99/hr	\$99/hr
Infrastructure Architect	4 years	\$90/hr	\$90/hr
Firewall Administration (Checkpoint, PIX, NetScreen)	3-5 years	\$97/hr	\$97/hr
Security Threat/Risk Assessment Engineer (Anti-virus, IDS Sensor & Application)	3-5 years	\$115/hr	\$115/hr
VPN	3 years	\$75/hr	\$75/hr
Windows Application Administration	4 years	\$65/hr	\$65/hr
Network/Citrix Administration	5 years	\$71/hr	\$71/hr
IPT (Cisco Telephony)	2 years	\$115/hr	\$115/hr
Cisco Call Manager	2 years	\$99/hr	\$99/hr
WAN Engineer (MPLS, ATM, Frame Relay, PPP, ISDN)	5 years	\$99/hr	\$99/hr
Active Directory Engineer	4 years	\$85/hr	\$85/hr
Exchange Engineer	4 years	\$75/hr	\$75/hr
Help Desk Analyst	2 years	\$50/hr	\$50/hr
Senior Help Desk Analyst	5 years	\$65/hr	\$65/hr
Support Magic Administration	3-5 years	\$80/hr	\$80/hr
VB.Net Developer	3 years	\$90/hr	\$90/hr
VB Programmer Analyst	3-5 years	\$75/hr	\$75/hr
ASP Programmer	4 years	\$85/hr	\$85/hr
Java Developer	3 years	\$90/hr	\$90/hr
QA Analyst	2-3 years	\$65/hr	\$65/hr

QA Tester	4-5 years	\$85/hr	\$85/hr
Cognos Report Writer	5 years	\$65/hr	\$65/hr
Stored Procedure Writer	5 years	\$65/hr	\$65/hr
Project Coordinator	1-3 years	\$40/hr	\$40/hr
Project Facilitator	3 years	\$50/hr	\$50/hr
Resource Development Manager	5 years	\$75/hr	\$75/hr
Modeling and Network Architecture	7-10 years	\$142/hr	\$142/hr
Security, Application or Information Architecture	7-10 years	\$150/hr	\$150/hr
Data Analyst	5 years	\$70/hr	\$70/hr
Senior Data Analyst	10 years	\$85/hr	\$85/hr

PC

Intel or AMD Based

<i>Minimum Configurations</i>	Unit Price	Addl VITA Discount %	Unit Discounted Price
A. Standard Desktop Offering	\$879.00	25%	\$655.00
2.4 Ghz Core 2 Duo E6600/ 2 Ghz Athlon 64 X2 3800+ or equivalent			
Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
80GB SATA drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
17" LCD Monitor (minimum)			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Addl VITA Discount %	Unit Discounted Price
B. Premium Desktop Offering	\$1,289.00	25%	\$960.00
3-GHz Core 2 Duo E6850 or equivalent			
Discrete Graphics Media Accelerator (256mb RAM minimum)			
2GB RAM or greater			
120GB SATA drive or greater			
CDRW/ DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Two Front Facing USB Ports or greater			
21" LCD Monitor			
Two button optical mouse with scroll wheel			
Keyboard with 103 keys			
10/100/1000 RJ-45			

Warranty is three years on-site. Additionally, you may offer depot.

Units above are base offerings.

AMD processors must be at least equivalent to listed Intel processors

http://government.Lenovo.com/products.asp?prodid=492&agencyid=136&state=CA&iumpid=re_r33_PSG_hed_prodlst_home

"Lenovo reserves the right to price specific opportunities greater than the discount range listed above. This pricing will be strictly limited to the specific purchase in question, and will not impact or change the discount range offered by Lenovo."
Lenovo's discount is product line dependent, which is why we provided a minimum discount percentage discount off List/Web Price
KST and Lenovo expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Desktop Offering - Lenovo	OEM P/N
ThinkCentre M57e Series - 3 Years Parts / 3 Years Labor On Site Warrant	9439CTO
Processor: Intel® Core™ 2 Duo E6750 Processor (2.66GHz 1333MHz 4MB L2)	
Operating System: Genuine Windows Vista Home Basic	
Total memory: 2GB PC2-5300 SDRAM (2 DIMMs)	
Video adapter: ATI Radeon HD 2400XT 256MB 64BIT DMS59 ATX	
Hard Drive: 80GB Hard Disk Drive, 7200RPM SATA II	
Optical device: DVD Recordable (With DVD Playback/Burner Software) for Vista	
Keyboard: Lenovo Preferred Pro USB Full Size Keyboard - US English	
Pointing Device: Lenovo Optical Wheel Mouse - USB	
Lenovo ThinkVision L171p 17in Digital/Analog LCD Monitor	

B. Premium Desktop Offering - Lenovo	OEM P/N
ThinkCentre M57e Series - 3 Years Parts / 3 Years Labor On Site Warrant	9439CTO
Processor: Intel® Core™ 2 Duo E8500 Processor (3.16GHz 1333MHz 6MB L2)	
Operating System: Genuine Windows Vista Home Basic	
Total memory: 2GB PC2-5300 SDRAM (2 DIMMs)	

Video adapter: ATI Radeon HD 2400XT 256MB 64BIT DMS59 ATX

Hard Drive: 160GB Hard Disk Drive, 7200RPM SATA II

Optical device: DVD Recordable (With DVD Playback/Burner Software) for Vista

Keyboard: Lenovo Preferred Pro USB Full Size Keyboard - US English

Pointing Device: Lenovo Optical Wheel Mouse - USB

Lenovo ThinkVision L220X 22in Wide Digital/Analog LCD Monitor

Notebook

Intel/ AMD Based

<i>Minimum Configurations</i>	Unit Price	Discount %	Unit Discounted Price
A. Standard Notebook Offering	\$1,049.00	25%	\$757.00
2 GHz Core 2 Duo T7300 or equivalent			
Integrated Graphics Media Accelerator (256mb RAM min)			
1GB RAM or greater			
80GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (optional)			
802.11a/b/g/draft-n intergrated wireless			
14.1 inch screen or greater			

Warranty is three years on-site. Additionally, you may offer depot.

	Unit Price	Discount %	Unit Discounted Price
B. Premium Notebook Offering	\$2,889.00	25%	\$2,160.00
2.4 GHz Core 2 Duo T7700 or equivalent			
Discreet Graphics Media Accelerator (256mb RAM min)			
2GB RAM or greater			
120GB SATA hard drive or greater			
CDRW/DVD+/-RW Combo Drive			
Microsoft Vista Business Capable			
Integrated fingerprint reader (Optional)			
802.11a/b/g/draft-n intergrated wireless			
17 inch screen or greater			
10/100/1000 RJ45			

Warranty is three years on-site. Additionally, you may offer depot.

Tablet

Intel/ AMD Based

	Unit Price	Discount %	Unit Discounted Price
C. Tablet Offering	\$2,029.00	25%	\$1,511.00

1.6-GHz Core 2 Duo L7500 or equivalent
Discreet Graphics Media Accelerator (256mb RAM min)
2GB RAM or greater
80 GB SATA hard drive or greater
CDRW/DVD+/-RW Combo Drive (external ok)
Microsoft Vista Business Capable
Integrated fingerprint reader (optional)
802.11a/b/g/draft-n intergrated wireless
12 inch screen or greater
10/100/1000 RJ-45

Warranty is three years on-site. Additionally, you may offer depot.

AMD processors must be at least equivalent to listed Intel processors

Units above are base offerings.

https://www.directlenovo.com/public/index.cfm?vcid=%27%29NSCU%3C%3C%2BQ%40%20%20ccc.rrr&maxid=ca&establish_cookie=true

"Lenovo reserves the right to price specific opportunities greater than the discount range listed above. This pricing will be strictly limited to the specific purchase in question, and will not impact or change the discount range offered by Lenovo."

Lenovo's discount is product line dependent, which is why we provided a minimum discount percentage discount off List/Web Price KST and Lenovo expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations

The specific configuration details of what we priced are:

A. Standard Notebook Offering- Lenovo	OEM P/N
ThinkPad R400 Processor: Intel® Core™ 2 Duo processor P8400 (2.26GHz - 1066 Mhz) Graphics: Intel GMA 4500MHD memory: 1 GB PC3-8500 DDR3 SDRAM 1067MHz SODIMM Memory (1 DIMM) Primary Hard Drive: Non-RAID HDD, 80 GB Hard Disk Drive Optical device: 24x CD-RW / 8x DVD-ROM combo - removable plug-in module Pointing Device: UltrNAV + Trackpoint Integrated WiFi wireless LAN adapters : Intel WiFi Link 5100 (IEEE 802.11 a/b/g/n draft) Display type: 14.1" WXGA LCD 1280x800	R400-7440-CTO

B. Premium Notebook Offering - Lenovo	OEM P/N
ThinkPad W700 Processor: Intel® Core™ 2 Duo processor T9400 (2.53GHz 1066MHz 6MBL2) Graphics: NVIDIA Quadro FX-2700 (DVI-DL+DisplayPort+ST) 512MB memory: 2 GB PC3-8500 DDR3 SDRAM 1067MHz SODIMM Memory (1 DIMM)	2757CTO

Peripherals

Minimum Configurations

Part No	A. Flash Drives	Unit Price	Add VITA Discount %	Unit Discounted Price
41U5119	2 GB	39	23.00%	30
41U5120	4 GB	59	23.00%	44
45J7905	8 GB	65	23.00%	49

Part No	B. Monitors (<i>wide aspect</i>)	Unit Price	Add VITA Discount %	Unit Discounted Price
4434HE1	Lenovo L197 19" W LCD Monitor	240	23.00%	185
4438HB6	Lenovo L200p 20" W LCD Monitor	270	23.00%	210
6622HB1	Lenovo L2240p 22" Wide LCD Monitor	350	23.00%	275

Part No	C. Docking Station	Unit Price	Add VITA Discount %	Unit Discounted Price

Part No	D. Port Replicator	Unit Price	Add VITA Discount %	Unit Discounted Price
250510W	THINKPAD ESSENTIAL PORT REPLICATOR	180	23.00%	140
250410U	THINKPAD ADVANCED MINI-DOCK - PORT REPLICATOR	220	23.00%	170

Part No	E. External USB Floppy Drive	Unit Price	Add VITA Discount %	Unit Discounted Price

Part No	F. Network Interface Cards	Unit Price	Add VITA Discount %	Unit Discounted Price

Part No	G. Mouse	Unit Price	Addl VITA Discount %	Unit Discounted Price
31P7405	LENOVO OPTICAL SCROLL MOUSE	24	23.00%	19
31P7410	LENOVO TRAVEL MOUSE	27	23.00%	19

Part No	H. Keyboard	Unit Price	Addl VITA Discount %	Unit Discounted Price
73P5220	PREFERRED PRO USB KEYBOARD US ENGLISH	30	23.00%	\$23.00

Part No	I. Battery Back Up Unit	Unit Price	Addl VITA Discount %	Unit Discounted Price

Warranty is manufacturer's warranty

Units above are base offerings.

HP Government Price is Available at:

<http://gem.compaq.com/gemstore/home.asp?oi=E9CED>

KST and HP expect to provide even more aggressive pricing every quarter as part of our 'Sweet Spot' recommendations



Hardware Configuration Center

Menu of Services with Pricing

VITA New
Price

Comments

Base Cost with image/configuration

Bundle A

Project Management	\$11.50	
Receiving and Staging all Hardware Equipment	\$9.20	Cost if being Imaged or Installed
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$10.35	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)
Image blast - hard drive blasting	\$10.35	Layer 0 or 1 Install
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.15	per serialized component per system
Custom ship/box label with reporting	\$5.75	
Custom packing slip with reporting	\$5.75	
	\$59.80	

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Base Cost with NO image or any configuration

Bundle B

Project Management	\$11.50	
Receiving and Staging all Hardware Equipment	\$9.20	If Asset is NOT Being Imaged or Installed by KST
Custom asset tagging with reporting	\$5.75	End User Specific Instructions
Component serial number capture, tracking and reporting	\$1.15	per serialized component per system
Custom ship/box label with reporting	\$5.75	
	\$33.35	

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Warehouse

Receiving / Staging

Receiving and Staging all Hardware Equipment	\$11.50	Cost if HW being Imaged or Installed does not qualify for bundle savings
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Notes:

- 1) Prices are priced individually, Required bundle pricing may apply. With quantity a special rate may be negotiated
 - 2) Hardware is defined as: PC Bundle (CPU and Monitor with associated peripherals) or Laptop with Peripherals, scanner, plotter or printer.
- Each hardware device stands alone and require Receiving/Staging rates. With or with out configuration

Mode of Shipping/Delivery needs to be selected and added to ALL transactions

Depot/Configuration Center

PC, Notebook and Printer Integration

Project Management	\$13.80	
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$13.80	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)

Hard Drive Imaging (at KST / Staging Area)

Image blast - hard drive blasting	\$12.65	Layer 0 or 1 Install
Gold Master CD duplication	\$5.75	Recovery CD (to include with systems)
Custom image download via CD, DVD or network download (single load no drivers)	\$17.25	Using tools such as Altiris
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Operating System Loading (Instead of Blasting Image)

Microsoft OS	\$40.25	
Linux	\$40.25	

Miscellaneous Setup

Raid set-up	\$11.50	
BIOS update and modification	\$5.75	includes adding asset information to the BIOS
Firmware update	\$5.75	Server or Printer Microcode update
Customer setup fee for consigned parts	\$23.00	one time fee per part to setup in inventory system
Customer setup fee to be set up as a vendor on our system	\$23.00	one time fee period

Asset Tagging

Custom asset tagging with reporting	\$8.05	End User Specific Instructions
Customer supplied asset tag with reporting	\$5.75	

Shipping - Required with all Orders

Custom Packaging and Labeling - Consolidation

Custom ship/box label with reporting	\$8.05	
Custom packing slip with reporting	\$8.05	

Normal Shipping - Inside Delivery to user Desk

24-72 hour turnaround	\$35.00	
Same day turn around	\$70.00	

Normal Shipping - Delivery to user Dock or Front Desk

24 hour turnaround	\$25.00	
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Same day turn around	\$50.00
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Bulk Shipping/Dock Only

Consolidation and Bulk Pack	\$7.00	Per Box Price. Includes Shrink-wrap and Pallet Service (Per System) Minimum weights apply
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Expediting Orders (Priority Service Turnaround, Does not include actual freight cost)

24 hour turnaround	\$23.00
Same day turn around	\$57.50

Time and Material rate

Out of scope general T&M rate	\$57.50
Other rates will be based on SOW provided by NGC/VITA	

Notes:

- 1) Prices are priced individually, Required bundle pricing may apply. With quantity a special rate may be negotiated
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Optional Value-Add Services

Integration Services

Base Cost with image, configuration, inside delivery, on-site installation, data transfer, apps and peripherals

Bundle C

Receiving and Staging all Hardware Equipment	\$9.20	Cost if being Imaged or Installed
Hardware preparation, box opened, insertion and removal. Includes board level components like RAID cards, memory and hdd's. (Billed Per System)	\$11.50	Price Per System - Adding extra options at staging area that is not factory installed (i.e. third party options and upgrades)
Image blast - hard drive blasting	\$17.25	Layer 0 or 1 Install
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Custom ship label with reporting	\$5.75	
Custom packing slip with reporting	\$5.75	
Deskside Delivery and New System Installation	\$57.50	With Data Migration and Apps
	\$114.43	

Mode of Shipping/Delivery needs to be selected and added to above total

Deskside / On Site Installation

Deskside Delivery and New System connection to network	\$60.00	No Data Migration-Basic Install of imaged unit. No other services
Printer Delivery and Installation	\$45.00	Local and Workgroup Devices (not Enterprise or Mainframe)
Printer Delivery and Installation	\$89.00	Enterprise Devices (not Mainframe)

Deskside Software Installation

Deskside Application Installation	\$79.35	Data, Apps, and Bookmarks/personality transfer from automation tools such as Altiris, Application load count up to 5. Apps are exempt from cap
Deskside Application Installation	\$51.75	Applications in Excess of 5 and up to 10

Deskside / On Site Cascade

Deskside Cascade Basic Setup/Install	\$92.00	Complete Cascade
Deskside Cascade Basic Setup/Full Install	\$184.00	Complete Cascade
Printer Cascade	\$80.50	Local and Workgroup Devices (not Enterprise or Mainframe)

MAC

Field Technician Engineer (FTE) Hourly Rate	\$57.50
Field Technician Equivalent (FTE) Monthly Rate	\$11,040.00

Asset Disposition

Disconnect / Deinstall / Disposition of Existing System	\$12.65
Data Drive Wipe (Govt Standards) - Data Destruction	\$9.20 per drive or asset to wipe

AV-VTC

Field Engineer Equivalent (FTE) Hourly Rate	\$97.75
Field Engineer Equivalent (FTE) Monthly Rate	\$14,720.00

PC Pool

Field Technician Equivalent (FTE) Hourly Rate	\$57.50
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Time and Material rate

Out of scope general T&M rate	\$57.50
Field Technician Equivalent (FTE) Hourly Rate	\$57.50
Other rates will be based on SOW provided by NGC/VITA	

Image Management

Field Engineer Equivalent (FTE) Monthly Rate	\$14,720.00
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Senior Software Developer (VB, ASP, C#, .Net)	5 years	\$95/hr	\$95/hr
Web Administrator (IIS)	3 years	\$65/hr	\$65/hr
Web Systems Engineer	3-5 years	\$75/hr	\$75/hr
Business Analyst	5 years	\$70/hr	\$70/hr
Senior Business Analyst	10 years	\$90/hr	\$90/hr
Network Security Administrator	4 years	\$98/hr	\$98/hr
Systems Administrator (Windows Server)	3 years	\$85/hr	\$85/hr
Senior Systems Administrator (Windows Server)	5 years	\$90/hr	\$90/hr
Systems Administrator (UNIX)	3 years	\$85/hr	\$85/hr
Network Engineer	3 years	\$90/hr	\$90/hr
Senior Network Engineer	5 years	\$105/hr	\$105/hr
PC Support Analyst	2 years	\$55/hr	\$55/hr
Senior PC Support Analyst	5 years	\$60/hr	\$60/hr

Project Manager	5 years	\$85/hr	\$85/hr
Senior Project Manager	10 years	\$105/hr	\$105/hr
Technical Writer	3 years	\$65/hr	\$65/hr
Database Administrator (SQL Server)	2 years	\$75/hr	\$75/hr
Senior Database Administrator (SQL Sever)	6 years	\$99/hr	\$99/hr
Data Architect	3 years	\$99/hr	\$99/hr
ETL Developer	2 years	\$99/hr	\$99/hr
Infrastructure Architect	4 years	\$90/hr	\$90/hr
Firewall Administration (Checkpoint, PIX, NetScreen)	3-5 years	\$97/hr	\$97/hr
Security Threat/Risk Assessment Engineer (Anti-virus, IDS Sensor & Application)	3-5 years	\$115/hr	\$115/hr
VPN	3 years	\$75/hr	\$75/hr
Windows Application Administration	4 years	\$65/hr	\$65/hr
Network/Citrix Administration	5 years	\$71/hr	\$71/hr
IPT (Cisco Telephony)	2 years	\$115/hr	\$115/hr
Cisco Call Manager	2 years	\$99/hr	\$99/hr
WAN Engineer (MPLS, ATM, Frame Relay, PPP, ISDN)	5 years	\$99/hr	\$99/hr
Active Directory Engineer	4 years	\$85/hr	\$85/hr
Exchange Engineer	4 years	\$75/hr	\$75/hr
Help Desk Analyst	2 years	\$50/hr	\$50/hr
Senior Help Desk Analyst	5 years	\$65/hr	\$65/hr
Support Magic Administration	3-5 years	\$80/hr	\$80/hr
VB.Net Developer	3 years	\$90/hr	\$90/hr
VB Programmer Analyst	3-5 years	\$75/hr	\$75/hr
ASP Programmer	4 years	\$85/hr	\$85/hr
Java Developer	3 years	\$90/hr	\$90/hr
QA Analyst	2-3 years	\$65/hr	\$65/hr

QA Tester	4-5 years	\$85/hr	\$85/hr
Cognos Report Writer	5 years	\$65/hr	\$65/hr
Stored Procedure Writer	5 years	\$65/hr	\$65/hr
Project Coordinator	1-3 years	\$40/hr	\$40/hr
Project Facilitator	3 years	\$50/hr	\$50/hr
Resource Development Manager	5 years	\$75/hr	\$75/hr
Modeling and Network Architecture	7-10 years	\$142/hr	\$142/hr
Security, Application or Information Architecture	7-10 years	\$150/hr	\$150/hr
Data Analyst	5 years	\$70/hr	\$70/hr
Senior Data Analyst	10 years	\$85/hr	\$85/hr

login name: **KST@VA.gov** and password: **kstprice**

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Gov't Pricing

Title	Price
Adobe Acrobat Professional Version 9 Windows	242.01
Adobe Photoshop CS4 Windows	667.65
Autodesk Sketchbook 2009 Pro	167.92
McAfee Active Virus Defense	15.18
Symantec Norton Antivirus 2009	35.08
Symantec Backup Exec 12.5 for Windows Servers	495.90

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Academic Pricing

Title	Price
Adobe Acrobat Professional Version 9 Windows	133.77
Adobe Photoshop CS4 Windows	282.22
Autodesk Sketchbook 2009 Pro	167.92
McAfee Active Virus Defense	15.18
Symantec Norton Antivirus 2009	35.08
Symantec Backup Exec 12.5 for Windows Servers	495.90

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