

Exhibit C

Appendix C BW Lasers

Segment	Evaluation Model	List	Percentage Off List	One Year of Maintenance, Next Business Day Exchange (Does not include Toner)	Purchase Price	Publicly Available site showing list price
27	1130	119.00	25.00%	0.00	89.25	http://www.dell.com/peripherals/Dell-Laser-Printers/cp.aspx?refid=1130
28	1130n	179.00	25.00%	0.00	134.25	http://www.dell.com/peripherals/Dell-Laser-Printers/cp.aspx?refid=1130n
29	2230d	199.00	25.00%	0.00	149.25	http://www.dell.com/peripherals/Dell-Laser-Printers/cp.aspx?refid=2230d

Segment	Minimum Copies Per Minute	Minimum Paper sources (excluding bypass)	Minimum Paper capacity (excluding bypass)	Minimum Memory	Energy Star Compliant	Minimum Warranty (Next business day exchange)	Connectivity Type
27	0 - 15	1	100	8 MB	Yes	One Year	USB
28	16 - 25	1	150	16 MB	Yes	One Year	USB
29	26 - 40	1	200	32 MB	Yes	One Year	USB

Accessories for Segment 27
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
 10% off List

Accessories for Segment 28
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
 10% off List

Accessories for Segment 29
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
 10% off List

*****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.
 ****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

Dell Pricing Note: Accessories Discount of 10% off of list is only valid for the models offered for Segment 27, 28 & 29.

Appendix C (Color Lasers)

Segment	Evaluation Model	List	Percentage Off List	One Year of Maintenance, Next Business Day Exchange (Does not include Toner)	Purchase Price	Publicly Available site showing list price
30	1230c	229.00	30.00%	0.00	160.30	ipherals/Dell-Color-Laser-Printers/cp.aspx?re
31	2130cn	349.00	30.00%	0.00	244.30	ipherals/Dell-Color-Laser-Printers/cp.aspx?re
32	3130cn	549.00	30.00%	0.00	384.30	ipherals/Dell-Color-Laser-Printers/cp.aspx?re

Segment	Minimum Copies Per Minute	Minimum Paper sources (excluding bypass)	Minimum Paper capacity (excluding bypass)	Minimum Memory	Energy Star Compliant	Minimum Warranty (Next business day exchange)	Connectivity Type
30	0 - 15	1	100	8 MB	Yes	One Year	USB
31	16 - 25	1	150	16 MB	Yes	One Year	USB
32	26 - 40	1	200	32 MB	Yes	One Year	USB

Accessories for Segment 30
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
 10% off List

Accessories for Segment 31
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
 10% off List

Accessories for Segment 32
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
 10% off List

****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.
 ****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

Dell Pricing Note: Accessories Discount of 10% off of list is only valid for the models offered for Segment 27, 28 & 29.