**Commonwealth of Virginia Enterprise Storage IFB 2010-20-D**

**ce List**

**plier Name:** CDW Government

**pplier Contact:** Nicole Tuzzolino

**BRAND:** IBM

# Exhibit A-D - Pricing - DASD - IBM
## 25% discount from
## IBM Corp Price List
## http://www.ibm.com/us/en/

Instructions: In the table below, you are required to submit a Price List for DISC/DASD products, h/w, s/w & services (services may ... interested in selling to the Commonwealth. One Brand per bid.

In order to complete this table first indicate the "Index Price List Source" and "Effective Date" in the colored fields above the table. In the space provided, you should indicate the source of the products and Index prices that are identified in the Price List. An example (shaded yellow) has been provided for you.

After completing the source and date fields, you should proceed to the Price List table where you should identify all products that you would like to include in your offer in response to this IFB. All products must fall within the scope of this IFB which includes all products and services that may be required in order to fulfill a request for a comprehensive storage system. In other words, offerors should include software, maintenance, installation, cables, switches, etc. as applicable.

For each product, identify the product category, your product # (if different than manufacturer product number), manufacturer, manufacturer product number, detailed product description, index price, discount percentage, and net price. If applicable, please identify separate pricing for academic and government customers (if academic pricing is not provided, government pricing will apply to academic Authorized Users). Some offerors may opt to hold the Index price the same while offering different discounts for academic and government customers. Others may offer different Index prices and hold the percent discount the same, and some vendors may wish to offer different discounts and different Index prices for academic vs. government customers. The fields have been constructed in such a way that you can arrange pricing differentiation between academic and government customers in any way you see fit.

- The net price offered for any individual product in the Price List may go up or down based on market price fluctuations, since the Percentage Discount remains constant. Therefore no price escalation will be permitted during the life of the contract, including any subsequent renewals.
- Offerors should construct discount percentages that are consistent across all products within a product category. In other words, if you indicate "cables" as being one of your product categories, then a 30% discount (for example) would be applied to all cables. Percent discounts need not be the same across product categories. For example, cables may be subject to a 30% discount while switches are only 20%.
- You may construct product categories in any way you see fit. For example, you may construct your categories by product type, by part type (e.g. Disk, Cable, Switches, Software), by product line, or any combination of the three.
- The Percentage Discount(s) that is offered for any product category will be maintained throughout the life of the contract.
- New Product/Price Lists that are published subsequent to the initial Price List may include new products, but new products will be subject to the same percentage discount-off-Index offered in the original Price List proposal for that product category.
- Index prices on the Index price list may decrease over time as new price lists are published.
- All discounted pricing must reflect required eVA and Industrial Funding Adjustment (IFA) fees and shipping that is F.O.B. Delivered to the specified destination/location and include any and all shipping costs.

The Price list submitted by bidders must be a widely-used, publicly available price list that has a consistent basis of calculation and is available throughout the life of the contract. The net price indicated in the Price list is a "not-to-exceed" price. A vendor 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 the price list.

| Index Price List Source | Effective Date |
|---|---|
| XYZ Corp. Price List | Sep-03 |
| | |

**Provide the URL where the Price List will be made available throughout the term of the contract.**

www.ibm.com/us/

## 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 (incl.eVA+IFA +shipping) | Net Price Offered to Commonwealth (incl.eVA+IFA +shipping) | Index Price | Percentage Discount (incl.eVA+IFA +shipping) | Net Price Offered to Commonwealth (incl.eVA+IFA +shipping) |
| DISC | 123451 | XYZ Corp. | 777 | Hard Disk | $ 1,599.00 | 22.00% | $ 1,247.22 | $ 999.00 | 24.00% | $ 759.24 |
| DISC | | IBM | 2498 | | | 25.00% | $ - | | | $ - |
| | | | B24 | SAN24B 4 EXPRESS | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | B40 | SAN40B 4 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | B80 | SAN80B 4 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | R06 | SYSTEM STORAGE SAN06B R | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 0710 | BALANCED WAREHOUSE | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 0980 | GSA AND OR TITLE W U.S. GO | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 0991 | SEO ROUTING CODE SJ | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 0992 | SEO ROUTING CODE SJ | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 0998 | SEO ROUTING CODE | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 1114 | SMART ANALYTICS SYSTEM RTN | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 1768 | OFFLOAD MFG. TO QUAD HVEC | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 1769 | OFFLOAD MFG. TO RTPHVEC | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 1770 | OFFLOAD MFG. TO ISTC | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 1772 | CAPACITY SCHED. SERVICE | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 1796 | CUSTOM SLA SHED. SERVICE | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2200 | CUSTOM ASSET TAGGING STD. | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2201 | CUSTOM ASSET TAGGING ENH. | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2221 | CUSTOM PELLETIZATION | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2247 | REQUEST NEW VENDOR LOGO HW | $ 150.00 | 25.00% | $ 112.50 | $ 150.00 | 25.00% | $ 112.50 |
| | | | 2248 | REQUEST EXISTING IBM FEAT. | $ 1,200.00 | 25.00% | $ 900.00 | $ 1,200.00 | 25.00% | $ 900.00 |
| | | | 2249 | REQUEST EXISTING PUB. RPQ | $ 2,000.00 | 25.00% | $ 1,500.00 | $ 2,000.00 | 25.00% | $ 1,500.00 |
| | | | 2305 | RACK INSTALL OF 1U COMP | $ 16,000.00 | 25.00% | $ 12,000.00 | $ 16,000.00 | 25.00% | $ 12,000.00 |
| | | | 2401 | SFP 4 GBPS SW | $ 1,025.00 | 25.00% | $ 768.75 | $ 1,025.00 | 25.00% | $ 768.75 |
| | | | 2408 | SFP 4 GBPS SW 8 PACK | $ 8,225.00 | 25.00% | $ 6,168.75 | $ 8,225.00 | 25.00% | $ 6,168.75 |
| | | | 2411 | SFP 4 GBPS 10 KM LW | $ 4,740.00 | 25.00% | $ 3,555.00 | $ 4,740.00 | 25.00% | $ 3,555.00 |
| | | | 2418 | SFP 4 GBPS 10 KM LW 8 PACK | $ 750.00 | 25.00% | $ 562.50 | $ 750.00 | 25.00% | $ 562.50 |
| | | | 2441 | SFP 4 GBPS 4 KM LW | $ 120.00 | 25.00% | $ 90.00 | $ 120.00 | 25.00% | $ 90.00 |
| | | | 2448 | SFP 4 GBPS 4 KM LW 8 PACK | $ 940.00 | 25.00% | $ 705.00 | $ 940.00 | 25.00% | $ 705.00 |
| | | | 2480 | SFP 4 GBPS 30 KM ELW | $ 2,125.00 | 25.00% | $ 1,593.75 | $ 2,125.00 | 25.00% | $ 1,593.75 |
| | | | 2551 | SFP 1 GBE COPPER | $ 17,000.00 | 25.00% | $ 12,750.00 | $ 17,000.00 | 25.00% | $ 12,750.00 |
| | | | 2801 | SFP 8 GBPS SW | $ 12,709.00 | 25.00% | $ 9,531.75 | $ 12,709.00 | 25.00% | $ 9,531.75 |
| | | | 2808 | SFP 8 GBPS SW 8 PACK | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2821 | SFP 8 GBPS 10 KM LW | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2828 | SFP 8 GBPS 10 KM LW 8 PACK | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 2881 | SFP 8 GBPS 25 KM ELW | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3101 | RACK ID 01 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3102 | RACK ID 02 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3103 | RACK ID 03 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3104 | RACK ID 04 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3105 | RACK ID 05 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3106 | RACK ID 06 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3107 | RACK ID 07 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3108 | RACK ID 08 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3109 | RACK ID 09 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3110 | RACK ID 10 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3111 | RACK ID 11 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3112 | RACK ID 12 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3113 | RACK ID 13 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3114 | RACK ID 14 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3115 | RACK ID 15 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3116 | RACK ID 16 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3117 | RACK ID 17 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3118 | RACK ID 18 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3119 | RACK ID 19 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3120 | RACK ID 20 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3121 | RACK ID 21 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3122 | RACK ID 22 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3123 | RACK ID 23 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3124 | RACK ID 24 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3125 | RACK ID 25 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3126 | RACK ID 26 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3127 | RACK ID 27 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3128 | RACK ID 28 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3129 | RACK ID 29 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3130 | RACK ID 30 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3131 | RACK ID 31 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3132 | RACK ID 32 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3133 | RACK ID 33 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3134 | RACK ID 34 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3135 | RACK ID 35 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3136 | RACK ID 36 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3137 | RACK ID 37 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3138 | RACK ID 38 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3139 | RACK ID 39 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3140 | RACK ID 40 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3141 | RACK ID 41 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |
| | | | 3142 | RACK ID 42 | $ - | 25.00% | $ - | $ - | 25.00% | $ - |