

Commonwealth of Virginia Enterprise Storage IFB 2010-20-S Price List

Supplier Name:	CDW Government
Supplier Contact:	Nicole Tuzzolino
BRAND:	IBM

Instructions: In the table below, you are required to submit a Price List for Storage Area Network (SAN) products, HW, SW & services (services may include, but are not limited to, maintenance, installation, training, and integration services) within the scope of this procurement that you are 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, offers 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 offers 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.

Offers 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 (e.g. Disk, Cable, Switches, Software), by product line, or any other combination.

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 change over time as new price lists are published.

The Price list submitted by bidders must be for widely-specified, 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.

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

www.cdw.com/vir

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

Product/Price List

Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Government Pricing		Academic Pricing	
						Percentage Discount (incl. eVA+FA +shipping)	Net Price Offered to Commonwealth (incl. eVA+FA +shipping)	Percentage Discount (incl. eVA+FA +shipping)	Net Price Offered to Commonwealth (incl. eVA+FA +shipping)
SAN	12345	XYZ Corp.	999	SAN Disc	\$ 1,000.00	22.00%	\$ 780.00	24.00%	\$ 683.24
SAN		IBM	1814	DS6020 MIDRANGE DISK	\$ 22,500.00	25.00%	\$ 16,875.00	25.00%	\$ 16,875.00
SAN		IBM	20A	EXP-20 EXPANSION UNIT	\$ 6,000.00	25.00%	\$ 4,500.00	25.00%	\$ 4,500.00
SAN		IBM	DS4200	EXPRESS MODEL 7V	\$ 11,474.00	25.00%	\$ 8,605.50	25.00%	\$ 8,605.50
SAN		IBM	70A	DS4700 EXPRESS MODEL 7Z	\$ 15,000.00	25.00%	\$ 11,250.00	25.00%	\$ 11,250.00
SAN		IBM	72A	DS4700 EXPRESS MODEL 7Z	\$ 28,000.00	25.00%	\$ 21,000.00	25.00%	\$ 21,000.00
SAN		IBM	0007	AAI ADMINISTRATIVE FEATURE	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0710	BALANCED WAREHOUSE SOLUTION	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0807	TAA COMPLIANT PLANT	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0971	ADMIN SEO TRANS CODE 1	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0972	ADMIN SEO TRANS CODE 2	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0973	ADMIN SEO TRANS CODE 3	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0974	ADMIN SEO TRANS CODE 4	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0975	ADMIN SEO TRANS CODE 5	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0976	ADMIN SEO TRANS CODE 6	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0977	ADMIN SEO TRANS CODE 7	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0978	ADMIN SEO TRANS CODE 8	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0979	ADMIN SEO TRANS CODE 9	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0983	SEO SSCI ROUTING CODE	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	0986	ADMIN SEO TRANSLATION CODE	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	1768	OFFER CAD MEG TO GUAD HVEC	\$ -	25.00%	\$ -	25.00%	\$ -
SAN		IBM	1789	OFFLOAD MEG TO RIP HVEC	\$ -	25.00%	\$ -	25.00%	\$ -

Exhibit A - PRICING
 SAN- IBM
 Discounts from IBM
 Corp Price List
 25%
<http://ibm.com/us/en/>