

Commonwealth of Virginia Enterprise Storage IFB 2010-20

Price List

Supplier Name: COW Government
Nicola Turzillo

Supplier Contact: IBM

BRAND: IBM

Instructions: In the table below, you are required to submit a Price List for all TAFFE products, IBM, IBM & 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. (Order to complete this table first indicate the "Index Price" and "Effective Date" in the colored fields above the table. In the spaces 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 compiling 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, you 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 a specific pricing is provided, you should identify the pricing for academic and government customers. Some offers may opt to bid the index price the same while offering different discounts for academic and government customers. Others may offer different index prices and bid the percent discount the same, and the vendor 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 determine 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 contain 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 contract product categories in any way you see fit. For example, you may contract your categories by product type, by part 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-offer 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 a widely-used, publicly available price list that has a consistent basis of calculation and is the source of the contract. The net price indicated in the Price List is a "no-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

Product/Price List

Product Category	Your Product Number (if different than manufacturer product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Government Pricing		Academic Pricing	
						Percentage Discount (incl. IVA/IFA *shipping)	Net Price Offered to Commonwealth (incl. IVA/IFA *shipping)	Percentage Discount (incl. IVA/IFA *shipping)	Net Price Offered to Commonwealth (incl. IVA/IFA *shipping)
TAPE	54353H	XYZ CORP.	3378	ESU1TE3310 TAPE EXPANSION MOD	11,000.00	25.00%	8,250.00	25.00%	8,250.00
				LE61TE3310 TAPE LIBRARY	14,500.00	25.00%	10,875.00	25.00%	10,875.00
				6000 LIBRARY/TAPE DRIVE COPE UPDATE	25,000.00	25.00%	18,750.00	25.00%	18,750.00
				1600 CAPACITY EXPANSION	1,000.00	25.00%	750.00	25.00%	750.00
				1600 ADVANCED REPORTING	2,950.00	25.00%	2,212.50	25.00%	2,212.50
				1602 PATH FALLOVER	4,500.00	25.00%	3,375.00	25.00%	3,375.00
				1500 ADDITIONAL POWER SUPPLY	1,345.00	25.00%	1,008.75	25.00%	1,008.75
				5400 SAS/MI-SAS AX INTERPOSER	165.00	25.00%	123.75	25.00%	123.75
				5402 2 M SAS/MI-SAS TX CABLE	184.00	25.00%	138.00	25.00%	138.00
				5500 MI-N-SAS INTERPOSER	192.00	25.00%	144.00	25.00%	144.00
				5502 2.0 M MI-N-SAS TX CABLE	165.00	25.00%	123.75	25.00%	123.75
				5904 4.5M VHDCI/HDS SCSI CABLE	185.00	25.00%	138.75	25.00%	138.75
				5910 10M VHDCI/HDS SCSI CABLE	250.00	25.00%	187.50	25.00%	187.50
				6900 TRANSPARENT LTO ENCRYPTION	5,000.00	25.00%	3,750.00	25.00%	3,750.00
				6910 15M LTO2 FIBRE CABLE	195.00	25.00%	146.25	25.00%	146.25
				6920 30M LTO2 FIBRE CABLE	340.00	25.00%	255.00	25.00%	255.00
				6930 60M LTO2 FIBRE CABLE	540.00	25.00%	405.00	25.00%	405.00
				6940 120M LTO2 FIBRE CABLE	840.00	25.00%	630.00	25.00%	630.00
				6950 240M LTO2 FIBRE CABLE	1,170.00	25.00%	877.50	25.00%	877.50
				6960 480M LTO2 FIBRE CABLE	1,720.00	25.00%	1,290.00	25.00%	1,290.00
				6970 960M LTO2 FIBRE CABLE	2,500.00	25.00%	1,875.00	25.00%	1,875.00
				6980 1.92M LTO2 FIBRE CABLE	3,400.00	25.00%	2,550.00	25.00%	2,550.00
				6990 3.84M LTO2 FIBRE CABLE	5,000.00	25.00%	3,750.00	25.00%	3,750.00
				8000 HCLEANING CARTRIDGE	1,175.00	25.00%	881.25	25.00%	881.25
				8037 UL TRILUM 3.1VD SCSI TAPE DR	11,825.00	25.00%	8,868.75	25.00%	8,868.75
				8042 UL TUL T 4.5AS TAPE DRIVE (4 G	13,775.00	25.00%	10,331.25	25.00%	10,331.25
				8150 UL TRILUM 4.5AS TAPE DRIVE	14,700.00	25.00%	11,025.00	25.00%	11,025.00
				8142 UL TRILUM 4 FIBRE TAPE DRIVE	18,550.00	25.00%	13,912.50	25.00%	13,912.50
				9210 ATTACHED TO HP-LUX	-	25.00%	-	25.00%	-
				9211 ATTACHED TO SUN	-	25.00%	-	25.00%	-
				9212 ATTACHED TO WINDOWS SYSTEM	-	25.00%	-	25.00%	-
				9216 ATTACHED TO LINUX SYSTEM	-	25.00%	-	25.00%	-
				9400 ATTACHED TO IBERIES OR AS	-	25.00%	-	25.00%	-
				9600 ATTACHED TO PERIES OR RS	-	25.00%	-	25.00%	-
				9800 2.8M PWRCORD 120V US/CA/ND	-	25.00%	-	25.00%	-
				9801 2.8M PWRCORD 250V FR/ANG/ER	-	25.00%	-	25.00%	-
				9802 2.8M PWRCORD 250V DEN/MAR/K	-	25.00%	-	25.00%	-
				9803 2.8M PWRCORD 250V JAP/CHINA	-	25.00%	-	25.00%	-
				9804 2.8M PWRCORD 250V SWITZ/ERL	-	25.00%	-	25.00%	-
				9805 2.8M PWRCORD 250V BRIT/EN	-	25.00%	-	25.00%	-

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