Exhibit A-T - Pricing - TAPE - Overland Data

5% discount from
Overland Data
CDW Government Price List
http://www.cdwg.com

Commonwealth of Virginia Enterprise Storage IFB 2010-20
Price List

Supplier Name:	CDW Government Inc.
Supplier Contact:	Nicoel Tuzzolino
BRAND:	Overland

Instructions: In the table below, you are required to submit a Price List for all TAPE products, h/w, s/w & services (services may include, but are not limited to, 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 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.
- 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
Example	XYZ Corp. Price List	Sep-03

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

www.cdwg.com

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)
Overland Storage	453554	Overland	5325301242	ADAPTEC SNAP FRU P/S F/SRV 1000	59.84	5%	$ 56.85	$ 59.84	0.05	$ 56.85
Overland Storage	1259253	Overland	5325302014	OVERLAND SNAP 110/210 P/S	75.8	5%	$ 72.01	$ 75.80	0.05	$ 72.01
Overland Storage	1188715	Overland	5325302003	OVERLAND SNAP SVR 410-FRU P/S	142.63	5%	$ 135.50	$ 142.63	0.05	$ 135.50
Overland Storage	717125	Overland	5325301685	SNAP SERVER 18000 POWER SUPPLY	289.27	5%	$ 274.81	$ 289.27	0.05	$ 274.81
Overland Storage	935351	Overland	2209100	OVERLAND SNAP 500 P/S	319.19	5%	$ 303.23	$ 319.19	0.05	$ 303.23
Overland Storage	2075594	Overland	2226900	OVERLAND POWER SUPPLY HOT-PLUG	325.18	5%	$ 308.92	$ 325.18	0.05	$ 308.92
Overland Storage	408966	Overland	108285-002	OVERLAND SPARE PWR SUPPLY NEO SERIES	663.33	5%	$ 630.16	$ 663.33	0.05	$ 630.16
Overland Storage	2002847	Overland	OV-CRS901009	OVERLAND 2U CHASSIS 800W PWR SUP	1067.32	5%	$ 1,013.95	$ 1,067.32	0.05	$ 1,013.95
Overland Storage	2002859	Overland	OV-CRS901012	OVERLAND CRS PWR CORD EMEA	22.93	5%	$ 21.78	$ 22.93	0.05	$ 21.78
Overland Storage	2002850	Overland	OV-CRS901011	OVERLAND CRS PWR CORD UK	22.93	5%	$ 21.78	$ 22.93	0.05	$ 21.78
Overland Storage	2002849	Overland	OV-CRS901010	OVERLAND CRS US PWR CORD	22.93	5%	$ 21.78	$ 22.93	0.05	$ 21.78
Overland Storage	483411	Overland	OV-LXN901022	OVERLAND VHDCI68 LVD/SE SCSI TERM	49.87	5%	$ 47.38	$ 49.87	0.05	$ 47.38
Overland Storage	1902308	Overland	10600087-001	OVERLAND 3M LIB/HOST SAS CABLE	141.64	5%	$ 134.56	$ 141.64	0.05	$ 134.56
Overland Storage	483413	Overland	OV-LXL901004	OVERLAND VHDCI/HD68 M/M SCSI 6FT CAB	142.63	5%	$ 135.50	$ 142.63	0.05	$ 135.50
Overland Storage	590628	Overland	OV-LXN901030	OVERLAND SCSI CBL 2M VHDCI/VHDCI M/M	173.56	5%	$ 164.88	$ 173.56	0.05	$ 164.88
Overland Storage	2185012	Overland	OV-LNS101709-BUN	OVERLAND NEO400S NEO-S BUNDLE	13782.45	5%	$ 13,093.33	$ 13,782.45	0.05	$ 13,093.33
Overland Storage	1338287	Overland	OV-LTO901006	OVERLAND LTO4 BARCODE LABELS	76.8	5%	$ 72.96	$ 76.80	0.05	$ 72.96
Overland Storage	810879	Overland	OV-LTO901005	OVERLAND LTO-3 BARCODE QTY 100 LABEL	76.8	5%	$ 72.96	$ 76.80	0.05	$ 72.96
Overland Storage	739749	Overland	OV-LTO901004	OVERLAND LTO 2 BARCODE LABELS-QTY 10	79.79	5%	$ 75.80	$ 79.79	0.05	$ 75.80
Overland Storage	309061	Overland	OV-LTO901002	OVERLAND LTO BAR CODE LABELS	79.79	5%	$ 75.80	$ 79.79	0.05	$ 75.80
Overland Storage	342242	Overland	106105-002	OVERLAND 2PK LTO UNIV CLEAN CART	131.66	5%	$ 125.08	$ 131.66	0.05	$ 125.08
Overland Storage	520969	Overland	5325301589	OVERLAND SNAP SRV 4200/4500 SCSI CRD	146.62	5%	$ 139.29	$ 146.62	0.05	$ 139.29
Overland Storage	1106199	Overland	OV-LTO901006	OVERLAND 5PK LTO3 MEDIA	161.59	5%	$ 153.51	$ 161.59	0.05	$ 153.51
Overland Storage	2002823	Overland	OV-CRS901014	OVERLAND REO SATA II 500GB W/CARRIER	179.54	5%	$ 170.56	$ 179.54	0.05	$ 170.56
Overland Storage	375679	Overland	OV-LXN901004	OVERLAND 15-SLOT RIGHT LTO MAG F/NEO	181.54	5%	$ 172.46	$ 181.54	0.05	$ 172.46
Overland Storage	1235369	Overland	OV-LTO901007	OVERLAND LTO4 MEDIA 5PK	189.52	5%	$ 180.04	$ 189.52	0.05	$ 180.04
Overland Storage	2198004	Overland	108433-004	OVERLAND SATA 500GB HD F/REO	192.51	5%	$ 182.88	$ 192.51	0.05	$ 182.88
Overland Storage	375677	Overland	OV-LXN901003	OVERLAND 15-SLOT LEFT LTO MAG F/NEO	201.5	5%	$ 191.43	$ 201.50	0.05	$ 191.43
Overland Storage	2200383	Overland	OV-ACC901027	OVERLAND HDD 2TB SATA DT W/CARRIER	249.37	5%	$ 236.90	$ 249.37	0.05	$ 236.90
Overland Storage	2010766	Overland	OV-ACC901005	OVERLAND PCIE CARD DUAL PORT GIG/E	251.36	5%	$ 238.79	$ 251.36	0.05	$ 238.79
Overland Storage	2002824	Overland	OV-CRS901015	OVERLAND REO SATA II 1TB W/CARRIER	262.33	5%	$ 249.21	$ 262.33	0.05	$ 249.21
Overland Storage	2153634	Overland	OV-ACC901017	OVERLAND HDD 1TB SATAII W/CARRIER	275.3	5%	$ 261.54	$ 275.30	0.05	$ 261.54
Overland Storage	1448912	Overland	5325302180	OVERLAND FRU DRIVE S50/500 1TB 7.2K	275.3	5%	$ 261.54	$ 275.30	0.05	$ 261.54
Overland Storage	342265	Overland	OV-LXN901013	OVERLAND 1-HIGH EXT XPRESS CHNL 5U	279.29	5%	$ 265.33	$ 279.29	0.05	$ 265.33
Overland Storage	2002839	Overland	OV-CRS901007	OVERLAND 1M CRS CABLE E2000 EXT	282.28	5%	$ 268.17	$ 282.28	0.05	$ 268.17