

Commonwealth of Virginia Enterprise Storage IFB 2010-20-N

Exhibit A-N Pricing – NAS - Dell
10% discount from
Dell Retail Price list
<http://ftbbox.us.dell.com/sig/Retail/pricelist.xls>

Supplier Name: Dell Marketing, L.P.
 Supplier Contact: Heather J. Mitchell
 Supplier: DELL

BRAND: In the table below, you are required to submit a Price List for Network Attached Storage (NAS) 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". 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 percentage 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 "cable" 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.

10. Percentage Discount(s) that is offered for any product category will be maintained throughout the life of the contract.

10. 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.

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	Sept-03
Dell Retail Price List	10/12/2010

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

<http://ftbbox.us.dell.com/sig/Retail/pricelist.xls>

Product Category	Your Product Number (if different than manufacturer Product #)	Manufacturer	Manufacturer Product Number	Product Description	Government Pricing		Academic Pricing			
					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)
NAS	515271	XYZ Corp.	888	Hybrid NAS Filer	\$ 2,300.00	30.00%	\$ 1,610.00	\$ 2,100.00	30.00%	\$ 1,470.00
NAS		Dell	222-8225	Base System(s) w/ 2x2 Port, NX1950	\$6,872.00	10.00%	\$ 6,184.80	\$6,872.00	10.00%	\$ 6,184.80
NAS		Dell	341-4391	Hard Drive(s)	\$3,930.00	10.00%	\$ 3,531.00	\$3,930.00	10.00%	\$ 3,531.00
NAS		Dell	341-4377	16K SAS, 3.5, 3.5 HP	\$339.00	10.00%	\$ 305.10	\$339.00	10.00%	\$ 305.10
NAS		Dell	341-4389	16K SAS, 3.5, 3.5 HP	\$509.00	10.00%	\$ 458.10	\$509.00	10.00%	\$ 458.10
NAS		Dell	341-4394	16K SAS, 3.5, 3.5 HP	\$1,695.00	10.00%	\$ 1,525.50	\$1,695.00	10.00%	\$ 1,525.50
NAS		Dell	341-3889	Contains SAS/SaSe Controller(s)	\$0.00	10.00%	\$ -	\$0.00	10.00%	\$ -
NAS		Dell	430-2855	Network Adapter(s) 1ge Port, 10G Opt. NIC	\$1,699.00	10.00%	\$ 1,529.10	\$1,699.00	10.00%	\$ 1,529.10
NAS		Dell	310-7856	BELES 7M1MD3000 Controller(s)	\$60.00	10.00%	\$ 54.00	\$60.00	10.00%	\$ 54.00
NAS		Dell	310-7857	BELES 2M1MD3000	\$80.00	10.00%	\$ 72.00	\$80.00	10.00%	\$ 72.00
NAS		Dell	310-7858	BELES 4M1MD3000	\$140.00	10.00%	\$ 126.00	\$140.00	10.00%	\$ 126.00
NAS		Dell	341-4377	Additional Hard Drive(s) 16K SAS, 3.5, 3.5 HP	\$339.00	10.00%	\$ 305.10	\$339.00	10.00%	\$ 305.10
NAS		Dell	310-2856	AKC17AHD0 DRIVE FIL	\$0.00	10.00%	\$ -	\$0.00	10.00%	\$ -
NAS		Dell	341-2889	SA17AU, 3.5, 3.5 HP	\$509.00	10.00%	\$ 458.10	\$509.00	10.00%	\$ 458.10
NAS		Dell	341-3152	K17AHD0 DRIVE FILLE	\$0.00	10.00%	\$ -	\$0.00	10.00%	\$ -
NAS		Dell	341-4394	16K SAS, 3.5, 3.5 HP	\$1,695.00	10.00%	\$ 1,525.50	\$1,695.00	10.00%	\$ 1,525.50
NAS		Dell	430-2855	Additional Controller(s) 1ge Port, 10G Opt. NIC	\$1,699.00	10.00%	\$ 1,529.10	\$1,699.00	10.00%	\$ 1,529.10
NAS		Dell	410-6117	Software 1 Adv Database Pack 1	\$1,093.00	10.00%	\$ 983.70	\$1,093.00	10.00%	\$ 983.70
NAS		Dell	410-6140	Adv Database Pack 3	\$3,189.00	10.00%	\$ 2,870.10	\$3,189.00	10.00%	\$ 2,870.10