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

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

please populate shaded regions

Instructions: In the table below, you are required to submit a Price List for Storage Area Network (SAN) products, h/w, s/w & 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, 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 prices 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
	Dell Reatil Price List	10/1/2010

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

http://ftpbox.us.dell.com/slg/Retail/priclist.xls

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)
Example	SAN	12345	XYZ Corp.	999	SAN Disc	$ 1,000.00	22.00%	$ 780.00	$ 899.00	24.00%	$ 683.24
	SAN		Dell		rVault MD3000 for NX		10.00%			10.00%	
	SAN		Dell		Base System(s)		10.00%			10.00%	
	SAN		Dell	222-8225	w/ 2x2 Port, NX1950	$6,872.00	10.00%	$ 6,184.80	$6,872.00	10.00%	$ 6,184.80
	SAN		Dell		Hard Drive(s)		10.00%			10.00%	
	SAN		Dell	341-4391	15K SAS,3G,3.5,HP	$3,390.00	10.00%	$ 3,051.00	$3,390.00	10.00%	$ 3,051.00
	SAN		Dell	341-4377	K SAS,3G,3.5,HP	$339.00	10.00%	$ 305.10	$339.00	10.00%	$ 305.10
	SAN		Dell	341-5889	SATAu,3G,3.5,HP	$509.00	10.00%	$ 458.10	$509.00	10.00%	$ 458.10
	SAN		Dell	341-4384	15K SAS,3G,3.5,HP	$1,695.00	10.00%	$ 1,525.50	$1,695.00	10.00%	$ 1,525.50
	SAN		Dell		Controller(s)		10.00%			10.00%	
	SAN		Dell	341-3989	contains SAS5e	$0.00	10.00%	$ -	$0.00	10.00%	$ -
	SAN		Dell		Network Adapter(s)		10.00%			10.00%	
	SAN		Dell	430-2685	gle Port 10G Opt NIC	$1,599.00	10.00%	$ 1,439.10	$1,599.00	10.00%	$ 1,439.10
	SAN		Dell		Cable(s)		10.00%			10.00%	
	SAN		Dell	310-7856	BLES,1M,MD3000	$60.00	10.00%	$ 54.00	$60.00	10.00%	$ 54.00
	SAN		Dell	310-7857	BLES,2M,MD3000	$80.00	10.00%	$ 72.00	$80.00	10.00%	$ 72.00
	SAN		Dell	310-7858	BLES,4M,MD3000	$140.00	10.00%	$ 126.00	$140.00	10.00%	$ 126.00
	SAN		Dell		dditional Hard Drive(s		10.00%			10.00%	
	SAN		Dell	341-4377	K SAS,3G,3.5,HP	$339.00	10.00%	$ 305.10	$339.00	10.00%	$ 305.10
	SAN		Dell	310-0686	NK,HARD DRIVE,FI	$0.00	10.00%	$ -	$0.00	10.00%	$ -
	SAN		Dell	341-5889	SATAu,3G,3.5,HP	$509.00	10.00%	$ 458.10	$509.00	10.00%	$ 458.10
	SAN		Dell	341-3152	K,HARD DRIVE,FILL	$0.00	10.00%	$ -	$0.00	10.00%	$ -
	SAN		Dell	341-4384	15K SAS,3G,3.5,HP	$1,695.00	10.00%	$ 1,525.50	$1,695.00	10.00%	$ 1,525.50
	SAN		Dell		Additional Controller(s		10.00%			10.00%	
	SAN		Dell	430-2685	gle Port 10G Opt NIC	$1,599.00	10.00%	$ 1,439.10	$1,599.00	10.00%	$ 1,439.10
	SAN		Dell		Software 1		10.00%			10.00%	
	SAN		Dell	410-6117	Adv Database Pack 1	$1,909.00	10.00%	$ 1,718.10	$1,909.00	10.00%	$ 1,718.10
	SAN		Dell	410-6140	Adv Database Pack 3	$3,189.00	10.00%	$ 2,870.10	$3,189.00	10.00%	$ 2,870.10
	SAN		Dell	410-6115	Central Mgt. Pack 1y	$1,689.00	10.00%	$ 1,520.10	$1,689.00	10.00%	$ 1,520.10
	SAN		Dell	410-6138	Central Mgt. Pack 3y	$2,839.00	10.00%	$ 2,555.10	$2,839.00	10.00%	$ 2,555.10
	SAN		Dell	410-6121	Database Protection1	$1,749.00	10.00%	$ 1,574.10	$1,749.00	10.00%	$ 1,574.10
	SAN		Dell	410-6144	Database Protection3	$2,919.00	10.00%	$ 2,627.10	$2,919.00	10.00%	$ 2,627.10
	SAN		Dell	410-6107	Database Server 1yr	$2,619.00	10.00%	$ 2,357.10	$2,619.00	10.00%	$ 2,357.10
	SAN		Dell	410-6130	Database Server 3yr	$4,379.00	10.00%	$ 3,941.10	$4,379.00	10.00%	$ 3,941.10
	SAN		Dell	410-6110	Data Deduplication 1	$5,049.00	10.00%	$ 4,544.10	$5,049.00	10.00%	$ 4,544.10
	SAN		Dell	410-6133	Data Deduplication 3	$8,459.00	10.00%	$ 7,613.10	$8,459.00	10.00%	$ 7,613.10
	SAN		Dell	410-6114	) Email Protection 1yr	$1,519.00	10.00%	$ 1,367.10	$1,519.00	10.00%	$ 1,367.10
	SAN		Dell	410-6137	) Email Protection 3yr	$2,549.00	10.00%	$ 2,294.10	$2,549.00	10.00%	$ 2,294.10
	SAN		Dell	410-6209	Email Server Suite 1	$3,379.00	10.00%	$ 3,041.10	$3,379.00	10.00%	$ 3,041.10

Exhibit A-S - Pricing – SAN - Dell
10% discount from
Dell Retail Price List
http://ftpbox.us.dell.com/slg/Retail/priclist.xls