

Commonwealth of Virginia Enterprise Storage IFB 2010-20
 Price List

Supplier Name: Dell Marketing, L.P.
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 DELL

Exhibit A-T Pricing – TAPE - Dell
 10% discount from
 Dell Retail Price List
<http://ftpbox.us.dell.com/slg/Retail/pricelist.xls>

PRICING: In the table below, you are required to submit a Price List for all TAPE products, h/w, 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 the 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, 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.
 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 "net-to-excess" 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	5/1/2003
Dell Retail 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/pricelist.xls>

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. EVA+IFA +shipping)	Net Price Offered to Commonwealth (incl. EVA+IFA +shipping)	Percentage Discount (incl. EVA+IFA +shipping)	Net Price Offered to Commonwealth (incl. EVA+IFA +shipping)
TAPE	543275	XYZ Corp	658	PowerVault Type Drive PowerVault MD3000 w/ 2x2 Port, NX1950 Base System(s)	700.00	10.00%	490.00	30.00%	419.30
TAPE		Dell		PowerVault Type Drive PowerVault MD3000 w/ 2x2 Port, NX1950 Base System(s)	66,872.00	10.00%	6,184.80	10.00%	6,184.80
TAPE		Dell	222-8225	Hard Drive(s)	\$3,390.00	10.00%	3,051.00	10.00%	3,051.00
TAPE		Dell	341-4391	10X148G 15K SAS 3G 3.5,HP	\$339.00	10.00%	305.10	10.00%	305.10
TAPE		Dell	341-4377	146G 15K SAS 3G 3.5,HP	\$509.00	10.00%	458.10	10.00%	458.10
TAPE		Dell	341-6589	11B 7K SATAU,3G 3.5,HP	\$1,599.00	10.00%	1,525.50	10.00%	1,525.50
TAPE		Dell	341-4384	5X146G 15K SAS 3G 3.5,HP Continental(s)	\$0.00	10.00%	\$	10.00%	\$
TAPE		Dell	341-3899	NX1950 contains SAS,Se Hardware Adapter(s)	\$1,599.00	10.00%	1,439.10	10.00%	1,439.10
TAPE		Dell		Intl Single Port 10G Opt NIC Cables(s)	\$50.00	10.00%	54.00	10.00%	54.00
TAPE		Dell	310-7856	2 SAS CABLES,1M MD3000	\$80.00	10.00%	72.00	10.00%	72.00
TAPE		Dell	310-7857	2 SAS CABLES,2M MD3000	\$140.00	10.00%	126.00	10.00%	126.00
TAPE		Dell	310-7859	2 SAS CABLES,4M MD3000 Additional Hard Drive(s)	\$339.00	10.00%	305.10	10.00%	305.10
TAPE		Dell	341-4377	146G 15K SAS 3G 3.5,HP SINGLE BLANK HARD DRIVE FILLER	\$509.00	10.00%	458.10	10.00%	458.10
TAPE		Dell	341-6589	11B 7K SATAU,3G 3.5,HP FIVE BLANK HARD DRIVE FILLERS	\$1,695.00	10.00%	1,525.50	10.00%	1,525.50
TAPE		Dell	341-3152	5X146G 15K SAS 3G 3.5,HP Additional Controller(s)	\$1,599.00	10.00%	1,439.10	10.00%	1,439.10
TAPE		Dell	430-2885	Intl Single Port 10G Opt NIC Software 1	\$1,999.00	10.00%	1,718.10	10.00%	1,718.10
TAPE		Dell	410-6117	BE 2010 Adv Database Pack 1yr	\$1,999.00	10.00%	1,718.10	10.00%	1,718.10