

Commonwealth of Virginia Enterprise Storage IFB 2010-20-N

Price List

Supplier Name:

Electronic Systems Inc

Supplier Contact:

John Hagerly

Brand:

Dell

Instructions: In the table below, you are required to submit a Price List for Network Attached Storage (NAS) products, HW, 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, 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 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-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
Dell List Price Catalog	13-OCT-10

Discount
19%

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

<http://ftpbox.us.dell.com/weekly/dellpricerreport.pdf>

Product/Price List

Product Category	Your Product Number (if different than manuf. 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)
NAS	Dell	Dell	224-8616	NX3001, Quad Core In	7,219.00	19%	5,847.39	19%	5,847.39
NAS	Dell	Dell	341-4158	HD Multi-Select	-	19%	-	19%	-
NAS	Dell	Dell	420-3263	Windows Storage Server 2008 X64 Standard	-	19%	-	19%	-
NAS	Dell	Dell	421-1886	ESET NOD32 trial Antivirus 4	-	19%	-	19%	-
NAS	Dell	Dell	421-1887	Double-Take replication trial software	-	19%	-	19%	-
NAS	Dell	Dell	341-8127	250GB 7.2K RPM SAS	129.00	19%	104.49	19%	104.49
NAS	Dell	Dell	313-8946	IDRAC6 Express	-	19%	-	19%	-
NAS	Dell	Dell	330-4138	2/4-Static Post Rails	99.00	19%	80.19	19%	80.19
NAS	Dell	Dell	905-7337	Dell Hardware Limited Warranty Plus On Site	-	19%	-	19%	-
NAS	Dell	Dell	905-7748	Dell Hardware Limited Warranty Plus On Site	-	19%	-	19%	-
NAS	Dell	Dell	905-2352	Non-Mission Critical 4-Hour 7x24 On-site \$	-	19%	-	19%	-
NAS	Dell	Dell	906-2852	ProSupport for 11 7x24 HW / SW Tech Sup	-	19%	-	19%	-
NAS	Dell	Dell	907-1870	Non-Mission Critical 4-Hour 7x24 On-site \$	-	19%	-	19%	-
NAS	Dell	Dell	989-3439	Thank you choosing Dell ProSupport. For t	-	19%	-	19%	-
NAS	Dell	Dell	985-5288	Installation of a Dell Server, Storage or Per	-	19%	-	19%	-
NAS	Dell	Dell	987-2519	Installation of Storage Components into an	-	19%	-	19%	-
NAS	Dell	Dell	330-4142	Power Supply, Non-Redundant 480W	-	19%	-	19%	-
NAS	Dell	Dell	310-8509	Power Cord, NEMA 5-19P to C13, 15 amp,	-	19%	-	19%	-
NAS	Dell	Dell	224-6315	NX4 10Gb NAS Dould	60,566.00	19%	49,058.46	19%	49,058.46
NAS	Dell	Dell	341-8964	E-Control Station for NX4	-	19%	-	19%	-
NAS	Dell	Dell	467-7646	* Items May Not be Returned	-	19%	-	19%	-
NAS	Dell	Dell	317-0904	E-Captive Array for NX4	-	19%	-	19%	-
NAS	Dell	Dell	330-3921	E-NX4 Dual Blade Cable Kit	-	19%	-	19%	-
NAS	Dell	Dell	341-9737	E-Five 600GB 10K RPM SAS 3Gbps3 5-hr	-	19%	-	19%	-

Exhibit A-N Pricing - NAS - Dell
19% Discount from Dell List Price Catalog
<http://ftpbox.us.dell.com/slq/weekly/dellpricerreport.pdf>