

Commonwealth of Virginia Enterprise Storage IFB 2010-20-N

Price List

Supplier Name:

Supplier Contact:

BRAND:

Electronic Systems Inc
John Hegerly
HP

Instructions: 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" 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 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 differential 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 "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.

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

Index Price List Source	Effective Date	Discounts
HP List Price Catalog	13-05-10	20% Products; 18% Services

Product/Price List

Product Category	Your Product Number (if different than manufacturer Product #)	Product Description Fields		Index Price	Government Pricing		Academic Pricing		
		Manufacturer	Manufacturer Product Number		Product Description	Percentage Discount (net/academic pricing)	NET Price Offered to Commonwealth (incl.eVA+IFA +shipping)	Percentage Discount (net/academic pricing)	NET Price Offered to Commonwealth (incl.eVA+IFA +shipping)
N1		HP	AP80CB	HP X1400 Network Storage System	\$3,399.00	20.00%	\$2,719.20	20.00%	\$2,719.20
NAS		HP	41617Z-B21	HP 300GB 3.5 SAS 15K 3.5in DP EN	\$699.00	20.00%	\$559.20	20.00%	\$559.20
NAS		HP	41617Z-B21 001	Factory integrated	\$0.00	20.00%	\$0.00	20.00%	\$0.00
NAS		HP	UR087E	HP 3Y Support/PSU24 X1400 Strg SY	\$804.00	20.00%	\$643.20	20.00%	\$643.20
N2		HP	AP798B	HP X3420 2-Node Network Storage S	\$17,999.00	20.00%	\$14,399.20	20.00%	\$14,399.20
NAS		HP	HA110A3B6LD	X3420 Storage Sys or P4000 2 Node	\$2,506.00	20.00%	2,004.80	20.00%	2,004.80
NAS		HP	HA1114A1F65AM	HP Startup ProLiant Storage Server	\$2,500.00	20.00%	2,000.00	20.00%	2,000.00
NAS		HP	A1948A	HP MSA2012 3.5-In Drive Bay Chass	\$2,400.00	20.00%	1,920.00	20.00%	1,920.00
NAS		HP	HA110A3B6CJ	MSA2000 Array Support	\$1,850.00	20.00%	1,480.00	20.00%	1,480.00
NAS		HP	HA1144A1F65.0	HP MSA Inhibit SVC	\$2,850.00	20.00%	2,280.00	20.00%	2,280.00
NAS		HP	AJ751A	HP MSA2000 Drive Enclosure I/O M	\$599.00	20.00%	479.20	20.00%	479.20
NAS		HP	AP962A	HP P2000 600GB 6G SAS 15K 3.5in	\$879.00	20.00%	703.20	20.00%	703.20
NAS		HP	453744-B21	HP DL 580G6 Tower Kit	\$199.00	20.00%	159.20	20.00%	159.20
NAS		HP	516814-B21	300GB 6G SAS 15K 3.5 in Dn ENT I	\$529.00	20.00%	423.20	20.00%	423.20
NAS		HP	560771-B21	HP DL 1000 Cable Mgmt Kit	\$289.00	20.00%	231.20	20.00%	231.20
NAS		HP	AP768B	HP X1400 2TB SATA Network Storag	\$4,399.00	20.00%	3,519.20	20.00%	3,519.20
NAS		HP	AP797B	HP X1400 4TB SATA Network Storag	\$5,499.00	20.00%	4,399.20	20.00%	4,399.20
NAS		HP	AP798B	HP X1600 6TB SATA Network Storag	\$8,199.00	20.00%	6,559.20	20.00%	6,559.20
NAS		HP	AP798B	HP X1600 12B SATA Network Storag	\$11,799.00	20.00%	9,439.20	20.00%	9,439.20
NAS		HP	AP798B	HP X3400 Network Storage Gateway	\$6,199.00	20.00%	4,959.20	20.00%	4,959.20
NAS		HP	AP797A	HP X3800 Network Storage Gateway	\$9,499.00	20.00%	7,599.20	20.00%	7,599.20
NAS		HP	AP798B	HP X3410 1-Node Network Storage S	\$9,999.00	20.00%	7,999.20	20.00%	7,999.20
NAS		HP	AP798B	HP X3420 2-Node Network Storage S	\$17,999.00	20.00%	14,399.20	20.00%	14,399.20
NAS		HP	A1948A	HP MSA2012 3.5-In Drive Bay Chass	\$2,400.00	20.00%	1,920.00	20.00%	1,920.00

Exhibit A-N Pricing NAS - HP
Discount from HP List Price Catalog
20% Products; 18% Services
<http://18000.www1.hp.com/showroom/pl.html>