

Commonwealth of Virginia Enterprise Storage IFB 2010-20-S

Price List

Supplier Name:

Supplier Contact:

BRAND:

Electronic Systems Inc
John Hagerly
Dell

Exhibit A-S - Pricing - SAN - Dell
 19% discount from
 Dell List Price Catalog
<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

INSTRUCTIONS: In the table below, you are required to submit a Price List for Storage Area Network (SAN) 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 product. In order to complete this table that 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 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. AI 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-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	13/03/10

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

<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.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)
SAN		Dell	224-4207	MD3200i R/KANT, 4-Hour 7x24 On-site Limited Warranty	11,846.00	19%	9,595.26	19%	9,595.26
SAN		Dell	341-4198	HD Multi-Speed Near-Line SAS	299.00	19%	242.19	19%	242.19
SAN		Dell	342-0118	Single Blank	1.00	19%	0.81	19%	0.81
SAN		Dell	313-9401	MD3200i Software	100.00	19%	81.00	19%	81.00
SAN		Dell	410-1074	4-Hour 7x24 On-site Limited Warranty	100.00	19%	81.00	19%	81.00
SAN		Dell	922-6887	4-Hour 7x24 On-site Limited Warranty	100.00	19%	81.00	19%	81.00
SAN		Dell	926-9882	7x24 HW / SW Tech Limited Warranty	100.00	19%	81.00	19%	81.00
SAN		Dell	927-0082	7x24 HW / SW Tech Limited Warranty	100.00	19%	81.00	19%	81.00
SAN		Dell	929-6318	Limited Warranty	100.00	19%	81.00	19%	81.00
SAN		Dell	931-2600	4-Hour 7x24 On-site Dell ProSupport For IMPLEMENTATION	100.00	19%	81.00	19%	81.00
SAN		Dell	969-3439	5-19P to C14.15	100.00	19%	81.00	19%	81.00
SAN		Dell	998-0289		100.00	19%	81.00	19%	81.00
SAN		Dell	310-9985		100.00	19%	81.00	19%	81.00
SAN		Dell	224-6206	MD3200i R/KANT/IS HD Multi-Speed	15,046.00	19%	12,187.26	19%	12,187.26
SAN		Dell	341-4198	Near-Line SAS	299.00	19%	242.19	19%	242.19
SAN		Dell	342-0118	Single Blank	1.00	19%	0.81	19%	0.81
SAN		Dell	313-9401	MD3200i HW Additional Software	100.00	19%	81.00	19%	81.00