

Commonwealth of Virginia Enterprise Storage IFB 2010-20-S

Price List

Supplier Name:

Electronic Systems Inc

Supplier Contact:

John Hegarty

Electronic Systems Inc
John Hegarty
HP

Exhibit A-S - Pricing – SAN - HP
 Various discounts from
 HPList Price Catalog
<http://h18000.www1.hp.com/showroom/ipl.html>

BRAND: 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 bid. 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.

Alter compelling 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 are provided for you.

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-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
HP List Price Catalog	13-Oct-10

DISCOUNTS > XP Storage Products
 EVA Storage Products 40% off List
 LeftHand Storage Products 34% off List
 HP Support Services 25% off List
 18% off List

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

<http://h18000.www1.hp.com/showroom/ipl.html>

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	AP846A	HP	HP P2000 G3 MSA FC Dual Chnl SFF Array	HP P2000 G3 MSA FC Dual Chnl SFF Array	10350	25%	7,762.50	25%	7,762.50
SAN	507127-B21	HP	HP 300GB 6G SAS 10K 2.5in DP ENT HDC	HP 300GB 6G SAS 10K 2.5in DP ENT HDC	499	25%	374.25	25%	374.25
SAN	507127-B21 001	HP	Factory Integrated	Factory Integrated	0	25%	\$	25%	\$
SAN	17A806AAE	HP	HP P2000 Snapshot 512 Software E-LTU	HP P2000 Snapshot 512 Software E-LTU	3999	25%	2,999.25	25%	2,999.25
SAN	17A808AAE	HP	HP P2000 Remote Snap Software E-LTU	HP P2000 Remote Snap Software E-LTU	3500	25%	2,625.00	25%	2,625.00
SAN	221692-B22	HP	HP 5m Multi-mode OM2 LC/LC FC Cable	HP 5m Multi-mode OM2 LC/LC FC Cable	95	25%	71.25	25%	71.25
SAN	UV394E	HP	HP 3y 4h 24x7 MSA 2000 G3 HWSupp	HP 3y 4h 24x7 MSA 2000 G3 HWSupp	1999	25%	1,499.25	25%	1,499.25
SAN	AP846A	HP	HP P2000 G3 MSA FC Dual Chnl SFF Array	HP P2000 G3 MSA FC Dual Chnl SFF Array	10350	25%	7,762.50	25%	7,762.50
SAN	507127-B21	HP	HP 300GB 6G SAS 10K 2.5in DP ENT HDC	HP 300GB 6G SAS 10K 2.5in DP ENT HDC	499	25%	374.25	25%	374.25
SAN	507127-B21 001	HP	Factory Integrated	Factory Integrated	0	25%	\$	25%	\$
SAN	17A806AAE	HP	HP P2000 Snapshot 512 Software E-LTU	HP P2000 Snapshot 512 Software E-LTU	3999	25%	2,999.25	25%	2,999.25
SAN	17A808AAE	HP	HP P2000 Remote Snap Software E-LTU	HP P2000 Remote Snap Software E-LTU	3500	25%	2,625.00	25%	2,625.00
SAN	221692-B22	HP	HP 5m Multi-mode OM2 LC/LC FC Cable	HP 5m Multi-mode OM2 LC/LC FC Cable	95	25%	71.25	25%	71.25
SAN	UV394E	HP	HP 3y 4h 24x7 MSA 2000 G3 HWSupp	HP 3y 4h 24x7 MSA 2000 G3 HWSupp	1999	25%	1,499.25	25%	1,499.25
SAN	142257-002	HP	HP 10A IEC320 C14-C13 8Hz 4m PDU Cable	HP 10A IEC320 C14-C13 8Hz 4m PDU Cable	\$13.00	34.00%	\$	34.00%	\$
SAN	142257-003	HP	HP 10A IEC320 C14-C13 10Hz PDU Cable	HP 10A IEC320 C14-C13 10Hz PDU Cable	\$14.00	34.00%	\$ 9.24	34.00%	\$ 8.58
SAN	142257-006	HP	HP 10A IEC320 C14-C13 4.5ft US PDU Cable	HP 10A IEC320 C14-C13 4.5ft US PDU Cable	\$15.00	34.00%	\$ 9.90	34.00%	\$ 9.24
SAN	142257-007	HP	HP 10A IEC320 C14-C13 4.5ft US PDU Cable	HP 10A IEC320 C14-C13 4.5ft US PDU Cable	\$83.00	34.00%	\$ 54.78	34.00%	\$ 54.78
SAN	150214-B21	HP	SW 4000 39FT CABLE ALL	SW 4000 39FT CABLE ALL	\$114.00	34.00%	\$ 75.24	34.00%	\$ 75.24
SAN	164604-B21	HP	24FT SCSI CABLE ALL ALL	24FT SCSI CABLE ALL ALL	\$97.00	34.00%	\$ 64.02	34.00%	\$ 64.02
SAN	221691-B21	HP	2m SW LC/LC FC Cable ALL	2m SW LC/LC FC Cable ALL	\$77.00	34.00%	\$ 50.82	34.00%	\$ 50.82
SAN	221691-B22	HP	5m SW LC/LC FC Cable ALL	5m SW LC/LC FC Cable ALL	\$82.00	34.00%	\$ 54.12	34.00%	\$ 54.12