

Commonwealth of Virginia Enterprise Storage IFB 2010-20

Supplier Name:

Electronic Systems Inc

Supplier Contact:

John Hagerly

HP

Exhibit A-T Pricing - TAPE - HP
 Discount 25% from HP List Price Catalog
<http://h18000.www1.hp.com/showroom/jpl.html>

BRAND:

Instructions: In the table below, you are required to submit a Price List for all TAPE products, h/w, 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 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.
- A Price List submitted by bidders must be a widely available, 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

Discount
25% off

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

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

Product/Price List

Product Description Fields				Government Pricing				Academic Pricing			
Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Percentage Discount (incl.eVA+FA +shipping)	Net Price Offered to Commonwealth (incl.eVA+FA +shipping)	Index Price	Percentage Discount (incl.eVA+FA +shipping)	Net Price Offered to Commonwealth (incl.eVA+FA +shipping)	
Example TAPE	543215	XYZ Corp.	666	Tape Drive	700.00	30.00%	490.00	599.00	30.00%	419.30	
TAPE		HP	AA934C	Tape Library	104,000.00	25%	78,000.00	104,000.00	25%	78,000.00	
TAPE		HP	AE593A	L6-20P N/A/P Pwr	54.99	25%	41.24	54.99	25%	41.24	
TAPE		HP	AD576A	4Gb J/F Controller	10,000.00	25%	7,500.00	10,000.00	25%	7,500.00	
TAPE		HP	AH997A	Network Kit	350.00	25%	262.50	350.00	25%	262.50	
TAPE		HP	AA938A	ESL E Drive Cluster	4,000.00	25%	3,000.00	4,000.00	25%	3,000.00	
TAPE		HP	AH194A	LTO4 Ultr FC Drive	22,999.00	25%	17,249.25	22,999.00	25%	17,249.25	
TAPE		HP	HA114A1#5DQ	Installation	8,223.00	25%	6,167.25	8,223.00	25%	6,167.25	
TAPE		HP	T3683A	Command View ESL	10,500.00	25%	7,875.00	10,500.00	25%	7,875.00	
TAPE		HP	T3664A	Manager ESL	10,500.00	25%	7,875.00	10,500.00	25%	7,875.00	
TAPE		HP	HA110A3#4B8	LTO Library Support	16,305.00	25%	12,228.75	16,305.00	25%	12,228.75	
TAPE		HP	HA110A3#80X	Kit Support	4,408.00	25%	3,306.00	4,408.00	25%	3,306.00	
TAPE		HP	HA110A3#8FC	Secure Mgr ESL	5,069.00	25%	3,801.75	5,069.00	25%	3,801.75	
TAPE		HP	HA110A3#8SY	2G/4G FC J/F Ctrl	2,143.00	25%	1,607.25	2,143.00	25%	1,607.25	
TAPE		HP	HA113A1#5J5	Installation	415.00	25%	311.25	415.00	25%	311.25	
TAPE		HP	22189Z-B23	OM2 LCLC FC	135.00	25%	101.25	135.00	25%	101.25	