

**Commonwealth of Virginia Enterprise Storage IFB 2010-20-D**

**Price List**

**Supplier Name:** EMC Corporation  
**Supplier Contact:** Gary E. Shoemaker

**BRAND:** EMC Corporation

**Exhibit A-D Pricing - DISC - EMC**  
**Discounts from EMC Corp. Price List**  
 10% to 57%  
<http://www.emc.com/sales/VITA>

Instructions: In the table below, you are required to submit a Price List for DISC/DSD 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 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 is not provided, academic pricing is not provided, government pricing is not provided). 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 (e.g. Disk, Cable, Switches, Software), by product line, or any combination of the three.

The Percentage Discount(s) has is offered for any product category, but new products will be subject to the same percentage discount-offer of index offered in the original Price List proposal for that product category.

Index prices on the Index Price List may decrease 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.

<b>Index Price List Source</b>	<b>Effective Date</b>	<b>Discounts</b>
EMC Corp. Price List	Sep-10	10% to 57%

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

<http://www.emc.com/sales/VITA>

**Product/Price List**

Product Category	Your Product Number (if different than manu. Product #)	Manufacturer Product Number	Manufacturer Product Description	Government Pricing		Academic Pricing			
				Index Price	Discount (incl.eVA/IFA +shipping)	Net Price Offered to Commonwealth (incl.eVA/IFA +shipping)	Index Price	Discount (incl.eVA/IFA +shipping)	Net Price Offered to Commonwealth (incl.eVA/IFA +shipping)
DISC		EMC Corporation 456-100-376	EMC CAPTIVA OSP FOR APPLICATION/USER	\$ 700.00	36.00%	\$ 448.00	\$ 700.00	36.00%	\$ 448.00
DISC		EMC Corporation 457-100-019	EMC APPLICATION/USER 3 USER BUNDLE W/OSP	\$ 5,995.00	36.00%	\$ 3,836.80	\$ 5,995.00	36.00%	\$ 3,836.80
DISC		EMC Corporation 457-100-087	APPLICATION/USER 10 USER PRO/DEX AND OSP	\$ 21,695.00	36.00%	\$ 13,926.80	\$ 21,695.00	36.00%	\$ 13,926.80
DISC		EMC Corporation 457-100-066	APPLICATION/USER 10 USER VENTY AND OSP	\$ 24,485.00	36.00%	\$ 15,688.80	\$ 24,485.00	36.00%	\$ 15,688.80
DISC		EMC Corporation 456-005-143	AUTOSTART FOR LINUX WG	\$ 5,940.00	36.00%	\$ 3,801.60	\$ 5,940.00	36.00%	\$ 3,801.60
DISC		EMC Corporation 456-005-148	AUTOSTART FOR LINUX DP	\$ 11,880.00	36.00%	\$ 7,603.20	\$ 11,880.00	36.00%	\$ 7,603.20
DISC		EMC Corporation 456-005-149	AUTOSTART FOR LINUX EN	\$ 41,560.00	36.00%	\$ 26,611.20	\$ 41,560.00	36.00%	\$ 26,611.20
DISC		EMC Corporation 456-005-151	AUTOSTART FOR WINDOWS WG	\$ 2,970.00	36.00%	\$ 1,900.80	\$ 2,970.00	36.00%	\$ 1,900.80
DISC		EMC Corporation 456-005-189	AUTOSTART DS SROF WG	\$ 7,470.00	36.00%	\$ 4,782.60	\$ 7,470.00	36.00%	\$ 4,782.60
DISC		EMC Corporation 456-005-190	AUTOSTART DS SROF DP	\$ 10,440.00	36.00%	\$ 6,681.60	\$ 10,440.00	36.00%	\$ 6,681.60
DISC		EMC Corporation 456-005-191	AUTOSTART DS SROF EN	\$ 15,390.00	36.00%	\$ 9,849.60	\$ 15,390.00	36.00%	\$ 9,849.60