

Commonwealth of Virginia Enterprise Storage IFB 2010-20-S

Price List

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

Exhibit A-S Pricing - SAN - EMC
 Discounts from EMC Corp Price List
 8% to 36%
<http://www.emc.com/sales/VITA>

Instructions: In the table below, you are required to submit a Price List for Storage Area Network (SAN) 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, offerors 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 offerors 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.
- Offerors 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.
- Index prices on the Index price list may change over time as new price lists are published.

All discounted pricing must be based on 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	Discounts
EMC Corp. Price List	Sep-10	8% to 36%

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

www.emc.com/sales/VITA

Product/Price List

Product Description Fields					Government Pricing			Academic Pricing		
Product Category	Your Product Number (if different than manufacturer Product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Percentage Discount (incl.eVA+IFA +shipping)	Net Price Offered to Commonwealth (incl.eVA+IFA +shipping)	Index Price	Percentage Discount (incl.eVA+IFA +shipping)	Net Price Offered to Commonwealth (incl.eVA+IFA +shipping)
SAN		EMC Corporation	MVS500-AL	CX500 MV/S TO BUNDLE UPG	\$ 14,100.00	36.00%	\$ 9,024.00	\$ 14,100.00	36.00%	\$ 9,024.00
SAN		EMC Corporation	MVS700-AL	CX700 MV/S TO BUNDLE UPG	\$ 17,800.00	36.00%	\$ 11,392.00	\$ 17,800.00	36.00%	\$ 11,392.00
SAN		EMC Corporation	40UC-SECURE1	CLRN 40UC ANTI-TIP KIT	\$ 2,500.00	57.00%	\$ 1,075.00	\$ 2,500.00	57.00%	\$ 1,075.00
SAN		EMC Corporation	40UC-SECURE2	CLRN 40UC ANTI-MOVE KIT	\$ 1,000.00	36.00%	\$ 640.00	\$ 1,000.00	36.00%	\$ 640.00
SAN		EMC Corporation	42U-LABEL-KIT	ABLE & ENCLOSURE ID KIT FOR CX42U	\$ -	36.00%	\$ -	\$ -	36.00%	\$ -
SAN		EMC Corporation	42U-TIP-BRCKT	ABILIZER BRACKET KIT FOR CX 42U RA	\$ 450.00	36.00%	\$ 288.00	\$ 450.00	36.00%	\$ 288.00
SAN		EMC Corporation	456-101-878	A PROTECTION ADVISOR: CELERRA-N	\$ 10,000.00	36.00%	\$ 6,400.00	\$ 10,000.00	36.00%	\$ 6,400.00
SAN		EMC Corporation	456-101-982	L ANALYSIS 1TB (1001TB PLUS)REPLIC	\$ 550.00	36.00%	\$ 352.00	\$ 550.00	36.00%	\$ 352.00
SAN		EMC Corporation	AFS-120	ANCED FAST SUITE FOR THE CX4-120	\$ 6,750.00	36.00%	\$ 4,320.00	\$ 6,750.00	36.00%	\$ 4,320.00
SAN		EMC Corporation	AFS-240	ANCED FAST SUITE FOR THE CX4	\$ 33,750.00	36.00%	\$ 21,600.00	\$ 33,750.00	36.00%	\$ 21,600.00
SAN		EMC Corporation	AFS-480	ANCED FAST SUITE FOR THE CX4-480	\$ 87,750.00	36.00%	\$ 56,160.00	\$ 87,750.00	36.00%	\$ 56,160.00
SAN		EMC Corporation	AFS-960	ANCED FAST SUITE FOR THE CX4-960	\$ 141,750.00	36.00%	\$ 90,720.00	\$ 141,750.00	36.00%	\$ 90,720.00
SAN		EMC Corporation	AP7420BRK40C	RAIL KIT-FIXED MOUNT	\$ 200.00	36.00%	\$ 128.00	\$ 200.00	36.00%	\$ 128.00
SAN		EMC Corporation	AP7420BRK40CFD	RAIL KIT-VARIABLE MOUNT	\$ 400.00	36.00%	\$ 256.00	\$ 400.00	36.00%	\$ 256.00
SAN		EMC Corporation	AX13-PWR-0	3 PWRCORDS W/ SEV1011 PLUGS 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-1	PWRCORDS W/ NEMA 5-15P PLUGS 25V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-10	3 PWRCORDS W/ KSC8305 PLUGS 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-11	3 PWRCORDS W/ CNS690 PLUGS 125V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-12	PWRCORDS W/ NEMA 5-15 PLUGS 125	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-13	13 PWRCORDS W/ BS546 PLUGS 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-14	13 PWRCORDS W/ SI-32 PLUGS 250V 1	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-15	13 Power Cords with IN6SA3 plugs 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-2	3 PWRCORDS W/ JISC 8303 PLUGS 125V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-3	3 PWRCORDS W/ GB1002 PLUGS 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-4	PWRCORDS W/ IRAM 2073 PLUGS 250	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-5	3 PWRCORDS W/ BSI 1363 PLUGS 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -
SAN		EMC Corporation	AX13-PWR-6	13 PWRCORDS W/ SAA/3 PLUGS 250V	\$ -	5.00%	\$ -	\$ -	5.00%	\$ -