

Commonwealth of Virginia Enterprise Storage IFB 2010-20-T
Price List

Supplier Name:
Supplier Contact:

EMC Corporation
Gary E. Shoemaker
EMC Corporation

BRAND:

Exhibit A-T Pricing - TAPE- EMC
Discounts from EMC Corp. Price List
10% to 36%
<http://www.emc.com/sales/VITA>

In the table below, you are required to submit a Price List for all TAPE 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 Bid 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 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/office 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
EMC Corp. Price List	Sep-09

Discounts
10% 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 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)
TAPE		EMC Corporation	AS-IMG-ENT	ARCHIVE SERVICES FOR IMAGING ENTERPRISE	\$ 275,000.00	36.00%	\$ 176,000.00	36.00%	\$ 176,000.00
TAPE		EMC Corporation	AS-IMG-EPK	ARCHIVE SERVICES FOR IMAGING ENTERPRISE - F	\$ 75,000.00	36.00%	\$ 48,000.00	36.00%	\$ 48,000.00
TAPE		EMC Corporation	AS-IMG-SPK	ARCHIVE SERVICES FOR IMAGING STANDARD - F	\$ 10,000.00	36.00%	\$ 6,400.00	36.00%	\$ 6,400.00
TAPE		EMC Corporation	AS-IMG-STD	ARCHIVE SERVICES FOR IMAGING STANDARD	\$ 45,000.00	36.00%	\$ 28,800.00	36.00%	\$ 28,800.00
TAPE		EMC Corporation	AS-RPT-AFP	ARCH SVCS RPTS AFP TO PDF PLUG-IN	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-AFP-A	ARCH SVCS RPTS AFP TO PDF/A PLUG-IN CPU	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-DJDE	ARCH SVCS RPTS META CODE DJDE TO PDF PL	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-DJDE-A	ARCH SVCS RPTS META CODE DJDE TO PDF/A PL	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-L1-MC	ARCHIVE SERVICES FOR REPORTS PROC SVR L1	\$ 48,000.00	36.00%	\$ 30,720.00	36.00%	\$ 30,720.00
TAPE		EMC Corporation	AS-RPT-L2-MC	ARCHIVE SERVICES FOR REPORTS PROC SVR L2	\$ 96,000.00	36.00%	\$ 61,440.00	36.00%	\$ 61,440.00
TAPE		EMC Corporation	AS-RPT-MC1NT	ARCH SVCS RPTS MINING CLIENT ADMINISTRAT	\$ 3,200.00	36.00%	\$ 2,048.00	36.00%	\$ 2,048.00
TAPE		EMC Corporation	AS-RPT-MC1NT	ARCH SVCS RPTS MINING CLIENT SEAT	\$ 700.00	36.00%	\$ 448.00	36.00%	\$ 448.00
TAPE		EMC Corporation	AS-RPT-MIN1MC	ARCH SVCS RPTS MINING SERVER LEVEL 1 COR	\$ 35,000.00	36.00%	\$ 22,400.00	36.00%	\$ 22,400.00
TAPE		EMC Corporation	AS-RPT-MIN2MC	ARCH SVCS RPTS MINING SERVER LEVEL 2 COR	\$ 70,000.00	36.00%	\$ 44,800.00	36.00%	\$ 44,800.00
TAPE		EMC Corporation	AS-RPT-PCL	ARCH SVCS RPTS PCL DJDE TO PDF PLUG-IN	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-PCL-A	ARCH SVCS RPTS PCL DJDE TO PDF/A PLUG-IN	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-PS	ARCH SVCS RPTS POSTSCRIPT TO PDF/A PLUG-I	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-PS-A	ARCH SVCS RPTS POSTSCRIPT TO PDF/A PLUG-I	\$ 30,000.00	36.00%	\$ 19,200.00	36.00%	\$ 19,200.00
TAPE		EMC Corporation	AS-RPT-SEARCH	ARCHIVE SERVICES FOR REPORTS SEARCH SER	\$ -	36.00%	\$ -	36.00%	\$ -
TAPE		EMC Corporation	AS-RPT-SPLIT	ARCH SVCS RPTS ENHANCER AND SPLITTER PL	\$ 14,450.00	36.00%	\$ 9,248.00	36.00%	\$ 9,248.00
TAPE		EMC Corporation	456-100-309	AVAMAR 1 TB NCH CAPACITY LICENSE	\$ 15,000.00	36.00%	\$ 9,600.00	36.00%	\$ 9,600.00
TAPE		EMC Corporation	456-100-318	AVAMAR OPEN FILE SOLUTION FOR WINNT, WIN	\$ 100.00	36.00%	\$ 64.00	36.00%	\$ 64.00
TAPE		EMC Corporation	456-100-482	AVAMAR VIRTUAL EDITION 1TB CAPACITY LICEN	\$ 13,600.00	36.00%	\$ 8,704.00	36.00%	\$ 8,704.00
TAPE		EMC Corporation	456-100-483	AVAMAR VIRTUAL EDITION 5TB CAPACITY LICEN	\$ 6,800.00	36.00%	\$ 4,352.00	36.00%	\$ 4,352.00
TAPE		EMC Corporation	456-101-191	AVAMAR VIRTUAL EDITION 2TB CAPACITY LICEN	\$ 27,200.00	36.00%	\$ 17,408.00	36.00%	\$ 17,408.00
TAPE		EMC Corporation	AVM1TBRN	TELECO RAL FOR NODES	\$ 400.00	36.00%	\$ 256.00	36.00%	\$ 256.00
TAPE		EMC Corporation	AVM1TBRSW	TELECO RAL FOR SWITCH	\$ 300.00	36.00%	\$ 192.00	36.00%	\$ 192.00