

Commonwealth of Virginia Enterprise Storage IFB 2010-20-N

Price List

Supplier Name: iAccess, Inc.

Supplier Contact: Bert Short

BRAND: EMC

Exhibit A-N Pricing - NAS - EMC  
Discounts from i-Access/EMC Prices List  
0% to 56%  
[www.iaccessinc/vita](http://www.iaccessinc/vita)

Instructions: In the table below, you are required to submit a Price List for Network Attached Storage (NAS) 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. 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 with a switch is 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 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.

Index Price List Source	Effective Date
i-Access/EMC Prices List	Sept-10
Discounts	0% to 56%

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

[www.iaccessinc/vita](http://www.iaccessinc/vita)

Product/Price List

Product Category	Your Product Number (if different than manufacturer 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)
A		EMC	N4FE12001B	X 4G FLASH 200GB E	29,325.00	56.00%	12,903.00	56.00%	12,903.00
A		EMC	N4FE12001C	X 4G FLASH 200GB E	29,325.00	56.00%	12,903.00	56.00%	12,903.00
A		EMC	N4FE14001B	X 4G FLASH 400GB E	52,775.00	56.00%	23,221.00	56.00%	23,221.00
A		EMC	N4FE14001C	X 4G FLASH 400GB E	52,775.00	56.00%	23,221.00	56.00%	23,221.00
A		EMC	N4151481B	4X 4G 18K146GB DR	2,205.00	56.00%	970.20	56.00%	970.20
A		EMC	N4151481C	4X 4G 18K146GB DR	2,205.00	56.00%	970.20	56.00%	970.20
A		EMC	N4155001B	4X 4G 18K300GB DR	2,650.00	56.00%	1,170.40	56.00%	1,170.40