

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

**Price List**

<b>Supplier Name:</b>	PLANIT Technology Group
<b>Supplier Contact:</b>	Nigel Buttery
<b>BRAND:</b>	IBM

**Exhibit A-D Pricing - DISC/DASD - IBM**  
**Discounts from IBM WSCA**  
**5% to 58%**  
<http://www.ibm.com/easyaccess/wscanapso>

Instructions: In the table below, you are required to submit a Price List for DISC/DASD products, h/w, s/w & services (services may include, but are not limited to, maintenance, installation, tra 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 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 / 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,

For each product, identify the product category, your product # (if different than manufacturer product number), manufacturer, manufacturer product number, detailed product description, Index 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 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 In 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 e 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 categori 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
- 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
- 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 al

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 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>
IBM WSCA	Oct-10

**Discounts**  
**5% to 58%**

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

[www.ibm.com/easyaccess/wscanapso](http://www.ibm.com/easyaccess/wscanapso)

**Product/Price List**

Product Description Fields					Government Pricing		
Product Category	Your Product Number (if different than manuf. Product #)	Manufacturer	Manufacturer Product Number	Product Description	Index Price	Percentage Discount (incl.eVA+IFA +shipping)	Net Price Offered to Commonwealth (incl.eVA+IFA +shipping)
DISC/DASD		IBM Corporation					\$ -
DISC/DASD		IBM Corporation		TITLE 1725 EXTENS			
DISC/DASD		IBM Corporation	FEAT	FEATURE DESCRIPTION			
DISC/DASD		IBM Corporation	1EX	1YR EXT WARRANT	\$ 3,368	30%	\$ 2,357.60
DISC/DASD		IBM Corporation	122	1YR EXT WARRANT	\$ 6,428	30%	\$ 4,499.60
DISC/DASD		IBM Corporation	2EX	2YR EXT WARRANT	\$ 6,736	30%	\$ 4,715.20
DISC/DASD		IBM Corporation	222	2YR EXT WARRANT	\$ 12,856	30%	\$ 8,999.20
DISC/DASD		IBM Corporation	3EX	3YR EXT WARRANT	\$ 10,104	30%	\$ 7,072.80
DISC/DASD		IBM Corporation	322	3YR EXT WARRANT	\$ 19,284	30%	\$ 13,498.80
DISC/DASD		IBM Corporation		TITLE 1750 EXPANSION ENCLOSURE			
DISC/DASD		IBM Corporation	FEAT	FEATURE DESCRIPTION			
DISC/DASD		IBM Corporation	EX2	SYS. STORAGE DS6	\$ 6,000	30%	\$ 4,200.00
DISC/DASD		IBM Corporation	522	IBM SYSTEM STORA	\$ 86,500	30%	\$ 60,550.00