

Exhibit A-N Pricing - NAS-IBM
Discounts from IBM WSCA
5% to 58%
www.ibm.com/easysaccess/wscanaspo

Commonwealth of Virginia Enterprise Storage IFB 2010-20-N

Price List

Supplier Name:

PLANT Technology Group
 Nigel Butler

Supplier Contact:

IBM

BRAND:

IBM

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.
 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 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 (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.

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 product or a specific authorized user, but pricing shall never exceed the net price indicated in the price list.

Index Price List Source	Effective Date
IBM WSCA	03-10
Discounts	
IBM WSCA	5% to 58%

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

www.ibm.com/easysaccess/wscanaspo

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)
NAS		IBM Corporation		TITLE 1725 EXTENSION WARRANTY OR					
NAS		IBM Corporation		FEAT FEATURE DESCRIPTION					
NAS		IBM Corporation		1YR 1YR EXT WARRANTY 1750-EX2	3,968	30%	2,787.60	30%	-
NAS		IBM Corporation		2YR 2YR EXT WARRANTY 1750-EX2	6,428	30%	4,499.60	30%	-
NAS		IBM Corporation		3YR 3YR EXT WARRANTY 1750-EX2	8,788	30%	6,151.60	30%	-
NAS		IBM Corporation		4YR 4YR EXT WARRANTY 1750-EX2	10,604	30%	7,422.80	30%	-
NAS		IBM Corporation		5YR 5YR EXT WARRANTY 1750-EX2	12,964	30%	9,070.80	30%	-
NAS		IBM Corporation		6YR 6YR EXT WARRANTY 1750-EX2	15,324	30%	10,722.80	30%	-
NAS		IBM Corporation		7YR 7YR EXT WARRANTY 1750-EX2	17,684	30%	12,374.80	30%	-
NAS		IBM Corporation		8YR 8YR EXT WARRANTY 1750-EX2	20,044	30%	14,026.80	30%	-
NAS		IBM Corporation		9YR 9YR EXT WARRANTY 1750-EX2	22,404	30%	15,678.80	30%	-
NAS		IBM Corporation		10YR 10YR EXT WARRANTY 1750-EX2	24,764	30%	17,330.80	30%	-
NAS		IBM Corporation		TITLE 1750 EXPANSION ENCLOSURE					
NAS		IBM Corporation		FEAT FEATURE DESCRIPTION					
NAS		IBM Corporation		EX21 SYS STORAGE DS6000 EXP. EN	6,000	30%	4,200.00	30%	-
NAS		IBM Corporation		IBM SYSTEM STORAGE DS6000	66,500	30%	60,550.00	30%	-
NAS		IBM Corporation		Features follow					
NAS		IBM Corporation		0100 ELIGIBLE FOR EU SHIPMENT		30%	-	30%	-
NAS		IBM Corporation		0110 AWP ADMINISTRATIVE FEATURE		30%	-	30%	-
NAS		IBM Corporation		0510 BULK ORDERING FEATURE		30%	-	30%	-
NAS		IBM Corporation		0601 1YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0602 2YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0603 3YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0604 4YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0605 5YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0606 6YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0607 7YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0608 8YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0609 9YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0610 10YR EXT WARRANTY INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0940 IBM SYSTEM P INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0941 IHP SYSTEM P (HP-UX)		30%	-	30%	-
NAS		IBM Corporation		0942 SUN & FUJITSU (SOLARS)		30%	-	30%	-
NAS		IBM Corporation		0943 IBM SYSTEM INDICATOR		30%	-	30%	-
NAS		IBM Corporation		0944 INTEL WINDOWS SYSTEMS		30%	-	30%	-
NAS		IBM Corporation		0945 INTEL LINUX SYSTEMS		30%	-	30%	-