

Commonwealth of Virginia Enterprise Storage IFB 2010-20-S

Supplier Name: PLANIT Technology Group, LLC
 Supplier Contact: Nigel Buttery, 757-315-6900, nigel.buttery@planettech.com
 BRAND: NetApp

Exhibit A-S - Pricing - SAN - NetApp
 Discounts from NetApp Price List
 5% to 16%
http://www.planittech.com/pdf/via_storage_ifb_pricing_2010.pdf

Instructions: In the table below, you are required to submit a Price List for Storage Area Network (SAN) 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 offering to selling to the Commonwealth. One Brand per product is required. The table first includes 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 asterisk (*) indicates that the product is not included in the Price List Source and Effective Date. In other words, offers should include software, maintenance, installation, cables, switches, etc. as applicable. After identifying 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, 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 customer 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 administered by the vendor must be available for a minimum of 90 days prior to the start 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
NetApp Price List	Sep-10	5% to 16%

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

http://www.planittech.com/pdf/via_storage_ifb_pricing_2010.pdf

Product/Price List

Product Description Fields				Government Pricing		Academic 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)	Index Price	Percentage Discount (incl. eVA+IFA +shipping)	Net Price Offered to Commonwealth (incl. eVA+IFA +shipping)
S	NetApp	NetApp	CS-A-4D	SupportEdge Standal	\$ 2,590,167.86	16.00%	\$ 2,175,741.00			
S	NetApp	NetApp	CS-A-4R	SupportEdge Standal	\$ 3,181,640.89	16.00%	\$ 2,672,576.35			
S	NetApp	NetApp	CS-A-INST-4D	SupportEdge Standal	\$ 2,787,606.22	16.00%	\$ 2,324,789.22			
S	NetApp	NetApp	CS-A-INST-4R	SupportEdge Standal	\$ 3,359,079.25	16.00%	\$ 2,821,626.57			
S	NetApp	NetApp	CS-A-INST-NBR	SupportEdge Standal	\$ 3,122,482.94	16.00%	\$ 2,622,665.67			
S	NetApp	NetApp	CS-A-NBR	SupportEdge Standal	\$ 2,945,044.58	16.00%	\$ 2,473,837.45			
S	NetApp	NetApp	CS-EXTENDED-WTY	HW Extended War	\$ 532,315.08	16.00%	\$ 447,144.87			
W	NetApp	NetApp	KTENDED-WTY-REM	HW Ex War Service	\$ 1,094,630.16	16.00%	\$ 894,289.33			
S	NetApp	NetApp	CS-N-INST	NetApp Initial Installa	\$ 532,315.08	16.00%	\$ 447,144.87			
S	NetApp	NetApp	CS-N-INST-SSP	NetApp Installation at	\$ 2,176,168.68	16.00%	\$ 1,827,981.69			
S	NetApp	NetApp	CS-N-ND-FEE	NetApp SW Support	\$ 471,688.88	16.00%	\$ 396,216.66			
S	NetApp	NetApp	CS-N-SSP	NetApp NBD Parts D	\$ 1,998,730.32	16.00%	\$ 1,678,933.47			
S	NetApp	NetApp	CS-N-SSP-NBD	SupportEdge Premiu	\$ 2,050,942.32	16.00%	\$ 1,722,791.55			
S	NetApp	NetApp	CS-O-2HR	SupportEdge Premiu	\$ 5,286,676.05	16.00%	\$ 4,415,607.86			
S	NetApp	NetApp	CS-O-4HR	SupportEdge Premiu	\$ 4,394,148.18	16.00%	\$ 3,691,094.47			
S	NetApp	NetApp	CS-O-NBD	SupportEdge Premiu	\$ 4,147,688.30	16.00%	\$ 3,484,056.49			
W	NetApp	NetApp	CS-R-NRD-FEE	Non Returnable Disk	\$ 282,987.86	16.00%	\$ 237,709.80			
S	NetApp	NetApp	CS-S-2R	2Yr Parts Replace an	\$ 2,385,856.63	16.00%	\$ 1,987,319.57			
S	NetApp	NetApp	CS-S-2R-INST	2Yr Parts Replace an	\$ 2,543,294.99	16.00%	\$ 2,136,367.79			
S	NetApp	NetApp	CS-S-4D	4Yr Parts Delivery an	\$ 946,349.75	16.00%	\$ 794,933.79			
S	NetApp	NetApp	CS-S-4D-INST	4Yr Parts Delivery an	\$ 1,123,788.11	16.00%	\$ 943,982.01			
S	NetApp	NetApp	CS-S-4R	4Yr Parts Replace an	\$ 1,537,787.29	16.00%	\$ 1,291,741.32			
S	NetApp	NetApp	CS-S-4R-INST	4Yr Parts Replace an	\$ 1,715,225.65	16.00%	\$ 1,440,789.55			
S	NetApp	NetApp	CS-SEC-2D	SE Secure 7x24 2Yr	\$ 4,068,728.23	16.00%	\$ 3,417,730.03			
S	NetApp	NetApp	CS-SEC-2HR	SupportEdge Secure	\$ 5,872,777.52	16.00%	\$ 4,933,133.12			
S	NetApp	NetApp	CS-SEC-4D	SE Secure 7x24 4Yr	\$ 3,477,501.61	16.00%	\$ 2,921,101.35			
S	NetApp	NetApp	CS-SEC-4HR	SupportEdge Secure	\$ 4,837,744.08	16.00%	\$ 4,063,705.03			