

Commonwealth of Virginia Enterprise Storage IFB 2010-20

Price List

Supplier Name:

Supplier Contact:

BRAND:

PLANT Technology Group
Night Buldry
Quantum

Exhibit A-T Pricing - TAPE - Quantum Discounts from Quantum Price List 2% to 25%
http://www.planitech.com/pdf/vita_quantum_storage_ifb_pricing_2010.pdf

Instructions: In the table below, you are required to submit a Price List for all TAPE products, in W, 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 (if academic pricing is not provided, government pricing will apply to academic Authorized Users). Some offers may not hold the index price the same with 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 field in which 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 find cable 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-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 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
Quantum Price List	8/25/10	2% to 25%

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

http://www.planitech.com/pdf/vita_quantum_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 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)
Product Systems Library	302511	302511	PN 302511 - Quantum Scalar 10K DT-FSDDL Import/Export Station	98.00	19%	79.60			
Product Systems Library	302513	302513	PN 302513 - Quantum Scalar 10K 959V/TS120 Import/Export Station	98.00	19%	79.60			
Product Systems Library	302514	302514	PN 302514 - Quantum Scalar 10K LTO Import/Export Station	98.00	19%	79.60			
Product Systems Library	600385	600385	PN 600385 - Quantum Scalar 10K Operator Guide	0.01	19%	0.01			
Product Systems Library	600408	600408	PN 600408 - Quantum Scalar 10K SCSI Reference Guide	0.01	19%	0.01			
Product Systems Library	600418	600418	PN 600418 - Quantum Scalar 10K Reference Guide	0.01	19%	0.01			
Product Systems Library	600492	600492	PN 600492 - Quantum Scalar 10K Planning Guide	0.01	19%	0.01			
Product Systems Library	900925	900925	PN 900925 - Quantum Scalar 10K LTO library no tape drives, 700 activated slots (NMM/APAC/LAM)	140,000.00	19%	113,061.58			
Product Systems Library	900926	900926	PN 900926 - Quantum Scalar 10K LTO 100 slot License Key, factory included	10,000.00	19%	8,075.11			
Product Systems Library	900934	900934	PN 900934 - Quantum Scalar 10K LTO 100 slot License Key, field upgrade	10,000.00	19%	8,075.11			
Product Systems Library	900936	900936	PN 900936 - Quantum Scalar 10K SDI LTO 100 slot License Key, field upgrade (NMM/APAC/LAM)	12,000.00	19%	9,690.14			
Product Systems Library	1-00664-01	1-00664-01	PN 1-00664-01 - Quantum Scalar D/C LVD SCSI Adapter	690.00	19%	524.88			
Product Systems Library	1-00827-01	1-00827-01	PN 1-00827-01 - Quantum SAS Inforbase Cable, SFF-8088-16-SFF-8088, 3.3 ft (1 m)	125.00	19%	101.52			
Product Systems Library	1-00827-02	1-00827-02	PN 1-00827-02 - Quantum SAS Inforbase Cable, SFF-8088-16-SFF-8088, 6.6 ft (2 m)	150.00	19%	121.13			
Product Systems Library	1-00827-03	1-00827-03	PN 1-00827-03 - Quantum SAS Inforbase Cable, SFF-8088-16-SFF-8088, 9.8 ft (3 m)	175.00	19%	141.89			
Product Systems Library	1-00827-04	1-00827-04	PN 1-00827-04 - Quantum SAS Inforbase Cable, SFF-8088-16-SFF-8088, 13.1 ft (4 m)	200.00	19%	161.50			
Product Systems Library	1-00828-01	1-00828-01	PN 1-00828-01 - Quantum SAS Inforbase Cable, SFF-8088-16-SFF-8470, 3.3 ft (1 m)	125.00	19%	101.52			