Commonwealth of Virginia Enterprise Storage IFB 2010-20-S
Price List

EXHIBIT A-S PRICING SAN HITACHI
DISCOUNTS FROM HDS PRICE BOOK
0% to 34%
http://www.vion.com

Supplier Name:	VION Corporation
Supplier Contact:	Dwayne M. Dahl
BRAND:	Hitachi

Instructions: In the table below, you are required to submit a Price List for Storage Area Network (SAN) products, h/w, s/w & 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, offerors 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 offerors 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.
· 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 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
HDS Price Book	Jul-10

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

www.vion.com

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)
				AMS2000			$ -			$ -
AMS2000 HW		Hitachi	2852830-001.P	Dummy drive for DF800 Dense RKAK	$ -	28.00%	$ -			$ -
AMS2000 HW		Hitachi	7846630.P	42U AMS2000 Rack 1050mm Deep w/30amp Nema PDU (4)	$ 5,295.00	28.00%	$ 3,812.40			$ -
AMS2000 HW		Hitachi	7846631.P	42U AMS2000 Rack 1050mm Deep w/30amp IEC PDU (4)	$ 5,295.00	28.00%	$ 3,812.40			$ -
AMS2000 HW		Hitachi	7846634.P	42U AMS2000 Type E Rack 1050mm Deep w/30amp IEC PDU (4)	$ 6,300.00	28.00%	$ 4,536.00			$ -
AMS2000 HW		Hitachi	950-0001-A.P	DC Pwr cbl, 2.5m 2 core, red/black 1015/1431, 105C AWG10	$ 78.00	28.00%	$ 56.16			$ -
AMS2000 HW		Hitachi	950-0002-A.P	DC Gmd cbl, 18 in, single green/yellow 1015/1431, 105C AWG10	$ 48.00	28.00%	$ 34.56			$ -
AMS2000 HW		Hitachi	DF-F800-AKF400.P	AMS2000 400GB SAS 10K RPM HDD	$ 900.00	28.00%	$ 648.00			$ -
AMS2000 HW		Hitachi	DF-F800-AKH146.P	AMS2000 146GB SAS 15K RPM HDD	$ 610.00	28.00%	$ 439.20			$ -
AMS2000 HW		Hitachi	DF-F800-AKH300.P	AMS2000 300GB SAS 15K RPM HDD	$ 1,060.00	28.00%	$ 763.20			$ -
AMS2000 HW		Hitachi	DF-F800-AKH450.P	AMS2000 450GB SAS 15K RPM HDD	$ 1,290.00	28.00%	$ 928.80			$ -
AMS2000 HW		Hitachi	DF-F800-AKH600.P	AMS2000 600GB SAS 15K RPM HDD	$ 2,050.00	28.00%	$ 1,476.00			$ -
AMS2000 HW		Hitachi	DF-F800-AKS200.P	AMS2000 200GB SAS Flash based SSD	$ 22,400.00	28.00%	$ 16,128.00			$ -
AMS2000 HW		Hitachi	DF-F800-AVE1K.P	AMS2000 1TB SATA 7.2K RPM HDD	$ 1,120.00	28.00%	$ 806.40			$ -
AMS2000 HW		Hitachi	DF-F800-AVE2K.P	AMS2000 2TB SATA 7.2K RPM HDD	$ 2,000.00	28.00%	$ 1,440.00			$ -
AMS2000 HW		Hitachi	DF-F800-AVE500.P	AMS2000 500GB SATA 7.2K RPM HDD	$ 660.00	28.00%	$ 475.20			$ -
AMS2000 HW		Hitachi	DF-F800-C2GK.P	AMS2000 Series 2GB Cache Module	$ 1,330.00	28.00%	$ 957.60			$ -
AMS2000 HW		Hitachi	DF-F800-C4GK.P	AMS2000 Series 4GB Cache Module	$ 4,070.00	28.00%	$ 2,930.40			$ -
AMS2000 HW		Hitachi	DF-F800-DKS12.P	AMS2000 Family 2x 1Gbps ISCSI I/F Board	$ 930.00	28.00%	$ 669.60			$ -
AMS2000 HW		Hitachi	DF-F800-K1N.P	AMS2000 Additional Batter Box Cable	$ 370.00	28.00%	$ 266.40			$ -
AMS2000 HW		Hitachi	DF-F800-K5BS.P	AMS2000 ENC Cable 5m	$ 730.00	28.00%	$ 525.60			$ -
AMS2000 HW		Hitachi	DF-F800-N1RK.P	AMS2000 Battery Box Expansion Unit	$ 10,510.00	28.00%	$ 7,567.20			$ -
AMS2000 HW		Hitachi	DF-F800-RKAK.P	AMS2000 SAS/SATA Storage Expansion Tray	$ 8,490.00	28.00%	$ 6,112.80			$ -
AMS2000 HW		Hitachi	DF-F800-AKH450X.P	AMS2000 450GB SAS 15K RPM HDD High Density Expansn Unit	$ 1,290.00	28.00%	$ 928.80			$ -
AMS2000 HW		Hitachi	DF-F800-AKH600X.P	AMS2000 600GB SAS 15K RPM HDD High Density Expansn Unit	$ 2,050.00	28.00%	$ 1,476.00			$ -
AMS2000 HW		Hitachi	DF-F800-AVE2KX.P	AMS2000 2TB SATA 7.2K RPM HDD High Density Expansn Unit	$ 2,000.00	28.00%	$ 1,440.00			$ -
AMS2000 HW		Hitachi	DF-F800-AVE1KX.P	AMS2000 1TB SATA 7.2K RPM HDD High Density Expansn Unit	$ 1,120.00	28.00%	$ 806.40			$ -
AMS2000 HW		Hitachi	DF-F800-N1K.P	AMS2000 Cache Backup Battery	$ 610.00	28.00%	$ 439.20			$ -
AMS2000 HW		Hitachi	DF-F800-N1RKD.P	AMS2000 Additional Battery Box Expansion Unit - DC pwr	$ 12,020.00	28.00%	$ 8,654.40			$ -
AMS2000 HW		Hitachi	DF-F800-RKAKD.P	AMS2000 SAS/SATA Storage Expansion Tray DC	$ 11,470.00	28.00%	$ 8,258.40			$ -
AMS2000 HW		Hitachi	DF-F800-RKAKX.P	AMS2000 High Density Storage Expansion Unit	$ 28,320.00	28.00%	$ 20,390.40			$ -
HW INSTAL		Hitachi	043-991215-01.P	AMS2000 Service RKAK Installation	$ 500.00	2.00%	$ 490.00			$ -
HW INSTAL		Hitachi	043-991215-01.P	AMS2000 Service RKAK Installation	$ 500.00	2.00%	$ 490.00			$ -
HW INSTAL		Hitachi	043-991219-01.P	AMS 2000 Upgrade Installation	$ 500.00	2.00%	$ 490.00			$ -
HW INSTAL		Hitachi	043-991220-01.P	AMS 2000 Port Upgrade Installation	$ 750.00	2.00%	$ 735.00			$ -
HW INSTAL		Hitachi	043-991256-01.P	AMS2000 Service RKAKX Installation	$ 1,000.00	2.00%	$ 980.00			$ -
HW INSTAL		Hitachi	043-991435-01.P	AMS 2000 Installation, Planning, Service RKAKX	$ 1,000.00	2.00%	$ 980.00			$ -