

**Exhibit C - Pricing Submittal**

**Please Populate Shaded Regions**

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**Organization: SHI International Corp**

<b>Description</b>	
List one (1) firm fixed Percentage Discount off of Microsoft Estimated Retail Price (ERP) List in the "Discount Amount off the Microsoft ERP" block to be applied to each of the Commonwealth of Virginia (COV) Microsoft Agreements listed below:	
	<b>Discount Amount</b>
Discount amount offered for Enterprise (Level D) off of ERP using the most current Microsoft EA Pricelist excluding Microsoft Online Products	16.25%
Discount amount offered for Enterprise (Level D) off of ERP using the most current Microsoft EA Pricelist for Microsoft Online Products	16.25%
Discount amount offered for Select Plus (Level D) for Government off of ERP using the most current Microsoft Select Plus Pricelist	15.50%
Discount amount offered for Select Plus (Level A) for Academic off of ERP using the most current Microsoft Select Plus Pricelist	15.50%
Discount amount offered for EES off of ERP using the most current Microsoft EES Pricelist excluding Microsoft Online Products	16.15%
Discount amount offered for EES off of ERP using the most current Microsoft EES Pricelist for Microsoft Online Products	6.50%