

**EXHIBIT C
PC**

Intel or AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)
Desktop Offering	Dell OptPlex 9020	1,462.99	11.00%	1,302.06	<u>9.00%</u>
Intel i5-3550 Processor (Quad Core, 3.30GHz, 6MB Cache w/HD 2500 Graphics 4GB 1600MHZ Memory 500GB 7200 rpm SATA CDRW/DVD+/-RW Combo Drive Microsoft Windows 7 Professional Compatible Two Front Facing USB Ports or greater 19" LED Monitor (minimum) Two button USB optical mouse with scroll wheel USB Keyboard with 103 keys 10/100/1000 RJ-45 Warranty is three years on-site NBD for all desktop models and future models. Additional types of warranties may be offered on the Services & Warranty tab	4th Gen Intel Core Processor I5-4670 (Quad Core, 3.40GHz Turbo, 6MB, w/ HD Graphics 4600 4GB (1x4GB) 1600MHz DDR3 Non-ECC 500GB 3.5inch Serial ATA (7,200 Rpm) Hard Drive Windows 7 Professional, No Media, 64-bit, OptiPlex, English OptiPlex 9020 SFF Standard Base Small Form Chassis 8X DVD+/-RW Drive Dell 19 Monitor - P1914S USB Keyboard QuietKey Dell USB Optical mouse MS111 10/100/1000 RJ-45				
	TOTAL BUNDLE PRICE	\$1,462.99		\$1,302.06	

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)
All-In-One Offering	Dell OptiPlex 9020 All-In-One	1,602.00	11.00%	1,425.78	<u>9.00%</u>
Intel i3-2020 Processor (Dual Core, 3MB Cache w/HD 2500 Graphics) 4GB 1600MHZ Memory 500GB 7200 rpm SATA DVD+/-RW Combo Drive Microsoft Windows 7 Professional Compatible 20" Display	i5-4570s (Quad core 2.90GHz Turbo, 6Mb w/HD Graphics 4600) 4Gb (1x4Gb) 1600MHz DDR3L 500GB 7200 rpm SATA Microsoft Windows 7 Professional 64-bit OptiPlex 9020 All-In-One Energy efficient chassis 8x Slimline DVD +/-RW Drive				

Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100 RJ-45

23-inch WLED Full-HD All-In-One Display
Non-Touch LCD
USB Keyboard QuietKey
Dell USB Optical mouse MS111
10/100/1000 RJ-45

Warranty is three years on-site NBD for all All-in-One models and future models. Additional types of warranties may be offered on the accessories tab

3 year Onsite

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process
Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.
<http://www.vita.virginia.gov/scm/default.aspx?id=87>

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

**Public Site to Verify Model
#/List Price**

<http://ftpbox.us.dell.com/slq/wkly/dellpricereport.pdf>

**Public Site to Verify Model
#/List Price**

<http://ftpbox.us.dell.com/slq/wkly/dellpricereport.pdf>

Used/Refurbished Devices

Intel or AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price
Desktop Offering	Dell / OptiPlex 760	205.00	15.00%	174.25
Intel Core 2 Duo 2.8GHz	Intel Core 2 Duo 2.8GHz			
2GB Memory	2GB Memory			
60GB Hard Drive	80GB Hard Drive			
DVD-ROM	DVD-ROM			
Microsoft Windows 7 Professional Compatible	Microsoft Windows 7 Professional Compatible(Optional)			
Two button USB optical mouse with scroll wheel	Two button USB optical mouse with scroll wheel			
USB Keyboard with 103 keys	USB Keyboard with 103 keys			
10/100 RJ-45	10/100 RJ-45			

Warranty is three years for all Desktop models and future models.
Additional types of warranties may be offered on the Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price
Laptop	Dell / Latitude E4310	418.00	15.00%	355.30
Intel i5 2.6GHz	Intel i5 2.533GHz			
4GB Memory	4GB Memory			
120GB Hard Drive	160GB Hard Drive			
DVD/RW Combo Drive	DVD/RW Combo Drive			
Microsoft Windows 7 Professional Compatible	Microsoft Windows 7 Professional Compatible (Optional)			
14" Display	14" Display			
Integrated Wireless	Integrated Wireless			
10/100 RJ-45	10/100 RJ-45			

Warranty is three years for all laptop models and future models.
Additional types of warranties may be offered on the accessories tab

AMD processors must be at least equivalent to listed Intel processors
Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Laptop Accessories (see note #2)	5% On Dell Branded accessories
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**Public Site to
Verify Model #/List
Price**

[http://arrowdirect.co
m](http://arrowdirect.com)

**Public Site to
Verify Model #/List
Price**

[http://arrowdirect.co
m](http://arrowdirect.com)

Laptop

Intel/ AMD Based

<i>Minimum Configurations</i>		Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)
Laptop Offering		Dell / Latitude E6440	1,596.00	11.00%	1,420.44	9.00%
Intel i5-3230M Processor (2.6GHz 3M Cache with Intel HD Graphics 4000)	Intel Core i5-4300M Dual Core 6470b					
4GB RAM or greater	4GB 1600MHz DDR3 1DM 6470b					
500GB 7200 RPM SATA hard drive or greater	500GB SSD Hybrid Drive					
CDRW/DVD+/-RW Combo Drive or better	8x DVD+/-RW					
Microsoft Windows 7 Professional Compatible	Windows 7 Professional 64					
802.11a/b/g/n integrated wireless	Dell Wireless 1506 802.11/g/n Single Band Wi-Fi Half mini card					
Energy Star qualified	ENERGY STAR®					
14.1 inch screen or greater	14 LED HD (1366x768)					

Warranty is three years next day exchange for all laptop models and futu models. Additional types of warranties may be offered on the Services & Warranty tab

3/3/0 3 Years Parts and Labor, Exchange

Minimum Percentage Discount for Android Tablet Accessories (see note #2)	5% Off On Standard Priced Dell Branded accessories (Not Include Special Priced Promos or Specials)
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth item etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Discount, it does not apply to Smart Buy / Promos / Regional Special

**Public Site to Verify
Model #/List Price**

<http://ftpbox.us.dell.com/slq/weekly/dellpricereport.pdf>

Thin Client

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price
Thin Client Offering	Dell Wyse D90D7 P/N A6804845	449.00	4.00%	431.04

2 USB's

Firefox or IE Browser

10/100/100 Base-T

1GB Flash Storage

1GB Memory

USB Keyboard and Mouse

Energy Star Qualified

Windows 7 Professional

4 x USB 2.0 (2 Front, 2 Rear)

Microsoft Internet Explorer 8

Gigabit Ethernet

16Gb Flash Storage

2Gb DDR3 SDRAM Installed (Max Up to 4Gb)

Dell Optical Mouse and USB Keyboard

Yes

Microsoft Windows Embedded Standard 7

Warranty is three years NBD exchange for all Thin Client models and future models. Additional types of warranties may be offered on the Services & Warranty tab

3/3/0 Standard Warranty

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Discount, it does not apply to Smart Buy / Promos / Region

**Public Site to Verify Model
#/List Price**

[http://ftpbox.us.dell.com/slq/
weekly/dellpricereport.pdf](http://ftpbox.us.dell.com/slq/weekly/dellpricereport.pdf)

al Special Limited Time Pricing

Android Tablet

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price
Tablet Offering	Dell / Venue 8	307.99	4.00%	295.67

Dual Core Processor
 1GB RAM or greater
 16GB Storage or greater
 Android 4.0 OS or higher
 802.11b/g/n integrated wireless
 SD Card Memory Expansion slot
 Front and rear camera

 7 inch screen or greater

Intel Atom processor Z2520 (up to 2.0GHz Dual-Core)
 2Gb (800MHz) DDR2 Memory
 16Gb Storage
 Android 4.2.2
 802.11b/g/n Wi-Fi with Bluetooth 4.0 Combo card

 Integrated 1.2MP HD Webcam (front) / 5MP (back)
 8.0 inch IPS Display with HD (WXGA 1280x800) captive multi touch

Warranty is three years NBD Exchange for all Android Tablet models and future models. Additional types of warranties may be offered on the Services & Warranty tab

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited

Minimum Percentage Discount for Android Tablet Accessories (see note #2)	5% Off On Standard Priced Dell Branded accessories (Not Include Special Priced Promos or Specials)
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Public Site to Verify Model #/List Price
n/a

Time Pricing

Windows Tablets

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Tablet Offering	Dell / Veno 11 Pro	1,516.70	5.00%	1,440.87	http://ftpbox.us.dell.com/slq/weekly/d

Intel or AMD Processor
 1GB RAM or greater
 16GB Storage or greater
 Windows 7 Professional or higher
 802.11b/g/n integrated wireless
 SD Card Memory Expansion slot

Front and rear camera
 8 inch screen or greater

Intel® Atom® Z2760 (1.5 GHz, up to 1.8 GHz using Intel Burst Technology and Intel Hyper-Threading Technology, 1 MB cache, 2 cores)
 4Gb
 128 GB Mobility Solid State Drive
 Win 8 Pro 64-bit
 Atheros 802.11abgn 2x2 +BT 4.0 WW 900
 Micro HCSD card slot
 Two integrated webcams (1080p (front facing); 8 MP with LED (rear facing))
 10.1 LED WXGA UWVA AG 900

Warranty is three years NBD Exchange for all Window Tablet models and future models. Additional types of warranties may be offered on the Services & Warranty tab

1 year depot

TOTAL BUNDLE PRICE

\$1,517

\$1,441

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	5% Off On Standard Priced Dell Branded accessories (Not Include Special Priced Promos or Specials)
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Servers

Intel/ AMD Based

Minimum Configurations

Tower Server Offering		Brand/Model	LIST
		Dell PowerEdge R320	1,929.00
Intel Xeon E3-1200v2 3.10GHz	Intel Xeon E3-1220 3.10 GHz, 8M Cache, Turbo, Quad Core/4T (80W)		
8GB Memory	8GB Memory (4x2GB), 1600Mhz, Single Ranked, Low Volt UDIMM (speed is CPU dependent)		
100 GB Hard Drive	500GB 7.2K RPM SATA 3Gbps 3.5in Cabled Hard Drive		
Onboard SATA	Onboard SATA, 1-2 Hard Drives connected to onboard SATA Controller - No RAID		
DVD Writer	DVD+/-RW, SATA, INTERNAL		
No OS installed	OS Will Be Priced as Optional SW		
Gigabit Ethernet Adapter	On Board network Adapter		
Rack Server Offering		Brand/Model	LIST
		Dell PowerEdge R320	3,319.00
Intel Xeon E5-2407 2.2GHz	tel Xeon E5-2403 1.80GHz, 10M Cache, 6.4GT/s QPI, No Turbo, 4C, 80W		
8GB Memory	(4x2)GB RDIMM, 1333 MT/s, Low Volt, Single Rank, x4 Data Width		
Onboard SATA	PERC H310 Integrated RAID Controller		
100 GB Hard Drive	500GB 7.2K RPM SATA 3Gbps 3.5in Hot-plug Hard Drive		
Gigabit Ethernet Adapter	On-Board LOM 1GBE (Dual Port for Racks and Towers, Quad Port for Blades)		
No OS installed	OS Will Be Priced as Optional SW		
Blade Server Offering		Brand/Model	LIST
		Dell / M520	5,480.00
Intel E5-2430 2.2GHz	Intel Xeon E5-2430 2.20GHz, 15M Cache, 7.2GT/s QPI, Turbo, 6C, 95W		
8GB Memory	(2x4)GB RDIMM, 1333 MT/s, Low Volt, Single Rank, x8 Data Width		
100 GB Hard Drive	250GB 7.2K RPM SATA 3Gbps 2.5in Hot-plug Hard Drive		
Gigabit Ethernet Adapter	12G iDRAC7 Enterprise for Blades		
No OS installed	OS Will Be Priced as Optional SW		

Warranty is three years on-site for all server models and futur models. Additional warranty and services may be offered on the Services & Warranty tab

**Minimum
Percentage Discount
for Server
Accessories (see
note #2)**

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like blade enclosures, racks for rack mount servers, rack UPS units, KVM switches, Items such network switches, and Enterprise Storage are covered under other VITA contracts.

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Tir

Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
11.00%	1,716.81	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf

Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
11.00%	2,953.91	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf

Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
11.00%	4,877.20	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf

**5% Off On Standard
Priced Dell Branded
accessories (Not Include
Special Priced Promos
or Specials)**

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MANUFACTURER	Description	List Price	MINIMUM PERCENTAGE DISCOUNT FROM LIST	Discount Price
For Desktop Systems - Optiplex 9020 Series				
331-6404	Dell KB113 Wired Keyboard	\$ 19.99	5%	\$ 18.99
321-0115	Dell 1 GB Radeon HD 7470 Low Profile Graphics Card	\$ 99.99	5%	\$ 94.99
A6994459	Dell 4 GB Certified Memory Module	\$ 56.99	5%	\$ 54.14
342-3263	500 GB 7200 RPM Serial ATA Hard Drive	\$ 70.99	5%	\$ 67.44
For PowerEdge Servers				
313-9108	Dell 8X Serial ATA DVD+/-RW Drive	\$ 99.99	5%	\$ 94.99
319-1191	Dell Xeon E5-2470 2.30 GHz Eight Core Processor for Dell PowerEdge	\$ 1,849.99	5%	\$ 1,757.49
331-4444	Dell QLE2462 4 GB Dual Port Host Bus Adapter	\$ 1,099.99	5%	\$ 1,044.99
342-2976	Dell 900 GB 10,000 RPM Serial Attached Hard Drive for Select Dell PowerEdge Servers	\$ 699.99	5%	\$ 664.99
For Tablet				
460-BBFD	Dell Tablet Case - Venue 11 pro Model 7130	\$ 19.99	5%	\$ 18.99
460-BBHK	Dell Tablet Folio - Venue 8 Pro Model 5830	\$ 39.99	5%	\$ 37.99
460-BBGD	Dell Tablet Case - Venue 11 Pro Model 5130	\$ 19.99	5%	\$ 18.99
Common Options for Latitude E6440 Notebook				
312-1324	Dell 60 Whr 6-Cell Lithium-Ion Primary Battery for Dell Latitude	\$ 139.99	5%	\$ 132.99
312-1325	Dell 97 Whr 9-Cell Lithium-Ion Primary Battery	\$ 149.99	5%	\$ 142.49
332-1833	Dell 90-Watt 3-Prong AC Adapter with 3 ft Power Cord	\$ 69.99	5%	\$ 66.49
318-1407	Dell Executive Leather Carrying Case - Fits Laptops	\$ 54.99	5%	\$ 52.24
331-6304	Dell E-Port Plus Advanced Port Replicator with USB 3.0	\$ 199.99	5%	\$ 189.99

KST Note: All Proposed Contract Discounts are for standard Dell hardware Products priced at Dell Standard Disco

ount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Services and Warranty

In the fields below, enter any services you chose to offer, as well as pricing

Service or Warranty Description	Part number		Rate
Optiplex 9020 3Yr Basic Warranty to ProSupport 3 Yr	U3IPY	\$	52.54
Optiplex 9020 - 3 Year Accidental Damage Service	ACDAM3	\$	32.59
Optiplex 9020 - 3 Year, Hard Drive Data Recovery Service (SYST	HDREC3	\$	49.88
Optiplex 9020 - Keep Your Hard Drive, 3 Years	KYHD3Y	\$	9.98

**EXHIBIT C
PC**

Intel or AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)
Desktop Offering	HP ProDesk 600 G1 SFF P/N C8T89AV	\$ 1,203.00	27.00%	\$ 878.19	25.00%

Intel i5-3550 Processor (Quad Core, 3.30GHz, 6MB Cache w/HD 2500 Graphics
4GB 1600MHZ Memory
500GB 7200 rpm SATA
CDRW/DVD+/-RW Combo Drive
Microsoft Windows 7 Professional Compatible
Two Front Facing USB Ports or greater
19" LED Monitor (minimum)
Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100/1000 RJ-45

Core i5-4670 3.4GHz 6M Cache
4GB DDR3-1600 DIMM (1x4GB) RAM
500GB 7200 RPM 3.5 HDD
Slim SuperMulti ODD
Windows 7 Professional 64bit OS
Yes

HP LV1911 18.5-Inch LED LCD Monitor	\$ 179.00	23%	\$ 137.83
HP 2 Btn USB Mouse with Scroll Wheel			
HP USB Keyb			
Gigabit Ethernet Port			

Warranty is three years on-site NBD for all commercial and enterprise desktop models and future models. Additional types of warranties may be offered on the Services & Warranty tab

3 year Onsite
Total System Bundle Price **\$1,016.02**

AMD processors must be at least equivalent to listed Intel processor

Intel i5-3550 Processor (Quad Core, 3.30GHz, 6MB Cache w/HD 2500 Graphics
4GB 1600MHZ Memory
500GB 7200 rpm SATA
CDRW/DVD+/-RW Combo Drive
Microsoft Windows 7 Professional Compatible
Two Front Facing USB Ports or greater
19" LED Monitor (minimum)
Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100/1000 RJ-45

HP Pro 6305 AMD Desktop SFF P/N QZ711AV	\$ 1,040.00	27.00%	\$ 759.20	25.00%
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AMD A10-5800B 3.8G 4M 100W CPU
4GB DDR3-1600 DIMM (1x4GB) RAM
500GB 7200 RPM 3.5 HDD
Slim SuperMulti ODD
Windows 7 Professional 64bit OS
Yes

HP LV1911 18.5-Inch LED LCD Monitor	\$ 179.00	23%	\$ 137.83
HP 2 Btn USB Mouse with Scroll Wheel			
HP USB Keyb			
Gigabit Ethernet Port			

Warranty is three years on-site NBD for all desktop models and future models. Additional types of warranties may be offered on the Services & Warranty tab

3 year Onsite
Total System Bundle Price **\$897.03**

AMD processors must be at least equivalent to listed Intel processors

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)
All-In-One Offering	HP ProOne 600 G1 AiO NT 21.5 P/N D0R46AV	\$ 1,510.00	27.00%	\$ 1,102.30	25.00%

Intel i3-2020 Processor (Dual Core, 3MB Cache w/HD 2500 Graphics)
 4GB 1600MHZ Memory
 500GB 7200 rpm SATA
 DVD+/-RW Combo Drive
 Microsoft Windows 7 Professional Compatible

20" Display
 Two button USB optical mouse with scroll wheel
 USB Keyboard with 103 keys
 10/100 RJ-45

Warranty is three years on-site NBD for all All-in-One models and future models. Additional types of warranties may be offered on the accessories tab

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.
<http://www.vita.virginia.gov/scm/default.aspx?id=87>

Intel Core i3-4130 3.4G 3M HD 4400 CPU
 4GB DDR3-1600 SODIMM (1x4GB) RAM
 500GB 7200 RPM 3.5 HDD
 Slim SuperMulti ODD
 Windows 7 Professional 64bit OS
 21.5" diagonal IPS widescreen WLED backlit anti-glare LCD;
 maximum resolution of 1920 x 1080
 HP 2 Btn USB Mouse with Scroll Wheel
 HP USB Keyb
 Intel® I217LM Gigabit

3 year Onsite

KST Comment: This discount applies to commercial and enterprise class PC Desktops, what HP refers to as Product Line 7F / 5U. It does not apply to HP Smart Buy Promo Special Items.

KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Public Site to Verify Model
#/List Price

<http://government.hp.com/index.aspx?agencyid=23>

<http://government.hp.com/index.aspx?agencyid=23>

Public Site to Verify Model
#/List Price

<http://government.hp.com/index.aspx?agencyid=23>

Used/Refurbished Devices

Intel or AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Desktop Offering	HP 6000	\$ 425.00	15.00%	\$ 361.25	http://arrowdirect.com/

Intel Core 2 Duo 2.8GHz
2GB Memory
60GB Hard Drive
DVD-ROM
Microsoft Windows 7 Professional Compatible

Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100 RJ-45

Intel Core 2 Duo 3.0GHz
4Gb Memory
160Gb HardDrive
DVD
Windows 7 Pro 64-bit
Two button USB optical mouse with scroll wheel
USB Keyboard with 103 keys
10/100 RJ-45

Warranty is three years for all Desktop models and future models.
Additional types of warranties may be offered on the Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Laptop	HP 6530b	\$ 470.00	15.00%	\$ 399.50	http://arrowdirect.com/

Intel i5 2.6GHz
4GB Memory
120GB Hard Drive
DVD/RW Combo Drive
Microsoft Windows 7 Professional Compatible
14" Display
Integrated Wireless
10/100 RJ-45

Intel i5 2.53GHz
4GB Memory
320Gb Hard Drive
DVDRW
Windows 7 HP
15inch display
Integrated Wireless
10/100 RJ-45

Warranty is three years for all laptop models and future models.
Additional types of warranties may be offered on the accessories tab

AMD processors must be at least equivalent to listed Intel processors
Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Laptop Accessories (see note #2)	21% HP Brand Options
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Laptop

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)
Laptop Offering	HP ProBook 6470p Intel Notebook	\$ 1,433.00	37.00%

<p>Intel i5-3230M Processor (2.6GHz 3M Cache with Intel HD Graphics 4000) 4GB RAM or greater 500GB 7200 RPM SATA hard drive or greater CDRW/DVD+/-RW Combo Drive or better Microsoft Windows 7 Professional Compatible 802.11 a/b/g/n integrated wireless Energy Star qualified 14.1 inch screen or greater</p>	<p>Intel Core i5-3230M Dual Core 6470b 4GB 1600MHz DDR3 1DM 6470b 500GB 7200RPM 6470b DVD+/-RW SM DL UB 6470b Windows 7 Professional 64 Broadcom 943228 abgn 2x2 WW 6470b ENERGY STAR® 5.0 qualified 14 LED HD SVA AG fCAM 6470b</p>
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Warranty is three years next day exchange for all laptop models and future models. Additional types of warranties may be offered on the Services & Warranty tab

3/3/0 3 Years Parts and Labor, Exchange

AMD processors must be at least equivalent to listed Intel processors	HP ProBook 6475p AMD Notebook	\$ 1,306.00	37.00%

<p>Intel i5-3230M Processor (2.6GHz 3M Cache with Intel HD Graphics 4000) 4GB RAM or greater 500GB 7200 RPM SATA hard drive or greater CDRW/DVD+/-RW Combo Drive or better Microsoft Windows 7 Professional Compatible 802.11 a/b/g/n integrated wireless Energy Star qualified 14.1 inch screen or greater</p>	<p>AMD A6 4400M Dual Core 6475b 4GB 1600MHz DDR3 1DM 6470b 500GB 7200RPM 6470b DVD+/-RW SM DL UB 6470b Windows 7 Professional 64 Broadcom 943228 abgn 2x2 WW 6470b ENERGY STAR® 5.0 qualified 14 LED HD SVA AG fCAM 6470b</p>
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Warranty is three years next day exchange for all laptop models and futu models. Additional types of warranties may be offered on the Services & Warranty tab

3/3/0 3 Years Parts and Labor, Exchange

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for thi model and all models sold in this category during the course of the contract. *KST Comment: This discount applies to commercial and enterprise class Notebooks, what HP refers to as Product Line 6U / AN. It does not apply to HP Smart Buy Promo Special Items.* Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.
<http://www.vita.virginia.gov/scm/default.aspx?id=87>

Note #3 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pr

Minimum Percentage Discount for Laptop Accessories (see note #3)	23% HP Brand Options (Not Including Smart Buy Promo Items)
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Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
\$ 902.79	35.00%	http://government.hp.com/index.aspx?agencyid=23

\$ 822.78	35.00%	http://government.hp.com/index.aspx?agencyid=23
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Thin Client

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Thin Client Offering	t610 WES 7E 16SF/4GR ES TC AMD T56N Dual Core	\$ 649.00	25.00%	\$ 486.75	http://government.hp.com/index.aspx?agencyid=23

2 USB's
 Firefox or IE Browser
 10/100/100 Base-T
 1GB Flash Storage
 1GB Memory
 USB Keyboard and Mouse
 Energy Star Qualified
 Windows 7 Professional

6 Total USB Ports
 Microsoft Internet Explorer 8
 Gigabit Ethernet
 16Gb Flash Storage
 4Gb DDR3 SDRAM
 HP USB Mouse and Keyboard
 Yes
 Microsoft Windows Embedded Standard 7

Warranty is three years NBD exchange for all Thin Client models and future models. Additional types of warranties may be offered on the Services & Warranty tab

3/3/0 Standard Warranty

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Windows Tablets

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price
Tablet Offering	HP Elite Pad 900 IDS z2760 2GB 32GB eMMC BNBPC P/N B6A69AV	\$ 1,071.00	25%	\$ 808.61
<p>Intel or AMD Processor</p> <p>1GB RAM or greater</p> <p>16GB Storage or greater</p> <p>Windows 7 Professional or higher</p> <p>802.11b/g/n integrated wireless</p> <p>SD Card Memory Expansion slot</p> <p>Front and rear camera</p> <p>8 inch screen or greater</p> <p>Warranty is three years NBD Exchange for all Window Tablet models and future models. Additional types of warranties may be offered on the Services & Warranty tab</p>	<p>Intel® Atom® Z2760 (1.5 GHz, up to 1.8 GHz using Intel Burst Technology and Intel Hyper-Threading Technology, 1 MB cache, 2 cores)</p> <p>2GB</p> <p>32 GB embedded Multi Media Card (eMMC)</p> <p>Win 8 Pro 32 OF10TR 900</p> <p>Atheros 802.11abgn 2x2 +BT 4.0 WW 900</p> <p>Micro HCSD card slot</p> <p>Two integrated webcams (1080p (front facing); 8 MP with LED (rear facing))</p> <p>10.1 LED WXGA UWVA AG 900</p>			
	<p>1 year depot</p> <p>PN U7C50E Upgrade to 3 year Next Bus Day Onsite</p>	\$ 114.00	21%	\$ 90.06

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	23% HP Brand Options (Not Including Smart Buy Promo Items)
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KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

**Public Site to Verify
Model #/List Price**

<http://government.hp.com/index.aspx?agencyid=23>

Servers

Intel/ AMD Based

Minimum Configurations

Tower Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)
	HP ProLiant ML310e Gen8 v2 E3-1220v3 1P 8GB NHP 4 LFF 350W PS	\$ 1,141.00	24.00%
Intel Xeon E3-1200v2 3.10GHz 8GB Memory 100 GB Hard Drive Onboard SATA DVD Writer No OS installed Gigabit Ethernet Adapter	HP ProLiant ML310e Gen8 v2 NHP Server HP ML310e Gen8 v2 Intel Xeon E3-1220v3 (3.1GHz/4-core/8MB/80W) FIO Processor Kit HP 8GB (2x4GB) Dual Rank x8 PC3-12800E (DDR3-1600) Unbuffered CAS-11 Memory Kit HP 500GB 6G Non-Hot Plug 3.5 SATA 7200rpm MDL Hard Drive HP Half-Height SATA DVD-RW Black Bezel Optical Drive Kit HP 350W microATX Power Supply HP Ethernet 1Gb 2-port 332i Adapte		
Rack Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)
	HP ProLiant DL160c Gen8 Server	\$ 2,314.00	24.00%
Intel Xeon E5-2407 2.2GHz 8GB Memory Onboard SATA 100 GB Hard Drive Gigabit Ethernet Adapter No OS installed	HP ProLiant DL160 Gen8 Large Form Factor Server HP DL160 Gen8 Intel® Xeon® E5-2609 (2.4GHz/4-core/10MB/80W) Processor FIO Kit HP 8GB (2x4GB) Dual Rank x8 PC3-12800E (DDR3-1600) Unbuffered CAS-11 Memory Kit HP 500GB 6G SATA 7.2K 3.5in SC Midline Hard Drive HP 9.5mm SATA DVD-RW JackBlack Optical Drive HP 500W Platinum Power Supply		
Blade Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)
	HP ProLiant BL420c Gen8 Server Blade	\$ 3,030.00	24.00%
Intel E5-2430 2.2GHz 8GB Memory 100 GB Hard Drive Gigabit Ethernet Adapter No OS installed	HP BL420c Gen8 Intel® Xeon® E5-2430 (2.2GHz/6-core/15MB/95W) Processor FIO K HP 8GB (2x4GB) Dual Rank x8 (DDR3-1600) Memor HP 300GB 6G SAS 10K rpm SFF (2.5-inch) SC Enterprise 3yr Warranty Hard Driv HP Ethernet 1Gb 2-port 361FLB Adapte OS Will Be Priced as Optional SW		

Warranty is three years on-site for all server models and futur models. Additional warranty and services may be offered on the Services & Warranty tab

AMD processors must be at least equivalent to listed Inte processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like blade enclosures, racks for rack mount servers, rack UPS units, KVM switches, Items such network switches, and Enterprise Storage are covered under other VITA contracts.

Minimum Percentage Discount for Server Accessories (see note #2)	21% HP Brand Options (Not Including Smart Buy Promo Items)
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KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Discounted Price	Public Site to Verify Model #/List Price
\$ 867.16	http://government.hp.com/index.aspx?agencyid=23

Discounted Price	Public Site to Verify Model #/List Price
\$ 1,758.64	http://government.hp.com/index.aspx?agencyid=23

Discounted Price	Public Site to Verify Model #/List Price
\$ 2,302.80	http://government.hp.com/index.aspx?agencyid=23

Peripherals

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DT4000/8GB	74.00	30%	\$ 51.80	http://shop.kingston.com/
16 GB	DT4000/16GB	129.00	30%	\$ 90.30	http://shop.kingston.com/
32 GB	DT4000/32GB	292.00	30%	\$ 204.40	http://shop.kingston.com/

Monitors (<i>wide aspect</i>)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD HP LV1911 18.5-Inch LED LCD Monitor	A5V72AA	179.00	24%	\$ 136.04	http://government.hp.com/index.aspx?agencyid=23
20" LCD HP LV2011 20-IN LED LCD Monitor	A3R82AA	185.00	24%	\$ 140.60	http://government.hp.com/index.aspx?agencyid=23
21" LCD HP V221 21.5-In Monitor	E2T08AA	229.00	24%	\$ 174.04	http://government.hp.com/index.aspx?agencyid=23

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP615	30.40	21%	\$ 24.02	http://www.tripplite.com/en/products/surge-protectors.cfm
8 Outlet 8ft cord 2500 Joule	HT1210SAT3	77.60	21%	\$ 61.30	http://www.tripplite.com/en/products/surge-protectors.cfm
				\$ -	

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	DC172B	16.00	21%	\$ 12.64	http://government.hp.com/index.aspx?agencyid=23

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	DT528A	30.00	21%	\$ 23.70	http://government.hp.com/index.aspx?agencyid=23

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	QY449AA	69.00	21%	\$ 54.51	http://government.hp.com/index.aspx?agencyid=23

Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	N001-010-WH	6.34	55%	\$ 2.85	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=799
7 ft CAT5e	N001-007-WH	5.36	55%	\$ 2.41	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=799

3 ft CAT6	N001-003-WH	3.86	55%	\$ 1.74	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=799
7' CAT6	N125-007-GY	14.21	55%	\$ 6.39	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=800
HDMI to HDMI M/M 6ft	122251-00	69.95	55%	\$ 31.48	http://government.hp.com/index.aspx?agencyid=23

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	HD-LX1.0TU3	169.99	21%	\$ 134.29	http://www.cdw.com
500 GB USB 3.0 (portable)	HD-PUS500U3B	89.99	21%	\$ 71.09	http://www.cdw.com
2 TB USB 3.0 (external desktop)	HD-GD2.0U3	179.00	21%	\$ 141.41	http://www.cdw.com
4 TB USB 3.0 (external desktop)	HD-LB4.0TU3	279.99	21%	\$ 221.19	http://www.cdw.com

Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1024x768 max digital video resolution	73VF070000000	39.99	32%	\$ 27.19	http://us.creative.com/
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 max digital video resolution	73VF075000000	69.99	32%	\$ 47.59	http://us.creative.com/

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 2.0 7 port hub, power supply included	B2B010	37.99	21%	\$ 30.01	http://www.belkin.com/us/Products/c/WebEnterprise/
Mini hub 4 port hi speed USB, no power supply needed	F5U215VMOB	24.99	21%	\$ 19.74	http://www.belkin.com/us/Products/c/WebEnterprise/

Speakers	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	KK912AA	29.99	21%	\$ 23.69	http://government.hp.com/index.aspx?agencyid=23
PC Multimedia speakers system, 2 speakers, subwoofer, 30 watt audio system nominal output power, 2.1 channel speaker system configuration, mini-phone stereo 3.5mm, power supply included	CA-3602	37.99	21%	\$ 30.01	http://cyberacoustics.com/#

Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	GX42-202510	695.00	32%	\$ 472.60	http://www.barcodesinc.com/zebra/gx420-series.htm

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
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UPS external, 550 VA power capacity, 3 min battery run time	SMART550USB	181.00	40%	\$ 108.60	http://www.tripplite.com
UPS external, 1440 VA power capacity, 7 min battery run time	SMART750USB	223.00	40%	\$ 133.80	http://www.tripplite.com
UPS 750 VA power capacity, 16 min battery run time	SMART1500LCDXL	450.00	40%	\$ 270.00	http://www.tripplite.com

******Additional shipping costs for UPS's must be pre-approved by Authorized User prior to shipment**

*****Warranty is manufacturer's warranty for all peripherals**

******Once a supplier wins the peripherals category, their entire catalog of peripherals can be offered to the Commonwealth of Virginia and other public bodies. VITA reserves the right to reject any proposed products during the term of an awarded contract**

KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

MANUFACTURER	Description	List Price	MINIMUM PERCENTAGE DISCOUNT FROM LIST	Discount Price
For Desktop Systems				
B4U36AA	HP 4GB DDR3-1600 DIMM Memory	\$99.00	23.00%	\$76.23
B4U37AA	HP 8GB DDR3-1600 DIMM Memory	\$199.00	23.00%	\$153.23
A7U59AA	NVIDIA NVS 310 512MB Graphics	\$159	23.00%	\$122.43
B1R44AA	AMD Radeon HD 7450 DP (1GB) PCIe x16 Card	\$129	23.00%	\$99.33

For Notebooks - Carrying Cases

H4J91AA	HP Professional Slim Top Load Case (fits up to 17.3")	\$59.00	23.00%	\$45.43
H5M93AA	HP Deluxe 4 Wheel Roller Case (fits up to 17.3")	\$129.00	23.00%	\$99.33
H4J93AA	HP Professional Backpack Case (fits up to 15.6")	\$69.00	23.00%	\$53.13
H4J94AA	HP Professional Leather Case (fits up to 17.3")	\$89.00	23.00%	\$68.53

For Elite Pad 900

C0M84AA#ABA	HP ElitePad Docking Station	\$149.00	23.00%	\$114.73
H4K08AA#ABA	HP ElitePad 10W A/C Adapter	\$49.00	23.00%	\$37.73
H4F20AA	HP ElitePad Jacket Battery	\$149.00	23.00%	\$114.73

Docking Station for Notebook

A7E32AA#ABA	HP 90W Dock Station for Pro 6470 / 6475	\$149.00	23.00%	\$114.73
A7E34AA#ABA	HP 230W Docking Station for Pro 6470 / 6475	\$229.00	23.00%	\$176.33
H1L07AA#ABA	HP USB 2.0 Port Replicator US	\$149.00	23.00%	\$114.73

KST Note: All Proposed Contract Discounts are for standard HP Products at HP Standard Discount, it does not ap

Apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Services and Warranty

In the fields below, enter any services you chose to offer, as well as pricing

Service or Warranty Description	Part number
HP 3y Nbd Ons Optl CSR DT/WS Only HW SVC	UE379E
HP 3y Nbd Onsite/ADP Desktop Only SVC	U0A84E
HP 4y Nbd Onsite/ADP Desktop Only SVC	U0A85E
HP 4y NextBusDay Onsite DT Only HW Supp	U7897E
HP 3y NextBusDayOnsite Notebook Only SVC	UK703E
HP 3y Nbd Onsite Notebook Only SVC	U7C50E
HP 3y NextBusDay Exchange TC Only SVC	U4847E

Rate

\$15.50

\$39.00

\$117.00

\$63.00

\$132.00

\$90.00

\$52.00

**EXHIBIT C
PC**

Intel or AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
Desktop Offering	Lenovo ThinkCentre M73 SFF / 10B4CTO1WW	\$ 1,093.00	39.00%	\$ 666.73	http://www.lenovo.com/shop/deals/8228	www.lenovo.com/listprice
Intel i5-3550 Processor (Quad Core, 3.30GHz, 6MB Cache w/HD 2500 Graphics 4GB 1600MHZ Memory 500GB 7200 rpm SATA CDRW/DVD+/-RW Combo Drive Microsoft Windows 7 Professional Compatible Two Front Facing USB Ports or greater 19" LED Monitor (minimum) Two button USB optical mouse with scroll wheel USB Keyboard with 103 keys 10/100/1000 RJ-45 Warranty is three years on-site NBD for all desktop models and future models. Additional types of warranties may be offered on the Services & Warranty tab AMD processors must be at least equivalent to listed Intel processors	Core i5-4670 3.4GHz 6M Cache 4GBx1_PC3-12800 500GB_7200RPM DVD Recordable Windows 8 Pro Downgrade to Win 7 Pro Front: Two USB 2.0, microphone (stereo, 3.5mm), headphone (stereo, 3.5mm) Rear: Two USB 3.0, two USB 2.0, serial (9-pin), optional 2nd serial (9-pin), optional parallel (9-pin), keyboard (PS/2), mouse (PS/2), ethernet (RJ-45), VGA DB-15, DisplayPort 60ABAAR1US Enhanced Optical USB Mouse Preferred Pro USB Keyboard Gigabit ethernet port, Realtek RTL8111GN, Wake on LAN	\$149.99	13%	\$ 130.49		

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
All-in-One Offering	Lenovo ThinkCentre M73z / 10BBCTO1WW	\$ 1,197.00	39.00%	\$ 730.17	http://www.lenovo.com/shop/deals/8228	www.lenovo.com/listprice
Intel i3-2020 Processor (Dual Core, 3MB Cache w/HD 2500 Graphics) 4GB 1600MHZ Memory 500GB 7200 rpm SATA DVD+/-RW Combo Drive Microsoft Windows 7 Professional Compatible 20" Display Two button USB optical mouse with scroll wheel USB Keyboard with 103 keys 10/100 RJ-45 Warranty is three years on-site NBD for all All-in-One models and future models. Additional types of warranties may be offered on the accessories tab AMD processors must be at least equivalent to listed Intel processors	Core i3-4130 3.4GHz 3M Cache 4GBx1_PC3-12800 500GB_7200RPM Slim DVD Recordable Windows 8 Pro Downgrade to Win 7 Pro 20.0" (508mm) HD+ (1600x900) TFT color, LED backlight, Enhanced Optical USB Mouse Preferred Pro USB Keyboard One gigabit ethernet port, Intel I217-V					

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.

<http://www.vita.virginia.gov/scm/default.aspx?id=87>

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Used/Refurbished Devices

Intel or AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Desktop Offering	Lenovo ThinkCentre M57P	\$ 390.00	15.00%	\$ 331.50	http://arrowdirect.com

Intel Core 2 Duo 2.8GHz
 2GB Memory
 60GB Hard Drive
 DVD-ROM
 Microsoft Windows 7 Professional Compatible

 Two button USB optical mouse with scroll wheel
 USB Keyboard with 103 keys
 10/100 RJ-45

Intel Core 2 Duo 2.33GHz
 2Gb Memory
 80Gb Hard Drive
 DVDRW
 Windows 7 Pro
 Two button USB optical mouse with scroll wheel
 USB Keyboard with 103 keys
 10/100 RJ-45

Warranty is three years for all Desktop models and future models.
 Additional types of warranties may be offered on the Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Laptop	Lenovo ThinkPad T410	\$ 590.00	15.00%	\$ 501.50	http://arrowdirect.com

Intel i5 2.6GHz
 4GB Memory
 120GB Hard Drive
 DVD/RW Combo Drive
 Microsoft Windows 7 Professional Compatible
 14" Display
 Integrated Wireless
 10/100 RJ-45

Intel i5 2.4GHz
 4Gb Memory
 160GB Hard Drive
 DVDRW
 Windows 7 H P
 14 in Display
 Integrated Wireless
 10/100 RJ-45

Warranty is three years for all laptop models and future models.
 Additional types of warranties may be offered on the accessories tab

AMD processors must be at least equivalent to listed Intel processors
 Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Laptop Accessories (see note #2)	21% Lenovo Brand Options
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Laptop

Intel/ AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
Laptop Offering	Lenovo ThinkPad L440 / 20ASCTO1WW	\$ 1,478.00	36.00%	\$ 945.92	http://www.lenovo.co	www.lenovo.com/listprice

Intel i5-3230M Processor (2.6GHz 3M Cache with Intel HD Graphics 4000)
 4GB RAM or greater
 500GB 7200 RPM SATA hard drive or greater
 CDRW/DVD+/-RW Combo Drive or better
 Microsoft Windows 7 Professional Compatible
 802.11a/b/g/n integrated wireless
 Energy Star qualified
 14.1 inch screen or greater

Intel® Core™ i5-4200M Processor (3M Cache, up to 3.10 GHz)
 4GB PC3-12800 DDR3L (1 DIMM)
 500GB HDD 7200rpm
 DVD Recordable, Fixed w/SWR
 Windows 7 Professional 64
 Intel 7260 BT ABGN
 ENERGY STAR® 5.0 qualified
 14.0" (355mm) HD (1366x768) color, anti-glare, LED backlight,

Warranty is three years next day exchange for all laptop models and future models. Additional types of warranties may be offered on the Services & Warranty tab

3 Year On-site

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals.
<http://www.vita.virginia.gov/scm/default.aspx?id=87>

Note #3 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Minimum Percentage Discount for Laptop Accessories (see note #3)	21% Off On Standard Priced Lenovo Branded hardware accessories (Not include Special Priced Promos or Specials)
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Chromebook

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook	Lenovo ThinkPad Chromebook / 628323U	\$ 730.00	36.00%	\$ 467.20	pending addition to www.lenovo.com/listprice

Intel Celeron 847 1.1GHz
 4GB RAM or greater
 16GB Hard Drive or greater
 Chrome OS Operating System
 802.11a/b/g/n integrated wireless
 HD Webcam (1280x720)
 11.6 inch screen or greater

Intel Celeron 1007U on MB
 4 GB PC3-12800 DDR3 (1 DIMM)
 16GB Micro SSD SATA3 Win7 ES
 Google Chrome OS 64
 ThinkPad a/b/g/n BT for Chrome
 HD Camera 720p
 11.6" (295mm) HD (1366x768) TFT color, anti-glare, LED backlight

Warranty is three years NBD Exchange for all Chromebook models and future models. Additional types of warranties may be offered on the Services & Warranty tab

1 year Depot base warranty

04W9146 upgrade to 3 year Depot	\$ 69.00	25%	\$ 51.75
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AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Minimum Percentage Discount for Chromebook Accessories (see note #2)	21% Off On Standard Priced Lenovo Branded hardware accessories (Not Include Special Priced Promos or Specials)
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Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
x131e Windows	Lenovo ThinkPad X131e / 3371CTO	\$ 899.00	36.00%	\$ 575.36	www.lenovo.com/listprice

Intel Celeron 847 1.1GHz
 4GB RAM or greater
 16GB Hard Drive or greater
 Chrome OS Operating System
 802.11a/b/g/n integrated wireless
 HD Webcam (1280x720)
 11.6 inch screen or greater

AMD E1-1200
 4 GB PC3-12800 DDR3 (1 DIMM)
 N/A
 Windows 7 Professional 64
 ThinkPad a/b/g/n BT for Chrome
 HD Camera 720p
 11.6" (295mm) HD (1366x768) TFT color, anti-glare, LED backlight

Warranty is three years NBD Exchange for all Chromebook models and future models. Additional types of warranties may be offered on the Services & Warranty tab

1 year Depot base warranty

04W9148 upgrade to 3 year Onsite	\$ 89.00	21.00%	\$ 70.31
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AMD processors must be at least equivalent to listed Intel processors

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Thin Client

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discount ed Price	Public Site to Verify Model #/List Price
Thin Client Offering	Lenovo ThinkCentre M32 / 10BMCTO1WW	\$ 634.00	39.00%	\$ 386.74	pending addition to www.lenovo.com/listprice

2 USB's
Firefox or IE Browser
10/100/100 Base-T
1GB Flash Storage
1GB Memory
USB Keyboard and Mouse
Energy Star Qualified

Windows 7 Professional

Warranty is three years NBD exchange for all Thin Client models and future models. Additional types of warranties may be offered on the Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Front: Four USB 2.0, microphone (3.5mm), headphone (3.5mm)
Rear: Two USB 2.0, ethernet (RJ-45), two PS/2 ports (keyboard and mouse), one parallel, four serial ports (Customizable Pin definition for serial port 2, 3, and 4), one VGA, one DisplayPort
IE with Flash plug-in
One gigabit ethernet port, Realtek RTL8111F, Wake on LAN®
8GB Flash Storage
2GBx1_PC3-12800
Enhanced Optical USB Mouse/Preferred Pro USB Keyboard
ENERGY STAR® 5.2-compliant
Genuine Windows® Embedded
Standard 7

3 year Onsite

Rugged Laptop

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Laptop Offering	Lenovo ThinkPad L440 / 20ASCTO1WW	\$ 1,311.00	36.00%	\$ 839.04	www.lenovo.com/listprice

Mil-Std 810G Certified	Mil-Std 810G Certified
Intel Core i3-3110M Processor 2.4GHz or greater	Intel® Core™ i3-4000M Processor (3M Cache, 2.40 GHz)
2GB RAM or greater	2GB PC3-12800 DDR3L (1 DIMM)
320GB SATA hard drive or greater	500GB HDD 5400rpm
Super Multi DVD Drive	DVD Recordable, Fixed w/SWR
Microsoft Windows 7 Professional Compatible	Windows 7 Professional 64
802.11a/b/g/n integrated wireless	Intel 7260 BT ABGN
13.1 inch screen or greater	14.0" (355mm) HD (1366x768) color, anti-glare, LED backlight,
10/100/1000 RJ45	Intel Ethernet Connection I217-V

Warranty is three years NBD Exchange for all Rugged laptop models and future models. Additional types of warranty may be offered on the Services & Warranty tab

3 Year On-site

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Rugged Laptop Accessories (see note #2)	21% Off On Standard Priced Lenovo Branded hardware accessories (Not Include Special Priced Promos or Specials)
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KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Rugged Tablet Windows

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Tablet Offering	Lenovo ThinkPad Helix / 3701CTO	\$ 2,784.00	36.00%	\$ 1,781.76	www.lenovo.com/listprice
Mil-Std 810G Certified Intel or AMD Processor 4GB RAM or greater 128GB Storage Microsoft Windows 7 Professional or higher 802.11a/g/n integrated wireless 10.1 inch screen or greater	Mil-Std 810G Certified Intel® Atom™ Processor Z2760 (2 cores, 1.80GHz, 1MB cache) 4 GB PC3-10600 128GB Micro SSD Windows 8 Professional Intel Centrino® Advanced-N 6205S 11.6" (295mm) FHD (1920x1080) TFT color				
Warranty is three years NBD Exchange for all Rugged Tablet Win models and future models. Additional types of warranties may be offered on the Services & Warranty tab	3 year Depot PN 41C9176 to upgrade to 3 year Onsite	\$ 79.00	25%	\$ 59.25	

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Minimum Percentage Discount for Rugged Tablets Win Accessories (see note #2)	21% Off On Standard Priced Lenovo Branded hardware accessories (Not Include Special Priced Promos or Specials)
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Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Windows Tablets

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Tablet Offering	Lenovo ThinkPad Tablet 2 / 3682CTO	\$ 1,089.00	36.00%	\$ 696.96	www.lenovo.com/listprice
Intel or AMD Processor 1GB RAM or greater 16GB Storage or greater Windows 7 Professional or higher 802.11b/g/n integrated wireless SD Card Memory Expansion slot Front and rear camera 8 inch screen or greater Warranty is three years NBD Exchange for all Window Tablet models and future models. Additional types of warranties may be offered on the Services & Warranty tab	Intel® Atom™ Processor Z2760 (2 cores, 1.80GHz, 1MB cache) 2GB / 800MHz LPDDR2, mobile DDR 32GB fl ash memory on board Windows 8 Pro 32-bit ThinkPad 11a/b/g/n One microSD Card slot, supports up to 32GB Front camera: 2.0-megapixel, fi xed focus Rear camera: 8.0-megapixel, auto focus, fl ash LED 10.1" (256.5mm) HD (1366x768) TFT color, 1 year depot				
	PN 04W8337 Upgrade to 3 year Onsite	\$ 189.00	21.00%	\$ 149.31	

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	21% Off On Standard Priced Lenovo Branded hardware accessories (Not Include Special Priced Promos or Specials)
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Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

Peripherals

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DT4000/8GB	74.00	30%	\$ 51.80	http://shop.kingston.com/
16 GB	DT4000/16GB	129.00	30%	\$ 90.30	http://shop.kingston.com/
32 GB	DT4000/32GB	292.00	30%	\$ 204.40	http://shop.kingston.com/

Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
17" LCD	2580AF1 (18.5" wide)	109.99	13%	\$ 95.69	www.lenovo.com/listprice
19" LCD	60ABAAR1US	149.99	13%	\$ 130.49	www.lenovo.com/listprice
				\$ -	

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP615	30.40	21%	\$ 24.02	http://www.tripplite.com/en/products/surge-protectors.cfm
8 Outlet 8ft cord 2500 Joule	HT1210SAT3	77.60	21%	\$ 61.30	http://www.tripplite.com/en/products/surge-protectors.cfm
				\$ -	

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	O6P4069	15.00	21%	\$ 11.85	www.lenovo.com/listprice

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	73P5220	29.00	21%	\$ 22.91	www.lenovo.com/listprice

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	0A34032	49.99	21%	\$ 39.49	www.lenovo.com/listprice

Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	N001-010-WH	6.34	55%	\$ 2.85	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=799
7 ft CAT5e	N001-007-WH	5.36	55%	\$ 2.41	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=799
3 ft CAT6	N001-003-WH	3.86	55%	\$ 1.74	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=799
7' CAT6	N125-007-GY	14.21	55%	\$ 6.39	http://www.tripplite.com/en/products/product-series.cfm?txtSeriesID=800
HDMI to HDMI M/M 6ft	0B47070	12.99	21%	\$ 10.26	

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	0A65621	219.99	21%	\$ 173.79	www.lenovo.com/listprice
500 GB USB 3.0 (portable)	0A65619	169.99	21%	\$ 134.29	www.lenovo.com/listprice
2 TB USB 3.0 (external desktop)				\$ -	
4 TB USB 3.0 (external desktop)				\$ -	

Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1024x768 max digital video resolution	73VF070000000	39.99	32%	\$ 27.19	http://us.creative.com/
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 max digital video resolution	73VF075000000	69.99	32%	\$ 47.59	Public Site to Verify Model #/List Price

					http://www.belkin.com/us/Products/c/WebEnterprise/
USB Hubs	Model #	List	Discount %	Discounted Price	http://www.belkin.com/us/Products/c/WebEnterprise/
USB 2.0 7 port hub, power supply included	B2B010	37.99	21%	\$ 30.01	
Mini hub 4 port hi speed USB, no power supply needed	F5U215VMOB	24.99	21%	\$ 19.74	Public Site to Verify Model #/List Price www.lenovo.com/listprice
Speakers	Model #	List	Discount %	Discounted Price	http://cyberacoustics.com/#
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	57Y6360	29.99	21%	\$ 23.69	
PC Multimedia speakers system, 2 speakers, subwoofer, 30 watt audio system nominal output power, 2.1 channel speaker system configuration, mini-phone stereo 3.5mm, power supply included	CA-3602	37.99	21%	\$ 30.01	Public Site to Verify Model #/List Price http://www.barcodesinc.com/zebra/gx420-series.htm
Label Printer	Model #	List	Discount %	Discounted Price	
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	GX42-202510	695.00	32%	\$ 472.60	Public Site to Verify Model #/List Price http://www.tripplite.com
I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	http://www.tripplite.com
UPS external, 550 VA power capacity, 3 min battery run time	SMART550USB	181.00	40%	\$ 108.60	http://www.tripplite.com
UPS external, 1440 VA power capacity, 7 min battery run time	SMART750USB	223.00	40%	\$ 133.80	
UPS 750 VA power capacity, 16 min battery run time	SMART1500LCDXL	450.00	40%	\$ 270.00	

****Additional shipping costs for UPS's must be pre-approved by Authorized User prior to shipment

***Warranty is manufacturer's warranty for all peripherals

****Once a supplier wins the peripherals category, their entire catalog of peripherals can be offered to the Commonwealth of Virginia and other public bodies. VITA reserves the right to reject any proposed products during the term of an awarded contract

KST Note: All Proposed Contract Discounts are for standard priced Products at Lenovo Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pricing

MANUFACTURER	Description	List Price	MINIMUM PERCENTAGE DISCOUNT FROM LIST	Discount Price
For All Systems				
0A34032	Lenovo Ultralim Plus Wireless Keyboard & Mouse	\$49.99	21.00%	\$39.49
41U3074	Lenovo Laser Mouse (Full Size)	\$29.99	21.00%	\$23.69
73P5220	Lenovo Preferred Pro USB Keyboard	\$29	21.00%	\$22.91
06P4069	Lenovo Optical Wheel Mouse (Full Size)	\$15	21.00%	\$11.85
L440				
40A00090US	ThinkPad Basic Dock - 90W	\$199.99	21.00%	\$157.99
4X40E48910	ThinkPad 14" Fitted Reversible Sleeve	\$19.99	21.00%	\$15.79
Chromebook/ x131e				
0A33942	Lenovo USB 2.0 Port Replicator	\$89.99	21.00%	\$71.09
0B47408	ThinkPad 11 Fitted Reversible Sleeve	\$19.99	21.00%	\$15.79
43R9113	ThinkPad Basic Case	\$29.00	21.00%	\$22.91
Helix				
51J0476	ThinkPad 12W Sleeve	\$19.99	21.00%	\$15.79
Tablet 2				
0B47109	ThinkPad Tablet 2 Dock	\$99.99	21.00%	\$63.19
0B47270	ThinkPad Tablet 2 Bluetooth Keyboard with Stand	\$119.99	21.00%	\$63.19
0A33902	ThinkPad Tablet 2 Sleeve	\$39.99	21.00%	\$63.19
0C64028	Griffin Survivor Case for ThinkPad Tablet 2	\$79.99	21.00%	\$63.19

Services and Warranty

In the fields below, enter any services you chose to offer, as well as pricing

Service or Warranty Description	Part number		Rate
ThinkCentre M73- 3 year KYD	5PS0D81209	\$	11.48
ThinkCentre M73z- 3 year KYD	5PS0D80987	\$	11.48
ThinkCentre M32- 3 year KYD	5PS0D81209	\$	11.48
Thinkpad L440 - 3 year KYD	5PS0A23278	\$	11.48
ThinkPad x131e - 3 year Onsite + KYD	45K5988	\$	129.29
ThinkPad Tablet 2- 3 year Onsite + KYD	0C08405	\$	159.89
ThinkPad Helix- 3 year Onsite + KYD	43R8832	\$	68.09

**EXHIBIT C
Rugged Laptop**

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Laptop Offering	Panasonic Toughbook CF-31	\$ 4,799.00	19.00%	\$ 3,887.19	http://www.panasonic.com/business/toughbook/laptop-computers.asp

Mil-Std 810G Certified
 Intel Core i5-3340M Processor 2.7GHz or greater
 4GB RAM or greater
 500GB SATA hard drive or greater
 Super Multi DVD Drive
 Microsoft Windows 7 Professional Compatible
 802.11a/b/g/n integrated wireless
 13.1 inch screen or greater
 10/100/1000 RJ45

CF-31WBL78LM

Warranty is three years NBD Exchange for all Rugged laptop models and future models. Additional types of warranty may be offered on the Services & Warranty tab

3 Year On-site

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Minimum Percentage Discount for Rugged Laptop Accessories (see note #2)	18% off on Panasonic Branded hardware Options (Not Including Smart Buy / Promo Items)
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Note #2 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

KST Note: All Proposed Contract Discounts are for standard Panasonic Products at Panasonic Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pri

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Rugged Tablet Windows

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price
Rugged Tablet Offering	Panasonic Toughbook 19/CF-191HCAX1M CF-191HCAX1M	\$ 4,329.00	19.00%	\$ 3,506.49
<p>Mil-Std 810G Certified Intel Core i5-3320M 2.60GHz, vPro, 4GB RAM or greater 128GB SSD Storage Microsoft Windows 7 Professional or higher 802.11a/g/n integrated wireless 10.1 inch screen or greater</p> <p>Warranty is three years NBD Exchange for all Rugged Tablet Win models and future models. Additional types of warranties may be offered on the Services & Warranty tab</p>	<p>3 year Depot Panasonic 3Yr Extended Service Part No CF-SVCLTOSUS3Y</p>	\$ 175.00	18%	\$ 143.50

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Rugged Tablets Win Accessories (see note #2)	18% off on Panasonic Branded hardware Options (Not Including Smart Buy / Promo Items)
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KST Note: All Proposed Contract Discounts are for standard Panasonic Products at Panasonic Standard Discount, it does not apply to Smart Buy / Promos / Regional Special

Public Site to Verify Model #/List Price
http://www.panasonic.com/business/toughbook/laptop-computers.asp

Limited Time Pricing

Rugged Tablet Android

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Tablet Offering	Panasonic Toughpad FZ-A1	\$ 1,379.00	19.00%	\$ 1,116.99	http://www.panasonic.com/business/toUGHbook/laptop-computers.asp

Mil-Std 810G Certified
 Marvell ARM PXA2128 1.20GHz,
 1GB RAM or greater
 16GB Storage
 Android 4.1 OS or higher
 802.11a/g/n integrated wireless
 10.1 inch xga screen

FZ-A1BDAAZ1M

Warranty is three years NBD Exchange for all Rugged Tablet Android models and future models. Additional types of warranties may be offered on the Services & Warranty tab

Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Rugged Tablets Android Accessories (see note #2)	18% off on Panasonic Branded hardware Options (Not Including Smart Buy / Promo Items)
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KST Note: All Proposed Contract Discounts are for standard Panasonic Products at Panasonic Standard Discount, it does not apply to Smart Buy / Promos / Regional Special Limited Time Pric

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MANUFACTURER	Part number	Description	List Price	MINIMUM PERCENT DISCOUNT FROM LIST	Discount Price
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For All Systems

Panasonic	CF-VEB191AU	Port Replicator for CF-191	\$ 369.00	18%	\$ 302.58
Panasonic	CF-AA6503A2M	Power Adapter for CF-191	\$ 127.00	18%	\$ 104.14
Panasonic	TBCCOMUJR-P	Notebook carry case	\$ 79.00	18%	\$ 64.78
Panasonic	CF-VEB311U	Port replicator for CF-31	\$ 365.00	18%	\$ 299.30
Panasonic	CF-AA5713AM	Power adapter for CF-31	\$ 87.00	18%	\$ 71.34
Panasonic	TBCCOM-UNV-P	Notebook carry case	\$ 99.00	18%	\$ 81.18