

## Exhibit B Pricing

Enter discounts for publishers

Publisher	Gov't Discount %	Academic Discount %
Absolute	15.00%	15.00%
Adobe	8.00%	8.00%
Articulate	25.00%	25.00%
Autodesk	15.00%	15.00%
Citrix	16.00%	16.00%
Corel	20.00%	20.00%
DoubleTake	16.00%	16.00%
Intuit	11.00%	11.00%
McAfee	25.00%	25.00%
Norton	0.00%	0.00%
Novell	3.00%	3.00%
Nuance	18.00%	18.00%
ONSSI	0.00%	0.00%
Quark Software	18.00%	18.00%
Quest Software	15.00%	15.00%
Riverdeep	15.00%	15.00%
Roxio	12.00%	12.00%
Symantec	27.00%	27.00%
Techsmith	12.00%	12.00%
Trend Micro	11.00%	11.00%
WebSense	15.00%	15.00%

**\*Please provide link to publicly available price list.**

**\*Warranty is software publisher's warranty.**

**\*Delivery Terms (If Applicable): F.O.B. Destination.**

**\*For purposes of evaluation VITA will create a market basket.**

Dell will be providing a copy of our price list on the submitted CD as a part of our proposal response. Additionally, Dell maintains a Retail Price list online located at:

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

Warranty, Support and Maintenance will be in accordance with the software publisher's agreements. Delivery is F.O.B. Destination where applicable.

Enter discount and price from publicly available price list for individual titles based on the most current versions

Title	Gov't Discount %	Gov't Price \$	Academic Discount %	Academic Price \$
Absolute Manage, Ed/SLG, 1 year	15.00%	\$19.51	15.00%	\$19.51
Adobe Acrobat Standard	8.00%	\$198.72	8.00%	\$198.72
Adobe Creative Suite Standard	8.00%	\$1,136.20	8.00%	\$1,136.20
Adobe Photoshop	8.00%	\$87.40	8.00%	\$87.40
Articulate Studio 13	25.00%	\$2,097.00	25.00%	\$2,097.00
Autodesk Sketchbook Pro	15.00%	\$67.15	15.00%	\$67.15
Autodesk Autocad	15.00%	\$1,020.00	15.00%	\$1,020.00
Citrix Presentation Server	16.00%	\$378.00	16.00%	\$378.00
Corel Designer Technical Suite 12	20.00%	\$799.20	20.00%	\$799.20
Double Take 5.x for Win Server 2003	16.00%	\$3,355.80	16.00%	\$3,355.80
Intuit Quickbooks Pro	11.00%	\$222.46	11.00%	\$222.46
McAfee Active Virus	25.00%	\$19.67	25.00%	\$19.67
McAfee Anti-Spyware	25.00%	\$19.67	25.00%	\$19.67
Norton Anti Virus	0.00%	\$49.99	0.00%	\$49.99
Norton Anti Virus w/ Internet Security	0.00%	\$79.99	0.00%	\$79.99
Novell Open Workgroup Suite (877-002313 \$27	3.00%	\$269.66	3.00%	\$269.66
Dragon Naturally Speaking	18.00%	\$409.99	18.00%	\$409.99
Nuance PDF Conv Pro 5	18.00%	\$123.75	18.00%	\$123.75
Quark Xpress	18.00%	\$696.18	18.00%	\$696.18
Quest Recovery Manager for Exchange	15.00%	\$7.65	15.00%	\$7.65
Riverdeep Calendar Creator 12	15.00%	\$12.75	15.00%	\$12.75
Roxio Creator NXT Pro	12.00%	\$70.39	12.00%	\$70.39
Symantec Backup Exec	27.00%	n/a	27.00%	n/a
Snag IT	12.00%	\$37.80	12.00%	\$37.80
Trend Micro SMB Solutions	11.00%	\$31.15	11.00%	\$31.15
WebSense Security Filtering Subscription	15.00%	\$29.75	15.00%	\$29.75

## Normal Business Hours

	Position	Description Of Services Provided	Year 1 Hourly Rate	Year 2 Hourly Rate	Year 3 Hourly Rate	Year 4 Hourly Rate
1	Network Administrator	Estimated Not-to-exceed rate for Network Administration Services	\$165.00	\$165.00	\$165.00	\$165.00
2	Installation Technician	Estimated Not-to-exceed rate for Installation Services	\$165.00	\$165.00	\$165.00	\$165.00
3	Maintenance Technician	Estimated Not-to-exceed rate for Maintenance Services	\$165.00	\$165.00	\$165.00	\$165.00
4	Trainer	Estimated Not-to-exceed rate for Training Services	\$165.00	\$165.00	\$165.00	\$165.00
	<i>Please contract Dell as we agree to negotiate special-priced hourly rates for specific opportunities on a case by case basis.</i>					

## After Hours

	Position	Description Of Services Provided	Year 1 Hourly Rate	Year 2 Hourly Rate	Year 3 Hourly Rate	Year 4 Hourly Rate
1	Network Administrator	Estimated Not-to-exceed rate for Network Administration Services	\$247.00	\$247.00	\$247.00	\$247.00
2	Installation Technician	Estimated Not-to-exceed rate for Installation Services	\$247.00	\$247.00	\$247.00	\$247.00
3	Maintenance Technician	Estimated Not-to-exceed rate for Maintenance Services	\$247.00	\$247.00	\$247.00	\$247.00
4	Trainer	Estimated Not-to-exceed rate for Training Services	\$247.00	\$247.00	\$247.00	\$247.00
	<i>Please contract Dell as we agree to negotiate special-priced hourly rates for specific opportunities on a case by case basis.</i>					