

Exhibit B Software Product List

Discount reflects lowest discount that will be offered for each publisher. When SHI can find and offer a greater discount, we will.

Enter discounts for publishers

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

Publisher	Gov't Discount %	Academic Discount %
Absolute	20%	20%
Adobe (TLP/CC)	5%	5%
Articulate	0%	0%
Autodesk	14%	3%
Citrix (Excl Online)	19%	19%
Corel	5%	5%
DoubleTake	16%	16%
Intuit	12%	9%
McAfee	22%	22%
Norton	10%	10%
Novell (VLA)	21%	21%
Nuance	6%	5%
ONSSI	20%	20%
Quark Software	2%	6%
Quest Software (Now Dell Software)	7%	7%
Riverdeep	N/A	N/A
Roxio	19%	19%
Symantec	16%	16%
Techsmith	18%	18%
Trend Micro	17%	17%

Title	Gov't Discount %	Gov't Unit Price \$	Academic Discount %	Academic Unit Price \$
Absolute Manage	20%	\$ 17.35	20%	\$ 17.35
Adobe Acrobat Standard (Pro Only for Academic)	5%	\$ 230.86	5%	\$ 148.69
Adobe Creative Suite Design Standard	5%	\$ 1,206.97	5%	\$ 417.43
Adobe Creative Cloud Subscription - Annual	5%	\$ 784.85	5%	\$ 443.52
Adobe Photoshop (Extended Only for Academic)	5%	\$ 649.33	5%	\$ 278.28
Articulate Studio 13	0%	\$ 1,030.55	0%	\$ 515.27
Autodesk Sketchbook Pro	14%	\$ 48.62	N/A	N/A
Autodesk Autocad 2014	14%	\$ 3,442.94	3%	\$ 95.19
Citrix Xenapp Advanced **Min Qty 5	19%	\$ 249.55	19%	\$ 249.55
CorelDraw Technical Suite X6	5%	\$ 597.44	5%	\$ 85.79
Double Take Availability Advanced Edition	16%	\$ 3,961.90	16%	\$ 3,961.90
Intuit Quickbooks Pro	12%	\$ 233.59	9%	\$ 233.59
McAfee Active Virus (Now Endpoint Protection Suite) **Min Qty 11	22%	\$ 28.95	22%	\$ 28.95
McAfee Anti-Spyware (Now Endpoint Protection Suite) **Min Qty 11	22%	\$ 28.95	22%	\$ 28.95
Norton Anti Virus	10%	\$ 43.27	10%	\$ 43.27
Norton Anti Virus w/ Internet Security	10%	\$ 69.35	10%	\$ 69.35
Symantec Endpoint Protection v12.1 **Min Qty 5	16%	\$ 36.93	16%	\$ 26.37
Novell Open Workgroup Suite	21%	\$ 179.20	21%	N/A
ONSSI Occularis PS (Base License)	20%	\$ 157.61	20%	\$ 132.20
ONSSI Occularis PS (Camera License)	20%	\$ 79.20	20%	\$ 66.43
Dragon Naturally Speaking **Min Qty 4	6%	\$ 377.48	5%	\$ 266.47
Nuance PDF Conv Pro 5	6%	\$ 69.96	5%	\$ 69.96
Quark Xpress	2%	\$ 737.15	6%	\$ 173.88
Quest Recovery Manager for Exchange **Min Qty 250	7%	\$ 5.83	7%	\$ 5.83
Roxio Creator NXT **Min Qty 5	19%	\$ 51.31	19%	\$ 46.37
Symantec Backup Exec	16%	\$ 570.29	16%	\$ 570.29
Snag IT	18%	\$ 34.46	18%	\$ 24.03
Trend Micro Worry Free Business Security Advanced	17%	\$ 39.07	17%	\$ 39.07
Trend Micro Worry Free Business Security Advanced **Min Qty 2	17%	\$ 29.60	17%	\$ 29.60
WebSense Security Filtering Subscription *Min Qty 25	20%	\$ 37.02	20%	\$ 25.90

*Please provide link to publicly available price list.

*Warranty is software publisher's warranty.

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

Pricing is available at www.shi.com

**Please note that there are minimum Qty requirements and/or affiliations from certain manufacturers and that best pricing has been provided for Titles sometimes beyond the minimum discount provided on the left.

**SHI has added a supplemental Master Publisher List Tab and will work with VITA to determine contract eligibility for unique manufacturer opportunities - Please see second Tab

Normal Business Hours

	Position	Description Of Services Provided	Year 1 Hourly Rate	Year 2 Hourly Rate	Year 3 Hourly Rate	Year 4 Hourly Rate	Year 5 Hourly Rate
1	Network Administrator	N/A	N/A	N/A	N/A	N/A	N/A
2	Installation Technician	N/A	N/A	N/A	N/A	N/A	N/A
3	Maintenance Technician	N/A	N/A	N/A	N/A	N/A	N/A
4	Trainer	N/A	N/A	N/A	N/A	N/A	N/A
	<i>(Insert extra lines as needed)</i>						

After Hours

	Position	Description Of Services Provided	Year 1 Hourly Rate	Year 2 Hourly Rate	Year 3 Hourly Rate	Year 4 Hourly Rate	Year 5 Hourly Rate
1	Network Administrator	N/A	N/A	N/A	N/A	N/A	N/A
2	Installation Technician	N/A	N/A	N/A	N/A	N/A	N/A
3	Maintenance Technician	N/A	N/A	N/A	N/A	N/A	N/A
4	Trainer	N/A	N/A	N/A	N/A	N/A	N/A
	<i>(Insert extra lines as needed)</i>						

***Supplier is to fill in the Position, Description and Hourly Rate.**

***The line items may be used for future projects.**

Please see the Requirements Section 5.3 - Services - SHI will offer services via the manufacturer on a case by case basis.