



# ARLINGTON VIRGINIA

ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

## NOTICE OF RIDER CONTRACT RENEWAL

<b>TO:</b> CDW GOVERNMENT LLC	<b>DATE ISSUED:</b>	<u>AUGUST 22, 2019</u>
ONE CDW WAY	<b>CURRENT REFERENCE NO:</b>	<u>20-098-R-CDWG</u>
230 N MILWAUKEE AVENUE	<b>CONTRACT TITLE:</b>	<u>COMPUTER HARDWARE &amp; MAINTENANCE</u>
VERNON HILLS, ILLINOIS 60061		

**THIS IS A NOTICE OF A RIDER CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

Arlington rides the Lead Agency's contract referenced below for the goods and services so referenced. The contract documents consist of this notice and terms and conditions of the Lead Agency Agreement including any attachments or amendments thereto.

**LEAD AGENCY NAME:** COMMONWEALTH OF VIRGINIA  
**LEAD AGENCY CONTRACT NUMBER:** VA-190822-CDWG  
**EFFECTIVE DATE:** AUGUST 22, 2023  
**EXPIRES:** AUGUST 21, 2024  
**RENEWALS:** NO RENEWALS REMAIN.

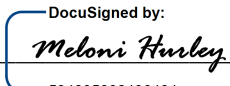
**ATTACHMENTS:**  
**ATTACHMENT A – RENEWAL NOTICE**  
**ATTACHMENT B & C – PRICING**

**EMPLOYEES NOT TO BENEFIT:**  
**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

<b><u>VENDOR CONTACT:</u></b> MIKE PINTO	<b><u>VENDOR TEL. NO.:</u></b>	(66) 850-5724
<b><u>EMAIL ADDRESS:</u></b> <a href="mailto:MIKEPIN@CDW.COM">MIKEPIN@CDW.COM</a>		
<b><u>COUNTY CONTACT:</u></b> ISHAI TRANI(DTS)	<b><u>COUNTY TEL. NO.:</u></b>	(703) 228-3408
<b><u>COUNTY CONTACT EMAIL:</u></b> <a href="mailto:ITRANI@ARLINGTONVA.US">ITRANI@ARLINGTONVA.US</a>		

### PURCHASING DIVISION AUTHORIZATION

**Name:** Meloni Hurley **Title:** Assistant Purchasing Agent

<b>Signature:</b>		<b>Date:</b> 8/18/2023
	<small>DocuSigned by: 534895882496484...</small>	

**EXHIBIT A**

**From:** [Scearce, Gregory \(VITA\)](#)  
**Bcc:** [sales@appliedtechnologyservices.com](mailto:sales@appliedtechnologyservices.com); [KIM HALL](#); [Mark Belluz \(mbelluz@cassevern.com\)](mailto:mbelluz@cassevern.com); [Carl C. Dodson](#); [Tim Younger \(timyounger@cdwg.com\)](mailto:Tim.Younger@cdwg.com); [Diane Gasper Jones \(dig@daly.com\)](mailto:dig@daly.com); [McFadden, Joe](#); [Hagerty, John V](#); [Banerjee, Jishnu](#); [Matthew Cooke \(mcooke@ncst.com\)](mailto:mcooke@ncst.com); [Brandon, Mark](#); [sclark@networkingtech.com](mailto:sclark@networkingtech.com); [Claes Adler \(Rugged Depot\)](#); [Christian Costa](#)  
**Subject:** Contract Renewal  
**Date:** Friday, July 21, 2023 3:25:00 PM

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Dear Supplier,

Per Section 3.A. ("Term and Termination") of the above referenced contract, The Virginia Information Technologies Agency has elected to exercise its option to renew the contract for the next available annual renewal period as stated in your contract. Should you have any questions, please feel free to contact SCM.

The contract expiration date is now 8/21/2024.

Contracts under this renewal notice:

VA-190822-ATRO  
VA-190822-ATS  
VA-190822-CASS  
VA-190822-CDWG  
VA-190822-DALY  
VA-190822-DELL  
VA-190822-ELSY  
VA-190822-HP  
VA-190822-MCT  
VA-190822-NCS  
VA-190822-NTS  
VA-190822-PCMG  
VA-190822-SHI

This email serves as your renewal.

For those suppliers currently under a reporting review. Your response to our reporting review is still required. If your review is not completed in a timely fashion, VITA may exercise our right under the "Term and Termination" clause to terminate your contract.

Please reply confirming receipt of this notice.

**Greg Scearce, CPPB, VCO**

Strategic Sourcing Specialist, SCM  
Virginia IT Agency (VITA)  
Connecting – Protecting - Innovating  
3-A17

[gregory.scearce@vita.virginia.gov](mailto:gregory.scearce@vita.virginia.gov)

[www.vita.virginia.gov](http://www.vita.virginia.gov)

(804) 510-7128 Office

Remote Availability on Monday's & Friday's: (804) 276-5899

**EXHIBIT B - Acer**

**Product Category: PC, AIO & MINI**

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
<b>Desktop</b>	<b>Acer/VX4660G-I5850H1/UD.P02AA.03F</b>	<b>\$939.99</b>	<b>2.00%</b>	<b>\$ 902.40</b>	<b>2.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel i5-8500 Processor (3.0GHZ, 2666MHZ 6m cache)	Intel® Core™ i5-8500					
8GB DDR4 Memory	8GB (8/0/0/0) DDR4					
500GB 7200 rpm SATA	1TB3, 7200RPM					
Microsoft Windows 10 Pro 64 Bit	Windows® 10 Pro (64-bit)					
Intel HD Graphics	Integrated Intel® UHD Graphics 630					
USB Mouse	USB					
USB Keyboard	USB					
10/100/1000 RJ-45	RJ-45 LAN					

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
<b>All-In-One</b>	<b>Acer/VZ4660G-I5850H1/DQ.VS0AA.002</b>	<b>\$999.99</b>	<b>2.00%</b>	<b>979.99</b>	<b>2.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel i5 (8th Gen) 8500 3.0GHz	Intel® Core™ i5-8500					
8GB Memory	8GB (8/0) DDR4 2666					
500GB 7200 rpm SATA	1TB3, 7200RPM					
Microsoft Windows 10 Pro 64 Bit	Windows® 10 Pro (64-bit)					
21.5 Display (1920x1080)	54.6 cm (21.5") Full HD (1920 x 1080) 16:9					
USB Mouse	USB					
USB Keyboard	USB					
Intel HD Graphics	Integrated Intel® UHD Graphics 630					
10/100/1000 RJ45 and 802.11AC wireless	RJ-45 LAN 802.11ac WLAN					

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
<b>Mini Desktop</b>	<b>Acer/VX4660G-I5850S1/UD.P02AA.03G</b>	<b>\$979.99</b>	<b>2.00%</b>	<b>960.30</b>	<b>2.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
i5 8th Generation Processor	Intel® Core™ i5-8500					
8GB memory (1x 8GB SODIMM)	8GB (8/0/0/0) DDR4					
256GB SSD	256GB3 M.2 PCI Express® NVMe					
Win 10 Pro	Windows® 10 Pro (64-bit)					
Two Front Facing USB Ports	DC-in, serial, HDMI®-out, RJ-45 LAN, VGA, two PS/2®, two DisplayPort™, two USB 3.1 Gen 2 Type-C™, two USB 3.1 Gen 2 Type-A™, two USB 3.1 Gen 1 Type-A™, four USB 2.0 Type-A™, five audio (two front, three back)					
Two button USB optical mouse with scroll wheel	USB					
USB Keyboard with 103 keys	USB					
10/100/1000 RJ-45	RJ-45 LAN					

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

\* All Models on this tab include 3 year warranties but are limited warranties and do not include three year onsite, that warranty offering is available separate from Acer.

## EXHIBIT B - Acer

AMD processors must be equivalent to Intel processors specified above

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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

**Product Category: LAPTOP**

Intel 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
<b>Laptop</b>	<b>Acer/TMP2510-G2-M-54EA/NX.VGUAA.006</b>	<b>849.99</b>	<b>1.00%</b>	<b>\$ 841.49</b>	<b>\$ 1.00</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-">https://www.acer.com/ac/en/US/content/professional-</a></b>
Intel i5-8250U Processor (3.40GHz 6M Cache)	Intel® Core™ i5-8250U					
8GB RAM	8GB (4/4) DDR4					
500GB 7200 RPM SATA hard drive or greater	500GB3 SATA, 5400RPM					
720p HD Camera w/Mic	webcam					
Microsoft Windows 10 Pro 64 Bit	Windows® 10 Pro (64-bit)					
802.11a/b/g/n/ac	Intel® Dual Band Wireless-AC 802.11ac 2x2 MIMO WLAN					
Energy Star qualified						
15.6" HD	Matte 15.6" (1366 x 768)					

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
<b>Convertible Laptop Offering</b>	<b>Acer/SP513-52N-52VV/NX.GR7AA.008</b>	<b>\$799.99</b>	<b>1.00%</b>	<b>\$ 791.99</b>	<b>1.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
8th Gen processor minimum	Intel® Core™ i5-8250U					
Intel Core i3	Intel® Core™ i5-8250U					
8 GB DDR 4 minimum	8GB (8) DDR4					
256 GB m.2 SSD Minimum	256GB3					
Windows 10 Professional	Windows® 10 Pro (64-bit)					
802.11AC WLAN	802.11ac 2x2 MU-MIMO WLAN					
Energy Star qualified						
13" FHD touch display	13.3" (1920 x 1080)					
Up to 18 hours battery life						
3 year battery warranty	Up to 13.0 hours (MobileMark® 2014)					

Warranty is three years next day exchange for all laptop offerings 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

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>2.00%</b>
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\* All Models on this tab include one year warranty that is carry in only, Acer does not offer a built in three year on-site NBD Warranty, it would need to be purchased separate.

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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

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.

**Products Category: CHROMEBOOK**

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook</b>	<b>Acer/C732-C6WU/NX.GUKAA.001</b>	<b>\$279.99</b>	<b>1.00%</b>	<b>\$ 279.99</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel Quad Core M8173C 2.10 GHz	Intel® Celeron® N3350				
4GB RAM	4GB (4) LPDDR3				
32GB Flash Memory	32GB3				
Chrome OS Operating System	Chrome OS™				
802.11ac	Intel® Dual Band Wireless-AC 802.11ac 2x2 MIMO WLAN				
HD Webcam	Bluetooth® 4.2, webcam				
11.6 inch Multi Touch Screen	Matte 11.6" (1366 x 768)				

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook - Convertible tablet</b>	<b>Acer/C732T-C8VY/NX.GULAA.001</b>	<b>\$299.99</b>	<b>1.00%</b>	<b>\$ 296.99</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel Celeron N3350	Intel® Celeron® N3350				
4 GB DDR4	4GB (4) LPDDR3				
32 GB eMMC	32GB3				
Chrome OS Operating System	Chrome OS™				
Support Android apps					
802.11AC WLAN	Intel® Dual Band Wireless-AC 802.11ac 2x2 MIMO WLAN,				
HD Webcam	Bluetooth® 4.2, webcam				
11.6" HD touch display	Glossy 11.6" (1366 x 768)				
Min 2 USB 3.1 Gen 1 and 2 USB-C	two USB 3.0; two USB Type-C™ each supporting USB 3.1 Gen 1				
Up to 12 hours battery life	Up to 12.0 hours				

Warranty is One year NBD Exchange for all Chromebook offerings 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, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>2.00%</b>
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\* All Models on this tab include one year warranty that is carry in only, Acer does not offer a built in three year on-site NBD Warranty, it would need to be purchased separate.

**Product Category: ANDROID TABLET**

<i>Minimum Configurations</i>	<b>Brand/Model #</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
<b>Android Tablet</b>	<b>Acer/B3-A40-K6JH/NT.LDNAA.002</b>	<b>149.99</b>	<b>2.00%</b>	<b>\$ 146.99</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Quad Core Processor	MediaTek MT8167B SoC with quad-core ARM® Cortex®-A35 cores				
2GB RAM	2GB (2) DDR3L				
16GB Storage	16GB3				
Android 6.0 Marshmallow	Android™ 7.0				
802.11b/g/n integrated wireless	802.11ac WLAN, Bluetooth® 4.1, two webcams (front and back)				
SD Card Memory Expansion slot	microSD™ (up to 128GB;3 SDXC™, exFAT compatible)				
Front and rear camera	Rear 5MP, front 2MP				
8 inch screen	10.1" (1280 x 800)				

Warranty is One Year NBD Exchange for all Android Tablet offerings 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 model specified above 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.

<b>Minimum Percentage Discount for Android Tablet Accessories (see note #2)</b>	<b>2.00%</b>
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\* All Models on this tab include one year warranty that is carry in only, Acer does not offer a built in three year on-site NBD Warranty, it would need to be purchased separate.



**Category: PERIPHERALS**

<b>Flash Drives</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
8 GB	3177897	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
16 GB	2995816	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
32 GB	2995819	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 GB Encrypted Drive	1998590	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Monitors (wide aspect)</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
19" LCD	3577729	69.99	3.00%	67.89	<a href="http://www.cdwg.com">www.cdwg.com</a>
27" LCD	5018485	146.62	3.00%	142.22	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Power Strip</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
6 Outlet 6ft cord 790 Joule	510853	11.96	4.00%	11.48	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 Outlet 8ft cord 2500 Joule	1863281	18.94	4.00%	18.18	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Mouse</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Optical Scroll Mouse- USB	2086051	8.97	6.00%	8.43	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Keyboard</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Standard Keyboard- USB	2087745	14.95	6.00%	14.05	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Wireless Keyboard/Mouse Combo</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wireless keyboard and mouse USB interface	3006282	21.94	6.00%	20.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Patch Cables</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
10 ft CAT5e	630142	4.98	15.00%	4.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
7 ft CAT5e	630134	2.99	15.00%	2.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
3 ft CAT6	415020	3.98	15.00%	3.38	<a href="http://www.cdwg.com">www.cdwg.com</a>
7' CAT6	2473356	5.98	15.00%	5.08	<a href="http://www.cdwg.com">www.cdwg.com</a>
HDMI to HDMI M/M 6ft	2381888	11.96	15.00%	10.17	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>External Hard Drive</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
1TB USB 3.0 (portable)	<b>3229109</b>	59.99	5.00%	56.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
2 TB USB 3.0 (external desktop)	<b>3224277</b>	79.99	5.00%	75.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
4 TB USB 3.0 (external desktop)	<b>3666992</b>	99.99	5.00%	94.99	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Web Cams</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	<b>2871957</b>	23.93	10.00%	21.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>2835962</b>	36.00	10.00%	32.40	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>USB Hubs</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
USB 3.0 7 port hub, power supply included	<b>1303738</b>	27.92	10.00%	25.13	<a href="http://www.cdwg.com">www.cdwg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>3509505</b>	28.92	10.00%	26.03	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Speakers</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	<b>2086564</b>	26.92	10.00%	24.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
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	<b>1862296</b>	66.82	10.00%	60.14	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Label Printer</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	<b>1729028</b>	88.00	10.00%	79.20	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>I. Battery Back Up Unit</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
UPS external, 550 VA power capacity, 3 min battery run time	<b>4170648</b>	64.99	5.00%	61.74	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>5221282</b>	192.51	5.00%	182.88	<a href="http://www.cdwg.com">www.cdwg.com</a>

UPS 750 VA power capacity, 16 min battery run time	3331794	349.95	5.00%	332.45	<a href="http://www.cdwg.com">www.cdwg.com</a>
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**\*\*\*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**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST*</b>
Acer	2.00%
APC	2.00%
Belkin	2.00%
Black Box	2.00%
C2G	2.00%
Cisco	2.00%
Cradlepoint	2.00%
Crucial Technology Drobo	2.00%
Edge Memory	2.00%
Epson	2.00%
HAVIS	2.00%
HP	2.00%
Imation, IRONKEY, TDK, M	2.00%
Kensington	2.00%
Kingston	2.00%
Lenovo	2.00%
LG Electronics	2.00%
Liebert	2.00%
Logitech	2.00%
NEC	2.00%
Panasonic	2.00%
Peerless	2.00%
Planar	2.00%
Seagate Technology Starte	2.00%
Targus	2.00%
Tibco	2.00%
Tripp-Lite	2.00%
ViewSonic	2.00%
Western Digital	2.00%
Zebra Technologies Verbat	2.00%
Transcend	2.00%
PNY	2.00%
Microsoft	2.00%
Cyber Acoustics	2.00%
Seiko	2.00%
Havis	2.00%
Gamber Johnson	2.00%
Samsung	2.00%

The "Manufacturer List (Peripherals)" tab on each worksheet offers a discount as a percentage off of CDW Government LLC's (CDW•G) advertised price. CDW•G's advertised price is available on our website at [www.cdwg.com](http://www.cdwg.com).

## Services and Warranty

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

Service or Warranty Description	Rate
CDWG White Glove Chromebook Service Tie	\$ 6.00
CDWG White Glove Chromebook Service Tie	\$ 7.00
CDW CREATE CUSTOM TAG/LABEL 50081	\$ 24.00
CDW Install Basic Custom Asset Tag 500815	\$ 5.00
CDW HARDWARE INSTALL FOR SERVER 1	\$ 25.00
CDW HARDWARE INSTALL FOR DT-LT-PR	\$ 10.00
CDW INSTALLING CUSTOM SERVER IMAG	\$ 90.00
CDW IMAGE DEPLOYMENT & INTEGRATIC	\$ 25.00
CDW LASER ETCHING BASIC TEMPLATE 1	\$ 11.00
CDW STANDARD APPLICATION INSTALL 7	\$ 36.00
CDW NETWORK OPERATING SYSTEM INS	\$ 200.00
CDW STANDARD OPERATING SYSTEM INS	\$ 90.00
CDW NETWORK APPLICATION INSTALL 9	\$ 100.00
CDW CUSTOM IP CONFIGURATION 119717	\$ 12.00
CDW OS DOWNGRADE 1278296	\$ 90.00
TMP648-G3-M-70B0	\$ 227.69
TMP648-G3-M-52C2	\$ 227.69
R5-571TG-51A3	\$ 326.69
SP513-52N-52VV	\$ 197.99
SW713-51GNP-879G	\$ 128.69
B3-A40FHD-K0MW	\$ 128.69
B1-870-K028	\$ 128.69
B1-870-K7MZ	\$ 128.69
<i>B1-7A0-K78B</i>	\$ 128.69
VN4660G-I5850TS2	\$ 39.59
<i>VX4660G-I5850S1</i>	\$ 39.59
VX4660G-I5850H1	\$ 39.59
VZ4660G-I5850H1	\$ 39.59

## EXHIBIT B - Dell

### Product Category: PC, AIO & MINI

Intel or AMD Based

Pricing does not include Dell's Smart Selection line

<i>Minimum Configurations</i>	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
<b>Desktop</b>	Dell/ OptiPlex 3060 SFF	998.57	13.50%	863.76	13.50%	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Intel i5-8500 Processor (3.0GHZ, 2666MHZ 6m cache)						
8GB DDR4 Memory						
500GB 7200 rpm SATA						
Microsoft Windows 10 Pro 64 Bit						
Intel HD Graphics						
USB Mouse						
USB Keyboard						
10/100/1000 RJ-45						

<i>Minimum Configurations</i>	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
<b>All-In-One</b>	Dell/ OptiPlex 5260 AIO	1,370.00	13.50%	1,185.05	13.50%	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Intel i5 (8th Gen) 8500 3.0GHz						
8GB Memory						
500GB 7200 rpm SATA						
Microsoft Windows 10 Pro 64 Bit						
21.5 Display (1920x1080)						
USB Mouse						
USB Keyboard						
Intel HD Graphics						
10/100/1000 RJ45 and 802.11AC wireless						

<i>Minimum Configurations</i>	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
<b>Mini Desktop</b>	Dell/ OptiPlex 3060 MFF	1,055.72	13.50%	913.20	13.50%	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
i5 8th Generation Processor						
8GB memory (1x 8GB SODIMM)						
256GB SSD						
Win 10 Pro						
Two Front Facing USB Ports						
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, All-in-one, and Mini Desktop offerings and all future models. Additional types of warranties may be offered on the accessories tab

## EXHIBIT B - Dell

AMD processors must be equivalent to Intel processors specified above

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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Product Category: WORKSTATION**

Pricing does not include Dell's Smart Selection line

Intel

<i>Minimum Configurations</i>	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
<b>Entry Workstation</b>	Dell/ Precision 3430	1,439.67	13.50%	1,245.31	13.50%	<a href="http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf</a>
8th Gen Core i5, i7 or Xeon E processor						
8 GB non-ECC (Core i) memory minimum						
Intel HD Graphics 630 minimum, AMD, or Nvidia discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
2 front facing USB ports						
Two button USB optical mouse with scroll wheel						
Wired USB Windows keyboard						
Gigabit Ethernet						
Desktop, Small Form Factor, or Mini chassis						

<i>Minimum Configurations</i>	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
<b>Performance Workstation - Single Socket</b>	Dell/ Precision 5820	2,352.96	13.50%	2,035.31	13.50%	<a href="http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf</a>
Intel Xeon W or Intel Core X-Series processor						
8 GB DDR4 non-ECC (Core x) memory minimum						
AMD or Nvidia discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
2 front facing USB ports						
Two button USB optical mouse with scroll wheel						
Wired USB Windows keyboard						
Gigabit Ethernet						

<i>Minimum Configurations</i>	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
<b>Performance Workstation - Dual Socket</b>	Dell/ Precision 7820	3,841.53	13.50%	3,322.92	13.50%	<a href="http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf</a>
Intel Xeon Scalable Processor						
16 GB DDR4 ECC memory minimum						
AMD or Nvidia discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
2 front facing USB ports						



Two button USB optical mouse with scroll wheel
Wired USB Windows keyboard
Gigabit Ethernet

Warranty is three years on-site NBD for all Workstation offerings and all future models. Additional types of warranties may be offered on the accessories 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 - 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:  
<https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Product Category: MOBILE WORKSTATION**

Pricing does not include Dell's Smart Selection line

<i>Minimum Configurations</i>	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
<b>Mobile Workstation</b>	Dell/ Precision 3530	2,156.00	13.50%	1,864.94	13.50%	<a href="http://ftpbox.us.dell.com/sl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/sl/weekly/dellpricereport.pdf</a>
8th Gen Intel Core i5 or i7 processor	(15" w/NVIDIA P600)					
8 GB DDR4 memory minimum						
AMD Radeon Pro discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11AC WLAN						
14"Display, FHD minimum, options for touch and/or Ultra High Definition displays						
Up to 10 hours battery life 3 year battery warranty						

<i>Minimum Configurations</i>	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
<b>Premium Mobile Workstation</b>	Dell/ Precision 5530	2,944.00	13.50%	2,546.56	13.50%	<a href="http://ftpbox.us.dell.com/sl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/sl/weekly/dellpricereport.pdf</a>
8th gen Intel Core i5, i7, or Xeon E processor						
8 GB DDR4 non-ECC (Core i) memory minimum						
Nvidia Quadro P1000 discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
15" display, FHD minimum,						
convertible tablet chassis						
Up to 16 hours battery life 3 year battery warranty						

<i>Minimum Configurations</i>	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
<b>Detachable Mobile Workstation</b>	Dell/ Precision 5530 2-in-1	2,957.57	13.50%	2,558.30	13.50%	<a href="http://ftpbox.us.dell.com/sl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/sl/weekly/dellpricereport.pdf</a>
8th gen Intel Core i5 or i7 processor						
8 GB DDR4 memory minimum						
Nvidia Quadro Professional discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
14" UWVA touch display						
IR Webcam, 8 megapixel world facing camera						
Up to 10 hours battery life 3 year battery warranty						

*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
<b>Performance Mobile Workstation</b>	Dell/ Precision 7530	2,536.06	13.50%	2,193.69	13.50%	<a href="http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slgl/weekly/dellpricereport.pdf</a>
8th gen Intel Core i5, i7, or Xeon E processor						
16 GB DDR4 non-ECC (Core i) memory minimum						
Nvidia Quadro or AMD Radeon Pro discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
15" display, FHD minimum,						
Up to 16 hours battery life						
3 year battery warranty						

Warranty is three years on-site NBD for all Mobile Workstation offerings and all future models. Additional types of warranties may be offered on the accessories 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 - 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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

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.

<b>Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)</b>	<b>2.00%</b>
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\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Product Category: LAPTOP**

Intel Based

Pricing does not include Dell's Smart Selection line

<i>Minimum Configurations</i>	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
<b>Laptop</b>	Dell/ Latitude 3490	1,273.86	13.50%	1,101.89	13.50%	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
Intel i5-8250U Processor (3.40GHz 6M Cache)						
8GB RAM						
500GB 7200 RPM SATA hard drive or greater						
720p HD Camera w/Mic						
Microsoft Windows 10 Pro 64 Bit						
802.11a/b/g/n/ac						
Energy Star qualified						
15.6" HD						
<i>Minimum Configurations</i>	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
<b>Convertible Laptop Offering</b>	Dell/ Latitude 7390 2-in-1	2,666.57	13.50%	2,306.58	13.50%	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
8th Gen processor minimum						
Intel Core i3						
8 GB DDR 4 minimum						
256 GB m.2 SSD Minimum						
Windows 10 Professional						
802.11AC WLAN						
Energy Star qualified						
13" FHD touch display						
Up to 18 hours battery life						
3 year battery warranty						

Warranty is three years next day exchange for all laptop offerings 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 - 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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

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.

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>2.00%</b>
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\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Products Category: CHROMEBOOK**

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook</b>	Dell/ Chromebook 3180	374.71	1.00%	370.96	<a href="http://ftpbox.us.dell.com/slg/weekly/dellprice-report.pdf">http://ftpbox.us.dell.com/slg/weekly/dellprice-report.pdf</a>
Intel Quad Core M8173C 2.10 GHz					
4GB RAM					
32GB Flash Memory					
Chrome OS Operating System					
802.11ac					
HD Webcam					
11.6 inch Multi Touch Screen					

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook - Convertible tablet</b>	Dell/ Chromebook 3189 Convertible	503.28	1.00%	498.25	<a href="http://ftpbox.us.dell.com/slg/weekly/dellprice-report.pdf">http://ftpbox.us.dell.com/slg/weekly/dellprice-report.pdf</a>
Intel Celeron N3350					
4 GB DDR4					
32 GB eMMC					
Chrome OS Operating System					
Support Android apps					
802.11AC WLAN					
HD Webcam					
11.6" HD touch display					
Min 2 USB 3.1 Gen 1 and 2 USB-C					
Up to 12 hours battery life					

Warranty is One year NBD Exchange for all Chromebook offerings 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, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>2.00%</b>
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\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Product Category: THIN CLIENT**

Intel/ AMD Based

*Minimum Configurations*

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Thin Client</b>	Dell/ Wyse 5070 Thin Client	686.00	13.50%	593.39	<a href="http://ftpbox.us.dell.com/slg/weekly/dellp&lt;br/&gt;ricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellp ricereport.pdf</a>
4 USB Ports					
<b>Intel 2 GHz Pcessor or Equivalent</b>					
10/100/1000 Base-T					
32GB Flash Storage					
8GB Memory DDR4 Memory					
USB Keyboard and Mouse					
Energy Star Qualified					
<b>Windows 10</b>					

Warranty is three years NBD exchange for all Thin Client offerings 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 that Dell's pricing is subject to change due to fluctuations in Dell's costs



**Product Category: WINDOWS TABLET**

Pricing does not include Dell's Smart Selection line

<i>Minimum Configurations</i>	<b>Brand/Model #</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
<b>Windows Tablet</b>	<b>Dell/ Latitude 5290 2-in-1</b>	<b>2,330.43</b>	<b>13.50%</b>	<b>2,015.82</b>	<b><a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a></b>
Intel i5 7300U Dual Core or AMD Processor					
4GB Memory					
256GB SSD Hard Drive					
Windows 10 Pro 64 bit					
802.11ac integrated wireless					
SD Card Memory Expansion slot					
Front and rear camera					
10 inch screen					

Warranty is One year NBD Exchange for all Windows Tablet offerings 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 model specified above 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.

<b>Minimum Percentage Discount for Windows Tablets Accessories (see note #2)</b>	<b>2.00%</b>
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\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Product Category: SERVERS**

Intel/ AMD Based

*Minimum Configurations*

<b>Tower Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) 300GB 10k RPM SAS Hard Drive Onboard SATA No optical drive standard Dual Power Supply, 500W Minimum No OS installed 4-Port Gigabit Ethernet NIC	<b>Dell/ PowerEdge T440</b>	3,722.00	14.50%	<b>3,182.31</b>	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>Rack Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) Onboard SATA 300GB 10k RPM SAS Hard Drive 4-Port Gigabit Ethernet NIC Dual Power Supply, 500W Minimum No OS installed	<b>Dell/ PowerEdge R440</b>	3,397.00	14.50%	<b>2,904.44</b>	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>Blade Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) 300GB SAS 12G 15K RPM SFF Hard Drive 2-port 10GbE Ethernet Adapter No OS installed	<b>Dell/ PowerEdge M640</b>	3,697.00	14.50%	<b>3,160.94</b>	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>
<b>HyperConverged Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
2x Intel Xeon Gold-5120 Processors - 2.2Ghz - 14 cores 240GB memory 5x 1.92TB SSD's 2-port 10GbE Ethernet Adapter No OS installed	<b>Dell/ VxRail E560d/F</b>	86,827.00	14.50%	<b>74,237.09</b>	<a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>

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

AMD processors must be at least equivalent to listed Intel processors

<b>Minimum Percentage Discount for Server Accessories (see note #2)</b>	<b>2.00%</b>
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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 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.

\*Note that Dell's pricing is subject to change due to fluctuations in Dell's costs

**Category: PERIPHERALS**

<b>Flash Drives</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
8 GB	3177897	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
16 GB	2995816	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
32 GB	2995819	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 GB Encrypted Drive	1998590	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Monitors (<i>wide aspect</i>)</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
19" LCD	3577729	69.99	3.00%	67.89	<a href="http://www.cdwg.com">www.cdwg.com</a>
27" LCD	5018485	146.62	3.00%	142.22	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Power Strip</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
6 Outlet 6ft cord 790 Joule	510853	11.96	4.00%	11.48	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 Outlet 8ft cord 2500 Joule	1863281	18.94	4.00%	18.18	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Mouse</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Optical Scroll Mouse- USB	2086051	8.97	6.00%	8.43	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Keyboard</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Standard Keyboard- USB	2087745	14.95	6.00%	14.05	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Wireless Keyboard/Mouse Combo</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wireless keyboard and mouse USB interface	3006282	21.94	6.00%	20.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	630142	4.98	15.00%	4.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
7 ft CAT5e	630134	2.99	15.00%	2.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
3 ft CAT6	415020	3.98	15.00%	3.38	<a href="http://www.cdwg.com">www.cdwg.com</a>
7' CAT6	2473356	5.98	15.00%	5.08	<a href="http://www.cdwg.com">www.cdwg.com</a>
HDMI to HDMI M/M 6ft	2381888	11.96	15.00%	10.17	<a href="http://www.cdwg.com">www.cdwg.com</a>

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1TB USB 3.0 (portable)	3229109	59.99	5.00%	56.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
2 TB USB 3.0 (external desktop)	3224277	79.99	5.00%	75.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
4 TB USB 3.0 (external desktop)	3666992	99.99	5.00%	94.99	<a href="http://www.cdwg.com">www.cdwg.com</a>

Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	2871957	23.93	10.00%	21.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	2835962	36.00	10.00%	32.40	<a href="http://www.cdwg.com">www.cdwg.com</a>

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	1303738	27.92	10.00%	25.13	<a href="http://www.cdwg.com">www.cdwg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	3509505	28.92	10.00%	26.03	<a href="http://www.cdwg.com">www.cdwg.com</a>

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,	2086564	26.92	10.00%	24.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
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	1862296	66.82	10.00%	60.14	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Label Printer</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	<b>1729028</b>	88.00	10.00%	79.20	<a href="http://www.cdwg.com">www.cdwg.com</a>
<b>I. Battery Back Up Unit</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
UPS external, 550 VA power capacity, 3 min battery run time	<b>4170648</b>	64.99	5.00%	61.74	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>5221282</b>	192.51	5.00%	182.88	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS 750 VA power capacity, 16 min battery run time	<b>3331794</b>	349.95	5.00%	332.45	<a href="http://www.cdwg.com">www.cdwg.com</a>

**\*\*\*\*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**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
Acer	2.00%
APC	2.00%
Belkin	2.00%
Black Box	2.00%
C2G	2.00%
Cisco	2.00%
Cradlepoint	2.00%
Crucial Technology Drobo	2.00%
Edge Memory	2.00%
Epson	2.00%
HAVIS	2.00%
HP	2.00%
Imation, IRONKEY, TDK, M	2.00%
Kensington	2.00%
Kingston	2.00%
Lenovo	2.00%
LG Electronics	2.00%
Liebert	2.00%
Logitech	2.00%
NEC	2.00%
Panasonic	2.00%
Peerless	2.00%
Planar	2.00%
Seagate Technology Starte	2.00%
Targus	2.00%
Tibco	2.00%
Tripp-Lite	2.00%
ViewSonic	2.00%
Western Digital	2.00%
Zebra Technologies Verbat	2.00%
Transcend	2.00%
PNY	2.00%
Microsoft	2.00%
Cyber Acoustics	2.00%
Seiko	2.00%
Havis	2.00%
Gamber Johnson	2.00%
Samsung	2.00%

## Services and Warranty

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

<b>Service or Warranty Description</b>	<b>Rate</b>
CDW CREATE CUSTOM TAG/LABEL 500814	\$ 24.00
CDW Install Basic Custom Asset Tag 500815	\$ 5.00
CDW HARDWARE INSTALL FOR SERVER 1706188	\$ 25.00
CDW HARDWARE INSTALL FOR DT-LT-PRT 1706189	\$ 10.00
CDW INSTALLING CUSTOM SERVER IMAGE 195856	\$ 90.00
CDW IMAGE DEPLOYMENT & INTEGRATION 534223	\$ 25.00
CDW LASER ETCHING BASIC TEMPLATE 1461344	\$ 11.00
CDW STANDARD APPLICATION INSTALL 76056	\$ 36.00
CDW NETWORK OPERATING SYSTEM INSTALL 76980	\$ 200.00
CDW STANDARD OPERATING SYSTEM INSTALL 346243	\$ 90.00
CDW NETWORK APPLICATION INSTALL 931000	\$ 100.00
CDW CUSTOM IP CONFIGURATION 1197175	\$ 12.00
CDW OS DOWNGRADE 1278296	\$ 90.00
Dell Pro Services	2% off MSRP
Dell Warrenties	2% off MSRP
CDWG White Glove Chromebook Service Tier 1	\$ 6.00
CDWG White Glove Chromebook Service Tier 2	\$ 7.00



**EXHIBIT B - Lenovo**

**Product Category: PC, AIO & MINI**

Intel or AMD Based

Pricing Excludes Top Seller Models

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
<b>Desktop</b>	<b>M720 SFF- 10SUS24Y00</b>	<b>1,343.00</b>	<b>34.00%</b>	<b>\$ 886.38</b>	<b>34.00%</b>	<b>www.lenovo.com/listprice</b>
Intel i5-8500 Processor (3.0GHZ, 2666MHZ 6m cache)	Intel Core i5-8500					
8GB DDR4 Memory	8GB DDR4 2666MHz UDIMM					
500GB 7200 rpm SATA	500GB Hard Drive, 7200RPM, 3.5 SATA3					
Microsoft Windows 10 Pro 64 Bit	Windows 10 Pro 64 English					
Intel HD Graphics	Integrated Graphic Card					
USB Mouse	USB Calliope Mouse Black					
USB Keyboard	USB TRDTNL KB BK ENG					
10/100/1000 RJ-45	Integrated Ethernet					

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
<b>All-In-One</b>	<b>M820z AIO- 10SDS17P00</b>	<b>1,753.00</b>	<b>34.00%</b>	<b>\$ 1,156.98</b>	<b>34.00%</b>	<b>www.lenovo.com/listprice</b>
Intel i5 (8th Gen) 8500 3.0GHz	Intel Core i5-8500					
8GB Memory	8GB DDR4 2666MHz UDIMM					
500GB 7200 rpm SATA	500GB Hard Drive, 7200RPM, 3.5 SATA3					
Microsoft Windows 10 Pro 64 Bit	Windows 10 Pro 64 English					
21.5 Display (1920x1080)	21.5 NT					
USB Mouse	USB Calliope Mouse Black					
USB Keyboard	USB TRDTNL KB BK ENG					
Intel HD Graphics	Integrated Graphic Card					
10/100/1000 RJ45 and 802.11AC wireless	Integrated Ethernet Intel Wireless-AC 8265 2x2 AC					

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
<b>Mini Desktop</b>	<b>M720 Tiny-10TAS05900</b>	<b>1,378.00</b>	<b>34.00%</b>	<b>\$ 909.48</b>	<b>34.00%</b>	<b>www.lenovo.com/listprice</b>
i5 8th Generation Processor	Intel Core i5-8400T Processor					
8GB memory (1x 8GB SODIMM)	8GB DDR4 2666MHz SoDIMM					
256GB SSD	256GB Solid State Drive, 2.5 , SATA3, Opal 2.0					
Win 10 Pro	Windows 10 Pro 64					
Two Front Facing USB Ports	one USB 3.1 Gen1 (Always On and fast charge), one USB 3.1 Type-C Gen 1, one microphone (3.5mm), one headphone / microphone combo jack (3.5mm)					
Two button USB optical mouse with scroll wheel	USB Calliope Mouse Black					
USB Keyboard with 103 keys	USB TRDTNL KB BK ENG					
10/100/1000 RJ-45	integrated ethernet					

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

AMD processors must be equivalent to Intel processors specified above

## EXHIBIT B - Lenovo

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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

**Product Category: WORKSTATION**

Pricing Excludes Top Seller Models

Intel

<i>Minimum Configurations</i>	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
<b>Entry Workstation</b>	<b>ThinkStation / P330 30C8S16G00</b>	<b>1,633.00</b>	<b>35.00%</b>	<b>\$ 1,061.45</b>	<b>35.00%</b>	<b>www.lenovo.com/listprice</b>
8th Gen Core i5, i7 or Xeon E processor	Intel Core i5-8400 Processor					
8 GB non-ECC (Core i) memory minimum	8GB DDR4 2666MHz UDIMM					
Intel HD Graphics 630 minimum, AMD, or Nvidia discrete graphics	Integrated Graphics - P630					
256 GB m.2 SSD minimum	256GB SSD M.2 PCIe OPAL					
Windows 10 Pro	Windows 10 Pro					
2 front facing USB ports	2x USB 3.1 Gen 1 Type A. 2x USB 3.1 Gen 2 Type A. 1x USB 3.1 Gen 1Type-C. 1x Mic-in. 1x Combo jack					
Two button USB optical mouse with scroll wheel	USB Calliope Mouse Black					
Wired USB Windows keyboard	USB Traditional Keyboard Black English					
Gigabit Ethernet	integrated gigabit ethernet					
Desktop, Small Form Factor, or Mini chassis	SFF					

<i>Minimum Configurations</i>	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
<b>Performance Workstation - Single Socket</b>	<b>ThinkStation / P520c - 30BYS08H00</b>	<b>2,188.00</b>	<b>35.00%</b>	<b>\$ 1,422.20</b>	<b>35.00%</b>	<b>www.lenovo.com/listprice</b>
Intel Xeon W or Intel Core X-Series processor	Intel Xeon W-2102 Processor (8.25MB Cache, 2.90GHz)					
8 GB DDR4 non-ECC (Core x) memory minimum	8GB DDR4 2666MHz ECC RDIMM					
AMD or Nvidia discrete graphics	NVIDIA Quadro P400 2GB 3xMini DP High Profile					
256 GB m.2 SSD minimum	256GB SSD M.2 PCIe OPAL TLC					
Windows 10 Pro	Windows 10 Pro 64 for Workstation English					
2 front facing USB ports	Two USB 3.0, microphone (3.5mm), headphone (3.5mm)					
Two button USB optical mouse with scroll wheel	USB Calliope Mouse Black					
Wired USB Windows keyboard	USB Traditional Keyboard Black English					
Gigabit Ethernet	integrated gigabit ethernet					

<i>Minimum Configurations</i>	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
<b>Performance Workstation - Dual Socket</b>	<b>ThinkStation / P720 30BBS2N700</b>	<b>3,484.00</b>	<b>35.00%</b>	<b>\$ 2,264.60</b>	<b>35.00%</b>	<b>www.lenovo.com/listprice</b>
Intel Xeon Scalable Processor	Intel Xeon Silver 4108 Processor					
16 GB DDR4 ECC memory minimum	16GB DDR4 2666MHz ECC RDIMM					
AMD or Nvidia discrete graphics	NVIDIA Quadro P400 2GB 3xMini DP High Profile					
256 GB m.2 SSD minimum	256GB SSD M.2 PCIe OPAL TLC					
Windows 10 Pro	Windows 10 Pro 64					
2 front facing USB ports	Four USB 3.0					
Two button USB optical mouse with scroll wheel	USB Calliope Mouse Black					
Wired USB Windows keyboard	USB Traditional Keyboard Black English					
Gigabit Ethernet	integrated gigabit ethernet					

Warranty is three years on-site NBD for all Workstation offerings and all future models. Additional types of warranties may be offered on the accessories 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 - 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:  
<https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

**Product Category: MOBILE WORKSTATION**

Pricing Excludes Top Seller Models

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
<b>Mobile Workstation</b>	<b>ThinkPad T480-20L6SEK00</b>	<b>2,758.00</b>	<b>37.00%</b>	<b>\$ 1,737.54</b>	<b><a href="https://www.lenovo.com/us/en/">https://www.lenovo.com/us/en/</a></b>	<b><a href="http://www.lenovo.com/listprice">www.lenovo.com/listprice</a></b>
8th Gen Intel Core i5 or i7 processor	Core i5-8350U Processor					
8 GB DDR4 memory minimum	8GB DDR4 2400MHz SODIMM					
AMD Radeon Pro discrete graphics	NVIDIA GeForce MX150 GDDR5 2G					
256 GB m.2 SSD minimum	256GB Solid State Drive M.2 2280 NVMe, Opal 2.0					
Windows 10 Pro	Windows 10 Pro					
802.11AC WLAN	Intel Dual Band Wireless AC(2x2) 8265					
14"Display, FHD minimum, options for touch and/or Ultra High Defition displays	14.0 FHD (1920 x 1080), IPS,Anti-Glare,250nit					
Up to 10 hours battery life						
3 year battery warranty	3-year/3-yr battery depot repair service					

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
<b>Premium Mobile Workstation</b>	<b>P1 20MES1HK00</b>	<b>4,828.00</b>	<b>34.00%</b>	<b>\$ 3,186.48</b>	<b><a href="https://www.lenovo.com/us/en/">https://www.lenovo.com/us/en/</a></b>	<b><a href="http://www.lenovo.com/listprice">www.lenovo.com/listprice</a></b>
8th gen Intel Core i5, i7, or Xeon E processor	Intel Xeon E-2176M Processor					
8 GB DDR4 non-ECC (Core i) memory minimum	8GB DDR4					
Nvidia Quadro P1000 discrete graphics	NVIDIA Quadro P2000 4GB					
256 GB m.2 SSD minimum	256GB Solid State Drive PCIe					
Windows 10 Pro	Windows 10 Pro					
802.11 AC WLAN	Intel 9560 2x2AC+BT vPro WW					
15" display, FHD minimum,	15.6 FHD (1920 x 1080), IPS, Non-Touch					
convertible tablet chassis	no					
Up to 16 hours battery life						
3 year battery warranty	3-year/3-yr battery depot repair service					

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
<b>Detachable Mobile Workstation</b>	<b>P1 20MES00800</b>	<b>4,358.00</b>	<b>34.00%</b>	<b>\$ 2,876.28</b>	<b><a href="https://www.lenovo.com/us/en/">https://www.lenovo.com/us/en/</a></b>	<b><a href="http://www.lenovo.com/listprice">www.lenovo.com/listprice</a></b>
8th gen Intel Core i5 or i7 processor	Intel Core i5-8400H Processor (8MB Cache, up to 4.20 GHz)					
8 GB DDR4 memory minimum	8GB DDR4 2666MHz SODIMM					
Nvidia or Equivalent, Quadro Professional discrete graphics	NVIDIA Quadro P1000 4GB GDDR5					
256 GB m.2 SSD minimum	256GB Solid State Drive M.2 2280 NVMe, Opal					
Windows 10 Pro	Win 10 Pro					
802.11 AC WLAN	Intel 9560 2x2AC+BT vPro WW					
14" UWVA touch display	15.6 UHD (3840x2160) IPS Anti-Glare 400nits,Multi-Touch					
IR Webcam,						
8 megapixel world facing camera	IR & 720p HD Camera with Microphone					
Up to 10 hours battery life						
3 year battery warranty	3-year/3-yr battery depot repair service					

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

<b>Performance Mobile Workstation</b>	<b>ThinkPad P52 20MAS42U00</b>	<b>3,589.00</b>	<b>34.00%</b>	<b>\$ 2,368.74</b>	<a href="https://www.lenovo.com/us/en/">https://www.lenovo.com/us/en/</a>	<a href="http://www.lenovo.com/listprice">www.lenovo.com/listprice</a>
8th gen Intel Core i5, i7, or Xeon E processor	Intel Core i7-8750H Processor (9MB Cache, up to 4.10 GHz)					
16 GB DDR4 non-ECC (Core i) memory minimum	16GB DDR4 2400MHz SODIMM					
Nvidia Quadro or AMD Radeon Pro discrete graphics	NVIDIA Quadro P1000 4GB					
256 GB m.2 SSD minimum	256GB SSD PCIe TLC					
Windows 10 Pro	Win 10 Pro					
802.11 AC WLAN	Intel Wireless-AC 9560 2x2 AC, Bluetooth Version 5.0 vPro					
15" display, FHD minimum,	15.6 FHD(1920x1080) IPS Non-Touch					
Up to 16 hours battery life 3 year battery warranty	3-year/3-yr battery depot repair service					

Warranty is three years on-site NBD for all Mobile Workstation offerings and all future models. Additional types of warranties may be offered on the accessories 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 - 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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

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.

<b>Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)</b>	<b>20.00%</b>
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**Product Category: LAPTOP**

Intel Based

Pricing Excludes Top Seller Models

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
<b>Laptop</b>	<b>ThinkPad L580 20LXS47D00</b>	<b>1,914.00</b>	<b>34.00%</b>	<b>1,263.24</b>	<b>37.00%</b>	<b>www.lenovo.com/listprice</b>
Intel i5-8250U Processor (3.40GHz 6M Cache)	Intel Core i5-8250U Processor (6MB Cache, up to 3.40 GHz)					
8GB RAM	8GB DDR4 2400MHz SODIMM					
500GB 7200 RPM SATA hard drive or greater	500GB Hard Disk Drive, 7200RPM, 2.5 , SATA3					
720p HD Camera w/Mic	720p HD Camera Mic					
Microsoft Windows 10 Pro 64 Bit	Windows 10 Pro 64					
802.11a/b/g/n/ac	Intel Dual Band Wireless AC(2x2) 8265, Bluetooth Version 4.1, vPro					
Energy Star qualified	yes					
15.6" HD	15.6 HD(1366x768) TN Non-Touch					

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
<b>Convertible Laptop Offering</b>	<b>ThinkPad L380 Yoga 20M8S0RE00</b>	<b>2,084.00</b>	<b>34.00%</b>	<b>1,375.44</b>	<b>37.00%</b>	<b>www.lenovo.com/listprice</b>
8th Gen processor minimum	Intel Core i3-8130U Processor (4MB Cache, up to 3.40GHz)					
Intel Core i3	8GB DDR4 2400MHz SODIMM					
8 GB DDR 4 minimum	256GB Solid State Drive M.2 2280 NVMe, Opal 2.0					
256 GB m.2 SSD Minimum	Windows 10 Professional					
Windows 10 Professional	Intel Dual Band Wireless AC(2x2) 8265					
802.11AC WLAN	yes					
Energy Star qualified	13.3 FHD (1920 x 1080) IPS Anti-Glare 300nits, Touch					
13" FHD touch display	12.2 hrs					
Up to 18 hours battery life	3-year/1-yr battery depot repair service					
3 year battery warranty						

Warranty is three years next day exchange for all laptop offerings 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 - 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: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

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.

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>20.00%</b>
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**Products Category: CHROMEBOOK**

Pricing Excludes Top Seller Models

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook</b>	<b>81H00000US</b>	<b>279.00</b>	<b>1.00%</b>	<b>276.21</b>	<b>www.lenovo.com/listprice</b>
Intel Quad Core M8173C 2.10 GHz	MT8173c				
4GB RAM	4 GB RAM				
32GB Flash Memory	32 GB eMMC				
Chrome OS Operating System	Chrome OS Operating System				
802.11ac	802.11ac				
HD Webcam	HD Webcam				
11.6 inch Multi Touch Screen	11.6 inch Multi Touch Screen				

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook - Convertible tablet</b>	<b>81ES0007US</b>	<b>319.00</b>	<b>1.00%</b>	<b>315.81</b>	<b>www.lenovo.com/listprice</b>
Intel Celeron N3350	Intel N3450				
4 GB DDR4	4 GB DDR4				
32 GB eMMC	32 GB eMMC				
Chrome OS Operating System	Chrome OS Operating System				
Support Android apps	Support Android apps				
802.11AC WLAN	802.11AC WLAN				
HD Webcam	HD Webcam				
11.6" HD touch display	11.6" HD touch display				
Min 2 USB 3.1 Gen 1 and 2 USB-C	Min 2 USB 3.1 Gen 1 and 2 USB-C				
Up to 12 hours battery life	Up to 12 hours battery life				

Warranty is One year NBD Exchange for all Chromebook offerings 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

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>20.00%</b>
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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.

**Product Category: THIN CLIENT**

Pricing Excludes Top Seller Models

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
<b>Thin Client</b>	<b>ThinkCentre M600-10KGSJA00</b>	<b>703.00</b>	<b>34.00%</b>	<b>463.98</b>	<b>www.lenovo.com/listprice</b>
4 USB Ports	4 USB Ports				
<b>Intel 2 GHz Pcessor or Equivalent</b>	Tiny1L Braswell N3010				
10/100/1000 Base-T	One gigabit ethernet port				
32GB Flash Storage	32GB SSD M.2				
8GB Memory DDR4 Memory	8GB DDR3 1600MHz SoDIMM				
USB Keyboard and Mouse	USB TRDTNL KB BK ENG				
Energy Star Qualified	USB Calliope Mouse Black				
<b>Windows 10</b>	Windows 10 IoT Enterprise				

Warranty is three years NBD exchange for all Thin Client offerings and future models. Additional types of warranties 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

**Product Category: WINDOWS TABLET**

Pricing Excludes Top Seller Models

<i>Minimum Configurations</i>	<b>Brand/Model #</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
<b>Windows Tablet</b>	<b>ThinkPad X1 Tablet-</b>	<b>3,128.00</b>	<b>34.00%</b>	<b>2,064.48</b>	<b><a href="http://www.lenovo.com/listprice">www.lenovo.com/listprice</a></b>
Intel i5 7300U Dual Core or AMD Processor	Intel Core i5-8250U Processor (6MB Cache, up to 3.40 GHz)				
4GB Memory	8GB LPDDR3 2133MHz Soldered				
256GB SSD Hard Drive	256GB Solid State Drive M.2 2280 NVMe, Opal 2.0				
Windows 10 Pro 64 bit	Windows 10 Pro 64 bit				
802.11ac integrated wireless	Intel Wireless-AC 8265 2x2 AC, Bluetooth 4.1 No vPro				
SD Card Memory Expansion slot	no				
Front and rear camera	720p HD Camera Mic				
10 inch screen	13.0 QHD+ 3000x2000 IPS Multi-Touch				

Warranty is One year NBD Exchange for all Windows Tablet offerings and future models. Additional types of warranties may be offered on the Services & Warranty tab

3-year/1-yr battery depot repair service

Note #1 - The percentage discount will be the minimum discount for model specified above 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.

<b>Minimum Percentage Discount for Windows Tablets Accessories (see note #2)</b>	<b>20.00%</b>
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**Product Category: SERVERS**

Intel/ AMD Based

Pricing Excludes Top Seller Models

*Minimum Configurations*

<b>Tower Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) 300GB 10k RPM SAS Hard Drive Onboard SATA No optical drive standard Dual Power Supply, 500W Minimum No OS installed 4-Port Gigabit Ethernet NIC	ST550 7X10S8RW00	\$ 5,689.00	24.00%	4,323.64	<a href="http://dcsc.lenovo.com/#/">http://dcsc.lenovo.com/#/</a>
<b>Rack Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) Onboard SATA 300GB 10k RPM SAS Hard Drive 4-Port Gigabit Ethernet NIC Dual Power Supply, 500W Minimum No OS installed	SR630 7X02S1W500	\$ 5,227.00	24.00%	3,972.52	<a href="http://dcsc.lenovo.com/#/">http://dcsc.lenovo.com/#/</a>
<b>Blade Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) 300GB SAS 12G 15K RPM SFF Hard Drive 2-port 10GbE Ethernet Adapter No OS installed	SN550 7X16S0PJ00	\$ 4,271.00	24.00%	3,245.96	<a href="http://dcsc.lenovo.com/#/">http://dcsc.lenovo.com/#/</a>
<b>HyperConverged Server Offering</b>	<b>Brand/Model</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
2x Intel Xeon Gold-5120 Processors - 2.2Ghz - 14 cores 240GB memory 5x 1.92TB SSD's 2-port 10GbE Ethernet Adapter No OS installed	HX3321 7Y89S02U00 VX 1 U Node 7Y93S05000	35,662.00 34,435.00	24.00% 24.00%	27,103.12 26,170.60	<a href="http://dcsc.lenovo.com/#/">http://dcsc.lenovo.com/#/</a> <a href="http://dcsc.lenovo.com/#/">http://dcsc.lenovo.com/#/</a>

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

AMD processors must be at least equivalent to listed Intel processors

<b>Minimum Percentage Discount for Server Accessories (see note #2)</b>	<b>20.00%</b>
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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 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.

**Category: PERIPHERALS**

<b>Flash Drives</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
8 GB	3177897	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
16 GB	2995816	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
32 GB	2995819	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 GB Encrypted Drive	1998590	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Monitors (wide aspect)</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
19" LCD	3577729	69.99	3.00%	67.89	<a href="http://www.cdwg.com">www.cdwg.com</a>
27" LCD	5018485	146.62	3.00%	142.22	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Power Strip</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
6 Outlet 6ft cord 790 Joule	510853	11.96	4.00%	11.48	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 Outlet 8ft cord 2500 Joule	1863281	18.94	4.00%	18.18	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Mouse</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Optical Scroll Mouse- USB	2086051	8.97	6.00%	8.43	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Keyboard</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Standard Keyboard- USB	2087745	14.95	6.00%	14.05	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Wireless Keyboard/Mouse Combo</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wireless keyboard and mouse USB interface	3006282	21.94	6.00%	20.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Patch Cables</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
10 ft CAT5e	630142	4.98	15.00%	4.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
7 ft CAT5e	630134	2.99	15.00%	2.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
3 ft CAT6	415020	3.98	15.00%	3.38	<a href="http://www.cdwg.com">www.cdwg.com</a>
7' CAT6	2473356	5.98	15.00%	5.08	<a href="http://www.cdwg.com">www.cdwg.com</a>
HDMI to HDMI M/M 6ft	2381888	11.96	15.00%	10.17	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>External Hard Drive</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
1TB USB 3.0 (portable)	<b>3229109</b>	59.99	5.00%	56.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
2 TB USB 3.0 (external desktop)	<b>3224277</b>	79.99	5.00%	75.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
4 TB USB 3.0 (external desktop)	<b>3666992</b>	99.99	5.00%	94.99	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Web Cams</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	<b>2871957</b>	23.93	10.00%	21.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>2835962</b>	36.00	10.00%	32.40	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>USB Hubs</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
USB 3.0 7 port hub, power supply included	<b>1303738</b>	27.92	10.00%	25.13	<a href="http://www.cdwg.com">www.cdwg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>3509505</b>	28.92	10.00%	26.03	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Speakers</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	<b>2086564</b>	26.92	10.00%	24.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
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	<b>1862296</b>	66.82	10.00%	60.14	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Label Printer</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	<b>1729028</b>	88.00	10.00%	79.20	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>I. Battery Back Up Unit</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
UPS external, 550 VA power capacity, 3 min battery run time	<b>4170648</b>	64.99	5.00%	61.74	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>5221282</b>	192.51	5.00%	182.88	<a href="http://www.cdwg.com">www.cdwg.com</a>

UPS 750 VA power capacity, 16 min battery run time	3331794	349.95	5.00%	332.45	<a href="http://www.cdwg.com">www.cdwg.com</a>
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**\*\*\*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**



<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
Acer	2.00%
APC	2.00%
Belkin	2.00%
Black Box	2.00%
C2G	2.00%
Cisco	2.00%
Cradlepoint	2.00%
Crucial Technology Drobo	2.00%
Edge Memory	2.00%
Epson	2.00%
HAVIS	2.00%
HP	2.00%
Imation, IRONKEY, TDK, M	2.00%
Kensington	2.00%
Kingston	2.00%
Lenovo	2.00%
LG Electronics	2.00%
Liebert	2.00%
Logitech	2.00%
NEC	2.00%
Panasonic	2.00%
Peerless	2.00%
Planar	2.00%
Seagate Technology Starte	2.00%
Targus	2.00%
Tibco	2.00%
Tripp-Lite	2.00%
ViewSonic	2.00%
Western Digital	2.00%
Zebra Technologies Verbat	2.00%
Transcend	2.00%
PNY	2.00%
Microsoft	2.00%
Cyber Acoustics	2.00%
Seiko	2.00%
Havis	2.00%
Gamber Johnson	2.00%
Samsung	2.00%

## Services and Warranty

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

Service or Warranty Description	Rate
Additional Warranty Service for Lenovo Desktops	20% off MSRP
Additional Warranty Service for Lenovo Workstations	20% off MSRP
Additional Warranty Service for Lenovo Notebooks	20% off MSRP
Additional Warranty Service for Lenovo Tablets	20% off MSRP
Additional Warranty Service for Lenovo Thin Clients	20% off MSRP
LENOVO SERVER PRO SERVICES	15% off MSRP
CDW CREATE CUSTOM TAG/LABEL 500814	\$ 24.00
CDW Install Basic Custom Asset Tag 500815	\$ 5.00
CDW HARDWARE INSTALL FOR SERVER 1706188	\$ 25.00
CDW HARDWARE INSTALL FOR DT-LT-PRT 1706188	\$ 10.00
CDW INSTALLING CUSTOM SERVER IMAGE 195856	\$ 90.00
CDW IMAGE DEPLOYMENT & INTEGRATION 534222	\$ 25.00
CDW LASER ETCHING BASIC TEMPLATE 1461344	\$ 11.00
CDW STANDARD APPLICATION INSTALL 76056	\$ 36.00
CDW NETWORK OPERATING SYSTEM INSTALL 76056	\$ 200.00
CDW STANDARD OPERATING SYSTEM INSTALL 34	\$ 90.00
CDW NETWORK APPLICATION INSTALL 931000	\$ 100.00
CDW CUSTOM IP CONFIGURATION 1197175	\$ 12.00
CDW OS DOWNGRADE 1278296	\$ 90.00
CDWG White Glove Chromebook Service Tier 1	\$ 6.00
CDWG White Glove Chromebook Service Tier 2	\$ 7.00
Warranty Foundation Service 3yr HX	\$ 570.00
Warranty Foundation Service 3yr VX	\$ 350.00

## EXHIBIT B - Microsoft

**Product Category: WINDOWS TABLET**

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Windows Tablet</b>	LQ6-0001 Surface and	1,299.00	5.00%	1,234.05	Microsoft.com
Intel i5 7300U Dual Core or AMD Processor					
4GB Memory					
256GB SSD Hard Drive					
Windows 10 Pro 64 bit					
802.11ac integrated wireless					
SD Card Memory Expansion slot					
Front and rear camera					
10 inch screen					

Warranty is One year NBD Exchange for all Windows Tablet offerings 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 model specified above 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.

<b>Minimum Percentage Discount for Windows Tablets Accessories (see note #2)</b>	1.00%
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**Category: PERIPHERALS**

<b>Flash Drives</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
8 GB	3177897	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
16 GB	2995816	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
32 GB	2995819	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 GB Encrypted Drive	1998590	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Monitors (wide aspect)</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
19" LCD	3577729	69.99	3.00%	67.89	<a href="http://www.cdwg.com">www.cdwg.com</a>
27" LCD	5018485	146.62	3.00%	142.22	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Power Strip</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
6 Outlet 6ft cord 790 Joule	510853	11.96	4.00%	11.48	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 Outlet 8ft cord 2500 Joule	1863281	18.94	4.00%	18.18	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Mouse</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Optical Scroll Mouse- USB	2086051	8.97	6.00%	8.43	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Keyboard</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Standard Keyboard- USB	2087745	14.95	6.00%	14.05	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Wireless Keyboard/Mouse Combo</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wireless keyboard and mouse USB interface	3006282	21.94	6.00%	20.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Patch Cables</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
10 ft CAT5e	630142	4.98	15.00%	4.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
7 ft CAT5e	630134	2.99	15.00%	2.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
3 ft CAT6	415020	3.98	15.00%	3.38	<a href="http://www.cdwg.com">www.cdwg.com</a>
7' CAT6	2473356	5.98	15.00%	5.08	<a href="http://www.cdwg.com">www.cdwg.com</a>
HDMI to HDMI M/M 6ft	2381888	11.96	15.00%	10.17	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>External Hard Drive</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
1TB USB 3.0 (portable)	<b>3229109</b>	59.99	5.00%	56.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
2 TB USB 3.0 (external desktop)	<b>3224277</b>	79.99	5.00%	75.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
4 TB USB 3.0 (external desktop)	<b>3666992</b>	99.99	5.00%	94.99	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Web Cams</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	<b>2871957</b>	23.93	10.00%	21.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>2835962</b>	36.00	10.00%	32.40	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>USB Hubs</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
USB 3.0 7 port hub, power supply included	<b>1303738</b>	27.92	10.00%	25.13	<a href="http://www.cdwg.com">www.cdwg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>3509505</b>	28.92	10.00%	26.03	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Speakers</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	<b>2086564</b>	26.92	10.00%	24.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
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	<b>1862296</b>	66.82	10.00%	60.14	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Label Printer</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	<b>1729028</b>	88.00	10.00%	79.20	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>I. Battery Back Up Unit</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
UPS external, 550 VA power capacity, 3 min battery run time	<b>4170648</b>	64.99	5.00%	61.74	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>5221282</b>	192.51	5.00%	182.88	<a href="http://www.cdwg.com">www.cdwg.com</a>

UPS 750 VA power capacity, 16 min battery run time	3331794	349.95	5.00%	332.45	<a href="http://www.cdwg.com">www.cdwg.com</a>
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**\*\*\*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**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
Acer	2.00%
APC	2.00%
Belkin	2.00%
Black Box	2.00%
C2G	2.00%
Cisco	2.00%
Cradlepoint	2.00%
Crucial Technology Drobo	2.00%
Edge Memory	2.00%
Epson	2.00%
HAVIS	2.00%
HP	2.00%
Imation, IRONKEY, TDK, M	2.00%
Kensington	2.00%
Kingston	2.00%
Lenovo	2.00%
LG Electronics	2.00%
Liebert	2.00%
Logitech	2.00%
NEC	2.00%
Panasonic	2.00%
Peerless	2.00%
Planar	2.00%
Seagate Technology Starte	2.00%
Targus	2.00%
Tibco	2.00%
Tripp-Lite	2.00%
ViewSonic	2.00%
Western Digital	2.00%
Zebra Technologies Verbat	2.00%
Transcend	2.00%
PNY	2.00%
Microsoft	2.00%
Cyber Acoustics	2.00%
Seiko	2.00%
Havis	2.00%
Gamber Johnson	2.00%
Samsung	2.00%

## Services and Warranty

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

<b>Service or Warranty Description</b>	<b>Rate</b>
MS Surface Book Warranty EHS 3 Year	\$ 340.00
MS Surface Book Warranty NBD 3 Year	\$ 378.00
MS Surface Book Warranty Complete 3 Year	\$ 405.00
MS Surface Book Warranty Complete 4 Year ADP	\$ 405.00
MS Surface Book Warranty NBD 4 Year	\$ 425.00
MS Surface Pro Business Warranty ADP 2 year	\$ 197.00
MS Surface Pro Warranty ADP 3 Year	\$ 250.00
MS Surface Pro Warranty ADP 4 Year	\$ 301.00
CDW CREATE CUSTOM TAG/LABEL 500814	\$ 24.00
CDW Install Basic Custom Asset Tag 500815	\$ 5.00
CDW HARDWARE INSTALL FOR SERVER 1706188	\$ 25.00
CDW HARDWARE INSTALL FOR DT-LT-PRT 1706188	\$ 10.00
CDW INSTALLING CUSTOM SERVER IMAGE 195856	\$ 90.00
CDW IMAGE DEPLOYMENT & INTEGRATION 534226	\$ 25.00
CDW LASER ETCHING BASIC TEMPLATE 1461344	\$ 11.00
CDW STANDARD APPLICATION INSTALL 76056	\$ 36.00
CDW NETWORK OPERATING SYSTEM INSTALL 76056	\$ 200.00
CDW STANDARD OPERATING SYSTEM INSTALL 34	\$ 90.00
CDW NETWORK APPLICATION INSTALL 931000	\$ 100.00
CDW CUSTOM IP CONFIGURATION 1197175	\$ 12.00
CDW OS DOWNGRADE 1278296	\$ 90.00



## EXHIBIT B - Panasonic

**Product Category: 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 <a href="https://origin-us.na.panasonic.com/support/product-configurator">https://origin-us.na.panasonic.com/support/product-configurator</a>
<b>Rugged Laptop</b>	<b>CF-54J2878VM</b>	<b>2,554.00</b>	<b>15.00%</b>	<b>2,170.90</b>	
Mil-Std 810G Certified	Win10 Pro, Intel Core i5-7300U 2.60GHz, vPro, 14.0" FHD, Gloved Multi Touch, 256GB SSD, 8GB, Intel WiFi a/b/g/n/ac, TPM 2.0, Bluetooth, Emissive Backlit Keyboard, No DVD Drive, Webcam, Flat, Toughbook Preferred				
Intel Core i5 7300 U Vpro processor					
8GB RAM					
256GB SSD					
Integrated dual array Microphone and Speaker					
Microsoft Windows 10 Pro					
802.11a/b/g/n/ac integrated wireless					
12" (1920 x 1080) inch screen or greater					
10/100/1000 RJ45					

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

Note #1 - The percentage discount will be the minimum discount for model specified above 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.

<b>Minimum Percentage Discount for Rugged Laptop Accessories (see note #2)</b>	<b>15.00%</b>
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**Product Category: RUGGED TABLET - WINDOWS**

*Minimum Configurations*

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Tablet - Windows</b>	<b>FZ-G1U2117VM</b>	<b>2,919.00</b>	<b>13.00%</b>	<b>2,539.53</b>	<b><a href="https://origin-us.na.panasonic.com/support/product-configurator">https://origin-us.na.panasonic.com/support/product-configurator</a></b>
Mil-Std 810G Certified	<b>Win10 Pro, Intel Core i5-7300U 2.60GHz, vPro, 10.1" WUXGA 10-pt Gloved Multi Touch+Digitizer, 256GB SSD, 8GB, Intel Wi-Fi, TPM 2.0, Bluetooth, Dual Pass (Ch1:none/Ch2:none), Webcam, 8MP Rear Cam, 2nd USB, Standard Battery, Flat</b>				
Intel or AMD Processor					
4GB RAM					
128GB Storage					
Microsoft <b>Windows 10</b>					
802.11a/g/n integrated wireless					
10.1 inch screen					

Warranty is three years NBD Exchange for all Rugged Tablet Windows offerings 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 model specified above 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.

<b>Minimum Percentage Discount for Rugged Tablets Win Accessories (see note #2)</b>	<b>15.00%</b>
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**Product Category: RUGGED TABLET - ANDROID**

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<i>Minimum Configurations</i>	<b>FZ-B2D000GAM</b>	<b>1,859.00</b>	<b>13.00%</b>	<b>1,617.33</b>	<b><a href="https://origin-us.na.panasonic.com/support/product-configurator">https://origin-us.na.panasonic.com/support/product-configurator</a></b>
<b>Rugged Tablet - Android</b>					
Mil-Std 810G Certified	Android 6.0.1, Intel Atom x5-Z8550 1.44GHz, No vPro, 7.0" WXGA 10-pt Gloved Multi Touch, 2GB, 32GB, Intel WiFi a/b/g/n/ac, Bluetooth, GPS, Webcam, 8MP Cam, No Bridge Battery, USB Type-C OTG, Toughbook Preferred				
Texas Instruments Processor					
1GB RAM					
16GB Storage					
Android 4.1 OS					
802.11a/g/n integrated wireless					
7 inch screen					

Warranty is three years NBD Exchange for all Rugged Tablet Android offerings 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 model specified above 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.

<b>Minimum Percentage Discount for Rugged Tablets Android Accessories (see note #2)</b>	<b>15.00%</b>
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**Category: PERIPHERALS**

<b>Flash Drives</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
8 GB	3177897	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
16 GB	2995816	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
32 GB	2995819	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 GB Encrypted Drive	1998590	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Monitors (wide aspect)</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
19" LCD	3577729	69.99	3.00%	67.89	<a href="http://www.cdwg.com">www.cdwg.com</a>
27" LCD	5018485	146.62	3.00%	142.22	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Power Strip</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
6 Outlet 6ft cord 790 Joule	510853	11.96	4.00%	11.48	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 Outlet 8ft cord 2500 Joule	1863281	18.94	4.00%	18.18	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Mouse</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Optical Scroll Mouse- USB	2086051	8.97	6.00%	8.43	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Keyboard</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Standard Keyboard- USB	2087745	14.95	6.00%	14.05	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Wireless Keyboard/Mouse Combo</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wireless keyboard and mouse USB interface	3006282	21.94	6.00%	20.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Patch Cables</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
10 ft CAT5e	630142	4.98	15.00%	4.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
7 ft CAT5e	630134	2.99	15.00%	2.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
3 ft CAT6	415020	3.98	15.00%	3.38	<a href="http://www.cdwg.com">www.cdwg.com</a>
7' CAT6	2473356	5.98	15.00%	5.08	<a href="http://www.cdwg.com">www.cdwg.com</a>
HDMI to HDMI M/M 6ft	2381888	11.96	15.00%	10.17	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>External Hard Drive</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
1TB USB 3.0 (portable)	<b>3229109</b>	59.99	5.00%	56.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
2 TB USB 3.0 (external desktop)	<b>3224277</b>	79.99	5.00%	75.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
4 TB USB 3.0 (external desktop)	<b>3666992</b>	99.99	5.00%	94.99	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Web Cams</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	<b>2871957</b>	23.93	10.00%	21.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>2835962</b>	36.00	10.00%	32.40	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>USB Hubs</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
USB 3.0 7 port hub, power supply included	<b>1303738</b>	27.92	10.00%	25.13	<a href="http://www.cdwg.com">www.cdwg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>3509505</b>	28.92	10.00%	26.03	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Speakers</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	<b>2086564</b>	26.92	10.00%	24.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
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	<b>1862296</b>	66.82	10.00%	60.14	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>Label Printer</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	<b>1729028</b>	88.00	10.00%	79.20	<a href="http://www.cdwg.com">www.cdwg.com</a>

<b>I. Battery Back Up Unit</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
UPS external, 550 VA power capacity, 3 min battery run time	<b>4170648</b>	64.99	5.00%	61.74	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>5221282</b>	192.51	5.00%	182.88	<a href="http://www.cdwg.com">www.cdwg.com</a>

UPS 750 VA power capacity, 16 min battery run time	3331794	349.95	5.00%	332.45	<a href="http://www.cdwg.com">www.cdwg.com</a>
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**\*\*\*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**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
Acer	2.00%
APC	2.00%
Belkin	2.00%
Black Box	2.00%
C2G	2.00%
Cisco	2.00%
Cradlepoint	2.00%
Crucial Technology Drobo	2.00%
Edge Memory	2.00%
Epson	2.00%
HAVIS	2.00%
HP	2.00%
Imation, IRONKEY, TDK, M	2.00%
Kensington	2.00%
Kingston	2.00%
Lenovo	2.00%
LG Electronics	2.00%
Liebert	2.00%
Logitech	2.00%
NEC	2.00%
Panasonic	2.00%
Peerless	2.00%
Planar	2.00%
Seagate Technology Starte	2.00%
Targus	2.00%
Tibco	2.00%
Tripp-Lite	2.00%
ViewSonic	2.00%
Western Digital	2.00%
Zebra Technologies Verbat	2.00%
Transcend	2.00%
PNY	2.00%
Microsoft	2.00%
Cyber Acoustics	2.00%
Seiko	2.00%
Havis	2.00%
Gamber Johnson	2.00%
Samsung	2.00%

## Services and Warranty

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

<b>Service or Warranty Description</b>		<b>Rate</b>
CDW CREATE CUSTOM TAG/LABEL 500814	\$	24.00
CDW Install Basic Custom Asset Tag 500815	\$	5.00
CDW HARDWARE INSTALL FOR SERVER 1706188	\$	25.00
CDW HARDWARE INSTALL FOR DT-LT-PRT 1706188	\$	10.00
CDW INSTALLING CUSTOM SERVER IMAGE 195856	\$	90.00
CDW IMAGE DEPLOYMENT & INTEGRATION 534220	\$	25.00
CDW LASER ETCHING BASIC TEMPLATE 1461344	\$	11.00
CDW STANDARD APPLICATION INSTALL 76056	\$	36.00
CDW NETWORK OPERATING SYSTEM INSTALL 76056	\$	200.00
CDW STANDARD OPERATING SYSTEM INSTALL 34	\$	90.00
CDW NETWORK APPLICATION INSTALL 931000	\$	100.00
CDW CUSTOM IP CONFIGURATION 1197175	\$	12.00
CDW OS DOWNGRADE 1278296	\$	90.00
Panasonic Additional Warranty	5% off MSRP	
Panasonic Services	5% off MSRP	