



**ARLINGTON
VIRGINIA**

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

NOTICE OF RIDER CONTRACT RENEWAL

TO: INSIGHT PUBLIC SECTOR INC	DATE ISSUED:	<u>AUGUST 15, 2019</u>
6820 SOUTH HARL AVENUE	CURRENT REFERENCE NO:	<u>20-094-R</u>
TEMPE, ARIZONA 85283	CONTRACT TITLE:	<u>PC DEVICES, PERIPHERALS, SERVERS AND MAINTENANCE</u>

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-PCMG
EFFECTIVE DATE: AUGUST 22, 2023
EXPIRES: AUGUST 21, 2024
RENEWALS: NO RENEWALS REMAIN.

ATTACHMENTS:
ATTACHMENT A – RENEWAL NOTICE
ATTACHMENT B – PRICING
ATTACHMENT C – SERVICES AND WARRANTY

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

VENDOR CONTACT: GREG SCEARCE VENDOR TEL. NO.: (804) 510-7128

EMAIL ADDRESS: GREGORY.SCEARCE@VITA.VIRGINIA.GOV

COUNTY CONTACT: ISHAI TRANI(DTS) COUNTY TEL. NO.: (703) 228-3408

COUNTY CONTACT EMAIL: ITRANI@ARLINGTONVA.US

PURCHASING DIVISION AUTHORIZATION

Name Antonino Mautino **Title** BUYER

Signature *Antonino Mautino* **Date** 08/15/23

EXHIBIT A

From: [Scearce, Gregory \(VITA\)](#)
Bcc: sales@appliedtechnologyservices.com; [KIM HALL](#); [Mark Belluz \(mbelluz@cassevern.com\)](mailto:mbelluz@cassevern.com); [Carl C. Dodson](#); [Tim Younger \(timyounger@cdwg.com\)](mailto:timyounger@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; [Claes Adler \(Rugged Depot\)](#); [Christian Costa](#)
Subject: Contract Renewal
Date: Friday, July 21, 2023 3:25:00 PM

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

www.vita.virginia.gov

(804) 510-7128 Office

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

EXHIBIT B

Product Category: PC, AIO & MINI - HPI

Intel or AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
Desktop	HP Prodesk 400 G5 SFF	\$ 1,268.00	8.00%	\$ 1,166.56	0.00%	https://www8.hp.com/us/en/home.html
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						

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
All-In-One	HP ProOne 600 G4 AIO	\$ 1,533.00	8.00%	\$ 1,410.36	0.00%	https://www8.hp.com/us/en/home.html
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						

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
Mini Desktop	HP ProDesk 400 G4 DM	\$ 1,322.00	8.00%	\$ 1,216.24	0.00%	https://www8.hp.com/us/en/home.html
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

3/3/3 (material/labor/onsite) SFF Warranty US

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/>

EXHIBIT B

Product Category: WORKSTATION - HPI

Intel

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
Entry Workstation	HP Elite Desk 800 G4 Tower	\$ 1,710.00	16.00%	\$ 1,436.40	0.00%	https://www8.hp.com/us/en/home.html
8th Gen Core i5, i7 or Xeon E processor	Intel Integrated Coffeelake Graphics					
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						

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
Performance Workstation - Single Socket	HP Workstation Z4 G4	\$ 2,502.00	14.00%	\$ 2,151.72	0.00%	https://www8.hp.com/us/en/home.html
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						

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
Performance Workstation - Dual Socket	HP Workstation Z6 G4	\$ 4,390.00	14.00%	\$ 3,775.40	0.00%	https://www8.hp.com/us/en/home.html
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

3/3/3 (material/labor/onsite) SFF Warranty US

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 - HPI

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
Mobile Workstation	HP Zbook G5- (includes HP Care Pack NBD support- U4391E)	\$ 2,554.00	16.50%	\$ 2,132.50	0.00%	https://www8.hp.com/us/en/home.html
8th Gen Intel Core i5 or i7 processor						
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						

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
Premium Mobile Workstation	HP ZBOOK Studio x360 G5 (includes HP Care Pack NBD support- U4391E)	\$ 3,576.00	16.50%	\$ 2,985.96	0.00%	https://www8.hp.com/us/en/home.html
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						

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
Detachable Mobile Workstation	HP ZBOOK 14 Detachable Workstation (includes HP Care Pack NBD support- U4391E)	\$ 3,644.00	16.50%	\$ 3,042.74	0.00%	https://www8.hp.com/us/en/home.html
8th gen Intel Core i5 or i7 processor						
8 GB DDR4 memory minimum						
Nvidia or Equivalent, 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
Performance Mobile Workstation	HP Zbook 15 G5- 3AX04AV (includes HP Care Pack NBD support- U4391E)	\$ 3,240.00	16.50%	\$ 2,705.40	0.00%	https://www8.hp.com/us/en/home.html
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

Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)	10.00%
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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 - 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-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.

EXHIBIT B

Product Category: HEALTHCARE - HPI

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
Healthcare AiO	HP EliteOne 800 G4	\$ 2,434.00	16.50%	\$ 2,032.39	0.00%	https://www8.hp.com/us/en/home.html
7th Gen Core i5 or i7 processor						
8 GB DDR4 memory minimum						
256 GB SSD minimum						
optional CDRW/DVD+/-RW Combo Drive						
Windows 10 Pro						
EN 60601-1-2:2015 certification						
23.8" display						
RFID reader						
FIPS-201 compliant fingerprint reader						
Gigabit Ethernet						
Cleanable mouse and keyboard.						

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
Healthcare Notebook	HP EliteBook 840 G5 (includes HP Carepack NBD support- U4414E)	\$ 3,044.00	16.50%	\$ 2,541.74	0.00%	https://www8.hp.com/us/en/home.html
8th gen Intel Core i5 or i7 processor						
8 GB DDR4 memory minimum						
EN 60601-1-2:2015 certification						
RFID reader						
FIPS-201 compliant fingerprint reader						
256 GB m.2 SSD minimum						
Windows 10 Pro						
14" display						
Gigabit Ethernet						
Cleanable with germicidal wiptes						

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
Clinical Review Display	HP HC270cr-1QW03A8	\$ 999.00	10.00%	\$ 899.10	0.00%	https://www8.hp.com/us/en/home.html
27" display, 2560x1440						
QHD (2560x1440)						
EN 60601-1-2:2015 certification						
DICOM part 14 compliant screen						
RGB/IR webcam						
HDMI, DisplayPort, VGA						

Warranty is three years on-site NBD for all Healthcare AIO, Notebook, and Clinical Review Display offerings and 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.

Minimum Percentage Discount for Healthcare Offering Accessories (see note #3)	10.00%
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EXHIBIT B

Product Category: LAPTOP - HPI

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
<p>Laptop</p> <p>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</p>	HP ProBook 450 G5 (includes HP Care Pack NBD support-UK703E)	\$ 1,482.00	10.00%	\$ 1,333.80	0.00%	https://www8.hp.com/us/en/home.html
<p>Minimum Configurations</p> <p>Convertible Laptop Offering</p> <p>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</p>	HP EliteBook x360 1030 G3 (includes HP Care Pack NBD support-UA6ZIE)	\$ 2,973.00	12.00%	\$ 2,616.24	0.00%	https://www8.hp.com/us/en/home.html

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

<p>Minimum Percentage Discount for Laptop Accessories (see note #3)</p>	<p>10.00%</p>
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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 - 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.

EXHIBIT B

Products Category: CHROMEBOOK - HPI

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook	HP Chromebook 11 G6 EE (includes HP Care Pack NBD support- UQ993E)	\$ 527.00	4.50%	\$ 503.29	https://www8.hp.com/us/en/home.html
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					

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook - Convertible tablet	HP Chromebook x360 11 G1 (includes HP Care Pack NBD support- UQ993E)	\$ 362.00	4.50%	\$ 345.71	https://www8.hp.com/us/en/home.html
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

Minimum Percentage Discount for Chromebook Accessories (see note #2)	10.00%
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Note #1 - The percentage discount will be the minimum discount for this model and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

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

EXHIBIT C

Product Category: THIN CLIENT - HPI

Intel/ AMD Based

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Thin Client	HP Thin Client T630 (includes HP Care Pack NBD support-U4847E)	\$ 842.00	14.50%	\$ 719.91	https://www8.hp.com/us/en/home.html
4 USB Ports					
Intel 2 GHz Pcessor or Equivalent					
10/100/1000 Base-T					
32GB Flash Storage					
8GB Memory DDR4 Memory					
USB Keyboard and Mouse					
Energy Star Qualified					
Windows 10					

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

EXHIBIT B

Product Category: WINDOWS TABLET - HPI

Minimum Configurations

	Brand/Model #	LIST	Discount (see	Discounted Price	Public Site to Verify Model #/List Price								
Windows Tablet	HP Elite x2 1013 G3 (includes HP Care Pack NBD support- U4414E)	\$ 2,946.00	12.00%	\$ 2,592.48	https://www8.hp.com/us/en/home.html								
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>Intel i5 7300U Dual Core or AMD Processor</td></tr> <tr><td>4GB Memory</td></tr> <tr><td>256GB SSD Hard Drive</td></tr> <tr><td>Windows 10 Pro 64 bit</td></tr> <tr><td>802.11ac integrated wireless</td></tr> <tr><td>SD Card Memory Expansion slot</td></tr> <tr><td>Front and rear camera</td></tr> <tr><td>10 inch screen</td></tr> </table>						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
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.

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	10.00%
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EXHIBIT B

Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DTIG4/8GB	\$ 6.00	25%	\$ 4.50	www.shi.com
16 GB	DTIG4/16GB	\$ 6.00	25%	\$ 4.50	www.shi.com
32 GB	DTIG4/32GB	\$ 9.00	25%	\$ 6.75	www.shi.com
8 GB Encrypted Drive	DTLPG3/8GB	\$ 28.00	30%	\$ 19.60	www.shi.com

Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	VA1917A	\$ 93.00	20.00%	\$ 74.40	www.shi.com
27" LCD	VX2757-MHD	\$ 235.00	20.00%	\$ 188.00	www.shi.com

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP606B	\$ 16.00	40.00%	\$ 9.60	www.shi.com
8 Outlet 8ft cord 2500 Joule	TLP1008TELV	\$ 54.40	40.00%	\$ 32.64	www.shi.com

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	IMOUSEM6	\$ 6.95	30.00%	\$ 4.86	www.shi.com

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	AKB-132UB	\$ 12.99	30.00%	\$ 9.09	www.shi.com

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	920-007897	\$ 29.99	30.00%	\$ 20.99	www.shi.com

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	M45PATCH10BL	\$ 7.99	50.00%	\$ 4.00	www.shi.com
7 ft CAT5e	M45PATCH7BL	\$ 6.99	50.00%	\$ 3.50	www.shi.com
3 ft CAT6	C6PATCH3BL	\$ 6.99	50.00%	\$ 3.50	www.shi.com
7' CAT6	C6PATCH7BL	\$ 7.99	50.00%	\$ 4.00	www.shi.com
HDMI to HDMI M/M 6ft	HDMM6	\$ 9.99	50.00%	\$ 5.00	www.shi.com

EXHIBIT B

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	STDR1000103	\$ 99.99	35.00%	\$ 64.99	www.shi.com
2 TB USB 3.0 (external desktop)	STDR2000103	\$ 109.99	25.00%	\$ 82.49	www.shi.com
4 TB USB 3.0 (external desktop)	STEA4000400	\$ 169.99	30.00%	\$ 118.99	www.shi.com

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	960-000764	\$ 79.99	20.00%	\$ 63.99	www.shi.com
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	\$ 39.99	20.00%	\$ 31.99	www.shi.com

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	ST7300USB3B	\$ 64.99	40.00%	\$ 38.99	www.shi.com
Mini hub 4 port hi speed USB, no power supply needed	ST4200MINI2	\$ 18.99	50.00%	\$ 9.49	www.shi.com

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,	980-000800	\$ 29.99	20.00%	\$ 23.99	www.shi.com
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	980-000354	\$ 69.99	15.00%	\$ 59.49	www.shi.com

Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	QL-500	\$ 119.95	40.00%	\$ 71.97	www.shi.com

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	BE600M1	\$ 102.00	30.00%	\$ 71.40	www.shi.com
UPS external, 1440 VA power capacity, 7 min battery run time	BR1500MS	\$ 330.00	30.00%	\$ 231.00	www.shi.com

EXHIBIT B

UPS 750 VA power capacity, 16 min battery run time	SMT750C	\$ 474.00	30.00%	\$ 331.80	www.shi.com
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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**

EXHIBIT B

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
3M	5%
Acer	5%
Actiontec	5%
Adesso	5%
Akai	5%
Alesis	5%
Alto	5%
APC	5%
Apple	0%
Apricorn	5%
Aten	5%
Avid	5%
Axiom	5%
Beamz	5%
Belkin	5%
BlueFlame	5%
BodyGuardz	5%
Bretford	5%
Brother	5%
Cables to Go	5%
Canon	5%
Casio	5%
Case Logic	5%
Cellebrite	5%
Centon	5%
chicBuds	5%
Chill Pill Audio	5%
CODi	5%
Copernicus	5%
ComXI World	5%
Cyber Acoustics	5%
CyberPower	5%
Dell	5%
Eizo	5%
EKG	5%
Epson	5%
Ergotron	5%
EX Dupe	5%
Fellowes	5%
Fujitsu	5%
Garmin	5%
GoGo Tech	5%
Gyration	5%
Griffin	5%
Havis	5%
HoverCam	5%
HP	5%
Humanetics	5%
iKey	5%
iLuv	5%

EXHIBIT B

Image Mechanics	5%
Imation	5%
Innergie	5%
iO Gear	5%
Jabra	5%
Kanex	5%
Kanguru	5%
Kensington	5%
Kingston	5%
Lenovo	5%
Lind	5%
Livescribe	5%
Lock 'n' Charge	5%
Logitech	5%
Lon	5%
MakerBot	5%
Matias	5%
M-Audio	5%
Maxell	5%
Micro Innovations	5%
Microsoft	5%
Mimoco	5%
Moshi	5%
Motorola	5%
Native Instruments	5%
NEC	5%
Netgear	5%
Numark	5%
OnHand	5%
Otter	5%
Panasonic	5%
Plantronics	5%
PNY	5%
Professional Cable	5%
Promethean	5%
PSIBER	5%
RCA	5%
Robo 3D	5%
Rocky Mountain Ram	5%
RSA	5%
Safetyvision	5%
Samsung	5%
SanDisk	5%
Seagate	5%
Seal Shield	5%
Smartboard	5%
Sonivox	5%
Sony	5%
Startech	5%
SuperMicro	5%
Swiftpoint	5%
Swivl	5%
Targus	5%
TouchIT	5%
Toshiba	5%

EXHIBIT B

Tribeca	5%
Tripp Lite	5%
Turning Technologies	5%
Uline	5%
Unitech	5%
Verbatim	5%
Verifone	5%
VieVu	5%
Viewsonic	5%
VisionTek	5%
Vxi	5%
Wacom	5%
Wasp Barcode	5%
ZipKord	5%
zMagik	5%

EXHIBIT C

Services and Warranty

SHI Integration Services

PC, AIO, Mini, Workstations, Laptops, Windows Tablets	Per Unit Services Cost
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Imaging	\$22
Asset Tagging	\$3 *combined cost with
BIOS Adjustments	\$6 *combined cost with
RAM install	\$3 *combined cost with
Component Install	\$6 *combined cost with
Encryption	\$15 *combined cost with

Displays/Monitors	Per Unit Services Cost
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Asset Tagging	\$14
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Chromebooks	Per Unit Services Cost
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Chromebook Enrollment	\$18
Asset Tagging	\$3 *combined cost with
Laser Etching	\$14

Thin Clients	Per Unit Services Cost
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Imaging	\$22
Asset Tagging	\$3 *combined cost with
BIOS Adjustments	\$6 *combined cost with

Andriod Tablets	Per Unit Services Cost
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Zero Touch Imaging	\$18
Asset Tagging	\$3 *combined cost with
Applying Cases/Peripherals	\$6 *combined cost with
Screen Protector Application	\$11
Laser Etching	\$14

Servers	Per Unit Services Cost
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HW Installation of 1-5 Components	\$65
HW Installation of 6-10 Components	\$94
HW Installation of 11-15 Components	\$123
HW Installation of 16-24 Components	\$151
HW Installation of 25+ Components	\$194
Base Image Install	\$79
Install Network OS	\$94

EXHIBIT C

Peripherals	Per Unit Services Cost
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Custom Kit Creation - Bundling Components \$3 * combined cost with

SHI Asset Recovery Program Pricing Table

Asset Type	National Processing Fee	International Processing Fee
Individual Hard Drives	\$6.00	\$12.00
Desktops / Laptops / Tablets	\$10.00	\$12.00
Phones	\$10.00	\$12.00
LCD Monitors	\$10.00	\$12.00
Other Serialized Assets	\$10.00	\$12.00
CRT Monitors	\$18.00	\$18.00
Servers	\$15.00	\$15.00
Printers/Fax/MFD's/Copiers	\$12.00	\$15.00
Networking Gear	\$12.00	\$15.00
Peripherals (Keyboards, Mice, Cables, etc.)	\$0.40	\$0.50

EXHIBIT C

Additional SHI Service Descriptions for the State	Minimum Requirements	Cost to the State
<p>Alternate Procurement Model for the State: Device as a Service: Full Device as a Service (DaaS)</p> <p>SHI recognizes a DaaS approach can be an alternative to a traditional Lifecycle Services procurement approach. This approach potentially can include pricing for a true “Managed Services” solution for your client/desktop environment. This type of model allows for a per-unit, per-month fee for the term of the contract that will include the pricing of the hardware and all related services bundled together.</p> <p>Currently, we provide this type of managed service to a select few SHI clients today. These are extremely successful programs which ensure a total managed lifecycles for our clients assets and SLAs for all aspects of the procurement model (purchasing, deployment, break/fix, end-of-life services, etc).</p> <p>This services model provides some substantial benefits you may want to consider.</p> <p>Those benefits include the following:</p> <ul style="list-style-type: none"> • Consistent budgeting request via the appropriations or budget setting process • Operational expenditures vs capital expenditures (which may be more difficult) • Consistent refresh of technology across the Enterprise on assets that have a finite, short lifecycle • Consistent Program and services delivery including optional SLAs • The ability to reassign/retrain current staff towards higher value work for the organization <p>We urge you to consider this alternative approach to a more efficient operational model.</p>	<p>500 unit deployment required, please call to discuss.</p>	<p>TBD based on scope of services required, please call discuss.</p>

EXHIBIT C

Based on your interested, SHI is happy to expand on this approach and lend further detail regarding this support model.

SHI Lifecycle Services Defined for the State

SHI Lifecycle Capabilities Statement:

Servers, PC's, Laptops, Storage Devices and Mobile devices are the lifeline of our client's business operations. SHI understands the complexity and challenges involved in managing our clients IT Infrastructure. Through out Lifecycle Services Practice, we help our clients with the overall device management functions including Acquisition, Deployment, Device Installation, Device Support and Asset Recovery Services. The SHI team will leverage its agnostic approach throughout the Lifecycle process. SHI's Lifecycle Services Practice leverages over 25 years of combined support services experiences to help solve our client's most demanding requirements.

SHI understands that purchasing new hardware equipment is only one aspect of the overall PC Lifecycle process. Integration Services becomes an integral part of the procurement process. The SHI team will help our clients with a full suite of Integration Services to help make the procurement process easier and simpler.

SHI has a state-of-the-art Systems Integration Center located in Piscataway, NJ. This facility allows us to provide access to custom configured machines, pre-configured and ready-to-ship to ensure predictable just-in-time delivery upon request. Our 305,000 square foot facility is static-free; climate controlled, and is protected by the highest level of both physical and cyber-security. The Warehouse and Configuration Center are included under our ISO9001:2008 Registration and provide standardized processes, our commitment to quality control, as well as continual improvement.

EXHIBIT C

Our Managed Services Support can be provided as a supplement to your current support infrastructure. Alternatively, through our Managed Services offerings, we can support your environment for you. Regardless of what the need is, SHI's goal is to support our clients throughout the lifecycle journey.

SHI Lifecycle Services include Moves, Adds and Change support to help manage your infrastructure once devices are initially deployed.

These services are typically performed for one or multiple users at a time and include:

1. Installation of new equipment
2. Equipment moves
3. Additions to existing devices
4. Configuration changes
5. Staff Augmentation
6. Help Desk/Remote Support
7. Network and Data Center Support
8. Completion of required documentation if applicable

As a part of SHI's Lifecycle offering, the SHI team can provide installation services on new assets. All assets will be loaded with a client-provided software image prior to delivery. Additionally, asset tags can be applied and recorded prior to packaging and preparation for shipment.

On-site installation services include:

1. Overall Project Management from start to finish
2. Unpacking new end user computing devices from shipping boxes, verify quantities and inspect components for any damages or shortages
3. Documenting and reporting any dead on arrival (DOA) or damaged devices
4. Organizing system components and peripherals (e.g., keyboards, power supplies, mice, and software) for deployment, if applicable
5. Stage the system for deployment
6. Perform administrative asset recording including required forms

EXHIBIT C

7. Completing designated installation instructions and install equipment at end user location
8. Mapping appropriate network printers to each new system
9. Completing secured device to device transfer of data from old to new system
10. Installing all specialty applications from tested and approved sources as specified in the User Installation Sheet
11. Completing validation & function test with the end user

The SHI Team will provide De-installation Services on all legacy assets in our clients IT infrastructure prior to new assets being deployed into production.

De-installation services include:

1. Performing de-installation work
2. Centralizing equipment in a client designated area
3. Completion of any required documentation
4. Single vendor management solution

An integral part of the IT Lifecycle is Warranty Management. SHI's Warranty Management program is called SHI CompleteCare. SHI CompleteCare coverage offers protection for all of your business devices. Better protection equals device longevity, budget savings and reliable equipment when it matters the most. We offer expanded and extended warranties on nearly every product we sell. You get options such as speedier response times, accidental breakage coverage and onsite repairs. Additionally, with our custom maintenance contracts, you will have experts on call and break/fix agreements that cover repair or replacement of your hardware.

Our protection plans are more comprehensive than any OEM on the market covering a vast array of items not limited to but including, Accidental Damage, Power Surge, Mechanical and electrical failure and Manufacturer defects all with a product repair or replacement guarantee!

TBD based on scope of services required, please call discuss.

TBD based on scope of services required, please call discuss.

EXHIBIT C

Standard product coverage includes:

1. Laptops
2. Desktops
3. Chromebooks
4. Smartphones
5. Printers
6. Scanners
7. MacBook
8. Cameras
9. Projectors
10. POS stations
11. Monitors
12. Keyboards, Headphones, Speakers, Mice
13. Projectors
14. POS stations
15. Monitors
16. Keyboards, Headphones, Speakers, Mice

Service options include:

1. Depot
2. Onsite
3. AX (Advanced Exchange)

Completing our Lifecycle Services approach is SHI's Asset Disposition Program. SHI understands that Environmental Sustainability is a primary goal for all of our clients. Additionally, SHI understands that 70-85% of electronic components are re-usable. As a result, SHI offers a complete range of asset recovery services that are designed to offer a cost effective and efficient asset re-deployment and disposal services for our clients. SHI's solution for testing/auditing, fair market evaluation and proper disposal includes the following services:

1. Logistics planning and support
2. Asset inspection/Test/Audit
3. Certified data destruction/DoD drive sanitization
4. Shipment of assets to appropriate partner with shipment manifest documentation
5. Certification of data destruction/disposal
6. Asset recovery reporting

EXHIBIT C

SHI believes that we have established a unique position in the asset recovery marketplace. We have developed a "hybrid" model of distributed processing capabilities directly connected via a common, distributed asset recovery management system. Our model leverages the best of both worlds: reduced freight costs through multiple, regional partners tightly integrated into a complete solution via SHI's Asset Disposition Management Systems.

In support of our Managed services, the SHI Team can provide ongoing service reporting, to ensure the services delivered meet or exceed our client's expectations. The SHI Team is prepared to develop and manage to any service levels agreed to by the SHI Team and our clients.

Our Monthly SLA reporting typically includes the following information:

1. Organization Name
2. Severity Level
3. Status
4. Address
5. Resolution Time (Hours)
6. Resolution Time (Minutes)
7. Hold Time
8. Service Element
9. Category
10. Subcategory
11. Resolution Action
12. SHI Service Request Number
13. Serial Number
14. Product Description
15. Ticket Number
16. Customer Date Time Opened
17. Customer Date Time Closed
18. Summary Reports

Based on your interested, SHI is happy to expand on any of the approaches above and lend further detail regarding our programs.

EXHIBIT C

Imaging
Imaging
Imaging
Imaging
Imaging

Enrollment

Imaging
Imaging

Imaging
Imaging

EXHIBIT C

additional services

What's Included?
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure of 1 HDD (extra HDDs to be charged per HDD – see above price)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Recycling

EXHIBIT C

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EXHIBIT B

Product Category: PC, AIO & MINI - Lenovo

Intel or AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
Desktop	ThinkCentre M720 SFF- 10SUS24Y00	\$ 1,343.00	38%	\$ 832.66	0%	www.lenovo.com/listprice
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						

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
All-In-One	ThinkCentre M820z AIO- 10SDS17P00	\$ 1,753.00	38%	\$ 1,086.86	0%	www.lenovo.com/listprice
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						

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
Mini Desktop	ThinkCentre M720 Tiny-10TAS05900	\$ 1,378.00	38%	\$ 854.36	0%	www.lenovo.com/listprice
i5 8th Generation Processor	Intel Core i5-8400T Processor					
8GB memory (1x 8GB SODIMM)						
256GB SSD						
Win 10 Pro						
Two Front Facing USB Ports	one USB 3.1 Gen1 (Always On and fast charge), one					
Two button USB optical mouse with scroll wheel	USB 3.1 Type-C Gen 1, one microphone (3.5mm),					
USB Keyboard with 103 keys	one headphone / microphone combo jack (3.5mm)					
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

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/>

EXHIBIT B

Product Category: WORKSTATION - Lenovo

Intel

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
Entry Workstation	ThinkStation / P330 30C8S16G00	\$ 1,633.00	38%	\$ 1,012.46	0%	www.lenovo.com/listprice
8th Gen Core i5, i7 or Xeon E processor	Intel Core i5-8400 Processor included					
8 GB non-ECC (Core i) memory minimum						
Intel HD Graphics 630 minimum, AMD, or Nvidia discrete graphics	Integrated Graphics - P630					
256 GB m.2 SSD minimum						
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 1 Type-C, 1x Mic-in, 1x Combo jack					
Two button USB optical mouse with scroll wheel	USB Calliope Mouse Black					
Wired USB Windows keyboard						
Gigabit Ethernet						
Desktop, Small Form Factor, or Mini chassis	SFF					

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
Performance Workstation - Single Socket	ThinkStation / P520c - 30BYS08H00	\$ 2,188.00	38%	\$ 1,356.56	0%	www.lenovo.com/listprice
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						
AMD or Nvidia discrete graphics	NVIDIA Quadro P400 2GB 3xMini DP High Profile					
256 GB m.2 SSD minimum						
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						
Gigabit 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
Performance Workstation - Dual Socket	ThinkStation / P720 30BBS2N700	\$ 3,484.00	38%	\$ 2,160.08	0%	www.lenovo.com/listprice
Intel Xeon Scalable Processor	Intel Xeon Silver 4108 Processor					
16 GB DDR4 ECC memory minimum						
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						
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 - Lenovo

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
Mobile Workstation	ThinkPad T480- 20L6SEK00	\$ 2,758.00	38%	\$ 1,709.96	0%	www.lenovo.com/listprice
8th Gen Intel Core i5 or i7 processor	Intel Core i5-8350U Processor Included					
8 GB DDR4 memory minimum						
AMD Radeon Pro discrete graphics	NVIDIA GeForce MX150 GDDR5 2G					
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11AC WLAN	Intel Dual Band Wireless AC(2x2) 8265					
14"Display, FHD minimum, options for touch and/or Ultra High Definition displays						
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
Premium Mobile Workstation	Thinkpad P1 20MES1HK00	\$ 4,828.00	38%	\$ 2,993.36	0%	www.lenovo.com/listprice
8th gen Intel Core i5, i7, or Xeon E processor	Intel Xeon E-2176M Processor					
8 GB DDR4 non-ECC (Core i) memory minimum						
Nvidia Quadro P1000 discrete graphics	NVIDIA Quadro P2000 4GB					
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
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						

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
Detachable Mobile Workstation	Thinkpad P1 20MES00800	\$ 4,358.00	38%	\$ 2,701.96	0%	www.lenovo.com/listprice
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						
Nvidia Quadro Professional discrete graphics	NVIDIA Quadro P1000 4GB GDDR5					
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
14" UWVA touch display	15.6 UHD (3840x2160) IPS Anti-Glare 400nits,Multi-Touch					
IR Webcam,	IR & 720p HD Camera with Microphone					
8 megapixel world facing camera						
Up to 10 hours battery life						
3 year battery warranty						

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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
Performance Mobile Workstation	ThinkPad P52 20MAS42U00	\$ 3,589.00	38%	\$ 2,225.18	0%	www.lenovo.com/listprice
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						
Nvidia Quadro or AMD Radeon Pro discrete graphics	NVIDIA Quadro P1000 4GB					
256 GB m.2 SSD minimum						
Windows 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						

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.vta.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.

Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)	10.00%
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EXHIBIT B

Product Category: LAPTOP - Lenovo

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
Laptop 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	ThinkPad L580 20LXS47D00	\$ 1,914.00	38%	\$ 1,186.68	0%	www.lenovo.com/listprice
Convertible Laptop Offering 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	ThinkPad L380 Yoga 20M8S0RE00	\$ 2,084.00	38%	\$ 1,292.08	0%	www.lenovo.com/listprice

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.

Minimum Percentage Discount for Laptop Accessories (see note #3)	10.00%
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EXHIBIT B

Products Category: CHROMEBOOK - Lenovo

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook	81H00000US	\$ 279.00	10%	\$ 251.10	www.lenovo.com/listprice
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					

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook - Convertible tablet	81ES0007US	\$ 319.00	0%	\$ 319.00	www.lenovo.com/listprice
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.

Minimum Percentage Discount for Chromebook Accessories (see note #2)	10.00%
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EXHIBIT B

Product Category: THIN CLIENT - Lenovo

Intel/ AMD Based

<i>Minimum Configurations</i>		Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Thin Client		ThinkCentre M600-10KGSJA00	\$ 703.00	38%	\$ 435.86	www.lenovo.com/listprice
4 USB Ports		Tiny1L Braswell N3010				
Intel 2 GHz Pcessor or Equivalent		One gigabit ethernet port				
10/100/1000 Base-T						
32GB Flash Storage		8GB DDR3 1600MHz SoDIMM				
8GB Memory DDR4 Memory						
USB Keyboard and Mouse						
Energy Star Qualified						
Windows 10		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

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

EXHIBIT B

Product Category: RUGGED LAPTOP - Lenovo

Intel/ AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Laptop	ThinkPad T480- 20L6SDAW00	\$ 2,724.00	38%	\$ 1,688.88	www.lenovo.com/listprice
Mil-Std 810G Certified	T480 i5-7300U vPro IG				
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	14.0 WQHD (2560x1440), IPS, Anti-Glare, 300nits				
	Intel Ethernet Connection I219-LM				

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

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, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Rugged Laptop Accessories (see note #2)	10.00%
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EXHIBIT B

Product Category: RUGGED TABLET - WINDOWS - Lenovo

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Tablet - Windows	ThinkPad X1 Tablet-20KK348400	\$ 3,128.00	38%	\$ 2,064.48	www.lenovo.com/listprice
Mil-Std 810G Certified					
Intel or AMD Processor	Intel Core i5-8250U				
4GB RAM	8GB LPDDR3 2133MHz				
128GB Storage	Soldered				
Microsoft Windows 7 Professional	256GB Solid State Drive M.2				
802.11a/g/n integrated wireless	2280 NVMe, Opal 2.0				
10.1 inch screen	Win 10 Pro				
	Intel Wireless-AC 8265 2x2 AC, Bluetooth 4.1 No vPro				
	13.0 QHD+ 3000x2000 IPS Multi-Touch				

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.

Minimum Percentage Discount for Rugged Tablets Win Accessories (see note #2)	10.00%
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EXHIBIT B

Product Category: WINDOWS TABLET - Lenovo

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Windows Tablet	ThinkPad X1 Tablet- 20KKS34800	\$ 3,128.00	38%	\$ 1,939.36	www.lenovo.com/listprice
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					
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

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.

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	10.00%
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EXHIBIT B

Product Category: SERVERS - Lenovo

Intel/ AMD Based

Minimum Configurations

Tower Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
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 7X10S8RS00	\$ 5,689.00	24%	\$ 4,323.64	http://dcsc.lenovo.com/#/
Rack Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
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 7X02S1W600	\$ 5,227.00	24%	\$ 3,972.52	http://dcsc.lenovo.com/#/
Blade Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
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 7X16S0PL00	\$ 4,271.00	24%	3,245.96	http://dcsc.lenovo.com/#/
HyperConverged Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
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	VX 1U 7Y93S05100	\$ 34,854.00	24%	\$ 26,489.04	http://dcsc.lenovo.com/#/

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

Hyperconverged server price includes 3 year warranty

Minimum Percentage Discount for Server Accessories (see note #2)	10.00%
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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.

EXHIBIT B

Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DTIG4/8GB	\$ 6.00	25%	\$ 4.50	www.shi.com
16 GB	DTIG4/16GB	\$ 6.00	25%	\$ 4.50	www.shi.com
32 GB	DTIG4/32GB	\$ 9.00	25%	\$ 6.75	www.shi.com
8 GB Encrypted Drive	DTLPG3/8GB	\$ 28.00	30%	\$ 19.60	www.shi.com

Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	VA1917A	\$ 93.00	20.00%	\$ 74.40	www.shi.com
27" LCD	VX2757-MHD	\$ 235.00	20.00%	\$ 188.00	www.shi.com

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP606B	\$ 16.00	40.00%	\$ 9.60	www.shi.com
8 Outlet 8ft cord 2500 Joule	TLP1008TELTV	\$ 54.40	40.00%	\$ 32.64	www.shi.com

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	IMOUSEM6	\$ 6.95	30.00%	\$ 4.86	www.shi.com

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	AKB-132UB	\$ 12.99	30.00%	\$ 9.09	www.shi.com

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	920-007897	\$ 29.99	30.00%	\$ 20.99	www.shi.com

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	M45PATCH10BL	\$ 7.99	50.00%	\$ 4.00	www.shi.com
7 ft CAT5e	M45PATCH7BL	\$ 6.99	50.00%	\$ 3.50	www.shi.com
3 ft CAT6	C6PATCH3BL	\$ 6.99	50.00%	\$ 3.50	www.shi.com
7' CAT6	C6PATCH7BL	\$ 7.99	50.00%	\$ 4.00	www.shi.com
HDMI to HDMI M/M 6ft	HDMM6	\$ 9.99	50.00%	\$ 5.00	www.shi.com

EXHIBIT B

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	STDR1000103	\$ 99.99	35.00%	\$ 64.99	www.shi.com
2 TB USB 3.0 (external desktop)	STDR2000103	\$ 109.99	25.00%	\$ 82.49	www.shi.com
4 TB USB 3.0 (external desktop)	STEA4000400	\$ 169.99	30.00%	\$ 118.99	www.shi.com

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	960-000764	\$ 79.99	20.00%	\$ 63.99	www.shi.com
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	\$ 39.99	20.00%	\$ 31.99	www.shi.com

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	ST7300USB3B	\$ 64.99	40.00%	\$ 38.99	www.shi.com
Mini hub 4 port hi speed USB, no power supply needed	ST4200MINI2	\$ 18.99	50.00%	\$ 9.49	www.shi.com

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,	980-000800	\$ 29.99	20.00%	\$ 23.99	www.shi.com
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	980-000354	\$ 69.99	15.00%	\$ 59.49	www.shi.com

Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	QL-500	\$ 119.95	40.00%	\$ 71.97	www.shi.com

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	BE600M1	\$ 102.00	30.00%	\$ 71.40	www.shi.com
UPS external, 1440 VA power capacity, 7 min battery run time	BR1500MS	\$ 330.00	30.00%	\$ 231.00	www.shi.com

EXHIBIT B

UPS 750 VA power capacity, 16 min battery run time	SMT750C	\$ 474.00	30.00%	\$ 331.80	www.shi.com
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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**

EXHIBIT B

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
3M	5%
Acer	5%
Actiontec	5%
Adesso	5%
Akai	5%
Alesis	5%
Alto	5%
APC	5%
Apple	0%
Apricorn	5%
Aten	5%
Avid	5%
Axiom	5%
Beamz	5%
Belkin	5%
BlueFlame	5%
BodyGuardz	5%
Bretford	5%
Brother	5%
Cables to Go	5%
Canon	5%
Casio	5%
Case Logic	5%
Cellebrite	5%
Centon	5%
chicBuds	5%
Chill Pill Audio	5%
CODi	5%
Copernicus	5%
ComXI World	5%
Cyber Acoustics	5%
CyberPower	5%
Dell	5%
Eizo	5%
EKG	5%
Epson	5%
Ergotron	5%
EX Dupe	5%
Fellowes	5%
Fujitsu	5%
Garmin	5%
GoGo Tech	5%
Gyration	5%
Griffin	5%
Havis	5%
HoverCam	5%
HP	5%
Humanetics	5%
iKey	5%
iLuv	5%

EXHIBIT B

Image Mechanics	5%
Imation	5%
Innergie	5%
iO Gear	5%
Jabra	5%
Kanex	5%
Kanguru	5%
Kensington	5%
Kingston	5%
Lenovo	5%
Lind	5%
Livescribe	5%
Lock 'n' Charge	5%
Logitech	5%
Lon	5%
MakerBot	5%
Matias	5%
M-Audio	5%
Maxell	5%
Micro Innovations	5%
Microsoft	5%
Mimoco	5%
Moshi	5%
Motorola	5%
Native Instruments	5%
NEC	5%
Netgear	5%
Numark	5%
OnHand	5%
Otter	5%
Panasonic	5%
Plantronics	5%
PNY	5%
Professional Cable	5%
Promethean	5%
PSIBER	5%
RCA	5%
Robo 3D	5%
Rocky Mountain Ram	5%
RSA	5%
Safetyvision	5%
Samsung	5%
SanDisk	5%
Seagate	5%
Seal Shield	5%
Smartboard	5%
Sonivox	5%
Sony	5%
Startech	5%
SuperMicro	5%
Swiftpoint	5%
Swivl	5%
Targus	5%
TouchIT	5%
Toshiba	5%

EXHIBIT B

Tribeca	5%
Tripp Lite	5%
Turning Technologies	5%
Uline	5%
Unitech	5%
Verbatim	5%
Verifone	5%
VieVu	5%
Viewsonic	5%
VisionTek	5%
Vxi	5%
Wacom	5%
Wasp Barcode	5%
ZipKord	5%
zMagik	5%

EXHIBIT C

Services and Warranty

SHI Integration Services

PC, AIO, Mini, Workstations, Laptops, Windows Tablets	Per Unit Services Cost
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Imaging	\$22
Asset Tagging	\$3 *combined cost with
BIOS Adjustments	\$6 *combined cost with
RAM install	\$3 *combined cost with
Component Install	\$6 *combined cost with
Encryption	\$15 *combined cost with

Displays/Monitors	Per Unit Services Cost
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Asset Tagging	\$14
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Chromebooks	Per Unit Services Cost
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Chromebook Enrollment	\$18
Asset Tagging	\$3 *combined cost with
Laser Etching	\$14

Thin Clients	Per Unit Services Cost
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Imaging	\$22
Asset Tagging	\$3 *combined cost with
BIOS Adjustments	\$6 *combined cost with

Andriod Tablets	Per Unit Services Cost
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Zero Touch Imaging	\$18
Asset Tagging	\$3 *combined cost with
Applying Cases/Peripherals	\$6 *combined cost with
Screen Protector Application	\$11
Laser Etching	\$14

Servers	Per Unit Services Cost
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HW Installation of 1-5 Components	\$65
HW Installation of 6-10 Components	\$94
HW Installation of 11-15 Components	\$123
HW Installation of 16-24 Components	\$151
HW Installation of 25+ Components	\$194
Base Image Install	\$79
Install Network OS	\$94

EXHIBIT C

Peripherals	Per Unit Services Cost
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Custom Kit Creation - Bundling Components \$3 * combined cost with

SHI Asset Recovery Program Pricing Table

Asset Type	National Processing Fee	International Processing Fee
Individual Hard Drives	\$6.00	\$12.00
Desktops / Laptops / Tablets	\$10.00	\$12.00
Phones	\$10.00	\$12.00
LCD Monitors	\$10.00	\$12.00
Other Serialized Assets	\$10.00	\$12.00
CRT Monitors	\$18.00	\$18.00
Servers	\$15.00	\$15.00
Printers/Fax/MFD's/Copiers	\$12.00	\$15.00
Networking Gear	\$12.00	\$15.00
Peripherals (Keyboards, Mice, Cables, etc.)	\$0.40	\$0.50

EXHIBIT C

Additional SHI Service Descriptions for the State	Minimum Requirements	Cost to the State
<p>Alternate Procurement Model for the State: Device as a Service: Full Device as a Service (DaaS)</p> <p>SHI recognizes a DaaS approach can be an alternative to a traditional Lifecycle Services procurement approach. This approach potentially can include pricing for a true “Managed Services” solution for your client/desktop environment. This type of model allows for a per-unit, per-month fee for the term of the contract that will include the pricing of the hardware and all related services bundled together.</p> <p>Currently, we provide this type of managed service to a select few SHI clients today. These are extremely successful programs which ensure a total managed lifecycles for our clients assets and SLAs for all aspects of the procurement model (purchasing, deployment, break/fix, end-of-life services, etc).</p> <p>This services model provides some substantial benefits you may want to consider.</p> <p>Those benefits include the following:</p> <ul style="list-style-type: none"> • Consistent budgeting request via the appropriations or budget setting process • Operational expenditures vs capital expenditures (which may be more difficult) • Consistent refresh of technology across the Enterprise on assets that have a finite, short lifecycle • Consistent Program and services delivery including optional SLAs • The ability to reassign/retrain current staff towards higher value work for the organization <p>We urge you to consider this alternative approach to a more efficient operational model.</p>	<p>500 unit deployment required, please call to discuss.</p>	<p>TBD based on scope of services required, please call discuss.</p>

EXHIBIT C

Based on your interested, SHI is happy to expand on this approach and lend further detail regarding this support model.

SHI Lifecycle Services Defined for the State

SHI Lifecycle Capabilities Statement:

Servers, PC's, Laptops, Storage Devices and Mobile devices are the lifeline of our client's business operations. SHI understands the complexity and challenges involved in managing our clients IT Infrastructure. Through out Lifecycle Services Practice, we help our clients with the overall device management functions including Acquisition, Deployment, Device Installation, Device Support and Asset Recovery Services. The SHI team will leverage its agnostic approach throughout the Lifecycle process. SHI's Lifecycle Services Practice leverages over 25 years of combined support services experiences to help solve our client's most demanding requirements.

SHI understands that purchasing new hardware equipment is only one aspect of the overall PC Lifecycle process. Integration Services becomes an integral part of the procurement process. The SHI team will help our clients with a full suite of Integration Services to help make the procurement process easier and simpler.

SHI has a state-of-the-art Systems Integration Center located in Piscataway, NJ. This facility allows us to provide access to custom configured machines, pre-configured and ready-to-ship to ensure predictable just-in-time delivery upon request. Our 305,000 square foot facility is static-free; climate controlled, and is protected by the highest level of both physical and cyber-security. The Warehouse and Configuration Center are included under our ISO9001:2008 Registration and provide standardized processes, our commitment to quality control, as well as continual improvement.

EXHIBIT C

Our Managed Services Support can be provided as a supplement to your current support infrastructure. Alternatively, through our Managed Services offerings, we can support your environment for you. Regardless of what the need is, SHI's goal is to support our clients throughout the lifecycle journey.

SHI Lifecycle Services include Moves, Adds and Change support to help manage your infrastructure once devices are initially deployed.

These services are typically performed for one or multiple users at a time and include:

1. Installation of new equipment
2. Equipment moves
3. Additions to existing devices
4. Configuration changes
5. Staff Augmentation
6. Help Desk/Remote Support
7. Network and Data Center Support
8. Completion of required documentation if applicable

As a part of SHI's Lifecycle offering, the SHI team can provide installation services on new assets. All assets will be loaded with a client-provided software image prior to delivery. Additionally, asset tags can be applied and recorded prior to packaging and preparation for shipment.

On-site installation services include:

1. Overall Project Management from start to finish
2. Unpacking new end user computing devices from shipping boxes, verify quantities and inspect components for any damages or shortages
3. Documenting and reporting any dead on arrival (DOA) or damaged devices
4. Organizing system components and peripherals (e.g., keyboards, power supplies, mice, and software) for deployment, if applicable
5. Stage the system for deployment
6. Perform administrative asset recording including required forms

EXHIBIT C

7. Completing designated installation instructions and install equipment at end user location
8. Mapping appropriate network printers to each new system
9. Completing secured device to device transfer of data from old to new system
10. Installing all specialty applications from tested and approved sources as specified in the User Installation Sheet
11. Completing validation & function test with the end user

The SHI Team will provide De-installation Services on all legacy assets in our clients IT infrastructure prior to new assets being deployed into production.

De-installation services include:

1. Performing de-installation work
2. Centralizing equipment in a client designated area
3. Completion of any required documentation
4. Single vendor management solution

An integral part of the IT Lifecycle is Warranty Management. SHI's Warranty Management program is called SHI CompleteCare. SHI CompleteCare coverage offers protection for all of your business devices. Better protection equals device longevity, budget savings and reliable equipment when it matters the most. We offer expanded and extended warranties on nearly every product we sell. You get options such as speedier response times, accidental breakage coverage and onsite repairs. Additionally, with our custom maintenance contracts, you will have experts on call and break/fix agreements that cover repair or replacement of your hardware.

Our protection plans are more comprehensive than any OEM on the market covering a vast array of items not limited to but including, Accidental Damage, Power Surge, Mechanical and electrical failure and Manufacturer defects all with a product repair or replacement guarantee!

TBD based on scope of services required, please call discuss.

TBD based on scope of services required, please call discuss.

EXHIBIT C

Standard product coverage includes:

1. Laptops
2. Desktops
3. Chromebooks
4. Smartphones
5. Printers
6. Scanners
7. MacBook
8. Cameras
9. Projectors
10. POS stations
11. Monitors
12. Keyboards, Headphones, Speakers, Mice
13. Projectors
14. POS stations
15. Monitors
16. Keyboards, Headphones, Speakers, Mice

Service options include:

1. Depot
2. Onsite
3. AX (Advanced Exchange)

Completing our Lifecycle Services approach is SHI's Asset Disposition Program. SHI understands that Environmental Sustainability is a primary goal for all of our clients. Additionally, SHI understands that 70-85% of electronic components are re-usable. As a result, SHI offers a complete range of asset recovery services that are designed to offer a cost effective and efficient asset re-deployment and disposal services for our clients. SHI's solution for testing/auditing, fair market evaluation and proper disposal includes the following services:

1. Logistics planning and support
2. Asset inspection/Test/Audit
3. Certified data destruction/DoD drive sanitization
4. Shipment of assets to appropriate partner with shipment manifest documentation
5. Certification of data destruction/disposal
6. Asset recovery reporting

EXHIBIT C

SHI believes that we have established a unique position in the asset recovery marketplace. We have developed a "hybrid" model of distributed processing capabilities directly connected via a common, distributed asset recovery management system. Our model leverages the best of both worlds: reduced freight costs through multiple, regional partners tightly integrated into a complete solution via SHI's Asset Disposition Management Systems.

In support of our Managed services, the SHI Team can provide ongoing service reporting, to ensure the services delivered meet or exceed our client's expectations. The SHI Team is prepared to develop and manage to any service levels agreed to by the SHI Team and our clients.

Our Monthly SLA reporting typically includes the following information:

1. Organization Name
2. Severity Level
3. Status
4. Address
5. Resolution Time (Hours)
6. Resolution Time (Minutes)
7. Hold Time
8. Service Element
9. Category
10. Subcategory
11. Resolution Action
12. SHI Service Request Number
13. Serial Number
14. Product Description
15. Ticket Number
16. Customer Date Time Opened
17. Customer Date Time Closed
18. Summary Reports

Based on your interested, SHI is happy to expand on any of the approaches above and lend further detail regarding our programs.

EXHIBIT C

Imaging
Imaging
Imaging
Imaging
Imaging

Enrollment

Imaging
Imaging

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Imaging

EXHIBIT C

additional services

What's Included?
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure of 1 HDD (extra HDDs to be charged per HDD – see above price)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Recycling

EXHIBIT C

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EXHIBIT C

Product Category: MOBILE WORKSTATION - Microsoft Surface

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
Mobile Workstation	Surface Book 2 15" - HNS-00001 with additional warranty SKU F9W-00144	\$ 2,878.00	8.00%	\$ 2,647.76	0.00%	www.shi.com
8th Gen Intel Core i5 or i7 processor	i7 included					
8 GB DDR4 memory minimum	16GB included					
AMD Radeon Pro discrete graphics	NVIDIA GeForce GTX 1060 included					
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	15" Touchscreen					
Up to 10 hours battery life						
3 year battery warranty	17 hour battery life					

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
Premium Mobile Workstation	Surface Book 2 15" - HNS-00001 with additional warranty SKU F9W-00144	\$ 2,878.00	8.00%	\$ 2,647.76	0.00%	www.shi.com
8th gen Intel Core i5, i7, or Xeon E processor	i7 included					
8 GB DDR4 non-ECC (Core i) memory minimum	16GB included					
Nvidia Quadro P1000 discrete graphics	NVIDIA GeForce GTX 1060					
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
15" display, FHD minimum	15" Touchscreen					
convertible tablet chassis						
Up to 16 hours battery life	17 hour 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
Detachable Mobile Workstation	Surface Book 2 15" - HNS-00001 with additional warranty SKU F9W-00144	\$ 2,878.00	8.00%	\$ 2,647.76	0.00%	www.shi.com
8th gen Intel Core i5 or i7 processor	i7 included					
8 GB DDR4 memory minimum	16GB included					
Nvidia or Equivalent, Quadro Professional discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
14" UWVA touch display	15" Touchscreen					
IR Webcam,						
8 megapixel world facing camera						
Up to 10 hours battery life	17 hour 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
Performance Mobile Workstation	Surface Book 2 15" - HNS-00001 with additional warranty SKU F9W-00144	\$ 2,878.00	8.00%	\$ 2,647.76	0.00%	www.shi.com
8th gen Intel Core i5, i7, or Xeon E processor	i7 included					
16 GB DDR4 non-ECC (Core i) memory minimum						
Nvidia Quadro or AMD Radeon Pro discrete graphics	NVIDIA GeForce GTX 1060 included					
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
15" display, FHD minimum	15" Touchscreen					
Up to 16 hours battery life	17 hour 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.vla.virginia.gov/supply-chain/place-an-order/teacher-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.

Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)	10.00%
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EXHIBIT B

Product Category: WINDOWS TABLET - Microsoft Surface

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Windows Tablet	Surface Pro - LQ6-00001 with additional warranty SKU F9W-00149	\$ 1,578.00	5.00%	\$ 1,499.10	www.shi.com
Intel i5 7300U Dual Core or AMD Processor	Core i5 8350U included				
4GB Memory	8GB included				
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	12.3" Touchscreen				

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.

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	10.00%
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EXHIBIT B

Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DTIG4/8GB	\$ 6.00	25%	\$ 4.50	www.shi.com
16 GB	DTIG4/16GB	\$ 6.00	25%	\$ 4.50	www.shi.com
32 GB	DTIG4/32GB	\$ 9.00	25%	\$ 6.75	www.shi.com
8 GB Encrypted Drive	DTLPG3/8GB	\$ 28.00	30%	\$ 19.60	www.shi.com

Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	VA1917A	\$ 93.00	20.00%	\$ 74.40	www.shi.com
27" LCD	VX2757-MHD	\$ 235.00	20.00%	\$ 188.00	www.shi.com

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP606B	\$ 16.00	40.00%	\$ 9.60	www.shi.com
8 Outlet 8ft cord 2500 Joule	TLP1008TELTV	\$ 54.40	40.00%	\$ 32.64	www.shi.com

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	IMOUSEM6	\$ 6.95	30.00%	\$ 4.86	www.shi.com

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	AKB-132UB	\$ 12.99	30.00%	\$ 9.09	www.shi.com

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	920-007897	\$ 29.99	30.00%	\$ 20.99	www.shi.com

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	M45PATCH10BL	\$ 7.99	50.00%	\$ 4.00	www.shi.com
7 ft CAT5e	M45PATCH7BL	\$ 6.99	50.00%	\$ 3.50	www.shi.com
3 ft CAT6	C6PATCH3BL	\$ 6.99	50.00%	\$ 3.50	www.shi.com
7' CAT6	C6PATCH7BL	\$ 7.99	50.00%	\$ 4.00	www.shi.com
HDMI to HDMI M/M 6ft	HDMM6	\$ 9.99	50.00%	\$ 5.00	www.shi.com

EXHIBIT B

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	STDR1000103	\$ 99.99	35.00%	\$ 64.99	www.shi.com
2 TB USB 3.0 (external desktop)	STDR2000103	\$ 109.99	25.00%	\$ 82.49	www.shi.com
4 TB USB 3.0 (external desktop)	STEA4000400	\$ 169.99	30.00%	\$ 118.99	www.shi.com

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	960-000764	\$ 79.99	20.00%	\$ 63.99	www.shi.com
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	\$ 39.99	20.00%	\$ 31.99	www.shi.com

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	ST7300USB3B	\$ 64.99	40.00%	\$ 38.99	www.shi.com
Mini hub 4 port hi speed USB, no power supply needed	ST4200MINI2	\$ 18.99	50.00%	\$ 9.49	www.shi.com

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,	980-000800	\$ 29.99	20.00%	\$ 23.99	www.shi.com
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	980-000354	\$ 69.99	15.00%	\$ 59.49	www.shi.com

Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	QL-500	\$ 119.95	40.00%	\$ 71.97	www.shi.com

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	BE600M1	\$ 102.00	30.00%	\$ 71.40	www.shi.com
UPS external, 1440 VA power capacity, 7 min battery run time	BR1500MS	\$ 330.00	30.00%	\$ 231.00	www.shi.com

EXHIBIT B

UPS 750 VA power capacity, 16 min battery run time	SMT750C	\$ 474.00	30.00%	\$ 331.80	www.shi.com
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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**

EXHIBIT B

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
3M	5%
Acer	5%
Actiontec	5%
Adesso	5%
Akai	5%
Alesis	5%
Alto	5%
APC	5%
Apple	0%
Apricorn	5%
Aten	5%
Avid	5%
Axiom	5%
Beamz	5%
Belkin	5%
BlueFlame	5%
BodyGuardz	5%
Bretford	5%
Brother	5%
Cables to Go	5%
Canon	5%
Casio	5%
Case Logic	5%
Cellebrite	5%
Centon	5%
chicBuds	5%
Chill Pill Audio	5%
CODi	5%
Copernicus	5%
ComXI World	5%
Cyber Acoustics	5%
CyberPower	5%
Dell	5%
Eizo	5%
EKG	5%
Epson	5%
Ergotron	5%
EX Dupe	5%
Fellowes	5%
Fujitsu	5%
Garmin	5%
GoGo Tech	5%
Gyration	5%
Griffin	5%
Havis	5%
HoverCam	5%
HP	5%
Humanetics	5%
iKey	5%
iLuv	5%

EXHIBIT B

Image Mechanics	5%
Imation	5%
Innergie	5%
iO Gear	5%
Jabra	5%
Kanex	5%
Kanguru	5%
Kensington	5%
Kingston	5%
Lenovo	5%
Lind	5%
Livescribe	5%
Lock 'n' Charge	5%
Logitech	5%
Lon	5%
MakerBot	5%
Matias	5%
M-Audio	5%
Maxell	5%
Micro Innovations	5%
Microsoft	5%
Mimoco	5%
Moshi	5%
Motorola	5%
Native Instruments	5%
NEC	5%
Netgear	5%
Numark	5%
OnHand	5%
Otter	5%
Panasonic	5%
Plantronics	5%
PNY	5%
Professional Cable	5%
Promethean	5%
PSIBER	5%
RCA	5%
Robo 3D	5%
Rocky Mountain Ram	5%
RSA	5%
Safetyvision	5%
Samsung	5%
SanDisk	5%
Seagate	5%
Seal Shield	5%
Smartboard	5%
Sonivox	5%
Sony	5%
Startech	5%
SuperMicro	5%
Swiftpoint	5%
Swivl	5%
Targus	5%
TouchIT	5%
Toshiba	5%

EXHIBIT B

Tribeca	5%
Tripp Lite	5%
Turning Technologies	5%
Uline	5%
Unitech	5%
Verbatim	5%
Verifone	5%
VieVu	5%
Viewsonic	5%
VisionTek	5%
Vxi	5%
Wacom	5%
Wasp Barcode	5%
ZipKord	5%
zMagik	5%

EXHIBIT C

Services and Warranty

SHI Integration Services

PC, AIO, Mini, Workstations, Laptops, Windows Tablets	Per Unit Services Cost
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Imaging	\$22
Asset Tagging	\$3 *combined cost with
BIOS Adjustments	\$6 *combined cost with
RAM install	\$3 *combined cost with
Component Install	\$6 *combined cost with
Encryption	\$15 *combined cost with

Displays/Monitors	Per Unit Services Cost
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Asset Tagging	\$14
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Chromebooks	Per Unit Services Cost
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Chromebook Enrollment	\$18
Asset Tagging	\$3 *combined cost with
Laser Etching	\$14

Thin Clients	Per Unit Services Cost
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Imaging	\$22
Asset Tagging	\$3 *combined cost with
BIOS Adjustments	\$6 *combined cost with

Andriod Tablets	Per Unit Services Cost
------------------------	-------------------------------

Zero Touch Imaging	\$18
Asset Tagging	\$3 *combined cost with
Applying Cases/Peripherals	\$6 *combined cost with
Screen Protector Application	\$11
Laser Etching	\$14

Servers	Per Unit Services Cost
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HW Installation of 1-5 Components	\$65
HW Installation of 6-10 Components	\$94
HW Installation of 11-15 Components	\$123
HW Installation of 16-24 Components	\$151
HW Installation of 25+ Components	\$194
Base Image Install	\$79
Install Network OS	\$94

EXHIBIT C

Peripherals	Per Unit Services Cost
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Custom Kit Creation - Bundling Components \$3 * combined cost with

SHI Asset Recovery Program Pricing Table

Asset Type	National Processing Fee	International Processing Fee
Individual Hard Drives	\$6.00	\$12.00
Desktops / Laptops / Tablets	\$10.00	\$12.00
Phones	\$10.00	\$12.00
LCD Monitors	\$10.00	\$12.00
Other Serialized Assets	\$10.00	\$12.00
CRT Monitors	\$18.00	\$18.00
Servers	\$15.00	\$15.00
Printers/Fax/MFD's/Copiers	\$12.00	\$15.00
Networking Gear	\$12.00	\$15.00
Peripherals (Keyboards, Mice, Cables, etc.)	\$0.40	\$0.50

EXHIBIT C

Additional SHI Service Descriptions for the State	Minimum Requirements	Cost to the State
<p>Alternate Procurement Model for the State: Device as a Service:</p> <p>Full Device as a Service (DaaS)</p> <p>SHI recognizes a DaaS approach can be an alternative to a traditional Lifecycle Services procurement approach. This approach potentially can include pricing for a true “Managed Services” solution for your client/desktop environment. This type of model allows for a per-unit, per-month fee for the term of the contract that will include the pricing of the hardware and all related services bundled together.</p> <p>Currently, we provide this type of managed service to a select few SHI clients today. These are extremely successful programs which ensure a total managed lifecycles for our clients assets and SLAs for all aspects of the procurement model (purchasing, deployment, break/fix, end-of-life services, etc).</p> <p>This services model provides some substantial benefits you may want to consider.</p> <p>Those benefits include the following:</p> <ul style="list-style-type: none"> • Consistent budgeting request via the appropriations or budget setting process • Operational expenditures vs capital expenditures (which may be more difficult) • Consistent refresh of technology across the Enterprise on assets that have a finite, short lifecycle • Consistent Program and services delivery including optional SLAs • The ability to reassign/retrain current staff towards higher value work for the organization <p>We urge you to consider this alternative approach to a more efficient operational model.</p>	<p>500 unit deployment required, please call to discuss.</p>	<p>TBD based on scope of services required, please call discuss.</p>

EXHIBIT C

Based on your interested, SHI is happy to expand on this approach and lend further detail regarding this support model.

SHI Lifecycle Services Defined for the State

SHI Lifecycle Capabilities Statement:

Servers, PC's, Laptops, Storage Devices and Mobile devices are the lifeline of our client's business operations. SHI understands the complexity and challenges involved in managing our clients IT Infrastructure. Through out Lifecycle Services Practice, we help our clients with the overall device management functions including Acquisition, Deployment, Device Installation, Device Support and Asset Recovery Services. The SHI team will leverage its agnostic approach throughout the Lifecycle process. SHI's Lifecycle Services Practice leverages over 25 years of combined support services experiences to help solve our client's most demanding requirements.

SHI understands that purchasing new hardware equipment is only one aspect of the overall PC Lifecycle process. Integration Services becomes an integral part of the procurement process. The SHI team will help our clients with a full suite of Integration Services to help make the procurement process easier and simpler.

SHI has a state-of-the-art Systems Integration Center located in Piscataway, NJ. This facility allows us to provide access to custom configured machines, pre-configured and ready-to-ship to ensure predictable just-in-time delivery upon request. Our 305,000 square foot facility is static-free; climate controlled, and is protected by the highest level of both physical and cyber-security. The Warehouse and Configuration Center are included under our ISO9001:2008 Registration and provide standardized processes, our commitment to quality control, as well as continual improvement.

EXHIBIT C

Our Managed Services Support can be provided as a supplement to your current support infrastructure. Alternatively, through our Managed Services offerings, we can support your environment for you. Regardless of what the need is, SHI's goal is to support our clients throughout the lifecycle journey.

SHI Lifecycle Services include Moves, Adds and Change support to help manage your infrastructure once devices are initially deployed.

These services are typically performed for one or multiple users at a time and include:

1. Installation of new equipment
2. Equipment moves
3. Additions to existing devices
4. Configuration changes
5. Staff Augmentation
6. Help Desk/Remote Support
7. Network and Data Center Support
8. Completion of required documentation if applicable

As a part of SHI's Lifecycle offering, the SHI team can provide installation services on new assets. All assets will be loaded with a client-provided software image prior to delivery. Additionally, asset tags can be applied and recorded prior to packaging and preparation for shipment.

On-site installation services include:

1. Overall Project Management from start to finish
2. Unpacking new end user computing devices from shipping boxes, verify quantities and inspect components for any damages or shortages
3. Documenting and reporting any dead on arrival (DOA) or damaged devices
4. Organizing system components and peripherals (e.g., keyboards, power supplies, mice, and software) for deployment, if applicable
5. Stage the system for deployment
6. Perform administrative asset recording including required forms

EXHIBIT C

7. Completing designated installation instructions and install equipment at end user location
8. Mapping appropriate network printers to each new system
9. Completing secured device to device transfer of data from old to new system
10. Installing all specialty applications from tested and approved sources as specified in the User Installation Sheet
11. Completing validation & function test with the end user

The SHI Team will provide De-installation Services on all legacy assets in our clients IT infrastructure prior to new assets being deployed into production.

De-installation services include:

1. Performing de-installation work
2. Centralizing equipment in a client designated area
3. Completion of any required documentation
4. Single vendor management solution

An integral part of the IT Lifecycle is Warranty Management. SHI's Warranty Management program is called SHI CompleteCare. SHI CompleteCare coverage offers protection for all of your business devices. Better protection equals device longevity, budget savings and reliable equipment when it matters the most. We offer expanded and extended warranties on nearly every product we sell. You get options such as speedier response times, accidental breakage coverage and onsite repairs. Additionally, with our custom maintenance contracts, you will have experts on call and break/fix agreements that cover repair or replacement of your hardware.

Our protection plans are more comprehensive than any OEM on the market covering a vast array of items not limited to but including, Accidental Damage, Power Surge, Mechanical and electrical failure and Manufacturer defects all with a product repair or replacement guarantee!

TBD based on scope of services required, please call discuss.

TBD based on scope of services required, please call discuss.

EXHIBIT C

Standard product coverage includes:

1. Laptops
2. Desktops
3. Chromebooks
4. Smartphones
5. Printers
6. Scanners
7. MacBook
8. Cameras
9. Projectors
10. POS stations
11. Monitors
12. Keyboards, Headphones, Speakers, Mice
13. Projectors
14. POS stations
15. Monitors
16. Keyboards, Headphones, Speakers, Mice

Service options include:

1. Depot
2. Onsite
3. AX (Advanced Exchange)

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1. Logistics planning and support
2. Asset inspection/Test/Audit
3. Certified data destruction/DoD drive sanitization
4. Shipment of assets to appropriate partner with shipment manifest documentation
5. Certification of data destruction/disposal
6. Asset recovery reporting

EXHIBIT C

SHI believes that we have established a unique position in the asset recovery marketplace. We have developed a "hybrid" model of distributed processing capabilities directly connected via a common, distributed asset recovery management system. Our model leverages the best of both worlds: reduced freight costs through multiple, regional partners tightly integrated into a complete solution via SHI's Asset Disposition Management Systems.

In support of our Managed services, the SHI Team can provide ongoing service reporting, to ensure the services delivered meet or exceed our client's expectations. The SHI Team is prepared to develop and manage to any service levels agreed to by the SHI Team and our clients.

Our Monthly SLA reporting typically includes the following information:

1. Organization Name
2. Severity Level
3. Status
4. Address
5. Resolution Time (Hours)
6. Resolution Time (Minutes)
7. Hold Time
8. Service Element
9. Category
10. Subcategory
11. Resolution Action
12. SHI Service Request Number
13. Serial Number
14. Product Description
15. Ticket Number
16. Customer Date Time Opened
17. Customer Date Time Closed
18. Summary Reports

Based on your interested, SHI is happy to expand on any of the approaches above and lend further detail regarding our programs.

EXHIBIT C

Imaging
Imaging
Imaging
Imaging
Imaging

Enrollment

Imaging
Imaging

Imaging
Imaging

EXHIBIT C

additional services

What's Included?
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure of 1 HDD (extra HDDs to be charged per HDD – see above price)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Offsite serial # capture<input type="checkbox"/> Offsite HDD shred or erasure (if applicable)<input type="checkbox"/> Asset Remarketing (if applicable)<input type="checkbox"/> Recycling (if applicable)
<ul style="list-style-type: none"><input type="checkbox"/> Recycling

EXHIBIT C

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