

EXHIBIT A

From: [Scearce, Gregory \(VITA\)](#)
Bcc: sales@appliedtechnologyservices.com; [KIM HALL](#); [Mark Belluz \(mbelluz@cassevern.com\)](mailto:Mark Belluz (mbelluz@cassevern.com)); [Carl C. Dodson](#); [Tim Younger \(timyoun@cdwg.com\)](mailto:Tim Younger (timyoun@cdwg.com)); [Diane Gasper Jones \(dlg@daly.com\)](mailto:Diane Gasper Jones (dlg@daly.com)); [McFadden, Joe](#); [Hagerty, John V](#); [Banerjee, Jishnu](#); [Matthew Cooke \(mcooke@ncst.com\)](mailto:Matthew Cooke (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

Dell Customer Communication

EXHIBIT B

Product Category: PC, AIO & MINI

Intel or AMD Based

Brand/Model # Dell/ OptiPlex 3060 SFF	LIST 998.57	Percentage Discount (see note #1 below) 27.10%	Discounted Price 727.96	Teacher Discount from List (see note #2) 27.10%	Public Site to Verify Model #/List Price http://fpbox.us.dell.com/sig/weekly/dellprcreport.pdf
<i>Minimum Configurations</i>					
Desktop					
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					

Brand/Model # Dell/ OptiPlex 5260 AIO	LIST 1,370.00	Percentage Discount (see note #1 below) 27.10%	Discounted Price 998.73	Teacher Discount from List (see note #2) 27.10%	Public Site to Verify Model #/List Price http://fpbox.us.dell.com/sig/weekly/dellprcreport.pdf
<i>Minimum Configurations</i>					
All-in-One					
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					

Brand/Model # Dell/ OptiPlex 3060 MFF	LIST 1,055.72	Percentage Discount (see note #1 below) 27.10%	Discounted Price 769.62	Teacher Discount from List (see note #2) 27.10%	Public Site to Verify Model #/List Price http://fpbox.us.dell.com/sig/weekly/dellprcreport.pdf
<i>Minimum Configurations</i>					
Mini Desktop					
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

Dell Customer Communication

EXHIBIT B

AMD processors must be equivalent to Intel processors specified above

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

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

Product Category: WORKSTATION

Intel

<i>Minimum Configurations</i>	Brand/Model # Dell/ Precision	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	3430	1,439.67	27.10%	1,049.52	27.10%	http://ftpbox.us.dell.com/slg/w/eeekly/dellpricerreport.pdf

8th Gen Core i5, i7 or Xeon E processor
8 GB non-ECC (Core i) memory minimum
Intel HD Graphics 630 minimum, AMD, or Nvidia discrete graphics
256 GB m.2 SSD minimum
Windows 10 Pro
2 front facing USB ports
Two button USB optical mouse with scroll wheel
Wired USB Windows keyboard
Gigabit Ethernet
Desktop, Small Form Factor, or Mini chassis

<i>Minimum Configurations</i>	Brand/Model # Dell/ Precision	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	5820	2,352.96	27.10%	1,715.31	27.10%	http://ftpbox.us.dell.com/slg/w/eeekly/dellpricerreport.pdf

Intel Xeon W or Intel Core X-Series processor
8 GB DDR4 non-ECC (Core X) memory minimum
AMD or Nvidia discrete graphics
256 GB m.2 SSD minimum
Windows 10 Pro
2 front facing USB ports
Two button USB optical mouse with scroll wheel
Wired USB Windows keyboard
Gigabit Ethernet

<i>Minimum Configurations</i>	Brand/Model # Dell/ Precision	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	7820	3,841.53	27.10%	2,800.48	27.10%	http://ftpbox.us.dell.com/slg/w/eeekly/dellpricerreport.pdf

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

Dell Customer Communication

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

Brand/Model # Dell/ Precision	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
3530	2,156.00	27.10%	1,571.72	27.10%	http://fpbox.us.dell.com/sig/w/eeekly/dell/pricerreport.pdf

Minimum Configurations

Mobile Workstation

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

(15" w/NVIDIA P600)

Brand/Model # Dell/ Precision	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
5530	2,944.00	27.10%	2,146.18	27.10%	http://fpbox.us.dell.com/sig/w/eeekly/dell/pricerreport.pdf

Minimum Configurations

Premium Mobile Workstation

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

Brand/Model # Dell/ Precision	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
5530 2-in-1	2,957.57	27.10%	2,156.07	27.10%	http://fpbox.us.dell.com/sig/w/eeekly/dell/pricerreport.pdf

Minimum Configurations

Detachable Mobile Workstation

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

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

Minimum Configurations

Performance Mobile Workstation	Dell/ Precision	7530	2,536.06	27.10%	1,848.79	27.10%	http://fpbox.us.dell.com/sig/weekly/dell/pricereport.pdf
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-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.

Dell Customer Communication

Product Category: LAPTOP

Intel Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price http://fpbox.us.dell.com/sig/weekly/dellpricereport.pdf
<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>	Dell/ Latitude 3490	1,273.86	27.10%	928.64	27.10%	http://fpbox.us.dell.com/sig/weekly/dellpricereport.pdf
<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>	Dell/ Latitude 7390 2-in-1	2,666.57	27.10%	1,943.93	27.10%	http://fpbox.us.dell.com/sig/weekly/dellpricereport.pdf

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

Dell Customer Communication

Minimum Percentage Discount for Laptop 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-pc-purchase-program/>

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

Products Category: CHROMEBOOK

Brand/Model # Dell/ Chromebook	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price http://ftpbox.us.dell.com/sig/weekly/dell/pricerep_ort.pdf
3180	374.71	27.10%	273.16	

Minimum Configurations

Chromebook
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

Brand/Model # Dell/ Chromebook	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price http://ftpbox.us.dell.com/sig/weekly/dell/pricerep_ort.pdf
3189 Convertible	503.28	27.10%	366.89	

Minimum Configurations

Chromebook - Convertible tablet
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.

Product Category: THIN CLIENT

Intel/ AMD Based

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Dell/ Wyse 5070 Thin Client	686.00	27.10%	500.09	http://ftpbox.us.dell.com/sig/weekly/dellpricerreport.pdf

Minimum Configurations

Thin Client
4 USB Ports
Intel 2 GHz Processor 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

Dell Customer Communication

Product Category: RUGGED LAPTOP

Intel/ AMD Based

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Dell/ Rugged 5420	2,801.57	27.10%	2,042.34	http://fbbox.us.dell.com/slg/weekly/dellpricereport.pdf

Minimum Configurations

Rugged Laptop
Mil-Std 810G Certified
Intel Core i5 7300 U Vpro processor
8GB RAM
256GB SSD
Integrated dual array Microphone and Speaker
Microsoft Windows 10 Pro
802.11a/b/g/n/ac integrated wireless
12" (1920 x 1080) inch screen or greater
10/100/1000 RJ45

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

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

Product Category: RUGGED TABLET - WINDOWS

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Dell/ Rugged 7212	2,862.86	27.10%	2,087.02	http://ftpbox.us.dell.com/slg/weekly/dell/pricer_eport.pdf

Minimum Configurations

Rugged Tablet - Windows
Mil-Std 810G Certified
Intel or AMD Processor
4GB RAM
128GB Storage
Microsoft Windows 10
802.11a/g/n integrated wireless
10.1 inch screen

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

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

Product Category: WINDOWS TABLET

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Dell/ Latitude 5290 2-in-1	2,330.43	27.10%	1,698.88	http://fbbox.us.dell.com/slq/weekly/dellpricerreport.pdf

Minimum Configurations

Windows Tablet
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
12.3" 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

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

Dell Customer Communication

Product Category: SERVERS

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	Dell/ PowerEdge T440	3,722.00	27.10%	2,713.34	http://fpbox.us.dell.com/slg/weekly/dell/pricereport.pdf

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	Dell/ PowerEdge R440	3,397.00	27.10%	2,476.41	http://fpbox.us.dell.com/slg/weekly/dell/pricereport.pdf

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	Dell/ PowerEdge M640	3,697.00	27.10%	2,695.11	http://fpbox.us.dell.com/slg/weekly/dell/pricereport.pdf

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	Dell/ VxRail E560d/F	86,827.00	25.00%	65,120.25	https://www.emc.com/slg/monthly/EMC/pricereport.pdf

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

Dell Customer Communication

AMD processors must be at least equivalent to listed Intel processors

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.

Dell Customer Communication.

Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	Centon DataStick Pro/ S1-U3P6-8G Kingston/ DTIG4/16GB	8.99	10.00%	8.09	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df
16 GB	Kingston/ DTIG4/16GB	10.99	10.00%	9.89	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df
32 GB	Kingston/ DT100G3/32GB	5.99	10.00%	5.39	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df
8 GB Encrypted Drive	Kingston/ DTVP30/8GB	44.99	10.00%	40.49	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df

Monitors (<i>wide aspect</i>)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	Dell/ P2018H	199.99	10.00%	179.99	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df
27" LCD	Dell/ P2719H	359.99	10.00%	323.99	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TrippLite/ TLP606TAA	19.99	10.00%	17.99	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df
8 Outlet 8ft cord 2500 Joule	Belkin/ BE108000-08-CM	19.99	10.00%	17.99	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	Dell/ MS116	19.99	10.00%	17.99	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	Dell/ KB216	19.99	10.00%	17.99	http://ftpbox.us.dell.com/sig/weekly/dellpricerereport.p df

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price

Dell Customer Communication

Wireless keyboard and mouse USB interface	Dell/ KM714	89.99	10.00%	80.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	C2G/ 15200	10.99	10.00%	9.89	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
7 ft CAT5e	C2G/ 15193	5.99	10.00%	5.39	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
3 ft CAT6	C2G/ 27141	4.99	10.00%	4.49	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
7' CAT6	C2G/ 27132	6.99	10.00%	6.29	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
HDMI to HDMI M/M 6ft	C2G/ 56783	10.99	10.00%	9.89	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	WD/ WDBUZG0010BB K	59.99	10.00%	53.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
2 TB USB 3.0 (external desktop)	ioSafe/ SK2TB	339.99	10.00%	305.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
4 TB USB 3.0 (external desktop)	ioSafe/ SK4TB	474.99	10.00%	427.49	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df

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	Logitech/ Webcam C925e	94.99	10.00%	85.49	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	Logitech/ HD Pro Webcam C922	109.99	10.00%	98.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	StarTech/ ST93007U2C	59.99	10.00%	53.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df
Mini hub 4 port hi speed USB, no power supply needed	Tripp Lite/ U360- 004-MINI	17.99	10.00%	16.19	http://ftpbox.us.dell.com/slg/weekly/dellpricerreport.p df

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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.	Dell/ 2.0 Speaker System - AE215	44.99	10.00%	40.49	http://ftpbox.us.dell.com/slg/weekly/dellpricerereport.pd
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	Dell/ 2.1 Speaker System - AE415	69.99	10.00%	62.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerereport.pd
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	Zebra/ GK420d	401.99	10.00%	361.79	http://ftpbox.us.dell.com/slg/weekly/dellpricerereport.pd
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	APC/ BE600M1	69.99	10.00%	62.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerereport.pd
UPS external, 1440 VA power capacity, 7 min battery run time	APC/ BR24BPG CyberPower Systems/	169.99	10.00%	152.99	http://ftpbox.us.dell.com/slg/weekly/dellpricerereport.pd
UPS 750 VA power capacity, 16 min battery run time	PR750LCDRT1U	361.99	10.00%	325.79	http://ftpbox.us.dell.com/slg/weekly/dellpricerereport.pd

****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

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MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
Dell	10.00%
Centon	10.00%
Kingston	10.00%
TrppLite	10.00%
Belkin	10.00%
Cables To Go	10.00%
WD Elements	10.00%
ioSafe	10.00%
Logitech	10.00%
StarTech	10.00%
Zebra	10.00%
APC	10.00%
CyberPower Systems	10.00%

Dell Customer Communication

Services and Warranty

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

Service or Warranty Description	Rate
Warranty/Support	
Basic Next Business Day (NBD) onsite	5% Minimum Discount
ProSupport NBD onsite w 24x7x365 support	5% Minimum Discount
ProSupport Plus NBD onsite w AD and KYHD	5% Minimum Discount
ProSupport 24x7 4HR onsite after remote diagnose	5% Minimum Discount
add-on Accidental Damage (AD)	5% Minimum Discount
add-on keep your hard drive (KYHD)	5% Minimum Discount
ProSupport NBD	5% Minimum Discount
Prosupport 4HR onsite	5% Minimum Discount
ProSupport Plus NBD	5% Minimum Discount
ProSupport Plus 4HR Onsite with TAM	5% Minimum Discount
ProSupport Flex custom for over 1k units	5% Minimum Discount
ProSupport One custom add on	5% Minimum Discount
Services - EUC	
Image Load - Custom Image Load	5% Minimum Discount
Asset Tag - custom asset tag per system	5% Minimum Discount
Asset Color Tag - Color custom asset tag	5% Minimum Discount
ship box label - Custom Ship Box Label	5% Minimum Discount
Asset Report - Custom Asset Report	5% Minimum Discount
BIOS multiple settings - multiple changes to BIOS settings	5% Minimum Discount
BIOS per setting - per BIOS setting change	5% Minimum Discount
HDD partitioning - custom hard drive partitioning	5% Minimum Discount
Connected Configuration - Customer distribution point in Dell facility	5% Minimum Discount
Basic Deployment for Client - BIOS, Asset Tag, Asset Report	5% Minimum Discount
ProDeploy for Client - Basic and Imaging, Onsite Deployment	5% Minimum Discount
ProDeploy Plus for Client - ProDeploy and Data Migration, Data Wipe, P	5% Minimum Discount
Windows 10 SME Staff Augmentation - Imaging, Deployment, Scripting	\$15,000 per week
Asset Resale and Recycle	5% Minimum Discount
Custom Managed Deployment	5% Minimum Discount
Services - Datacenter	
ProDeploy Basic for Enterprise	5% Minimum Discount
ProDeploy for Enterprise	5% Minimum Discount
ProDeploy Plus for Enterprise	5% Minimum Discount
Health Check	5% Minimum Discount
Managed Services	5% Minimum Discount
Custom Managed Deployment	5% Minimum Discount
Data Migration	5% Minimum Discount
Custom Configuration Services	5% Minimum Discount
Installation for VxRail Node StorageExpansion	5% Minimum Discount
Installation for VxRail Node Cluster Expansion	5% Minimum Discount
Installation for VxRail Node Hardware Expansion	5% Minimum Discount
Guru Live Implementation for RecoverPoint for Virtual Machines	5% Minimum Discount

Dell Customer Communication

Implementation for RP4VM Local Replication	5% Minimum Discount
Implementation for RP4VM Remote Replication	5% Minimum Discount
Implementation for Data Protection Suite for VMware	5% Minimum Discount
Implementation for Data Protection Suite for VMware, PDP	5% Minimum Discount
Implementation for Data Protection Suite for VMware Add-On	5% Minimum Discount
Configuration for Data Domain Virtual Edition	5% Minimum Discount
Configuration for Data Domain Virtual Edition, PDP	5% Minimum Discount
Implementation for Data Domain Cloud Tier	5% Minimum Discount
IDM Data Migration Virtual, Base	5% Minimum Discount
IDM Data Migration Virtual, Add-On	5% Minimum Discount
IDM Data Migration Virtual, Event	5% Minimum Discount
Project Management, 4-Hour Block	5% Minimum Discount
Solutions Architect, 4-Hour Block	5% Minimum Discount
Implementation Specialist, 4-Hour Block	5% Minimum Discount
Customer Service Engineer, 4-Hour Block	5% Minimum Discount
Data Erasure for VxRail	5% Minimum Discount
Residency for VxRail: Operational 1-month	5% Minimum Discount
Residency for VxRail: Transitional 1-month	5% Minimum Discount
Residency for Converged Infrastructure Systems	5% Minimum Discount
Residency for Dell Server R & T Series, Operational, 1 Month	5% Minimum Discount
Residency for Dell Server Modular Infrastructure, Operational, 1 Month	5% Minimum Discount
Residency for Dell Storage SC Series, Transitional, 1 Month	5% Minimum Discount
Residency for Dell Storage PS Series, Transitional, 1 Month	5% Minimum Discount
Residency for Dell Storage MD Series, Transitional, 1 Month	5% Minimum Discount
Residency for Dell Networking X/N/S/C/Z/M Series, Transitional, 1 Month	5% Minimum Discount
Residency for Dell Server R & T Series, Transitional, 1 Month	5% Minimum Discount
Residency for Dell Server Modular Infrastructure, Transitional, 1 Month	5% Minimum Discount