

COMPUTER EQUIPMENT 2015-2020

PRICING

**An end user can verify pricing using the
Baseline Price List (BPL)
And
Master Agreement Pricing Schedules**

**BPL x MINIMUM DISCOUNT
=
MASTER AGREEMENT GUARANTEED PRICE**

BASELINE PRICE LIST (BPL)

PSS
PRODUCT & SERVICE SCHEDULE

PSP
PREMIUM SAVINGS
PACKAGE

BASELINE PRICE LIST (BPL)

BPL PRICES MAY FLUCTUATE

BPL x MINIMUM DISCOUNT

=

MASTER AGREEMENT GUARANTEED PRICE

PSS
PRODUCT & SERVICE SCHEDULE
=
MASTER AGREEMENT PRICE LIST
PSS DISCOUNTS MUST MEET OR EXCEED
MINIMUM DISCOUNTS IN MASTER AGREEMENT

- Listing of products and services included in the awarded Master Agreement
- Master Agreement Price List - Catalog
- Posted on Master Agreement Vendor website
- Verifiable Pricing Discounts
- May be customized upon agreement by the Master Agreement Vendor and the Individual State as stated in the Master Agreement
- Vendors may add and delete products at any time, update the Lead State Quarterly utilizing the Action Request Form

MASTER AGREEMENT PRICING SCHEDULES EXHIBIT B

Baseline pricing and products may fluctuate

Category Code and Minimum Discount are clearly stated

BASELINE PRICE LIST: VENDOR NAMES THE BPL & PROVIDES LINK OR WILL POST ON THEIR SITE		
BAND DISCOUNTS	CATEGORY	MINIMUM DISCOUNT
BAND 5 STORAGE	X	X%
CATEGORY EXCEPTIONS:	Y	Y%
IMPORTANT: The minimum discount is provided, refer to Contract Vendor's Website for any additional discounts and request a quote for bulk/volume discounts. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance.		
THIRD PARTY PRODUCTS - (APPLICABLE IN ALL BANDS)	Z	Z%
SERVICES - READ EACH SERVICE OFFERING CAREFULLY TO DETERMINE IF IT MEETS STATES NEEDS		
Services are at the option of Participating States. Participating Addendums by each State may address service agreement terms and related travel. States may negotiate additional services.		
LEASING		
Participating Addendum may identify if and how leasing agreement terms will be conducted.		
ADDITIONAL DISCOUNTS - Request a quote for discounts on bulk/volume purchases.		
VARIES BY VENDOR		

Allows Category Exceptions

3RD Party discount may be different the minimum discount for the Band

IMPORTANT!
End users may always ask for additional discounts

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How can an end user verify Pricing matched the Master Agreement?

STEP 1: LOCATE THE PSS (on vendor website)

Find the band #, category code, and/or Part #

STEP 2: FIND MASTER AGREEMENT PRICING SCHEDULE (Exhibit B)

Find the band, category code and minimum discount

STEP 3: LOCATE THE BPL (on vendor website)

Search for the part #

STEP 4: CALCULATE THE PRICE

Baseline Price List x Minimum Discount = MASTER AGREEMENT GUARANTEED PRICE

VENDOR QUOTE MUST BE AT OR LOWER THEN THE CALCULATED PRICE