



**COMPUTER EQUIPMENT  
2014-2019**



**MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD  
EXHIBIT B - PRICING SCHEDULE**

<b>1. BASELINE PRICE LIST: NIMBLE MSRP</b>		<a href="http://www.nimblestorage.com/wsca">www.nimblestorage.com/wsca</a>
<b>2. BAND DISCOUNTS – (CATEGORY EXCEPTIONS APPLICABLE IN ALL BANDS)</b>	<b>CATEGORY</b>	<b>MINIMUM DISCOUNT</b>
<b>BAND 5 STORAGE</b>	5M	5%
<p><b>IMPORTANT:</b> 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.</p>		
<b>3. THIRD PARTY PRODUCTS – None offered</b>		
<b>4. SERVICES – 5%</b>		
<p>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. The majority of hardware includes a one year warranty. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information see <a href="http://www.nimblestorage.com/support">www.nimblestorage.com/support</a> and <a href="http://www.nimblestorage.com/docs">www.nimblestorage.com/docs</a>.</p>		
<b>5. LEASING</b>		
Participating Addendum may identify if and how leasing agreement terms will be conducted.		
<b>6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases.</b>		
<p>For all hardware/software, there will be a volume discount tied to cumulative \$ spent:          Transaction &gt;\$1M- additional 1% discount over minimum discount          Transaction &gt;\$5M additional 2% discount over minimum discount          No volume discount for support or services.</p>		
<p>Cumulative calculated Annually on total of Master Agreement Sales. Cumulative Discount will reset to 0 on the anniversary date of the Master Agreement (i.e. restart at 0 additional discount each contract year). Calculated for Hardware and Software Sales only (support and services will not be included)</p> <ul style="list-style-type: none"> <li>&gt;\$5M Additional 1% discount over minimum discount</li> <li>&gt;\$10M Additional 2% discount over minimum discount</li> <li>&gt;\$25M Additional 3% discount over minimum discount</li> <li>&gt;\$50M Additional 4% discount over minimum discount</li> <li>&gt;\$100M Additional 5% discount over minimum discount</li> </ul>		