



**COMPUTER EQUIPMENT  
2014-2019**



**MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD**

**EXHIBIT B - PRICING SCHEDULE**

1. BASELINE PRICE LIST: PURESTORAGE MSRP		POSTED ON WSCA-NASPO SITE											
2. BAND DISCOUNTS	CATEGORY	MINIMUM DISCOUNT											
BAND 5 STORAGE	5M	37%											
<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>													
3. THIRD PARTY PRODUCTS – NONE OFFERED													
4. SERVICES – 10%													
<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 next business day response warranty. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information see: <a href="http://www.purestorage.com/flash-array/evowdass15.html">http://www.purestorage.com/flash-array/evowdass15.html</a></p> <p>Installation is included.</p> <p>Advanced (Next Business Day response) comes in 1, 3, 4 &amp; 5 year terms. Premium (4 Hour response) in 1, 3, 4 &amp; 5 year terms. "Next Best Available" for customers who want assistance in upgrades provides a guaranteed 72 hour guaranteed response. "No Forklift Upgrade" approach provides free upgrades to controllers every 3 years. See website for details.</p>													
5. LEASING													
Participating Addendum may identify if and how leasing agreement terms will be conducted.													
6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases.													
<p><b>a. Per Transaction Multiple Unit:</b>          \$200,000 - \$300,000 Additional 7% (44%)          \$300,001 - \$400,000 Additional 7% (51%)          \$400,001 - \$500,000 Additional 7% (58%)          \$500,001 and over Additional 4% (62%)</p>													
<p><b>b. Cumulative Discount based on Total Master Agreement Sales and will be reviewed annually. Additional discount will be provided as the following threshold is met:</b></p> <table border="1"> <thead> <tr> <th>Threshold</th> <th>Discount</th> </tr> </thead> <tbody> <tr> <td>\$1,000,000 - \$2,000,000</td> <td>1.5%</td> </tr> <tr> <td>\$2,000,001 - \$3,000,000</td> <td>2.0%</td> </tr> <tr> <td>\$3,000,001 - \$4,000,000</td> <td>2.5%</td> </tr> <tr> <td>\$4,000,001 and over</td> <td>3.0%</td> </tr> </tbody> </table>				Threshold	Discount	\$1,000,000 - \$2,000,000	1.5%	\$2,000,001 - \$3,000,000	2.0%	\$3,000,001 - \$4,000,000	2.5%	\$4,000,001 and over	3.0%
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