



**COMPUTER EQUIPMENT  
2014-2019**



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

**1. BASELINE PRICE LIST: IBM MSRP** **POSTED ON WCSA-NASPO WEBSITE**

2. BAND DISCOUNTS	CATEGORY	MINIMUM DISCOUNT
BAND 4 SERVER	4M	15%
BAND 5 STORAGE	5M	15%
<b>CATEGORY EXCEPTIONS:</b>		
Category A Servers	4A	10%
Category A Storage	5A	5%

**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.

**3. THIRD PARTY PRODUCTS – NO THIRD PARTY PRODUCTS ARE OFFERED**

**4. SERVICES – Request Quote.** Individual Opportunities may receive additional discounts which will be calculated at the time of order

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 on the website. For standard warranty information see Master Agreement.

**IBM provides services based on the IBM GSA IT rate card current at the time of order. Data below is example of rates available at the time of the original proposal. For further details see: <https://www-304.ibm.com/easyaccess3/gsa/contenttemplate/!//xmlid=105301>.**

A1	\$404.00		G	\$190.00
A	\$336.00		H	\$168.00
B	\$307.00		I	\$136.00
C	\$280.00		J	\$109.00
D	\$246.00		K	\$73.00
E	\$216.00		L	\$43.00
F	\$206.00			

**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.**

Selected Category B Server Items	4B	3% (13%)
Selected Category C Server Items	4C	5% (15%)
Selected Category D Server Items	4D	11% (21%)
Selected Category E Server Items	4E	17% (27%)

Individual opportunities may receive additional discounts which will be calculated at time of order.

IBM provides periodic promotions for specific products which will be posted on the website.

**MIDDLEWARE**

IBM's Middleware is discounted and the discounted pricing will be posted on the IBM WCSA-NASPO web site. The discounted pricing is available via a Government Price List and Education Price List.