



**COMPUTER EQUIPMENT  
2014-2019**



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

1. BASELINE PRICE LIST: Lenovo List Price Website		LINK:
(For Corporate Models and standard SKUs, click on "List Price Links" for the price list. For Custom Models, click on "Products," select the product type and configure to your specifications.)		
2. BAND DISCOUNTS – (CATEGORY EXCEPTIONS APPLICABLE IN ALL BANDS)	CATEGORY	MINIMUM DISCOUNT
BAND 1 DESKTOP	1M	34%
BAND 2 LAPTOP	2M	34%
BAND 3 TABLET	3M	34%
BAND 4 SERVER	4M	35%
BAND 5 STORAGE	5M	35%
CATEGORY EXCEPTION: Visuals	V	12%
CATEGORY EXCEPTION: Accessories	A	20%
CATEGORY EXCEPTION: Warranties	W	20%
CATEGORY EXCEPTION: Top Seller Models	TSM	3%
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 - NONE PROVIDED BY THE CONTRACT VENDOR		
4. SERVICES – 20%		
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: <a href="http://download.lenovo.com/lbmdl/pub/pc/pccbbs/thinkcentre_pdf/1505-0010-02_en.pdf">http://download.lenovo.com/lbmdl/pub/pc/pccbbs/thinkcentre_pdf/1505-0010-02_en.pdf</a>		
Request Quote for custom bid services including: Image consulting, Installation, general consulting, training, staging/deployment.		
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.		
Per Transaction Multiple Unit:		
BAND	QTY	ADDITIONAL DISCOUNT
1 & 2	>100	Additional 1% above minimum for 35%
1 & 2	>500	Additional 2% above minimum for 36%