



**COMPUTER EQUIPMENT
2014-2019**



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

1. BASELINE PRICE LIST: PANASONIC SRP		POSTED ON THE WEBSITE	
2. BAND DISCOUNTS – (CATEGORY EXCEPTIONS APPLICABLE IN ALL BANDS)		CATEGORY	MINIMUM DISCOUNT
BAND 2 LAPTOP – FULLY RUGGEDIZED UNITS		2M	16%
BAND 3 TABLET		3M	12%
CATEGORY EXCEPTION: Business Rugged Equipment		23E	9%
CATEGORY EXCEPTION: Multimedia Display Accessories		23P1	10%
CATEGORY EXCEPTION: Multimedia-Pro Audio/visual		23P2	3%
CATEGORY EXCEPTION: Arbitrator		23P3	11%
CATEGORY EXCEPTION: Whiteboard Accessories		23P4	13%
CATEGORY EXCEPTION: Promotions Value Items		23PP	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 - (APPLICABLE IN ALL BANDS)		TTPM	11%
CATEGORY EXCEPTION: Promotions - Value Items		TTP	5%
4. SERVICES – Call to discuss additional discounts on large deployments and customized solutions			
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 branded hardware includes a three year warranty. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information for Tough Books: http://www.panasonic.com/business/toughbook/computer-support-warranty-information.asp . Additional links are provided on the dedicated WCSA-NASPO website for other products and peripherals.			
Accidental damage: \$110; Image Loading \$60; Asset Tagging \$60; Installation \$1320;			
Initial Training included. This initial training would include a consultation from our representative from the specific region to review the Panasonic product, basic overview and functionality of the products. This would include how to operate the product, contact customer support for any technical support, and other aspects of the products. We have a representative for each State that is accessible by email or phone as well as US based phone support team and live chat for customer service.			
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.			
a. Quarterly promotions of additional 5-8%.			
b. For Fully Ruggedized Equipment additional quantity discounts will apply: QTY 50: 2% (i.e. 9%+2%=11%) QTY: 100 = 4% over 100 = call for quote. Based on each end user customer on a per transaction basis.			
c. Discounts on Peripherals:			
Multimedia Pro Displays:	22%	Projectors Large Venue:	48%
Projectors – Portable:	38%	Security Cameras & Accessories:	25%
Scanners-Departmental:	35%	Scanners-Workgroup:	30%
Scanners-Accessories:	30%	Whiteboards-electronic:	27%
Projectors – Installation:	48%	Scanners – personal:	20%
Scanners-Production:	30%	Whiteboards-interactive:	29%
d. Volume Discount of \$50 per unit on Peripherals named below based on end user customer purchase on a per transaction basis. For end user customer purchasing 50 units or more an additional \$50 discount will be applied to each unit for the following items: Security Ipro Cameras, Installation DLP Projectors, 80" displays, Handheld ProAV Cameras, Departmental Scanners, Interactive Whiteboards.			