



**COMPUTER EQUIPMENT
2014-2019**



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

1. BASELINE PRICE LIST: TOSHIBA MSRP	POSTED ON WEBSITE:											
2. BAND DISCOUNTS	CATEGORY	MINIMUM DISCOUNT										
BAND 2 LAPTOP	A	25%										
BAND 3 TABLET	D	10%										
CATEGORY EXCEPTIONS:												
BAND 2: Cat 2 Laptops	B	10%										
BAND 2: Cat 3 Laptops	C	5%										
BAND 3: Cat 2 Tablets	E	5%										
BAND 3: Cat 3 Tablets	F	2%										
Promotion and Value Items	K	7.25%										
<p>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.</p>												
3. THIRD PARTY PRODUCTS - (APPLICABLE IN ALL BANDS)	TPM	20%										
CATEGORY EXCEPTION: Bretford Manufacturing Inc. (Laptop Carts), Absolute Software Corp. (Computrace Service)	M	20%										
CATEGORY EXCEPTION: Google (Management Console)	N	10%										
4. SERVICES - 0 - 30%												
<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. Hardware generally comes with either a one year or a three year standard warranty, and varies by model. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information see http://support.toshiba.com/warranty</p>												
<p>SERVICE DISCOUNTS: Cat 1 - G = 30%; Cat 2 - H = 18%; Cat 3 - I = 5%; Cat 4 - J = 2%; Cat K = 7.25%;</p>												
5. LEASING												
<p>Participating Addendum may identify if and how leasing agreement terms will be conducted.</p>												
6. ADDITIONAL DISCOUNTS - Request a quote for discounts on bulk/volume purchases.												
<p>Per Transaction Multiple Unit: For categories K&H - discount provided on Single or Grouped PO:</p> <table border="1"> <tr> <th>\$ Volume</th> <th>Additional Discount</th> </tr> <tr> <td>>\$15,000</td> <td>.5%</td> </tr> <tr> <td>>\$100,000</td> <td>1.25%</td> </tr> <tr> <td>>\$200,000</td> <td>2%</td> </tr> <tr> <td>>\$350,000</td> <td>2.75%</td> </tr> </table>			\$ Volume	Additional Discount	>\$15,000	.5%	>\$100,000	1.25%	>\$200,000	2%	>\$350,000	2.75%
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<p>Cumulative - Based on Annual Cumulative Volume of the Master Agreement on Category K & H only:</p> <table border="1"> <tr> <th>Grouped PO \$ Volumes</th> <th>Additional Discount</th> </tr> <tr> <td>>\$5 Million</td> <td>.5%</td> </tr> <tr> <td>>\$10 Million</td> <td>1.25%</td> </tr> <tr> <td>>\$30 Million</td> <td>2%</td> </tr> <tr> <td>>\$50 Million</td> <td>2.75%</td> </tr> </table>			Grouped PO \$ Volumes	Additional Discount	>\$5 Million	.5%	>\$10 Million	1.25%	>\$30 Million	2%	>\$50 Million	2.75%
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<p>Additional discounts may be provided above the stated minimum discount if product margin allows for improved discount. Customized volume discounts may be included for any purchase.</p>												