



**COMPUTER EQUIPMENT  
2014-2019**



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

1. BASELINE PRICE LIST: EMC MSRP	PUBLISHED ON WEBSITE	
2. BAND DISCOUNT	CATEGORY	MINIMUM DISCOUNT
BAND 3 STORAGE	D1, D2, D3, EN-H, EN-FM, EN-S, EN-SM, H, H3	36%
CATEGORY EXCEPTIONS:		
VPLEX HW, SW AND MAINTENANCE, EMC OEM Switches	VPLEX, E	34%
High-End and Midrange Systems and Software (BRS: Data Domain, Avamar, Disk Library, networker, Atmos), VNX Hardware, Software, Unified Mid-Tier Hardware and Software	DH, DM, PH, PM, UM, UM-H, UM-S	27%
RSA Software	R-SW	26%
Isilon HW, SW, Maintenance	IS	25%
Server Flash, AX/NX, Insignia,	J	23%
XtremIO	XT	22%
Unified Entry level offerings	UE	21%
Entry Systems and Software (BRS: Data Domain)	DE, PE	17%
Vipr	V	16%
RSA Hardware, Security Analytics, Netwitness	R-SA, R-3P	14%
VMAX CE	CL-E	13%
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	K	31%
4. SERVICES - CONTACT VENDOR FOR DETAILS		2-34%
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. Standard warranty for hardware is 1 year or more. Standard warranty for software is 90 days for the media. The EMC and RSA warranty tables and other warranty and maintenance information is available at: <a href="http://www.emc.com/customer-services/product-warranty-and-service-descriptions.htm">http://www.emc.com/customer-services/product-warranty-and-service-descriptions.htm</a>		
RSA Maintenance; EMC select services, Custom Residency Services, Training	R-MT, R-PS, F1, F2, I	2%
Hardware Maintenance	G	14%
Isilon HW/SW/Maintenance	IS	25%
VNX maintenance	UM	27%
VPLEX MAINTENANCE	VPLEX	34%
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. Per Transaction Multiple Unit:		
\$500,001 - \$1,000,000	Additional 1%	
\$1,000,001 and above	Additional 1%	
b. Cumulative - Provided at the Master Agreement Level once level has been met:		
\$300-\$500 Million	Additional 1%	
\$501 Million and above	Additional 1%	
c. ADDITIONAL DISCOUNTS OFF LIST:		
Enterprise Hardware (sym, calerra) & Mid Tier (clarion, centera, NAS)	A, B	51%
Hardware - Connectrix	C	46%