



**COMPUTER EQUIPMENT  
2014-2019**



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

1. BASELINE PRICE LIST: X-IO MSRP		POSTED ON WEBSITE							
2. BAND DISCOUNTS		CATEGORY		MINIMUM DISCOUNT					
BAND 5 STORAGE		5M		50.75%					
<p><b>IMPORTANT:</b> 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		35.5%					
4. SERVICES - .75%-50.75%									
<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. The majority of hardware includes a 5 Year warranty. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information: <a href="http://go.xiostorage.com/l/7112/2014-01-23/myhcv">http://go.xiostorage.com/l/7112/2014-01-23/myhcv</a></p>									
<p>MAINTENANCE: 3<sup>RD</sup> Party: .75%; Current Products: 10.75%; Legacy Products: 50.75%; OTHER Services: 50.75%</p>									
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		Dollars in a Single Transaction		>\$500,000		>\$1,000,000		Unit:	
		Addtl Discount Percent		2%		5%			
b. Cumulative:									
\$ in Millions	Addl Discount	\$ in Millions	Addtl Discount	\$ in Millions	Addtl Discount	\$ in Millions	Addtl Discount	\$ in Millions	Addtl Discount
\$10	0.25%	\$30	1.25%	\$50	2.50%	\$80	3.50%	\$100	4.50%
\$15	0.50%	\$35	1.50%	\$55	2.75%	\$85	3.75%	\$105	4.75%
\$20	0.75%	\$40	2%	\$60	3%	\$90	4%	\$110	5%
\$25	1%	\$45	2.25%	\$75	3.25%	\$95	4.25%		
c. Other Discounts provided:									
			Third Party Cables	50.75%					
			Qlogic HBAs	40.75%					