

**MEEC IT Hardware RFP 972016 Award
CDW Government LLC**

Solutions Contractor - CDW-G will be able to provide integrated computing solutions that cross or blend the definitions of the individual categories to provide an integrated system. Such systems contracts will include systems engineering, implementation, and support services not to exceed 49% of the total contract value (51% or more hardware, 49% or less services).

CDWG Discounts are off CDWG Advertised for Category 1 and Category 5.

CDWG Discounts are off Standard Manufacturer Educational List pricing (SELP) for Category 2, 3 and 4.

*SELP = Contractor's published or otherwise verifiable Standard Educational List Pricing

Category 1 - Desktop, Laptop, & Portable Computers / Tablets

| Brands | <u>Hardware</u> Minimum % Discount Off CDWG Advertised | <u>Installation & Maintenance Services</u> Minimum % Discount Off CDWG Advertised | Value Added Pricing |
|---------------|---|--|---|
| Google | 5.00% | 2.00% | Additional Pricing Available for Volume |

MEEC Category 1 - CDWG Discount off Advertised - CDWG Categories:

Desktop Computers (C.), Notebooks & Chromebooks (NB), Convertible PC (RD), Services (3rd Party Delivered) (Q).

Category 2 - Data Storage Devices & Systems

Data Storage Devices include RAID arrays, stand-alone hard-drives, SAN systems, virtual storage hardware systems (not software as a service), other versions of data storage systems, and related installation and maintenance services to include software necessary for the operation of the storage device or system, at the option of an institution.

| Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance Services</u> Minimum % Discount Off SELP* | Value Added Pricing |
|---------------|---|--|--|
| Dell | 10% | 1% | |
| Dell-EMC | 28% | 17% | Additional Project Discounts Available |
| HPE | 25% | 12% | Additional Project Discounts Available |
| Isilon | 30% | 28% | |
| Net App | 15% | 18% | Additional Project Discounts Available |
| VCE | 10% | 5% | Additional Project Discounts Available |
| Veritas | 26% | 5% | Additional Project Discounts Available |

Category 3 - Server Class Hardware Equipment & Virtual Computing

Server class computers and equipment as well as related installation and maintenance services. Includes software necessary for the operation of the server system (data center or network of servers), at the option of an institution.

| "Server Class Hardware" Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance Services</u> Minimum % Discount Off SELP* | Value Added Pricing |
|---|---|--|--|
| Cisco | 58% | 32% | Additional Project Based Discounts Available |
| Cisco HyperFlex | 58% | 32% | Additional Project Based Discounts Available |
| Lenovo | 35% | 15% | |
| Nutanix | 10% | 10% | Additional Project Based Discounts Available |

| "Virtual Computing" Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance Services</u> Minimum % Discount Off SELP* | Value Added Pricing |
|---------------------------------------|---|--|--|
| VMWare | 12% | 5% | Additional Project Discounts Available |

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Category 4 - Network Hardware

Network hardware and related installation and maintenance services. Includes software necessary for the operation, security and use of the network system, at the option of an institution.

| Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance Services</u> Minimum % Discount Off SELP* | Value Added Pricing |
|---------------|---|--|--|
| AeroHive | 27% | 5% | Additional Project Based Discounts Available |
| Aruba/ HP | 39% | 8% | Additional Project Based Discounts Available |
| CISCO | 41% | 32% | Additional Project Based Discounts Available |
| Dell-EMC | 46% | 1% | |
| F5 | 13% | 10% | Additional Project Based Discounts Available |
| Force 10/Dell | 5% | 1% | Additional Project Based Discounts Available |
| HPE | 30% | 5% | Additional Project Based Discounts Available |
| Meraki/ Cisco | 41% | 32% | Additional Project Based Discounts Available |
| Palo Alto | 10% | 5% | Additional Project Based Discounts Available |

Category 5 - Computer Hardware Peripherals

A peripheral is a device attached to a host, but not part of it, and is more or less dependent on the host. It expands the host's capabilities, but does not form part of the core computer architecture. I.e. Monitors, smart monitors/ screens, sound systems for desktops, mice, pointing devices, IP cameras for desktops, data storage devices (stand alone or installed in computer case), printers.

| Brands | Minimum % Discount Off CDWG Advertised Pricing | Value Added Pricing |
|---------------------|---|----------------------------|
| Altec Lansing | 4% | |
| Antec | 4% | |
| APC | 4% | |
| APG | 4% | |
| ASUS | 4% | |
| Avaya | 4% | |
| AVerMedia | 4% | |
| AVG | 4% | |
| Avocent | 4% | |
| Axis Communications | 4% | |
| Belkin | 4% | |
| Brother | 4% | |
| Buffalo Technology | 4% | |
| Canon | 4% | |
| Case Logic | 4% | |
| Chief | 4% | |
| Corsair | 4% | |
| CP Technologies | 4% | |
| Creative Labs | 4% | |
| Creston | 4% | |
| CyberPower | 4% | |
| Dalite | 4% | |
| Dell | 4% | |
| D-Link | 4% | |
| Draper | 4% | |
| Dymo | 4% | |
| Eaton | 4% | |

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|-------------------------|---|----------------------------|
| Elmo | 4% | |
| Elo | 4% | |
| EnGenius Technologies | 4% | |
| Enhance Technology | 4% | |
| Epson | 4% | |
| Epson America | 4% | |
| Ergotron | 4% | |
| ESET | 4% | |
| Fellowes | 4% | |
| Fujitsu | 4% | |
| Garmin | 4% | |
| Griffin Technology | 4% | |
| Hauppauge | 4% | |
| Hawking Technology | 4% | |
| HPE | 4% | |
| HPI | 4% | |
| HighPoint Technologies, | 4% | |
| Hitachi, Ltd. | 4% | |
| Imation | 4% | |
| Intuit | 4% | |
| IOGear | 4% | |
| Iomega Corp | 4% | |
| iStarUSA Inc. | 4% | |
| JABRA | 4% | |
| Kemp | 4% | |
| Kensington | 4% | |
| Kodak | 4% | |
| LaCie | 4% | |
| Lexar | 4% | |
| Lexmark | 4% | |
| Liebert | 4% | |
| Logitech | 4% | |
| Memorex | 4% | |
| Mobile Edge | 4% | |
| Monster Cable | 4% | |
| NEC | 4% | |
| NEC Display Solutions | 4% | |
| Nuance | 4% | |
| Nvidia | 4% | |
| Oki Data | 4% | |
| Olympus America Inc. | 4% | |
| Panasonic | 4% | |
| Philips | 4% | |
| Plantronics | 4% | |
| PNY | 4% | |
| Promethean | 4% | |
| Qlogic | 4% | |
| Qnap | 4% | |
| Quantum | 4% | |
| Ricoh | 4% | |

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|---------------------|---|----------------------------|
| Sandisk | 4% | |
| Seagate | 4% | |
| Sharp | 4% | |
| Shuttle Computer | 4% | |
| Sonnet Technologies | 4% | |
| Sony | 4% | |
| Speck Products | 4% | |
| SuperMicro | 4% | |
| Synology Inc. | 4% | |
| Targus | 4% | |
| TomTom | 4% | |
| Toshiba | 4% | |
| Transcend | 4% | |
| Verbatim | 4% | |
| ViewSonic | 4% | |
| Visioneer | 4% | |
| VisionTEK | 4% | |
| Vizio | 4% | |
| Wacom | 4% | |
| WatchGuard | 4% | |
| Wenger | 4% | |
| Western Digital | 4% | |
| Xerox | 4% | |
| XFX | 4% | |
| Zebra | 4% | |
| ♣ All Other OEMs | 4% | |

CDWG Clarification on Discount from MSRP (Manufacturer’s Suggested Retail Prices) or Standard Educational List Pricing.

As you may know, CDW-G carries over 100,000 top brand-name products from over 1,000 manufacturers. For the majority of these manufacturers, MSRP or SELP lists are unavailable, inconsistent or out of date soon after publication. When available on an item basis, we have provided an MSRP price point, but cannot ensure consistent availability for the term of the contract. Further, some manufacturers publish multiple pricelists and Distributors sometimes derive their own “MSRP” price. So you may find different figures listed as MSRP for the same items from multiple respondents. CDW-G offers an advertised price (as verifiable at CDWG.com), which is established as a competitive pricing benchmark for online purchases. CDW-G constantly analyzes the market and determines a price that is in-line or better than similar retail channels. As a result, CDW-G’s advertised price is generally less than MSRP, which is set by the manufacturer. In many cases, the difference between MSRP and CDW-G’s advertised price will be substantial.

CDWG is proposing Discount off CDWG Advertised for Category 1 and Category 5.

CDWG is proposing Discount off Manufacturer Standard Educational List pricing (SELP) for Category 2, 3 and 4.

MEEC Category 5 - CDWG Discount off Advertised - CDWG Categories:

- | | |
|--|----------------------------------|
| Accessories (A) | Printers (P) |
| Power Cooling & Racks (B) | Telephony (T) |
| Media (D) | Memory/System Components (U) |
| Notebooks Stands & Docking Stations (L/LA) | Video/Projection/Pro Audio (V) |
| Wireless Communication Ddevices (L/PR) | Cables (W) |
| Office Equipment (O) | Bundles/Promos/Service Parts (Z) |