

**MEEC IT Hardware RFP 972016 Award
DISYS Solutions, Inc.**

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

| Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance</u> Services Minimum % Discount Off SELP* | Value Added Pricing |
|---------------|---|--|---|
| Dell | 25 | 25 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| HPI | 15 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| Lenovo | 25 | 15 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |

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</u> Services Minimum % Discount Off SELP* | Value Added Pricing |
|---------------|---|--|---|
| Barracuda | 15 | 5 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Dell | 25 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Dell-EMC | 25 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| HPE | 21 | 15 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| NetApp | 18 | 12 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Nimble | 5 | 5 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Seagate | 30 | 25 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |

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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</u> Services Minimum % Discount Off SELP* | Value Added Pricing |
|---------------------------------------|---|--|---|
| Cisco | 40.5 | 35 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Cisco HyperFlex | 40.5 | 35 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Dell | 25 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Lenovo | 30 | 15 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |

| "Virtual Computing" Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance</u> Services Minimum % Discount Off SELP* | Value Added Pricing |
|-----------------------------------|---|--|---|
| Dell / Wyse | 12 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| VMWare | 10 | 5 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |

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</u> Services Minimum % Discount Off SELP* | Value Added Pricing |
|---------------|---|--|---|
| Barracuda | 15 | 5 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| CISCO | 40.5 | 35 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Dell | 25 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |

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| Brands | <u>Hardware</u> Minimum % Discount Off SELP* | <u>Installation & Maintenance</u> Services Minimum % Discount Off SELP* | Value Added Pricing |
|---------------|---|--|---|
| Dell-EMC | 25 | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| F5 | 11 | 10 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| Juniper | 25 | 15 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Meraki/ Cisco | 40.5 | 35 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| NetApp | 18 | 12 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |
| Palo Alto | 10 | 5 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered and orders over \$250,000 will receive an additional 2% discounts |

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 | Value Added Pricing |
|---------------|-------------------------------|---|
| APC | 20 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| Dell | 10 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| HPE | 10 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |
| HPI | 15 | All orders over \$100,000 will be eligible for an additional 2% discount over minimum discounts offered |

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