

**MEEC IT Hardware RFP 972016 Award  
Data Networks of America, Inc.**

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

<b>Brands</b>	<b><u>Hardware</u> Minimum % Discount Off SELP*</b>	<b><u>Installation &amp; Maintenance</u> <u>Services</u> Minimum % Discount Off SELP*</b>	<b>Value Added Pricing</b>
Acer	4%	20%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer.
Dell	13%	13%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on Dell Latitude, Optiplex, Precision and Chromebook family of products up to 30% -35% DOL.
Dell / Wyse	13%	13%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on Dell Wyse up to 30% - 35% DOL.
HPI	13%	13%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on entry level, mid range and high end systems from 18%-26% DOL.
Lenovo	32%	32%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer.

**MEEC IT Hardware RFP 972016 Award  
Data Networks of America, Inc.**

**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.*

<b>Brands</b>	<b><u>Hardware</u> Minimum % Discount Off SELP*</b>	<b><u>Installation &amp; Maintenance</u> Services Minimum % Discount Off SELP*</b>	<b>Value Added Pricing</b>
Dell	11%	11%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on Dell Storage up to 30% - 35% DOL.
Dell-EMC	36%	10%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer.
HPE	24%	24%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on Enterprise Storage up to 29% -34% DOL.
♣DATTO	5%	5%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional 5% DOL will be provided with each additional year of commitment. The discount is up to a three year commitment providing 15% DOL.

**MEEC IT Hardware RFP 972016 Award**

**Data Networks of America, Inc.**

***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.*

<b>"Server Class Hardware" Brands</b>	<b><u>Hardware</u> Minimum % Discount Off SELP*</b>	<b><u>Installation &amp; Maintenance Services</u> Minimum % Discount Off SELP*</b>	<b>Value Added Pricing</b>
HPE	20%	20%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer.
Lenovo	33%	33%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer.

<b>"Virtual Computing" Brands</b>	<b><u>Hardware</u> Minimum % Discount Off SELP*</b>	<b><u>Installation &amp; Maintenance Services</u> Minimum % Discount Off SELP*</b>	<b>Value Added Pricing</b>
Dell / Wyse	13%	13%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on Dell Wyse up to 30% - 35% DOL.
VMWare	10%	4%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on VMware up to 22% DOL.

**MEEC IT Hardware RFP 972016 Award  
Data Networks of America, Inc.**

**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.*

<b>Brands</b>	<b><u>Hardware</u> Minimum % Discount Off SELP*</b>	<b><u>Installation &amp; Maintenance</u> Services Minimum % Discount Off SELP*</b>	<b>Value Added Pricing</b>
AeroHive	23%	23%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Volume discounts up to 30% DOL.
Aruba/ HP	35%	4%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. HPE will provide additional E-Rate discount bundles.
Force 10	5%	5%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts offered on Force 10 switches up to 30% -35% DOL.
Juniper	45%	8%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Juniper may provide additional discount on E-Rate projects.
Lightspeed	20%	20%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Additional discounts may be offered on multi-year opportunities.

**MEEC IT Hardware RFP 972016 Award  
Data Networks of America, Inc.**

<b>Brands</b>	<b><u>Hardware</u> Minimum % Discount Off SELP*</b>	<b><u>Installation &amp; Maintenance</u> Services Minimum % Discount Off SELP*</b>	<b>Value Added Pricing</b>
Pulse Secure	25%	0%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer.
Xirrus	30%	25%	All discounts provided reflect minimum guaranteed discounts only. MEEC members can expect (and have historically received) substantially deeper discounts through Data Networks based on volume and/or any promotional incentives provided by the manufacturer. Xirrus will provide additional discount on E-Rate projects up to 41% DOL.

**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.*

<b>Brands</b>	<b>Minimum % Discount Off</b>	<b>Value Added Pricing</b>
Adaptec	5%	
Antec	3%	
AOC Monitors	6%	
APC	7%	
APG	5%	
ASUS	5%	
Avaya	5%	
AVerMedia	5%	
AVG	5%	
Avocent	5%	
Axis Communications	5%	
Belkin	5%	
BenQ	5%	
Bose	5%	
Brother	5%	
Buffalo Technology	5%	
Canon	5%	
Case Logic	5%	
Centon	5%	

**MEEC IT Hardware RFP 972016 Award  
Data Networks of America, Inc.**

<b>Brands</b>	<b>Minimum % Discount Off</b>	<b>Value Added Pricing</b>
Chief	5%	
Corsair	5%	
CP Technologies	5%	
Creative Labs	5%	
CyberLink	5%	
CyberPower	5%	
Dalite	5%	
Dell	5%	
D-Link	5%	
Draper	7%	
Dymo	5%	
Eaton	5%	
Elo	5%	
Epson	5%	
Epson America	5%	
Ergotron	5%	
ESET	5%	
Fellowes	5%	
Fonality	5%	
Fujitsu	5%	
Garmin	5%	
Griffin Technology	5%	
Hauppauge	5%	
Hawking Technology	5%	
HPE	5%	
HPI	5%	
Hitachi, Ltd.	5%	
Imation	5%	
Intuit	5%	
IOGear	5%	
ioSafe	5%	
JABRA	5%	
JVC	5%	
Kemp	5%	
Kensington	5%	
Klipsch	5%	
Kodak	5%	
Lexmark	5%	
Liebert	5%	
Logitech	5%	
Mad Catz	4%	
Mobile Edge	5%	
NEC	5%	
NEC Display Solutions	5%	

**MEEC IT Hardware RFP 972016 Award  
Data Networks of America, Inc.**

<b>Brands</b>	<b>Minimum % Discount Off</b>	<b>Value Added Pricing</b>
Nikon Inc	5%	
Nuance	4%	
Nvidia	5%	
Oki Data	5%	
Panasonic	5%	
Parrot	5%	
Philips	5%	
Plantronics	5%	
PNY	5%	
Promethean	5%	
Qlogic	5%	
Qnap	5%	
Quantum	5%	
Ricoh	7%	
Sandisk	5%	
Seagate	5%	
Sharp	5%	
Shuttle Computer	2%	
Sonnet Technologies	4%	
Sony	5%	
SuperMicro	5%	
Swiss Gear	5%	
Synology Inc.	5%	
Targus	5%	
Toshiba	5%	
Transcend	5%	
Verbatim	5%	
ViewSonic	5%	
Visioneer	5%	
VisionTEK	5%	
Vizio	5%	
Wacom	5%	
WatchGuard	5%	
Western Digital	5%	
Xerox	5%	
XFX	4%	
Zebra	5%	

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