

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

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

Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance</u> <u>Services</u> Minimum % Discount Off SELP*	Value Added Pricing
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.

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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
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.

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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 Services</u> Minimum % Discount Off SELP*	Value Added Pricing
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.

"Virtual Computing" Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance Services</u> Minimum % Discount Off SELP*	Value Added Pricing
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.

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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</u> Services Minimum % Discount Off SELP*	Value Added Pricing
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.

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Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance</u> Services Minimum % Discount Off SELP*	Value Added Pricing
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.

Brands	Minimum % Discount Off	Value Added Pricing
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%	

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Brands	Minimum % Discount Off	Value Added Pricing
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%	

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Brands	Minimum % Discount Off	Value Added Pricing
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