

MEEC IT Hardware RFP 972016 Award

ePlus Technology, Inc.

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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 Services</u> Minimum % Discount Off SELP*	Value Added Pricing
Dell	30%	20%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting. Pricing does not include promo items or accessories.
Dell-EMC	39%	10%	
Isilon	29%	10%	
Net App	18%	17%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Nimble	15%	5%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Pure Storage	12%	0%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
♣ Datrium	16%	7%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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%	30%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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Cisco HyperFlex	55%	30%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Dell	30%	20%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Lenovo	30%	0%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

"Virtual Computing" Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance Services</u> Minimum % Discount Off SELP*	Value Added Pricing
Citrix	10%	5%	Software upgrades offered at 2% off list. Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Redhat	17%	0%	
VMWare	10%	5%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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	19%	19%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Aruba/ HP	36%	6%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Brocade	55%	10%	Brocade hardware at 58% off. Ruckus hardware at 55% off. Software at 20% off.

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Checkpoint	25%	6%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
CISCO	38%	30%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Dell	28%	20%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Dell-EMC	39%	10%	
HPE	36%	6%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Juniper	41%	13%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Meraki/ Cisco	39%	30%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
♣ Fortinet	30%	20%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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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 SELP*	Value Added Pricing
APC	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Axis Communications	5%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Cables Unlimited	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Canon	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Eaton	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
HPE	5%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
HPI	5%	HP monitors, 10% off list. HP printers 20% off list. Pricing does not include promo items or accessories. Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Lexmark	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Liebert	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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Brands	Minimum % Discount Off SELP*	Value Added Pricing
Logitech	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Panasonic	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Quantum	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Sandisk	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Sans Digital	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Sharp	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Sony	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
SuperMicro	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Targus	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Toshiba	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
ViewSonic	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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Brands	Minimum % Discount Off SELP*	Value Added Pricing
WatchGuard	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Western Digital	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.
Xerox	2%	Additional discounts may be available based on a variety of factors, such as promotions, bundles and quantity discounts. These discounts will be offered at the time of quoting.

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

Please note-----ePlus Lease Agreements are available.