

MEEC IT Hardware RFP 972016 Award
Alliance Technology Group, LLC

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%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off
Dell-EMC	20%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
Hitachi	38%	15%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
IBM	25%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
Infinidat	10%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off
Isilon	25%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
Oracle	25%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off on Cat V and 45% off on cat X
Pure Storage	30%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
Seagate	15%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off
Tintri	10%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 20% off
Veritas	25%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 35% off
♣ Datrium	25%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 35% off

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
Dell	25%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 30% off
Fujitsu	15%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off
Hitachi	38%	15%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
IBM	10%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off
Nutanix	15%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off

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"Server Class Hardware" Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance Services</u> Minimum % Discount Off SELP*	Value Added Pricing
Oracle/ Sun	17%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 20% off on x86/CAT U and 28% on Cat V
SGI	20%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off
♣ Pliant	5%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 10% off

"Virtual Computing" Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance Services</u> Minimum % Discount Off SELP*	Value Added Pricing
Oracle	10%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 20% off
Redhat	10%	1%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off

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
Avaya	40%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 50% off
Brocade	50%	10%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 60% off on hardware and 30% off on software
Checkpoint	15%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off
Dell	30%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off
Dell-EMC	30%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off
F5	20%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 40% off
IBM	25%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 35% off
Palo Alto	15%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 25% off
Q-Logic	30%	1%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 45% off
Riverbed	20%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 35% off
♣ SentryWire	5%	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 15% off

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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
Axis Communications	8%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 15% off
Panasonic	5%	Extra discounts can be provided for specific deals based on configuration. We expect larger deals to achieve at least 10% off

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