

MEEC IT Hardware RFP 972016 Award
Daly Computers

Solutions Contractor - Daly Computers will be able to provide integrated computing solutions that cross or blend the definitions of the individual categories to provide an integrated system. Such systems contracts will include systems engineering, implementation, and support services not to exceed 49% of the total contract value (51% or more hardware, 49% or less services).

Notes for Daly Value Added Services - All Categories:

1. Standard Educational List Price = MSRP. All discounts proposed are minimum discounts and are based off of MSRP pricing. MSRP pricing can be found at Daly's ecommerce store and or the manufacturer's website. Screen shots of the MSRP can be provided upon customer requests also.
2. Additional discounts may be available when the actual requirements/needs are further qualified, i.e. when information such as volume, models, time line, and other specifications are more defined.
3. Under this contract, Daly can provide MEEC members a variety of leasing programs to include 36 / 48 / 60 months Close End Lease, Lease Purchase, \$1 Buy Out, Fair Market Value, and Technology Refresh leases. Lease rates for the various programs can vary over time and therefore are not provide at this time. Note that once the rates are quoted and accepted, they will be firm for the duration of the lease term. All leases proposed are "municipal" type leases with "non-appropriations clause" built in. Daly has been providing "municipal" type leasing programs to Maryland education customers for more than 16 years. Most of the leasing programs provided has been from HP Financial Service (HPFS). A sample copy of HPFS' Master Lease Agreement is attached for your review. With the approval of the MEEC institution, Daly can also provide and reserves the right to offer leasing programs from Daly other financial institutions such as Everbank, DLL, GreatAmerica, etc.
4. A wide range of designing, consulting, and professional services as described in the Technical Propoal are available upon request. Please note that Daly can customize programs and deliverables to the customer's specific requirements.

Customers are encouraged to speak to Daly's Account Representative, Solutions, Architect or management personnel for ideas and solutions.

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

Brands	<u>Hardware</u> Minimum % Discount Off MSRP	<u>Installation & Maintenance</u> Services Minimum % Discount Off MSRP	Value Added Pricing
Acer	4%	10%	4% - Windows Tablets 5% - Android Tablets, Laptops, Chromebooks
Dell	13%	10%	32% minimum discount available for qualified hardware opportunities.
Dell / Wyse	10%	10%	
HPI	13%	22%	13% - Chromebooks 15% - Specialty Tablets (Slate, Elite Pad, Pro x2 410) 18% - Ultra-Light, Tablet PCs (Elitebook 810, 820, 720, 725, x2 1011, and x2 1012) 17% - Entry-Level Notebooks / Laptops (250, 255, 430, 440, 450, 455, 4xx, x2 210) 21% - Mid-Range Notebooks / Laptops / Tablets (9480m, Notebook 6xx, Tablet Pro x2 612, Pro Tablet 608) 17% - Entry-Level and Specialty Desktops (AIO, Slice, 2xx, 4xx) 20% - Mid-Range Desktops (6xx) 23% - High-End Desktops (8xx, 7xx) 21% - Thin Clients 23% - High-End Mobile Workstations (740,745, 750, 755, 840, 850, Z-Book) 27% - Entry and Mid-Range Workstations (Sprout, Z1, Z2xx, Z4xx, Z6xx) 29% - High-End Workstations (Z8xx)
Fujitsu	9%	10%	9% - Tablets 20% - Laptops
Lenovo	5%	15%	5% - Chromebooks 31% - Desktops, Laptops, Tablets, Thin Client
LG	38%	38%	38% - Chrome All In One 40% - Thin Client
Microsoft	5%	5%	5% - Laptops and Tablets
Panasonic	10%	10%	10% - Laptops, Tablets
Samsung	1%	5%	1% - Chromebooks 10% - Tablets 24% - Laptops

Notes to Include Daly Value Added Services - Category 1:

1. Many of the proposed manufacturers do not have installation services.
2. Daly can provide all Category 1 installation services. Prices are noted as follows for Level A, B, and C installation services:

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Level A Installation Services: 20% discounted from a list price.

Level B Installation Services: 20% discounted from list price.

Level C Installation Services: 20% discounted from a list price.

3. Additional discounts for Level A, B, and C Installation Services as defined in the Technical Proposal and listed above are available when the requirements and scope of work are more defined. Project based bulk discounts are also available.

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 MSRP	<u>Installation & Maintenance</u> Services Minimum % Discount Off MSRP	Value Added Pricing
Barracuda	18%	10%	20% minimum discount available for qualified hardware opportunities above \$30,000.
Buffalo	7%	5%	
Dell-EMC	25%	10%	25% - Data Domain, VNX, Isilon, Avamar, VMAX 30% - Clarion, Symmetrix 40% minimum discount available for qualified hardware opportunities.
Exagrid	25%	25%	30% minimum discount available for qualified hardware opportunities above \$25,000.
HPE	30%	15%	30% - Entry: MSA, StoreEasy, StoreVirtual, Disk Enclosures 40% - Enterprise: 3PAR, StoreVirtual 35% minimum discount available for qualified Entry level hardware opportunities. 45% minimum discount available for qualified Enterprise level hardware opportunities.
Nimble	5%	5%	30% minimum discount available for qualified hardware opportunities.
Quantum	20%	15%	30% minimum discount available for qualified hardware opportunities.
Brands	<u>Hardware</u> Minimum % Discount Off MSRP	<u>Installation & Maintenance</u> Services Minimum % Discount Off MSRP	Value Added Pricing
Revinetix	10%	10%	Revinetix is now Infracore. 20% minimum discount available for qualified hardware opportunities.

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Seagate	16%	20%	16% - Business rack mount storage 25% - Single drive retail package. 20% minimum discount available business rack mount storage for qualified hardware opportunities.
Tintri	15%	15%	20% minimum discount available for qualified hardware opportunities
♣Lenovo	28%	15%	28% - Storwize (SAN), EXP (DAS), Converged HX 35% minimum discount available for qualified hardware opportunities.

Notes to Include Daly Value Added Services - Category 2:

1. Daly can provide Category 2, Level A, B, and C installation services. However, unlike the installation services for Category 1, the actual work involved with Category 2, Level A, B, and C installation services can vary widely depending on the scope of work, the complexity, and each environment's unique requirements. Due to the relative complexity of storage installation, they are treated as projects by Daly. Daly's engineers, solutions architect, and or project manager will be called upon to qualify the work. Therefore, in response to Daly's Category 2, Level A, B, and C installation services, a variety of professional and engineering services are provided for this category:

Professional Services Categories	Discount and MEEC Rates (Minimum 1 hour)
Storage Design / Architect / Consulting:	25% discount from list price.
Storage Configuration and Test (at Daly's facility):	25% discount from list price.
Storage Engineering and Installation Support:	25% discount from list price.
Onsite Technical Support (Rack and stack):	25% discount from list price.
Network Engineering Services:	20% discount from list price.
Custom Onsite Installation with Data Movement:	25% discount from list price.
Project Management:	30% discount from list price.
Training:	30% discount from list price.
Documentation:	50% discount from list price.
Mission Critical Off Hours Engineering Support:	20% discount from list price.
Equipment Staging and Warehousing:	Project Based
Custom Bar Code, Asset Tag, and Asset	Project Based
Obsolete Equipment Disposal / Recycling:	Project Based
Storage Hard Drive Shredding:	Project Based

Daly's engineering and professional services discounts proposed represent Daly's Value Added Pricing minimum discounts.

2. Additional discounts for rates listed above are available when the requirements and scope of work are more defined. Please note that Daly can customize programs and deliverables to the customer's specific requirements.

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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 MSRP	<u>Installation & Maintenance</u> Services Minimum % Discount Off MSRP	Value Added Pricing
Cisco	48%	25%	48% - UCS base system 25% - UCS internal components 50% minimum discount available for qualified hardware opportunities
Cisco HyperFlex	45%	25%	48% - HyperFlex base system 25% - HyperFlex internal components 50% minimum discount available for qualified hardware opportunities
HPE	28%	20%	28% - Full line 33% minimum discount available for qualified hardware opportunities
Lenovo	28%	15%	28% - Full line 32% minimum discount available for qualified hardware opportunities

"Virtual Computing" Brands	<u>Hardware</u> Minimum % Discount Off MSRP	<u>Installation & Maintenance</u> Services Minimum % Discount Off MSRP	Value Added Pricing
VMWare	10%	3%	15% minimum discount available for qualified opportunities

Notes to Include Daly Value Added Services - Category 3:

- Daly can provide many of the Category 3 installation services. Prices are noted as follows for Level A, B, and C installation services:
- Daly can provide Category 3, Level A, B, and C installation services. However, unlike the installation services for Category 1, the scope of work involved with Category 3, Level A, B, and C installation services can vary widely depending on the the complexity and each environment's unique requirements. Due to the relative complexity of the server (physical and virtual) installation, they are treated as projects by Daly. Daly's engineers, solutions architect, and or project manager will be called upon to qualify the work. Therefore, in response to Daly's Category 3, Level A, B, and C installation services, a variety of professional and engineering services are provided for this category:

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Professional Services Categories	Discount and MEEC Rates (Minimum 1 hour)
Servr Design / Architect / Consulting:	25% discount from list price.
Server Configuration and Test (at Daly's facility):	25% discount from list price.
Onsite Technical Support (Rack and stack):	25% discount from list price.
Network Engineering Services:	25% discount from list price.
Custom Onsite Installation with Data Movement:	25% discount from list price.
Project Management:	30% discount from list price.
Training:	35% discount from list price.
Documentation:	50% discount from list price.
Mission Critical Off Hours Engineering Support:	20% discount from list price.
Equipment Staging and Warehousing	Project Based
Custom Bar Code, Asset Tag, and Asset	Project Based
Obsolete Equipment Disposal / Recycling:	Project Based
Storage Hard Drive Shredding:	Project Based

Daly's engineering and professional services discounts proposed represent Daly's Value Added Pricing minimum discounts.

3. Additional discounts are available when the requirements and scope of work are more defined. Please note that Daly can customize programs and deliverables to the customer's specific requirements.

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 MSRP	<u>Installation & Maintenance</u> Services Minimum % Discount Off MSRP	Value Added Pricing
AeroHive	20%	20%	30% minimum discount available for qualified hardware opportunities
Aruba/ HP	38%	8%	42% minimum discount available for qualified hardware opportunities
Barracuda	18%	10%	20% minimum discount available for qualified hardware opportunities above \$30,000.
Blue Cat	21%	8%	30% minimum discount available for qualified hardware opportunities
Brocade	58.50%	10%	60% minimum discount available for qualified hardware opportunities
Checkpoint	18%	5%	20% minimum discount available for qualified hardware opportunities
CISCO	35%	25%	39% minimum discount available for qualified hardware opportunities
Dell-EMC	30%	10%	40% minimum discount available for qualified hardware opportunities
Extreme Networks	35%	3%	40% minimum discount available for qualified hardware opportunities

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Brands	Hardware Minimum % Discount Off MSRP	<u>Installation & Maintenance Services</u> Minimum % Discount Off MSRP	Value Added Pricing
HPE	35%	5%	42% minimum discount available for qualified hardware opportunities
iBoss	8%	8%	15% minimum discount available for qualified hardware opportunities
Juniper	40%	10%	45% minimum discount available for qualified hardware opportunities
Lightspeed	18%	5%	20% minimum discount available for qualified hardware opportunities
Meru	20%	10%	Meru wireless (A Fortinet company) 25% minimum discount available for qualified hardware opportunities
Meraki/ Cisco	35%	25%	39% minimum discount available for qualified hardware opportunities
Nitro Security	20%	5%	25% minimum discount available for qualified hardware opportunities
Palo Alto	15%	5%	20% minimum discount available for qualified hardware opportunities
Q-Logic	38%	10%	40% minimum discount available for qualified hardware opportunities
Sonicwall	15%	10%	25% minimum discount available for qualified hardware opportunities
♣ Lenovo	25%	15%	30% minimum discount available for qualified hardware opportunities

Notes to Include Daly Value Added Services - Category 4:

1. Daly can provide Category 4, Level A, B, and C installation services. However, unlike the installation services for Category 1, the scope of work involved with Category 4, Level A, B, and C installation services can vary widely depending on the the complexity and each environment's unique requirements. Due to the relative complexity of the server (physical and virtual) installation, they are treated as projects by Daly. Daly's engineers, solutions architect, and or project manager will be called upon to qualify the work. Therefore, in response to Daly's Category 4, Level A, B, and C installation services, a variety of professional and engineering services are provided for this category:

Professional Services Categories	Discount and MEEC Rates (Minimum 1 hour)
Core Network Equipment Configuration	20% discount from list price.
Core Network Equipment Installation	20% discount from list price.
Wireless Network Controller Configuration	20% discount from list price.
Wireless Network Access Point Installation	50% discount from list price.
Security Equipment Configuration	20% discount from list price.
Security Equipment Installation	25% discount from list price.
Department Network Equipment Configuration	20% discount from list price.
Department Network Equipment Installation	20% discount from list price.

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Professional Services Categories	Discount and MEEC Rates (Minimum 1 hour)
Level 1 Network Cabling (CAT 6)	30% discount from list price.
Level 2 Network Cabling (fiber)	35% discount from list price.
Core Drilling	25% discount from list price.
Master Electrician	35% discount from list price.
Project Management:	30% discount from list price.
Training:	30% discount from list price.
Documentation:	50% discount from list price.
Mission Critical Off Hours Engineering Support:	20% discount from list price.
Equipment Staging and Warehousing:	Project Based
Custom Bar Code, Asset Tag, and Asset Management:	Project Based
Obsolete Equipment Disposal / Recycling:	Project Based
Storage Hard Drive Shredding:	Project Based

Daly's engineering and professional services discounts proposed represent Daly's Value Added Pricing minimum discounts.

2. Additional discounts for Level A, B, and C Installation Services listed above are available when the requirements and scope of work are more defined.

Please note that Daly can customize programs and deliverables to the customer's specific requirements.

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	8%	
Antec	10%	
AOC Monitors	20%	
APC	15%	
ASUS	3%	
AVerMedia	2%	
Avocent	3%	
Axis		
Communications	5%	
Belkin	10%	
BenQ	5%	
Brother	15%	
Buffalo		
Technology	7%	
Canon	10%	
Case Logic	12%	
Chief	25%	
Corsair	2%	
CP Technologies	25%	
CyberPower	5%	
Dalite	10%	

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Brands	Minimum % Discount Off	Value Added Pricing
Dell	10%	
D-Link	10%	
Draper	15%	
Dymo	10%	
Eaton	10%	
ECS (EliteGroup)	10%	
Elmo	5%	
Enermax	5%	
EnGenius Technologies	10%	
Epson	5%	
Epson America	5%	
Ergotron	20%	
Fellowes	15%	
Fujitsu	10%	
Garmin	5%	
Hauppauge	10%	
Hawking Technology	15%	
HPE	30%	
HPI	15%	15% - Monitors, Desktop / Laptop Accessories 21% - Thin Client Options 29% - Workstation Options 24% - Desktop, Laptop, Notebook, Tablet Options 25% - Printers and Scanners 15% - HP CarePack Services
HighPoint Technologies	2%	
Imation	2%	
IOGear	15%	
ioSafe	1%	
JABRA	25%	
JVC	25%	
Kensington	15%	
Kodak	10%	
LaCie	10%	
Lian-Li	2%	
Liebert	10%	
Logitech	10%	
Lorex Technology	5%	
Mad Catz	5%	
Mobile Edge	10%	
Monster Cable	5%	
NEC	5%	
NEC Display Solutions	5%	

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Brands	Minimum % Discount Off	Value Added Pricing
Nuance	4%	
Oki Data	5%	
Panasonic	10%	
Parrot	20%	
Patriot Memory	10%	
Philips	15%	
Plantronics	5%	
Plustek	5%	
PNY	10%	
Qlogic	38%	
Qnap	5%	
Q-See	20%	
Quantum	20%	
Ricoh	14%	
Sandisk	5%	
Sans Digital	5%	
Seagate	16%	
Sharp	10%	
Sonnet Technologies	8%	
Sony	5%	
Speck Products	20%	
SuperMicro	5%	
Swiss Gear	20%	
Synology Inc.	2%	
Targus	10%	
Toshiba	5%	
Transcend	5%	
Tyan	10%	
Verbatim	20%	
ViewSonic	20%	
Visioneer	5%	
VisionTEK	5%	
Vizio	1%	
Wacom	10%	
WatchGuard	15%	
Western Digital	5%	
Xerox	10%	10% - Scanners & 15% - Printers
XFX	1%	
Zebra	20%	
♣EarthWalk	25%	