Δ = New brand as of Jan. 2020

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	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
Nexsan	18%	10%	Some deals/transactions may be quoted north of 40% off, depends on the details and parameters of that transaction.
Pure	55%	5%	Some deals/transactions may be quoted north of 55% off, depends on the details and parameters of that transaction.

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	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
Brocade	55%	5%	For software defined networking skus (SDN controller, Flow Optimizer) 10% of SELP is provided by Brocade. For some deals/transactions may be quoted north of 55% off hardware, depends on the details and parameters of that transaction.
Ruckus	45%	5%	10% off Cloudpath software and some deals/ transactions may be quoted north of 45% off hardware, depends on the details and parameters of that transaction.
RG Nets	15%	5%	The "maintenance" column minimum discount of 5% includes software and virtual appliances as well. Additional discounting is possible depending on the details of a given transaction/deal.

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
Belkin	18%	Some deals/transactions may be quoted north of 18% off, depends on the details and parameters of that transaction and the specific Belkin product under consideration (i.e.: some even 80% off, the range is very, very wide)
Eaton	5%	Eaton has a variety of product lines, some of which will be discounted at a value greater than the modest figure at left. But across all lines, that is the figure Eaton has provided.
Δ VERKADA	10%	Large procurements will see higher discount levels.

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