MEEC IT Hardware Contract UMD-972016
HCGI Hartford, Inc.

Δ = New brand as of Jan. 2020

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

	Brands	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
Δ	Acer	4%	10%	Volume Pricing Discounts & Rebates will be offered at time of quote.
Δ	Dell	13%	10%	Up to 25% additional discounting available for CTO builds
	Getac	15%	10%	
Δ	HPI	10%	15%	Volume Pricing Discounts and Limited Time Rebates may offer discounts of up to 45% off SELP
	Lenovo	6%	19%	6% Chromebooks, 8% Topseller Product, 33% CTO Builds
	Microsoft	6%	10%	
	Panasonic	15%	15%	
	Samsung	4%	6%	4% Chromebooks, 10% Tablets & Notebooks
	Sony	4%	4%	
	Toshiba	6%	6%	

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
	Barracuda	13%	10%	
	Buffalo	8%	8%	
	Dell-EMC	26%	10%	
	HPE	31%	22%	Enterprise Storage (Select) - 43% discount
	IBM	18%	10%	
Δ	Infinidat	15%	5%	Up to 25% additional discounting available for select opportunities
Δ	Netapp	15%	10%	Up to 25% additional discounting available for select opportunities
	Net Gear	25%	25%	
	Nexsan	10%	15%	
	Nimble	8%	8%	
	Pure Storage	15%	5%	
	Seagate	10%	10%	
	Veritas	23%	15%	

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	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
	Cisco	39%	21%	
	Cisco HyperFlex	39%	21%	
Δ	Dell	25%	15%	Up to 20% additional discounting available for CTO builds and volume pricing programs
	HPE	29%	22%	
	IBM	20%	20%	
	Lenovo	34%	20%	

"Virtual Computing" Brands	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
Citrix	29%	0%	*Citrix does not offer discounting on renewals. They are a passthrough*
Redhat	10%	6%	
VMWare	11%	6%	

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
	Avaya	10%	10%	
	AeroHive	20%	20%	
	Aruba/ HP	39%	7%	
	Barracuda	14%	14%	
	Blue Coat	6%	6%	
	Ciena	27%	10%	
	CISCO	39%	21%	
	Dell-EMC	25%	10%	
	D-Link	10%	10%	
Δ	Extreme Networks	30%	5%	
	F5	10%	5%	
	Force Point	5%	5%	
Δ	Fortinet	30%	15%	
	Fujitsu	5%	5%	
	HPE	35%	7%	
	IBM	15%	15%	
	Juniper	29%	16%	
	Meraki/ Cisco	30%	20%	
	Motorola	5%	5%	
	MVR Comm.	35%	5%	
	Palo Alto	15%	10%	
	Q-Logic	40%	15%	
Δ	Ruckus	25%	5%	
	Sonicwall	22%	22%	
	Ubiquiti Networks	5%	5%	
	Xirrus	30%	30%	

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
Adaptec	9%	
Antec	10%	
AOC Monitors	20%	
APC	10%	
APG	28%	
ASUS	5%	
Avaya	5%	
AVerMedia	5%	

Brands	Minimum % Discount Off SELP*		Value Added Pricing
AVG	25%		
Avocent	9%		
Axis Communications	10%		
Belkin	5%		5% Rack, 15% Cables
BenQ	5%		
Brother	5%		5% Mobility, 20% Printers/Scanners
Buffalo Technology	8%		
Canon	5%		5% Scanners, 10% Scanner and Camera Accessories
Case Logic	7%		
Chief	20%		
Corsair	4%		
CP Technologies	4%		
Δ Crestron	25% Hardware	10% Installation & Maint.	
CyberPower	10%		
Dalite	20%		
Δ Dell	5% Hardware	5% Installation & Maint.	
D-Link	7%		
Draper	20%		
Dymo	20%		
Eaton	18%		
Elo	8%		
Enermax	3%		
EnGenius Technologies	7%		
Epson	10%		Epson Brighter Futures discounting up to 28% on select items
Epson America	10%		
Ergotron	20%		
ESET	1%		
Fellowes	7%		
Fujitsu	11%		
Hauppauge	5%		
Hawking Technology	10%		
HPE	29%		29% Servers, 31% Data Storage, 35% Network
HPI	5%		10% Displays, 25% Printers, 20% Desktop/Laptop Accessories
HighPoint Technologies	2%		
Intuit	3%		
IOGear	10%		
ioSafe	1%		
JABRA	25%		*Jabra merged with GN Netcom
JVC	5%		
Kemp	10%		
Kensington	10%		
Kodak	15%		
LaCie	10%		*LaCie merged with Seagate
Lenovo	10%		
Lexmark	16%		
Liebert	10%		
Logitech	6%		
Mad Catz	5%		
Mobile Edge	20%		
NEC	9%		
NEC Display Solutions	9%		
Nuance	3%		
Nvidia	3%		
Oki Data	15%		
Olympus America Inc.	5%		

Brands	Minimum % Discount Off SELP*		Value Added Pricing
Panasonic	15%		
Parrot	10%		
Pentax	1%		
Philips	6%		
Plantronics	10%		
Plustek	5%		
PNY	10%		
Qlogic	10%		
Qnap	7%		
Q-See	1%		
Quantum	1%		
Δ Samsung	5% Hardware	5% Installation & Maint.	
Sandisk	10%		
Sans Digital	10%		
Seagate	10%		
Sharp	29%		
Shuttle Computer	1%		
Sony	3%		
SuperMicro	8%		
Swann Communication	5%		
Synology Inc.	5%		
Targus	10%		
Toshiba	5%		
Transcend	10%		
Verbatim	30%		
ViewSonic	11%		
Visioneer	12%		
VisionTEK	15%		
Vizio	5%		
Wacom	10%		
WatchGuard	22%		
Western Digital	10%		
Xerox	10%		10% Scanners, 16% Laserjets, 25% Toner
XFX	5%		
Zebra	26%		

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