

**MEEC IT Hardware Contract UMD-972016
CAS Severn, Inc.**

Solutions Contractor - CAS Severn 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).

▲ = New brand as of Jan. 2020

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

Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance Services</u> Minimum % Discount Off SELP*	Value Added Pricing
Dell	20%	5%	Dell Partner Programs and Promotions can provide a total of 25% off of SELP pricing for MEEC institutions on PC/laptop purchases of a minimum of 15 units.
▲ HPI	12%	15%	
▲ GETAC	15%	12%	
▲ Fujitsu	10%	10%	
Lenovo	15%	5%	Lenovo Special Bid Program offers up to a total discount of 25% for all registered opportunities specific to MEEC institutions.

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-EMC	10%	7%	Dell / EMC Special Pricing requests are accepted for all registered opportunities with no minimum MSRP price declared. Pricing listed below is in addition to the SELP minimum discount. 20% - Isilon, XT Hardware, Data Domain, AVAMAR, VMAX AFA Family. 15% Unity.
▲ Fujitsu	10%	10%	Additional discounts may be available based on a variety of factors such as promotions, bundles and quantity discounts. Discounts offered at time of quoting
HPE	20%	9%	HPE One Path - Escalated discount pricing will provide up to a 45% total discount on product configurations that have a minimum \$75,000 SELP pricing. Discounts of up to 60% can be achieved on opportunities above \$300,000 total SELP price.
IBM	15%	7%	IBM Special Bid pricing program offers discounting based on configurations over \$50,000 SELP price. Discounts of up to a total of 45% are realized on configurations between \$50,000 and \$250,000. Discounts of up to a total of 55% are realized on configurations between \$250,000 and above.
Infinidat	20%	5%	Infinidat Special Pricing Program offers up to a total of 40% discount on all configurations above \$100,000 SELP price.
▲ Lenovo	28%	15%	DS/DE Series - Additional discount with custom configurations
Nexsan	10%	10%	Nexsan Exclusive Registered Program offers up to a total of 40% discount off of SELP on all configurations.
Pure Storage	7%	5%	Pure Storage Deal Registration Program entitles end users up to a total of 37% discount for all hardware. A total discount of 9% applies for Registered Maintenance
▲ Storbyte	30%	11%	ALL Models all configurations - extra discounts available with custom configurations

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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 SELP*	<u>Installation & Maintenance Services</u> Minimum % Discount Off SELP*	Value Added Pricing
Dell	15%	7%	up to 25% off of SELP based upon Dell partner programs and Promotions. Special pricing requests are accepted for all registered opportunities with no minimum MSRP price declared.
HPE	20%	9%	up to 30% off of SELP based upon HPE partner programs and promotions. HPE One Path - Escalated discount pricing will provide up to 30% total discount on product configurations that have a minimum of \$75,000 SELP pricing. Total solution discounts when adding HPE storage can get discounts of up to 40% can be achieved on opportunities above \$250,000
IBM	10%	7%	up to 18% off of SELP- Hardware for Power Systems, up to 15% off SELP- Operating System Software. IBM has new customer bonus programs, competitor take out programs and Incentive Programs for total environment refresh. Competitor take out programs and Installation incentive programs available as well. Discounts up to 25% can be realized on configurations over \$150,000
Δ Lenovo	28%	12%	Custom configuration discounts can be as high as 60%
Δ Nutanix	15%	12%	Additional discounts may be available based on a variety of factors such as promotions, bundles and quantity discounts. Discounts offered at time of quoting
Δ Pivot3	30%	10%	Custom configuration discounts can be as high as 60%

"Virtual Computing" Brands	<u>Hardware</u> Minimum % Discount Off MSRP	<u>Installation & Maintenance Services</u> Minimum % Discount Off MSRP	Value Added Pricing
Δ Rubrik	10%	10%	Additional discounts may be available based on a variety of factors such as promotions, bundles and quantity discounts. Discounts offered at time of quoting
VMWare	6%	3%	VMWare Advantage Plus Partner Program registrations will receive a total discount of 12% of SELP pricing when configurations consist of \$6,000 SELP pricing - licensing only - Support & Subscription Services (SnS) not included.

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
ForeScout	10%	5%	ForeScout Partner Deal Registration Program offers a total discount off of SELP pricing of 15%.
Δ Juniper	25%	7%	Additional discounts may be available based on a variety of factors such as promotions, bundles and quantity discounts. Discounts offered at 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	10%	A total discount of 15% off SELP pricing is available for opportunities above \$75,000.
Belkin	5%	A total discount of 10% off SELP pricing is available for opportunities above \$5,000.
Eaton	10%	A total discount of 15% off SELP pricing is available for opportunities above \$75,000.
Fujitsu	7%	A total discount of 15% off SELP pricing is available for opportunities above \$15,000.
HPE	5%	HPE One Path - Escalated discount pricing will provide up to a total of 25% total discount on product configurations that have a minimum \$50,000 SELP pricing.
Kemp	8%	A total discount of 12% off SELP pricing is available for opportunities above \$5,000.
Kodak	6%	A total discount of 12% off SELP pricing is available for opportunities above \$5,000.
Lenovo	5%	A total discount of 10% off SELP pricing is available for opportunities above \$5,000.

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