

**MEEC IT Hardware Contract UMD-972016
Carousel Industries**

Δ = New brand or discount increase as of Jan. 2020

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

Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance</u> Services Minimum % Discount Off SELP*	Value Added Pricing
Dell	15%	5%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. Excess Discount up to 40%.
HPI	15%	5%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. Excess Discount up to 40%.

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</u> Services Minimum % Discount Off SELP*	Value Added Pricing
Dell-EMC	30%	5%	
HPE	25%	5%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. Excess Discount up to 40%.
Net App	15%	5%	

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</u> Services Minimum % Discount Off SELP*	Value Added Pricing
Δ Cisco	40%	10%	45%
Dell	35%	5%	
HPE	30%	5%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. Excess Discount up to 42%.

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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</u> Services Minimum % Discount Off SELP*	Value Added Pricing
Avaya	30%	10%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Δ Aerohive	35%	8%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Aruba/ HP	32%	8%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Blue Coat	10%	0%	
Δ Ciena	35%	10%	Ciena's Price Book is categorized. The minimum discount for products is 15% up to 45% depending on category. Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
CISCO	35%	5%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Enterasys	35%	7%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Extreme Networks	35%	7%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Δ Juniper	50%	8%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Meru/Fortinet	15%	5%	Meru/Fortinet's Price Book is categorized. The minimum discount for products is 15% up to 25% depending on category. Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.

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Brands	<u>Hardware</u> Minimum % Discount Off SELP*	<u>Installation & Maintenance</u> Services Minimum % Discount Off SELP*	Value Added Pricing
Meraki/ Cisco	35%	5%	Carousel Industries will extend any special promotions and/or value bundles that are offered by the manufacture to MEEC. We will also offer Value Added Discount for overall solution across a multiple category solution.
Pulse Products	20%	0%	
Riverbed	20%	0%	

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	5%	
APC	10%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Avaya	15%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Axis Communications	5%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Chief	10%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Creative Labs	10%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Creston	40%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Dalite	8%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Draper	5%	
Eaton	22%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Edimax	5%	
Elmo	5%	
Elo	5%	
Epson	15%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Epson America	15%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
HP	10%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Hitachi, Ltd.	5%	
JABRA	15%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Logitech	10%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Monster Cable	5%	

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Brands	Minimum % Discount Off	Value Added Pricing
NEC	5%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
NEC Display Solutions	5%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Panasonic	5%	
Plantronics	15%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Sony/Vaddio	5%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.
Zebra/Extreme	20%	Carousel Industries will offer Value Added Discount for overall solution across a multiple category solution.

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