

**MEEC IT Hardware Contract UMD-972016  
Presidio Networked Solutions**

**Solutions Contractor** - Presidio 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 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
Dell-EMC	24.5%	7.5%	Product Class Discounts: Unified UE, 25.50%; Unified UM , 27.50%; BRS PE, 25.50%; BRS PM, PH, 33.50%; Legacy J, 24.50%; Legacy B, D2, 42.50%; VMAX EN-S EN-H, 42.50%; Software renewals, 12.50%
Isilon	24.5%	7.5%	
Net App	18.5%	11.5%	Product Class Discounts: Hardware, 28.50%; Storage, 18.50%; Software, 28.50%
▲ Pure Storage	43.5%	5.5%	Installation Services would be 8.5% off SELP. The 5.5% represents Maintenance Services.
▲ Rubrik	13.5%	13.5%	Subscription services could include additional discounts.

**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	59.5%	33.5%	
Cisco HyperFlex	59.5%	33.5%	

"Virtual Computing" Brands	Hardware Minimum % Discount Off SELP*	Installation & Maintenance Services Minimum % Discount Off SELP*	Value Added Pricing
Citrix	10%	0%	
VMWare	12%	7%	Product Class Discounts: VSphere, 12.00%; Non-VSphere, 15.00%, VSOM, 15.00%

**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
CISCO	40.5%	33.5%	
▲ Fortinet	33.5%	3.5%	For Maintenance Services outside of Installation Services, the Presidio discount would be 23.5%.
Meraki/ Cisco	40.5%	40.5%	
▲ Palo Alto	28.5%	13.5%	

**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	42.5%	
Avocent	13.5%	
Liebert	28.5%	Product Class Discounts: Single phase UPS, Racks, Rack PDUs; 3-phase UPS up to 30 KVA – 36.5% off list; 3-phase UPS from 40 - 200 KVA, 30% off list

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