



**COMPUTER EQUIPMENT
2014-2019**



**MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD
EXHIBIT B - PRICING SCHEDULE**

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| 1. BASELINE PRICE LIST: CISCO GLOBAL PRICE LIST | POSTED ON WEBSITE | |
| 2. BAND DISCOUNTS | CATEGORY CODE | MINIMUM DISCOUNT |
| BAND 4 SERVER | 4M | 35% |
| <p>IMPORTANT: The minimum discount is provided, refer to Contract Vendor's Website for any additional discounts and request a quote for bulk/volume discounts. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance</p> | | |
| 3. THIRD PARTY PRODUCTS | TPM | 5% |
| 4. SERVICES | | |
| <p>Services are at the option of Participating States. Participating Addendums by each State may address service agreement terms and related travel. States may negotiate additional services. The majority of hardware includes a 90-day warranty. Customer may purchase warranty upgrades for certain hardware as offered in Tables 1 and 2 of Cisco's Cost proposal which are posted on the contract vendor website. For warranty information by product, go to: http://www.cisco.com/c/en/us/products/warranty-listing.html</p> | | |
| <p>Government Warranty Discounts – SMARTnet Services: 1 year=10%, 3 year (pre-paid)=17%, 5 year (pre-paid)=21%. Education Warranty Discounts – SMARTnet Services: 1 year=25%, 3 year (pre-paid)=28%, 5 year (pre-paid)=30%. Other Cisco Technical/Maintenance Services Discount: 10% <i>Please refer to Tables 1 and 2 of Cisco's Cost Proposal posted on the contract vendor website for additional details.</i></p> | | |
| <p>Partner Services: Basic installation, configuration, project management, staging/deployment and/or asset tagging (as applicable) are available through many of Cisco's authorized partners at Not-to-Exceed rates: Onsite \$500/hour; Remote \$425/hour. Call authorized partners for services available and quote. <i>Please refer to Table 5 of Cisco's Cost Proposal posted on the contract vendor website for additional details.</i></p> | | |
| <p>Cisco Learning Credits: Available for purchase @ \$100 per credit. <i>Please refer to Table 6 of Cisco's Cost Proposal posted on the contract vendor website for additional details.</i> Also, Cisco's authorized partners may provide customized training. Call authorized partners for quote.</p> | | |
| <p>General Consulting/Professional Services by Cisco (i.e. Advanced Services): Not-to-exceed rates as provided along with how to procure details as set forth in Tables 3 and 4 of Cisco's Cost Proposal which are <i>posted</i> on the contract vendor website. Call Cisco's authorized partners for quote – they will coordinate with Cisco Services on Statement of Work (SOW) and pricing.</p> | | |
| 5. LEASING | | |
| Participating Addendum may identify if and how leasing agreement terms will be conducted. | | |
| 6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases. | | |
| Additional, incremental discounts may be provided by Cisco's authorized partners at the transaction level based on a variety of factors such as volume, technology, deal/opportunity size and/or multi-year purchases (i.e. qualification for leasing arrangements). | | |