

**Discount Structure for  
U.S. Communities Contract 440001195 (RQ09-997736-42B)  
Updated 4.11.13**

<b>Product Category</b>	<b>Description</b>	<b>Discount from Insight Standard Price</b>
<b>Workstations/Desktops</b>	Desktops	0.230%
<b>Laptops</b>	Handhelds	2.776%
	Notebooks	1.197%
<b>Monitors</b>	Displays	1.490%
	POS Displays	3.839%
<b>Servers</b>	Servers Blade	2.782%
	Servers Tower	2.393%
<b>Unix Systems</b>	Servers UNIX	2.132%
<b>Networking Equipment</b>	10/100 Hubs & Switches	1.515%
	Bridges & Routers	2.525%
	Gigabit Hubs & Switches	2.406%
	Hardware Firewalls	2.664%
	Intrusion Detection	2.896%
	KVM	4.057%
	Network Adapters	2.885%
	Network Testing Equipment	2.275%
	Networking Communications	2.893%
	Repeaters & Transceivers	2.663%
	WiFi	3.144%
<b>Storage</b>	Disk Arrays	2.783%
	Disk Arrays JBOD	2.783%
	Drives Magneto-Optical	2.664%
	Drives Removable Disk	3.378%
	Hard Disks External	2.660%
	Hard Drives Fibre Channel	2.660%
	Hard Drives IDE/ATA/UDMA/SATA	6.206%
	Hard Drives Notebook	2.781%
	Hard Drives SCSI	2.526%
	Optical Drives CD-ROM	2.538%
	Optical Drives CD-RW	2.656%
	Optical Drives DVD/CDRW	0.325%
	Optical Drives DVD/R	3.133%
	Optical Drives DVD-ROM	2.783%
	Storage NAS	2.280%
	Storage SAN	2.664%
	Tape Autoloaders AIT	2.783%
	Tape Autoloaders DAT	2.783%
	Tape Autoloaders DLT	2.283%
	Tape Autoloaders LTO/Ultrium	2.280%
	Tape Drives 4mm	2.783%
	Tape Drives 8mm/VXA	4.773%
	Tape Drives AIT	2.528%
	Tape Drives DAT	2.783%
	Tape Drives DLT	2.900%
	Tape Drives LTO/Ultrium	2.907%
	Tape Drives SDLT	2.783%
	Tape Drives Travan	2.783%

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<b>Product Category</b>	<b>Description</b>	<b>Discount from Insight Standard Price</b>
<b>Printers</b>	Printers Dot Matrix	1.848%
	Printers Fax Machine	1.857%
	Printers Inkjet	1.712%
	Printers Label	3.366%
	Printers Laser	1.468%
	Printers Multifunction	1.850%
	Printers Wide Format	1.071%
<b>Supplies and Accessories</b>	Media 4MM	4.785%
	Media AIT	4.492%
	Media CD	4.714%
	Media DAT	4.846%
	Media DLT	4.186%
	Media LTO/Ultrium	3.976%
	Media Magneto-Optical	4.228%
	Media SLR	4.492%
	Media Travan	4.492%
	Media VXA	4.015%
	Media ZIP	3.994%
	Printer Consumables	3.914%
<b>Other Hardware</b>	Adapters Fibre Channel	2.530%
	Adapters FireWire/USB	1.202%
	Adapters IDE/ATA/UDMA/SATA	3.174%
	Adapters RAID	2.531%
	Adapters SCSI	0.325%
	Cables	8.852%
	Cables Custom	8.064%
	Cables Printer	6.947%
	Data Center Power	2.987%
	Desktop Accessories	5.350%
	Digital Camcorders	2.778%
	Digital Cameras	2.888%
	Display Accessories	3.434%
	Handheld Accessories	5.440%
	Imaging Accessories	5.037%
	Keyboards & Mice	1.821%
	Memory Desktop	4.297%
	Memory Flash	4.433%
	Memory Networking	3.964%
	Memory Notebook	4.188%
	Memory Printer/Fax	3.475%
	Memory Server	3.997%
	Miscellaneous Solutions Hardware	0.709%
	Mobile Phone Accessories	0.000%
	Mobile Phones	0.000%
	Modems	3.102%
	Networking Accessories	4.491%
	Notebook Accessories	3.777%
Notebook Batteries	2.895%	

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<b>Product Category</b>	<b>Description</b>	<b>Discount from Insight Standard Price</b>
<b>Other Hardware (continued)</b>	POS Accessories	4.067%
	POS Scanners	3.591%
	Power Accessories	4.606%
	Printer Accessories	3.562%
	Projector Accessories	3.337%
	Projectors	3.263%
	Scanners	2.897%
	Server Accessories	2.912%
	Servers 1 Processor	3.017%
	Servers 2 Processor	2.272%
	Servers 4+ Processor	2.360%
	Storage Accessories	3.224%
	Surge Protectors	5.471%
	System Components	3.597%
	Telephony	1.973%
	UPS	1.336%
	Video Conferencing Equipment	2.777%
Wireless Accessories	3.373%	
<b>Software</b>	Licensing Anti-Virus/Security	1.993%
	Licensing Backup	1.993%
	Licensing Barcode/OCR	1.993%
	Licensing Business Application	1.993%
	Licensing CAD/CAM	1.993%
	Licensing Cloning	1.993%
	Licensing Database	1.993%
	Licensing Development	1.993%
	Licensing Entertainment/Education	1.993%
	Licensing Financial	1.993%
	Licensing Flow/Org Chart	1.993%
	Licensing Graphics/Desktop Publishing	1.993%
	Licensing Handheld	1.993%
	Licensing Network	1.993%
	Licensing Operating System	1.993%
	Licensing Personal Organization	1.993%
	Licensing Presentation	1.993%
	Licensing Reference	1.993%
	Licensing Report Analysis	1.993%
	Licensing Spreadsheet	1.993%
	Licensing Utility	1.993%
	Licensing Web	1.993%
	Licensing Word Processing	1.993%
	Software Anti-Virus/Security	2.781%
	Software Backup	2.781%
	Software Barcode/OCR	2.781%
	Software Business Application	3.121%
	Software CAD/CAM	2.781%
	Software Cloning	2.781%
	Software Database	2.781%
	Software Development	2.004%

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**Discount Structure for  
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Updated 4.11.13**

<b>Product Category</b>	<b>Description</b>	<b>Discount from Insight Standard Price</b>
<b>Software (continued)</b>	Software Entertainment/Education	2.781%
	Software Financial	2.781%
	Software Flow/Org Chart	2.781%
	Software Graphics/Desktop Publishing	2.648%
	Software Handheld	2.524%
	Software Network	2.781%
	Software Operating System	2.912%
	Software Personal Organization	2.415%
	Software Presentation	2.781%
	Software Reference	2.781%
	Software Report Analysis	2.781%
	Software Spreadsheet	2.781%
	Software Utility	2.400%
	Software Web	2.781%
	Software Word Processing	2.781%
<b>Software Maintenance</b>	Licensing Service/Support	1.993%
	Software Service/Support	3.028%
<b>Warranty</b>	Complex Warranties	0.709%
	Electronic Services	0.709%
	Networking Warrantie	2.774%
	Warranties Electroni	4.513%
	Warranties Physical	0.000%
<b>OEM Services</b>	Asset Disposal	0.709%
	Asset Management	0.709%
	Lab Fees	0.709%
	Managed Services	0.709%
	PC Lab Order Service	0.709%
	Service Charges	0.709%
<b>Installation/Education</b>	Advanced Integration	0.709%
	Internal Lab Service	0.709%
	Training Courses	0.662%
	Training Reference Material	0.662%

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## National Services Price List Updated 4.11.2013

### Labor Categories

Job Title	IPS Hourly Rate List Price	USC Discount	USC Hourly Rate*
Field Engineer	\$75.00	30.00%	\$52.50
Project Coordinator	\$90.00	30.00%	\$63.00
Sr. Field Engineer	\$105.00	30.00%	\$73.50
Sr. Project Coordinator	\$110.00	30.00%	\$77.00
SQL Administrator	\$110.00	30.00%	\$77.00
Systems Engineer	\$125.00	30.00%	\$87.50
Sr. Systems Engineer	\$165.00	30.00%	\$115.50
Manager, Field Engineering	\$165.00	30.00%	\$115.50
Project Manager	\$160.00	30.00%	\$112.00
Consultant	\$200.00	30.00%	\$140.00
Sr. Project Manager	\$225.00	30.00%	\$157.50
Program Manager	\$215.00	30.00%	\$150.50
Sr. Principal Consultant	\$225.00	30.00%	\$157.50
Managing Consultant	\$275.00	30.00%	\$192.50
Sr. Consultant	\$255.00	30.00%	\$178.50
Technical Architect	\$280.00	30.00%	\$196.00
Director	\$300.00	30.00%	\$210.00

\* This rate represents the maximum that Insight will charge relative to the skill rate throughout the U. S. for Insight or subcontracted resources.

### Integration Services

Part Number	Service Offered	MSRP	USC Discount	USC Price*
99-PACK1	PC Integration Service Level I	\$22.00	0.709%	\$21.84
99-PACK2	PC Integration Service Level II	\$33.00	0.709%	\$32.77
99-PACK3	PC Integration Service Level III	\$30.00	0.709%	\$29.79
99-PACK4	PC Integration Service Level IV	\$38.00	0.709%	\$37.73
99-SERVER1	Server Pack Level I (non-Blade)	\$60.00	0.709%	\$59.57
99-SERVER2	Server Pack Level II (non-Blade)	\$68.00	0.709%	\$67.52
99-MONITOR	Self Test of Monitor; Asset tag	\$10.00	0.709%	\$9.93
99-PRINTER	Hardware Install of Memory and/or NIC in printer; Asset Tag if Requested **	\$16.00	0.709%	\$15.89
99-ASSET	Application of Asset Tag on any Non-Configured Device	\$8.00	0.709%	\$7.94
99-OSREPLACE***	Replacement or Dual Boot configuration of Preloaded Microsoft OS	\$30.00	0.709%	\$29.79
99-BURN1HR***	1 Hour Burn-in of Device in addition to standard config/testing time	\$8.00	0.709%	\$7.94
99-APPS***	Installation of up to 3 Single Applications (e.g AntiVirus) or 1 software suite	\$15.00	0.709%	\$14.89

\* Image Load requires a client-provided Image. Additional charges may apply relative to this service.

\*\* Duplexers, paper trays and other external devices should not be pre-installed.

\*\*\* Not a stand alone service. Requires a 99-PACK or 99-SERVER part number first.

Please note that additional restrictions may apply. Other services available. Some listings may require purchase of other service offerings as well. Advanced Integration Services for PCs, Servers, Blades, Racks, Networking equipment, etc. require an individual Statement of Work.

### IMAC Services

Service Offered	Number of Units	MSRP	USC Discount	USC Price*
Basic Field Installation (unbox, remove old, connect new, assign network printer)	1-3	\$150.00	15.00%	\$127.50
	4-6	\$100.00	30.00%	\$70.00
	7-16	\$85.00	30.00%	\$59.50
	16+	\$70.00	30.00%	\$49.00
Basic De-Installations (verification of operation, DOD level erasure, disconnect cabling, placement in centralized on-site location)	1-3	\$150.00	15.00%	\$127.50
	4-6	\$100.00	30.00%	\$70.00
	7-16	\$85.00	30.00%	\$59.50
	16+	\$70.00	30.00%	\$49.00

\*Onsite pricing assumes a 4-hour minimum. Additional IMAC services are available via a Statement of Work. Various restrictions may apply. Contact your Insight sales team for more information.