



COMPUTER EQUIPMENT 2014-2019



MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD

EXHIBIT B - PRICING

1. **BAND(S) AWARDED:** Band 1: Desktop Band 2: Laptop Band 3: Tablet Band 4: Server Band 5: Storage.
2. **PRICE STRUCTURE.** The contract employs a MINIMUM discount-off baseline price list structure with category exceptions for each band. The category discounts may be higher or lower than the than the band discount. The minimum discount and categorized exceptions will be applied to all "quantity one" procurements. An end user will be able to verify pricing using the named base line price list and the minimum discounts with the categorized exceptions provided in the Master Agreement.
3. **PRICE GUARANTEE.** These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement.
4. **BASELINE PRICE LIST.** The Base Line Price is designated in the Pricing Discount Schedule. The Base Line Price List must be accessible and verifiable by potential end users preferably on the Contract Vendor Website. All historic versions of the Baseline Price List must be made available upon request pursuant to the audit provisions.
5. **PRODUCT AND SERVICE SCHEDULE (PSS).** The Product and Service Schedule (PSS) identifies a complete listing of all products and services included in the awarded Master Agreement. The PSS serves as the Contract Catalog. **The PSS will be submitted to the Lead State following contract award and must be approved by the Lead State prior to the start of any sales.** The PSS must be available on the Contract Vendor website for end users to verify pricing based on the minimum discounts with category exceptions provided off a designated base line price list. The Contract Vendor will work with each State to develop a satisfactory PSS reflecting the individual States restrictions.
6. **CHANGES TO THE PSS:** Contract Vendor will request changes to the PSS utilizing an Action Request Form (ARF) Submittals will be reviewed by the Lead State quarterly. Obsolete and discontinued products will be removed.
7. **BULK/VOLUME PRICING.** Further bulk/quantity savings may be obtained when additional quantities are requested. Additional savings are expected when competing awarded vendors for volume pricing.
8. **PROMOTIONAL OFFERS.** Contract Vendors may provide promotions for deeply discounted products based on their inventory and sales. The Contract Vendors will be responsible to market these offers.
9. **PREMIUM SAVINGS PACKAGE PROGRAM.** Contract Vendors participating in the Premium Savings Package (PSP) Program will commit to the standard configurations. The standards currently are refreshed every six months (May and November). Refresh schedule is subject to change. See current configurations: <http://www.wnpsp.com/index.html>. States and other Participating Entities can choose to purchase these packages without any signing additional documents.
10. **TRADE-IN.** Trade-In Programs are the option of the Participating Entity. The Participating Addendum by each State may address the allowance of Trade-Ins.
11. **SERVICES.** Services are at the option of the Participating Entity. The Participating Addendum by each State may address service agreement terms and related travel.

12. **LEASING.** The Discount schedule will indicate if the Contract Vendor provides leasing. Participating Entities may enter in to lease agreements if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted.
13. **FREIGHT.** All prices shall be FOB Destination, prepaid and allowed (with freight included in the price), to the address, receiving dock or warehouse as specified on the ordering agency's purchase order. In those situations in which the "deliver-to" address has no receiving dock or agents, the Contract Vendor must be able to deliver to the person specified on the PO without additional cost. If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance in order for the customer to determine if the additional cost will affect the decision to utilize the Contract Vendor.
14. **DELIVERY.** Delivery of ordered product should be completed within thirty (30) calendar days after receipt of an order, unless otherwise agreed to by the ordering agency.



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1. BASELINE PRICE LIST: TRANSOURCE MSRP		
LINK: http://www.transource.com/customers/wscal/BasePriceSheet.asp		
2. BAND DISCOUNTS – (CATEGORY EXCEPTIONS APPLICABLE IN ALL BANDS)	CATEGORY	MINIMUM DISCOUNT
BAND 1 DESKTOP	43211507	24%
BAND 2 LAPTOP	43211503	24%
BAND 3 TABLET	43211509	10%
BAND 4 SERVER	43211501	31%
BAND 5 STORAGE	71151106	31%
CATEGORY EXCEPTION: Product Promotions		1%
<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 - (APPLICABLE IN ALL BANDS)	43211724	10%
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 manufacturer's hardware includes a three year warranty. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information http://www.transource.com/support/default.asp</p>		
<p>Accidental Damage – Complete Care: \$150 Break/fix non warranty: \$75/hour Desktop Installation: (options: copper, sterling and turquoise – see website for details) Copper=\$25 Sterling Silver=\$40 Turquoise=\$75 Training \$65/hour</p>		
<p>INCLUDED: 3 year warranty, image loading, image consulting, asset tagging, consulting, staging/deployment (products needing staging prior to deployment will be stored in contract vendor warehouse at no additional cost)</p>		
5. LEASING		
Contract Vendor does not offer leasing.		
6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases.		
a. Per Transaction Multiple Unit:		
Over \$250,000 = up to 1.5% additional on Transource systems from Baseline Pricing or .5% on peripherals		
Over \$500,000 = up to 2% additional on Transource systems from Baseline Pricing or .75% on peripherals		
Over \$1 million - up to 3% additional on Transource systems from Baseline Pricing or 1% on peripheral		
b. Cumulative Discounts are based on Total Master Agreement Sales:		
Over \$20 million – Additional .5% from Baseline Pricing		
Over \$50 million – Additional 1% from Baseline Pricing		
Over \$100 million – Additional 1.5% from Baseline Pricing		
c. Annual Volume Discounts:		
Over \$2 million – Additional .5% from Baseline Pricing		
Over \$5 million – Additional 1% from Baseline Pricing		
Over \$10 million – Additional 1.5% from Baseline Pricing		