National Pricing Discount

RFP #2018011

For each item listed on the National Priceing Tab, Offerors are encouraged to provide a discount off of a verifiable price list by all manufacturers proposed. For example, Group 2, Item 5 is Keyboards. Offeror(s) may wish to propose more than one manufacturer of keyboards, such as Logitech, Fellows, Belkin, Kensington, Tripplite, etc. Offeror(s) should provide a separate discount for each manufacturer being proposed. Offeror(s) should add additional columns to the pricing page(s) in order to accommodate additional manufacturers' discounts. In addition to indicating your proposed discounts, you must also apply those discounts to the sample items in the City of Mesa Market Basket tab (below).

- A. Propose a national discount off list price pricing structure. These are the minimum discounts Supplier will offer to

- A. Propose a national discount off list price pricing structure. These are the minimum discounts Supplied will offer to Participating Agencies.

 B. Describe the catalog or index that discounts will be taken.

 C. Describe any special manufacturer pricing available to Participating Agencies.

 D. Describe any special large order or large customer pricing or additional discounts available to Participating Agencies.

 E. Describe any products offered by Supplier that are not captured in the pricing matrix below. Describe how Supplier

				_	ma	able, you may add additional anufacturers/discounts
em#	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
		1) Desktops	4.5%	SHI's Full Catalog of Systems	%	
		2) Notebooks	4.5%	SHI's Full Catalog of Systems	%	
1)	Group 1 - Systems	3) Tablets	4.5%	SHI's Full Catalog of Systems	%	
		4) Servers (1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	4.5%	Systems Systems Systems	%	
			5.0%	6 SHI's Full Catalog of	%	
		5) Keyboards	5.0%	Input Devices SHI's Full Catalog of	%	
		6) Mice	4.09	Input Devices SHI's Full Catalog of	%	
		7) Imaging Scanners		Input Devices SHI's Full Catalog of	%	
		8) POS Scanners		Input Devices	%	
		9) Pointing Devices		SHI's Full Catalog of Input Devices		
2)	Group 2 - Input Devices	10) Bar Code Readers	4.09	SHI's Full Catalog of Input Devices	%	
		11) Audio Input	4.09	SHI's Full Catalog of Input Devices	%	
		12) Input Adapters	4.0%	SHI's Full Catalog of Input Devices	%	
			4.0%	SHI's Full Catalog of	%	
		13) PC and Network Cameras	4.0%	Input Devices SHI's Full Catalog of	%	
		14) Input Cables	4.09	Input Devices SHI's Full Catalog of	%	
		15) Input Accessories	4.5%	Input Devices SHI's Full Catalog of	%	
		16) Displays		Output Devices 6 SHI's Full Catalog of	%	
		17) Printers		Output Devices		
		18) Inkjet Printres		SHI's Full Catalog of Output Devices	%	
		19) Inkjet Photo Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		20) Laser Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		21) Label Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		22) Dot Matrix Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		23) Multi-Function Printers	4.5%	SHI's Full Catalog of	%	
			4.5%	Output Devices SHI's Full Catalog of	%	
		24) Wide Format Printers	4.5%	Output Devices SHI's Full Catalog of	%	
3)	Group 3 - Output Devices	25) Multi-Function Inkjet Printers	4.5%	Output Devices SHI's Full Catalog of	%	
		26) Wide Format Printers	4 59	Output Devices SHI's Full Catalog of	%	
		27) Fax Machine Printers		Output Devices SHI's Full Catalog of		
		28) Printer Accessories		Output Devices	%	
		29) Projectors		SHI's Full Catalog of Output Devices	%	
		30) Projector Accessories	4.5%	SHI's Full Catalog of Output Devices	%	
		31) Audio Input	4.5%	SHI's Full Catalog of Output Devices	%	
		32) Video Cards	4.5%	SHI's Full Catalog of Output Devices	%	
		33) Sound Cards	4.5%	SHI's Full Catalog of	%	
		Ĺ	4.5%	Output Devices 6 SHI's Full Catalog of	%	
		34) Output Accessories	4.5%	Output Devices SHI's Full Catalog of	%	
		35) Printer Consumables	4.5%	Output Devices SHI's Full Catalog of	%	
		36) Desktop		Memory SHI's Full Catalog of	%	
		37) Flash		Memory 6 SHI's Full Catalog of	%	
4)	Group 4 - Memory	38) Networking		Memory		
	,	39) Notebook		SHI's Full Catalog of Memory	%	
		40) Printer / Fax		SHI's Full Catalog of Memory	%	
		41) Server	4.5%	SHI's Full Catalog of Memory	%	
		42) Adapters Fibre Channel	4.09	SHI's Full Catalog of Storage Devices	%	
			4.09	SHI's Full Catalog of	%	
		43) Adapters FireWire / USB	4.09	Storage Devices SHI's Full Catalog of	%	
		44) Adapters IDE/ATA/SATA	4.09	Storage Devices SHI's Full Catalog of	%	
		45) Adapters RAID		Storage Devices SHI's Full Catalog of	%	
		46) Adapters SCSI		Storage Devices SHI's Full Catalog of	% %	
		47) Bridges & Routers		Storage Devices		
		48) Disk Arrays		SHI's Full Catalog of Storage Devices	%	
		49) Disk Arrays JBOD	4.09		%	

If applicable, you may add additional						
manufacturers/discounts						
Pronosed						

		T	Proposed		Proposed	manufacturers/discounts
Item#	Product	Product / Group	Discount	Manufacturer Name	Discount	Manufacturer Name
		50) Drives Magneto-Optical	4.0%	SHI's Full Catalog of Storage Devices	%	
		51) Drives Removable Disks	4.0%	SHI's Full Catalog of	%	
		52) Fiber Channel Switches	4.0%	Storage Devices SHI's Full Catalog of	%	
		•		Storage Devices		
		53) Hard Disks - External	4.0%	SHI's Full Catalog of Storage Devices	%	
			4.0%	SHI's Full Catalog of	%	
		54) Hard Disks - Fibre Channel	4.0%	Storage Devices SHI's Full Catalog of	%	
		55) Hard Disks - IDE/ATA/S		Storage Devices		
		56) Hard Disks - Notebook	4.0%	SHI's Full Catalog of Storage Devices	%	
		57) 11 - 1 0 1 - 6661	4.0%	SHI's Full Catalog of	%	
		57) Hard Disks - SCSI	4.0%	Storage Devices SHI's Full Catalog of	%	
		58) Networking Accessories		Storage Devices		
Ε/	Carrier F. Starrage Devilore	59) Optical Drives - CD-ROM	4.0%	SHI's Full Catalog of Storage Devices	%	
5)	Group 5 - Storage Devices	co) out all pices on pur	4.0%	SHI's Full Catalog of	%	
		60) Optical Drives - CD-RW 61) Optical Drives - DVD-CD	4.0%	Storage Devices SHI's Full Catalog of	%	
		62) Optical Drives - DVD-RW	4.09/	Storage Devices SHI's Full Catalog of	%	
		62) Optical Drives - DVD-KW	4.0%	Storage Devices	70	
		63) Storage Accessories	4.0%	SHI's Full Catalog of	%	
		64) Storage - NAS	4.0%	Storage Devices SHI's Full Catalog of	%	
		65) Storage - SAN	4.0%	Storage Devices SHI's Full Catalog of	%	
		03) Storage - SAN	4.070	Storage Devices	76	
		66) Tape Autoloaders -AIT	4.0%	SHI's Full Catalog of Storage Devices	%	
			4.0%	SHI's Full Catalog of	%	
		67) Tape Autoloaders - DAT	4 0%	Storage Devices SHI's Full Catalog of	%	
		68) Tape Autoloaders - DLT		Storage Devices		
		69) Tape Autoloaders - LTO	4.0%	SHI's Full Catalog of Storage Devices	%	
			4.0%	SHI's Full Catalog of	%	
		70) Tape Drives - 4mm	4.0%	Storage Devices SHI's Full Catalog of	%	
		71) Tape Drives - 8mm/VXA		Storage Devices		
		72) Tape Drives - AIT	4.0%	SHI's Full Catalog of Storage Devices	%	
		72) Tano Drivos DAT	4.0%	SHI's Full Catalog of	%	
		73) Tape Drives - DAT 74) Tape Drives - DLT	4.0%	Storage Devices SHI's Full Catalog of	%	
		75) Tana Drivos - LTO/Ultrium	4.09/	Storage Devices	%	
		75) Tape Drives - LTO/Ultrium	4.0%	SHI's Full Catalog of Storage Devices	70	
		76) Tape Drives SDLT	4.0%	SHI's Full Catalog of Storage Devices	%	
		77) Tape Drives - Travan	4.0%	SHI's Full Catalog of	%	
		78) 10/100 Hubs & Switches	5.0%	Storage Devices SHI's Full Catalog of	%	
				Network Equipment		
		79) Bridges & Routers	5.0%	SHI's Full Catalog of Network Equipment	%	
			5.0%	SHI's Full Catalog of	%	
		80) Gigabit Hubs & Swtiches	5.0%	Network Equipment SHI's Full Catalog of	%	
		81) Concentrators & Multiplexers		Network Equipment		
		82) Hardware Firewalls	5.0%	SHI's Full Catalog of Network Equipment	%	
		83) Intrusion Detection	5.0%	SHI's Full Catalog of	%	
		85) Intrusion Detection	5.0%	Network Equipment SHI's Full Catalog of	%	
		84) KVM	F 09/	Network Equipment	%	
		85) Modems	5.0%	SHI's Full Catalog of Network Equipment	70	
6)	Group 6 - Network Equipment	96) Network Test Equipment	5.0%	SHI's Full Catalog of Network Equipment	%	
		86) Network Test Equipment	5.0%	SHI's Full Catalog of	%	
		87) Network Adapters	5.0%	Network Equipment SHI's Full Catalog of	%	
		88) Network Cables		Network Equipment		
		89) Network Accessories	5.0%	SHI's Full Catalog of Network Equipment	%	
			5.0%	SHI's Full Catalog of	%	
		90) Repeaters & Transcievers	5.0%	Network Equipment SHI's Full Catalog of	%	
		91) Wireless LAN Accessories		Network Equipment		
		92) Token Authentication	5.0%	SHI's Full Catalog of Network Equipment	%	
			5.0%	SHI's Full Catalog of	%	
		93) 10G Fiber Optic Transceivers	5.0%	Network Equipment SHI's Full Catalog of	%	
		94) 1G Fiber Optic Transceivers		Network Equipment		
		95) Licensing Packages (e.g. Microsoft)	4.5%	SHI's Full Catalog of Software	%	
			4.5%	SHI's Full Catalog of	%	
		96) Licensing Backup	4.5%	Software SHI's Full Catalog of	%	
		97) Licensing Barcode/OC		Software		
		98) Licensing Business Application	4.5%	SHI's Full Catalog of Software	%	
		99) Licensing CAD/CAM	4.5%	SHI's Full Catalog of Software	%	
			4.5%	SHI's Full Catalog of	%	
		100) Licensing - Cloning	4 59/	Software SHI's Full Catalog of	%	
		101) Licensing - Computer Services		Software		
		102) Licensince - Database	4.5%	SHI's Full Catalog of Software	%	
			4.5%	SHI's Full Catalog of	%	
		103) Licensing - Development	4 59/	Software SHI's Full Catalog of	%	
		104) Licensing - Entertainment		Software		
		105) Licensing - Financial	4.5%	SHI's Full Catalog of Software	%	
			4.5%	SHI's Full Catalog of	%	
		106) Licensing - Flow Chart	A 59/	Software SHI's Full Catalog of	%	
		107) Licensing - Graphic Design	4.5%	Software	70	

					lf applicable, you may add additional		
		Τ	Proposed			nanufacturers/discounts	
em#	Product	Product / Group	Discount	Manufacturer Name	Discount	Manufacturer Name	
		108) Licensing - Handheld		SHI's Full Catalog of Software	%		
		109) Licensing - Network OS		SHI's Full Catalog of Software	%		
		110) Licensing - OS	4.5%	SHI's Full Catalog of Software	%		
		111) Licensing - Personal Organization	4.5%	SHI's Full Catalog of Software	%		
		112) Licensing - Presentation	4.5%	SHI's Full Catalog of Software	%		
		113) Licensing - Reference	4.5%	SHI's Full Catalog of Software	%		
		114) Licensing - Report Analysis	4.5%	SHI's Full Catalog of Software	%		
			4.5%	SHI's Full Catalog of	%		
		115) Licensing - Spreadhseet	4.5%	Software SHI's Full Catalog of	%		
		116) Licensing - Utilities	4.5%	Software SHI's Full Catalog of	%		
		117) Licensing - Warranties	4.5%	Software SHI's Full Catalog of	%		
7)	Group 7 - Software	118) Licensing - Web Development	4.5%	Software SHI's Full Catalog of	%		
		119) Licensing - Word Processing		Software SHI's Full Catalog of	%		
		120) Software - Backup		Software SHI's Full Catalog of	%		
		121) Software - Barcode / OCR		Software			
		122) Software - Business Application		SHI's Full Catalog of Software	%		
		123) Software - CAD/CAM	4.5%	SHI's Full Catalog of Software	%		
		124) Software - Cloning	4.5%	SHI's Full Catalog of Software	%		
		125) Software - Computer Services	4.5%	SHI's Full Catalog of Software	%		
		126) Software - Database	4.5%	SHI's Full Catalog of Software	%		
			4.5%	SHI's Full Catalog of	%		
		127) Software - Development	4.5%	Software SHI's Full Catalog of	%		
		128) Software - Entertainment	4.5%	Software SHI's Full Catalog of	%		
		129) Software - Financial	4.5%	Software SHI's Full Catalog of	%		
		130) Software - Flow Chart	4.5%	Software SHI's Full Catalog of	%		
		131) Software - Graphic Design		Software SHI's Full Catalog of	%		
		132) Software - Handheld		Software	%		
		133) Software - OS		SHI's Full Catalog of Software			
		134) Software - Personal Organization		SHI's Full Catalog of Software	%		
		135) Software - Presentation	4.5%	SHI's Full Catalog of Software	%		
		136) Software - Reference	4.5%	SHI's Full Catalog of Software	%		
		137) Software - Report Analysis	4.5%	SHI's Full Catalog of Software	%		
		138) Software - Spreadsheet	4.5%	SHI's Full Catalog of Software	%		
			4.5%	SHI's Full Catalog of	%		
		139) Software - Utilities	4.5%	Software SHI's Full Catalog of	%		
		140) Software - Warranties	4.5%	Software SHI's Full Catalog of	%		
		141) Software - Web Development	4.5%	Software SHI's Full Catalog of	%		
		142) Software - Word Processing	4.0%	Software SHI's Full Catalog of	%		
		143) Media - 4mm tape		Media Supplies SHI's Full Catalog of	%		
		144) Media - AIT tape		Media Supplies			
		145) Media - DAT tape		SHI's Full Catalog of Media Supplies	%		
		146) Media - DLT tape	4.0%	SHI's Full Catalog of Media Supplies	%		
	Group 8 - Media Supplies	147) Media LTO / Ultrium tape drive	4.0%	SHI's Full Catalog of Media Supplies	%		
8)		148) Media - Magneto - Optical	4.0%	SHI's Full Catalog of Media Supplies	%		
		149) Media - Optical	4.0%	SHI's Full Catalog of Media Supplies	%		
			4.0%	SHI's Full Catalog of	%		
		150) Media - SLR tape	4.0%	Media Supplies SHI's Full Catalog of	%		
		151) Media - Travan tape	4.0%	Media Supplies SHI's Full Catalog of	%		
		152) Media - VXA tape	4.0%	Media Supplies SHI's Full Catalog of	%		
		153) Media - zip	4.0%	Media Supplies SHI's Full Catalog of	%		
		154) IP phones		Collobration and IP Telephony			
		15 ty ii priories	4.0%	SHI's Full Catalog of Collobration and IP	%		
		155) Video conferencing products		Telephony			
		AEC) Vision visit of	4.0%	SHI's Full Catalog of Collobration and IP	%		
	Group 9 - Collaboration 9-10	156) Voice gateways / servers	4.0%	Telephony SHI's Full Catalog of	%		
9)	Group 9 - Collaboration & IP Telephony	157) Headsets		Collobration and IP Telephony			
			4.0%	SHI's Full Catalog of Collobration and IP	%		
		158) Audo conferencing products	A 0%	Telephony SHI's Full Catalog of	%		
		159) Analog phones	4.0%	Collobration and IP	76		
		159) Analog phones	4.0%	Telephony SHI's Full Catalog of	%		
		160) Accessories		Collobration and IP Telephony			
		161) Advanced Integration	4.0%	SHI's Full Catalog of Other	%		
			4.0%	SHI's Full Catalog of	%		

If applicable, you may add additional manufacturers/discounts Proposed Discount Proposed Product Product / Group Discount Manufacturer Name Manufacturer Name SHI's Full Catalog of 163) Asset Management SHI's Full Catalog of 164) Cables SHI's Full Catalog of 165) Cables - custom Other SHI's Full Catalog of 4.0% 166) Cables - printer SHI's Full Catalog of 4.09 167) Complex warranties 4.0% SHI's Full Catalog of 168) Desktop Accessories SHI's Full Catalog of 169) Display Accessories Other 4.0% SHI's Full Catalog of 170) Electronic Services ther HI's Full Catalog of 171) Handheld Accessories SHI's Full Catalog of 172) Imaging Accessories 4.0% SHI's Full Catalog of 173) Imaging - Camcorders 4.0% SHI's Full Catalog of 174) Imaging - Digital Cameras Other
4.0% SHI's Full Catalog of Other SHI's Full Catalog of 175) Intrenal Lab Service 176) Lab fees Other 4.0% SHI's Full Catalog of 177) Managed Services Other 4.0% SHI's Full Catalog of 178) Miscellaneous solutions Other SHI's Full Catalog of 4.0% Other
4.0% SHI's Full Catalog of 179) Mounting hardware for vehicles 180) Networking Warranties Other
SHI's Full Catalog of 4.0% 181) Notebook Accessories 4.0% SHI's Full Catalog of 182) Notebook Batteries 4.0% SHI's Full Catalog of 183) PC Lab order services Other 4.0% SHI's Full Catalog of 184) POS Accessories other HI's Full Catalog of 185) POS Displays 4.0% SHI's Full Catalog of 186) Power Accessories 4 0% SHI's Full Catalog of 187) Power Surge Protection SHI's Full Catalog of 188) Power UPS Other 4.0% SHI's Full Catalog of 189) Server Accessories Other SHI's Full Catalog of Other 190) Service Charge 4.0% SHI's Full Catalog of 191) System Components SHI's Full Catalog of 4.0% 192) Training Courses SHI's Full Catalog of 4.0% 193) Training Reference Manuals 4.0% SHI's Full Catalog of 194) Warranties - Electronic Other SHI's Full Catalog of 4.0% 195) iPAD / Tablet Stylus 4.0% SHI's Full Catalog of 196) Mouse / Wrist Pads SHI's Full Catalog of 197) Security Locks and Hardware Other SHI's Full Catalog of 4.0% Other
SHI's Full Catalog of 198) Tools 4.0% 199) Document Scanner Accessories SHI's Full Catalog of 4.0% 200) Flatbed Scanners 4.0% SHI's Full Catalog of 201) Mobile Scanners SHI's Full Catalog of 202) Network Scanners Other 4.0% SHI's Full Catalog of 203) Sheetfed Scanners Other HI's Full Catalog of 204) Wide Format Scanners Other SHI's Full Catalog of 4.0% 205) Workgroup / Department Scanner Other SHI's Full Catalog of 206) Build to Order Desktops Otner SHI's Full Catalog of Other
SHI's Full Catalog of 207) Nettop 4.0% 208) Point of Sale Other SHI's Full Catalog of 4.0% 209) Ultra Small Form Factor 4.0% SHI's Full Catalog of 210) Apple / Mac Memory Upgrades SHI's Full Catalog of 10) Group 10 - Other 211) Chips / SIMMs/SIPPs / ROMs Other 4.0% SHI's Full Catalog of 212) Computer Cases ther HI's Full Catalog of 213) CPUs / Fans SHI's Full Catalog of 4.0% 214) Membory Accessories 4.0% SHI's Full Catalog of 215) Motherboards / Chassis 4.0% SHI's Full Catalog of 216) 1 - 2 port Serial Boards 4.0% SHI's Full Catalog of 217) 3+ port Serial Boards SHI's Full Catalog of Other 218) Console Server 4.0% SHI's Full Catalog of 219) Device Server 4.0% SHI's Full Catalog of 220) Terminal Server

If ap	pplicable, you may add additional
i	manufacturers/discounts
Proposed	

					<u> </u>	manufacturers/discounts
Item#	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
		221) Content Management	4.0%	SHI's Full Catalog of Other	, % 	
			4.0%	SHI's Full Catalog of	%	
		222) Firewall / VPN Applicances	4.0%	Other SHI's Full Catalog of	! ! %	
		223) Multifunction Security Appliances	4.0%	Other SHI's Full Catalog of	%	
		224) Network Camera Accessories	4.0%	Other SHI's Full Catalog of	<u>%</u>	
		225) Network Cameras	4.0%	Other SHI's Full Catalog of	%	
		226) Physical/Environmental Security		Other SHI's Full Catalog of	%	
		227) Security Applicance Accessories		Other	! !	
		228) Security Tokens		SHI's Full Catalog of Other	%	
		229) Unified Threat Management		SHI's Full Catalog of Other	%	
		230) 2-way Radios / Walkie Talkies	4.0%	SHI's Full Catalog of Other	%	
		231) Apple Notebooks	4.0%	SHI's Full Catalog of Other	%	
		232) Convertible PCs / Slate PCs / iPAD	4.0%	SHI's Full Catalog of Other	%	
		233) iPAD	4.0%	SHI's Full Catalog of Other	%	
		234) Slate Tablet Computers	4.0%	SHI's Full Catalog of	%	
		·	4.0%	Other SHI's Full Catalog of	! %	
		235) GPS / PDA	4.0%	Other SHI's Full Catalog of	%	
		236) Wireless Communication Devices	4.0%	Other SHI's Full Catalog of	<u>%</u>	
		237) Batteries	4.0%	Other SHI's Full Catalog of	%	
		238) Power Supplies / Adapters		Other SHI's Full Catalog of	%	
		239) Rackmountain Equipment		Other	I %	
		240) Remote Power Management		SHI's Full Catalog of Other		
		241) Surge Suppressors		SHI's Full Catalog of Other	%	
		242) UPS / Battery Backup	4.0%	SHI's Full Catalog of Other	%	
		243) 14" & smaller LCD Display	4.0%	SHI's Full Catalog of Other	%	
		244) 15-19" LCD Display	4.0%	SHI's Full Catalog of Other	%	
			4.0%	SHI's Full Catalog of	! %	
		245) 15-19" Wide LCD Display	4.0%	Other SHI's Full Catalog of	%	
		246) 15-19" Wide LED Display	4.0%	Other SHI's Full Catalog of	%	
		247) 20-30" LCD Display	4.0%	Other SHI's Full Catalog of	%	
		248) 20-30" Wide LCD Display	4.0%	Other SHI's Full Catalog of	%	
		249) 20-30" Wide LED Display		Other SHI's Full Catalog of	%	
		250) PCoIP and Zero Client Displays		Other	<u> </u>	
		251) Arm Mounts		SHI's Full Catalog of Other	%	
		252) Ceiling Mounts		SHI's Full Catalog of Other	%	
		253) Combo Mounts	4.0%	SHI's Full Catalog of Other	%	
		254) Desktop Stands / Risers	4.0%	SHI's Full Catalog of Other	! %	
		255) Flat Wlal Mounts	4.0%	SHI's Full Catalog of Other	%	
		256) Mount Accessories	4.0%	SHI's Full Catalog of Other	%	
		257) Pole Display	4.0%	SHI's Full Catalog of	! %	
			4.0%	Other SHI's Full Catalog of	%	
		258) Stands / Carts / Feet	4.0%	Other SHI's Full Catalog of	! ! %	
		259) Tilt Wall Mounts	4.0%	Other SHI's Full Catalog of	%	
		260) C-Cure Products	4.0%	Other SHI's Full Catalog of	%	
		261) Istar Products	<u> </u>	Other	 	<u> </u>
		SERVICE	STANDARD HOURLY RATE	DISCOUNT FROM STANDARD RATE	the City is gett	with local partners when possible to insure ing the best value. Prices for Services will g on the local partners. The rates below ar
11)	Group 11 - Services	Design and Analysis Configuration	12500.0% 16500.0%	4% 4%		
11)		Implementation Installation	18500.0% 18500.0%	4% 4%		
		Training	9900.0%	4%		
		Maintenance & Support Additional Services Offered (please list any additional services offered an applicable discount / fees on a separate page and attach)	9900.0% See #12	4%		
12)	Group 12 - Additional Products/Services Not Identified	All other Current and Future Products not specifically identified here will be offered at a 4% discount off SHI Advertised List price. Please see description below for more information on SHI's proposed discount model for this contract. Respondents please add			•	
	identified	Respondents please add Respondents please add				
		In the second				
		Respondents please add Respondents please add				

Ī					If applicable, you may add additional		
					manufacturers/discounts		
			Proposed		Proposed		
Item#	Product	Product / Group	Discount	Manufacturer Name	Discount	Manufacturer Name	

All discounts articulated here represent the minimum discounts off SHI Advertised List Price; actual discounts may be signmently higher.

The comprehensive SHI offering for National IPA consists of all hardware, software, and services available to our customers in the public sector marketplace. The discount structure offered to National IPA is based on our Advertised Price List which can be located on www.shi.com. In many cases, SHI Advertised List Price already reflects a substantial discount off of Manufacturer Published List prices. Given the breadth of manufacturers and products that SHI offers, there will be many opportunities for SHI to secure additional discounts for eligible contract users. We work to provide your contract users with the most advantageous pricing available, above and beyond the minimum discounts offered, whenever possible. SHI prides ourselves on being honest and transparent with our customers especially when it comes to pricing. We base our discount structure on SHI Advertised Price as this is a verifiable source. We do not inflate this Advertised Price for RFPs in order to make our discounts appear larger. Other vendors may use MSRP or Publisher List price, which can be unreliable as a pricelist may not exist for every product, a pricelist can change from day to day, and a pricelist can be inconsistent depending on where you source the information from. When a vendor manipulates contract language in this manner or uses a loose definition of cost, it results in an increase in profit for them and higher prices for customers.

If awarded, SHI is willing to provide complete transparency over the life of the contract as it relates to our costs and what we charge National IPA customers.