NOTICE OF AWARD OF CONTRACT

TO: DELL MARKETING, L.P.
ONE DELL WAY, MS 8-02
ROUND ROCK, TX 78682

DATE ISSUED: FEBRUARY 2, 2011

CURRENT REFERENCE NO: 39-11

DTS - DESKTOPS, LAPTOPS, PERIPHERALS & ASSORTED SOFTWARE

PRIOR REFERENCE NO: 43-10

THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNLESS AND UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

Your firm is awarded the above referenced contract. The contract term covered by this Notice of Award is effective FEBRUARY 2, 2011 and expires on FEBRUARY 1, 2012.

This is the THIRD year award notice of a possible FIVE year contract.

The contract documents consist of the terms and conditions of VITA Contract VA-090202-DELL, including and exhibits, attached, or amendments thereto.

CONTRACT PRICING:

REFER TO VITA CONTRACT VA-090202-DELL

ATTACHMENTS:

VITA CONTRACT VA-090202-DELL

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: JASON WARNER

VENDOR TEL. NO.: 888-977-3355
VENDOR FAX. NO.: 512-283-2098

VENDOR PAYMENT TERMS: NET 30 DAYS

TAX IDENTIFICATION NUMBER (EIN/SSN): 74-2616805

EMAIL ADDRESS: Jason.Warner@dell.com

COUNTY CONTACT: JEFF BRANDT

COUNTY TEL. NO.: 703-228-7983

VENDOR: 1

DISTRIBUTION

BID FOLDER: 1

CONTRACT AUTHORIZATION

Pamela Hayes
Assistant Purchasing Agent

DATE: 2/21/11
Commonwealth of Virginia
Virginia Information Technologies Agency

INFORMATION TECHNOLOGY HARDWARE, SOFTWARE & SERVICES
Optional Use

Date: February 2, 2011
Contract #: VA-090202-DELL
Authorized User: All public bodies, including VITA, as defined by §2.2-4301 and referenced by §2.2-4304 of the Code of Virginia
Contractor: Dell Marketing L.P.
One Dell Way, MS 8-02
Round Rock, TX 78682
FIN: 74-2616805
Contact Person: Frank Plemons
Voice: 512-513-9347
Fax: 800-443-9527
Email: Frank.plemons@dell.com
Term: February 2, 2011 – February 1, 2012
Payment: Net 30 days

For Additional Contract Information, Please Contact:
Virginia Information Technologies Agency
Supply Chain Management
Greg Scearce
Strategic Sourcing Specialist
Phone: 804-416-6166
E-Mail: gregory.scearce@vita.virginia.gov
Fax: 804-416-6361

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.
For updates, please visit our Website at http://www.vita.virginia.gov/procurement/contracts.cfm

VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA): Prior review and approval by VITA for purchases in excess of $100,000.00 is required for State Agencies and Institutions only.
<table>
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<th>Change No.</th>
<th>Description of Change</th>
<th>Effective Date</th>
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<td>1</td>
<td>Mod 1 allows Dell to subcontract portions of its Hardware Customization/CFI services to Select third party contractors</td>
<td>12/18/09</td>
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<tr>
<td>2</td>
<td>Extends contract term</td>
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MODIFICATION #2
TO
CONTRACT NUMBER VA-090202-DELL
BETWEEN THE
COMMONWEALTH OF VIRGINIA
AND
DELL MARKETING, L.P.

This MODIFICATION #2 is an agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and DELL MARKETING, L.P., hereinafter referred to as "Contractor" relating to the modification of the above Contract. This Modification #2 is hereby incorporated into and made an integral part of Contract VA-090202-DELL (the Agreement), as modified.

The term of the contract is extended under the same terms for the period beginning February 2, 2011 through February 1, 2012.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-090202-DELL and cannot be modified, except by a writing signed by duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

DELL MARKETING, L.P.

BY:  
NAME: Lauren D. McCosham 
TITLE: Contract Manager 
DATE: 1/26/2011

COMMONWEALTH OF VIRGINIA

BY:  
NAME: Samuel A. Nixon, Jr. 
TITLE: CIO OF THE COMMONWEALTH
DATE: 1/31/11
MODIFICATION #1
TO
CONTRACT NUMBER VA-090202-DELL
BETWEEN THE
COMMONWEALTH OF VIRGINIA
AND
DELL MARKETING, L.P.

This MODIFICATION #1 is an agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and DELL MARKETING, L.P., hereinafter referred to as "Contractor" relating to the modification of the above Contract. This Modification #1 is hereby incorporated into and made an integral part of Contract VA-090202-DELL (the Agreement), as modified.

Modification #1 allows for the following:
November 17, 2009

Greg Scearce, VCO
Strategic Sourcing Specialist
Commonwealth Enterprise Solutions Center
11751 Meadowville Lane
Chester, VA 23836

Reference: Dell's Commonwealth of Virginia IT Contracts
(Dell Contract Ref. Nos. 90307/70683, 07/08/11ABP, 74787, 56AAK)
Subject: Dell Hardware Customization/Custom Factory Integration (CFI) Services

Dear Mr. Scearce:

As part of Dell's efforts to optimize its supply chain, Dell will be subcontracting performance of certain portions of our Hardware Customization/CFI services to a select few third party providers ("Dell Service Providers"). Hardware Customization/CFI services include custom asset tagging, integration of hardware components, installation of software images and other similar custom factory integration services. Dell Service Providers may be performing their Hardware Customization/CFI services outside the country where your order is placed.

Dell is sending you this notice to request your authorization for Dell to perform Hardware Customization/CFI services as described above. Please rest assured that Dell remains directly responsible to you for the performance of the Hardware Customization/CFI services under the relevant contract(s) between our organizations. Your authorization will apply to all purchases made by any entities under the terms of the referenced Contract as of the date of your authorization below, and will remain in effect until you provide written notice to Dell revoking this authorization.

Kindly signify your consent by having an authorized representative sign in the space below and returning this letter to Lauren McCosham no later than November 30, 2009, either by fax at (512) 283-9092 or e-mail at lauren_mccosham@dell.com. Should you have any questions regarding this request, please contact your Dell Account Representative by phone at 717-503-7700 or e-mail at Tim_Wilkinson@dell.com.

Dell very much appreciates your business, and looks forward to continuing a mutually beneficial relationship into the future.

Best regards,

Lauren D. McCosham
Contract Manager

ACKNOWLEDGMENT:

By: __________________________
Print Name: Gregory H. Scearce
Title: Strategic Sourcing Specialist
Company: VITA
Date: 12.09.2009
The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-090202-DELL and cannot be modified, except by a writing signed by duly authorized representatives of both parties.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.
Hardware and Maintenance Contract

between

The Virginia Information Technologies Agency
on behalf of
The Commonwealth of Virginia

and

Dell Marketing LP
HARDWARE AND MAINTENANCE CONTRACT
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HARDWARE AND MAINTENANCE CONTRACT
THIS HARDWARE AND MAINTENANCE CONTRACT ("Contract") is entered into by and between the Virginia Information Technologies Agency (hereinafter referred to as "VITA"), pursuant to §2.2-2012 of the Code of Virginia and on behalf of the Commonwealth of Virginia, and Dell Marketing LP ("Supplier"), a Texas Limited Partnership headquartered at One Dell Way, Round Rock, TX 78682, to be effective as of February 2, 2009 ("Effective Date").

1. PURPOSE
   This Contract sets forth the terms and conditions under which Supplier agrees to sell certain of Supplier's Product, and to provide various Services to the Authorized Users.

2. DEFINITIONS
   A. Acceptance
      Acceptance shall take the form of completed and successful acceptance testing as detailed in Section 4E.

   B. Authorized Users
      All Public Bodies, including VITA and all Commonwealth agencies, as defined by §2.2-4301 and referenced by §2.2-4304 of the Code of Virginia.

   C. Confidential Information
      Any confidential or proprietary information of a Party that is disclosed in any manner, including oral or written, graphic, machine readable or other tangible form, to any other Party in connection with or as a result of discussions related to this Contract or any order issued hereunder, and which at the time of disclosure either (i) is marked as being "Confidential" or "Proprietary", (ii) is otherwise reasonably identifiable as the confidential or proprietary information of the disclosing Party, or (iii) under the circumstances of disclosure should reasonably be considered as confidential or proprietary information of the disclosing Party.

   D. Maintenance Level
      The parameters of Maintenance Services, including the times during which and time-frames in which Supplier shall respond to a request for Maintenance Services. The available Maintenance Levels shall be as defined in Exhibit D hereto. The actual Maintenance Level for a unit of Product shall be set forth in the executed order for Maintenance of that Product referencing this Contract.

   E. Maintenance Coverage Period (MCP)
      The term during which Maintenance is to be provided for a unit of Product.

   F. Maintenance Services (or Maintenance)
      Those Services, preventive and remedial, performed by Supplier at Authorized User's request in order to ensure continued operation of the Product. Maintenance Services shall include support services.

   G. Operating Condition
      That condition which allows the Product to function in a normal, acceptable working manner, as designed by the Product manufacturer.

   H. Party
      Supplier, VITA, or any Authorized User.

   I. Product
      Hardware, peripherals, and any other equipment, including the System Software, all upgrades, all applicable user documentation and related accessories as set forth on Exhibit C provided pursuant to this Contract.

   J. Receipt (of Product)
      An Authorized User or its Agent has physically received the Product at the correct "ship to" location.
K. Requirements
The functional, performance, operational, compatibility, and other parameters and characteristics of the Product as set forth in the applicable documentation, Exhibit A and such other parameters, characteristics, or performance standards for the Product that may be agreed upon in writing by the Parties. [Note: In case of conflict, see the Entire Contract clause for order of precedence.]

L. Response Time
The time between Supplier's receipt of Authorized User's request for Maintenance and the time Supplier commences repair of the Product.

M. Service
Any Product-related work performed or service provided, including certain Maintenance Services or other services for the Product and provision to the Authorized User of any deliverable, by Supplier under this Contract, including but not limited to installation/de-installation, maintenance, support, training, migration, and optimization of hardware or software, warranty services, factory integration (software or equipment components), asset management, recycling/disposal, certification, migration, pre-implementation design, disaster recovery planning and support, service desk/helpdesk and any other related technical support service required for the effective operation or optimization of a hardware or software product.

N. Software Publisher
The licensor of the System Software provided by Supplier under this Contract.

O. Supplier
Means the Supplier and any of its Affiliates (i.e., an entity that controls, is controlled by, or is under common control with Supplier).

P. System Software
The operating system code, including software, firmware and microcode, (object code version) for each Product, including any subsequent revisions, as well as any applicable documentation.

3. TERM AND TERMINATION

A. Contract Term
This Contract is effective and legally binding as of the Effective Date and, unless terminated as provided for in this section, shall continue to be effective and legally binding for a period of two (2) years. VITA, at its sole discretion, may extend this Contract for up to three (3) additional one (1) year periods after the expiration of the initial two (2) year period. VITA will issue a written notification to the Supplier stating the extension period, not less than thirty (30) days prior to the expiration of any current term. Warranty on or Maintenance Services for any Product ordered during the term of the Contract may extend beyond the term of this Contract. Performance of any order or SOW issued during the term of this Contract may survive the expiration of the term of this Contract, in which case all terms and conditions required for the operation of such order or SOW shall remain in full force and effect until the Warranty or Maintenance Services pursuant to such order or SOW have met the final Acceptance criteria of the applicable Authorized User.

B. Termination for Convenience
VITA may terminate this Contract, in whole or in part, or any order issued hereunder, in whole or in part, or an Authorized User may terminate for convenience an order, in whole or in part, upon not less than thirty (30) days prior written notice at any time for any reason.

C. Termination for Breach or Default
VITA shall have the right to terminate this Contract, in whole or in part, or any order issued hereunder, in whole or in part, or an Authorized User may terminate an order, in whole or in part, for breach and/or default of Supplier. Supplier shall be deemed in breach and/or default in the event that Supplier fails to meet any material obligation set forth in this Contract or in any order issued hereunder.

If VITA deems the Supplier to be in breach and/or default, VITA shall provide Supplier with notice of breach and/or default and allow Supplier fifteen (15) days to cure the breach and/or default. If
Supplier fails to cure the breach as noted, VITA may immediately terminate this Contract or any order issued hereunder, in whole or in part. If an Authorized User deems the Supplier to be in breach and/or default of an order, such Authorized User shall provide Supplier with notice of breach and/or default and allow Supplier fifteen (15) days to cure the breach and/or default. If Supplier fails to cure the breach and/or default as noted, such Authorized User may immediately terminate its order, in whole or in part. Any such termination shall be deemed a Termination for Breach or a Termination for Default. In addition, if Supplier is found by a court of competent jurisdiction to be in violation of or to have violated 31 USC 1352 or if Supplier becomes a party excluded from Federal Procurement and Non-procurement Programs, VITA may immediately terminate this Contract, in whole or in part, for breach. VITA shall provide written notice to Supplier of such termination and Supplier shall provide written notice to VITA if Supplier is charged with violation of 31 USC 1352 or if federal debarment proceedings are instituted against Supplier.

D. Termination for Non-Appropriation of Funds
All payment obligations under this Contract are subject to the availability of legislative appropriations at the federal, state, or local level, for this purpose. In the event of non-appropriation of funds, irrespective of the source of funds, for the items under this Contract, VITA may terminate any order, in whole or in part, or an Authorized User may terminate its order, in whole or in part, for those goods or services for which funds have not been appropriated. Written notice will be provided to the Supplier as soon as possible after legislative action is completed.

E. Effect of Termination
Upon termination, neither the Commonwealth, nor VITA, nor any Authorized User shall have any future liability except for Products or certain Maintenance or other Services accepted by the Authorized User prior to the termination date.

In the event of a Termination for Breach or Termination for Default, Supplier shall accept return of any Products or services that were not accepted by the Authorized User(s), and Supplier shall refund any monies paid by any Authorized User for such Product or services, including certain Maintenance Services, and all costs of de-installation and return of the Products shall be borne by Supplier.

F. Transition of Services
Prior to or upon expiration or termination of this Contract and at the request of VITA, Supplier shall provide reasonable assistance as VITA or an Authorized User may reasonably require to transition Product-related Services to any other supplier with whom VITA or such Authorized User contracts for provision of Product-related services. This obligation may extend beyond expiration or termination of the Contract for a reasonable period of time not to exceed six (6) months. In the event of a termination for breach and/or default of Supplier, Supplier shall provide such assistance at no charge or fee to VITA or any Authorized User; otherwise, Supplier shall provide such assistance at the hourly rate or a charge agreed upon by Supplier and VITA or an Authorized User.

G. Contract Kick-Off Meeting
Within 30 days of Contract award, Supplier may be required to attend a contract orientation meeting, along with the VITA contract manager/administrator, the VITA and/or other CoVa Agency project manager(s) or authorized representative(s), technical leads, VITA representatives for SWaM and Sales/IFA reporting, as applicable, and any other significant stakeholders who have a part in the successful performance of this Contract. The purpose of this meeting will be to review all contractual obligations for both parties, all administrative and reporting requirements, and to discuss any other relationship, responsibility, communication and performance criteria set forth in the Contract. The Supplier may be required to have its assigned account manager as specified in Section 6.0 and a representative from its contracts department in attendance. The time and location of this meeting will be coordinated with Supplier and other meeting participants by the VITA contract manager.
H. Contract Closeout
Prior to the contract's expiration date, Supplier may be provided contract close out documentation and shall complete, sign and return to VITA Supply Chain Management within 30 days of receipt. This documentation may include, but not be limited to: Patent/Royalty Certificate, Tangible Property/Asset Certificate, Escrow Certificate, SWaM Reports Completion Certificate, Sales Reports/IFA Payments Completion Certificate, and Final Payment Certificate. Supplier is required to process these as requested to ensure completion of close-out administration and to maintain a positive performance reputation with the Commonwealth of Virginia. Any closeout documentation not received within 30 days of Supplier's receipt of our request will be documented in the contract file as Supplier non-compliance. Supplier's non-compliance may affect any pending payments due the Supplier, including final payment, until the documentation is returned.

4. DELIVERY, INSTALLATION AND ACCEPTANCE

A. Delivery Procedure
Supplier shall deliver all Product F.O.B. destination, with such destination being the "ship to" address specified in the applicable order. For orders for which Supplier is to provide installation of the Product, Supplier shall bear all risk of loss or damage to the Product until Receipt/Acceptance by the Authorized User. For orders for which Supplier is not to provide installation of the Product, Supplier shall bear all risk of loss or damage to the Product until Receipt. In all cases, Supplier shall arrange and pay for all transportation and insurance sufficient to fully protect the Product while in transit. Each shipment shall include a packing slip indicating the Authorized User's order number, the part number, a description of the Product shipped and the quantity shipped. Each package in any shipment shall be numbered, shall have stenciled on one end and one side a description of the quantity of Product contained therein by part number and description, and shall conspicuously display the number of the package in that shipment which contains the packing slip. If required by the Authorized User, Supplier shall bar code all packages shipped. If any loss to, or damage of, the Product occurs prior to Acceptance by the Authorized User, Supplier shall immediately provide a replacement item. Title to Product, excluding System Software, shall pass upon Receipt.

Supplier shall make available all appropriate and/or related user documentation, if any, at the time of delivery of the first unit of each different Product type.

B. Late Delivery
Supplier hereby acknowledges and agrees that failure to deliver the Product ordered in strict accordance with the mutually agreed upon delivery schedule determined in accordance with this Section may result in damages to the ordering Authorized User, the total sum of which would be impracticable or difficult to ascertain as of the Effective Date of this Contract. If the delay lasts longer than thirty (30) days, the Authorized User may cancel the order with written notice.

In addition, in the event the Supplier fails for any reason to deliver repeatedly within thirty (30) days of the agreed upon delivery date set forth in the order/schedule, the ordering Authorized User, at its own discretion, may give Supplier written notice of breach. Once notice by such Authorized User is sent or given, the Authorized User may immediately procure the undelivered items, or items substantially similar thereto, from another source. Once the Authorized User has effected a purchase from an alternate source (in accordance with the Virginia Public Procurement Act, §§ 2.2-4300 et seq. of the Code of Virginia), the Authorized User may charge-back Supplier, in which case Supplier agrees to reimburse the Authorized User for any reasonable difference in cost between the original contract price and the Authorized User's cost to cover from the alternate source, provided that the Authorized User has taken reasonable steps to mitigate such costs. In no event shall any Authorized User be held to pay Supplier any costs incurred by Supplier, including but not limited to ordering, marketing, manufacturing, or delivering the item(s) which are subject of such Authorized User's notice of breach. Notwithstanding the foregoing, the Parties reserve any and all other remedies available at law or in equity.
VITA and Authorized Users agree that no such damages or reimbursements shall apply in instances of delivery delays beyond Supplier's control, including industry wide shortages, constrained markets, acts of God, war, terrorism or any other factors beyond Supplier's control.

C. Product Trade-in and Upgrade
(To be determined prior to contract execution)

D. Product Installation
Unless mutually agreed by the Parties, Authorized User shall provide the initial installation of all Product. Installation may include: unpacking, removal of all shipping/packing materials, positioning, connecting to internal utility services, testing, related necessary services to allow for Acceptance by the Authorized User.

All installation shall comply with building and facilities standards established by the ordering Authorized User. Supplier agrees to provide all reasonably necessary telephone assistance at no charge.

E. Product Acceptance
Product shall be deemed accepted when the ordering Authorized User determines that such Product successfully operates in accordance with the Requirements. Such Authorized User shall commence Acceptance testing within a reasonable amount of time, or within such other period as set forth in the applicable order, after Receipt/installation of the Product. Acceptance testing will be no longer than fifteen (15) days, or such longer period as may be agreed in writing between Authorized User and Supplier. Supplier agrees to provide the Authorized User such assistance and advice as the Authorized User may reasonably require, at no additional cost, during such Acceptance testing, other than pre-approved travel expenses incurred which are reimbursable by the Authorized User at the then-current per diem amounts as published by the Virginia Department of Accounts. Any such travel expenses must be pre-approved by the Authorized User and shall be reimbursable by such Authorized User at the then-current per diem amounts as published by the Virginia Department of Accounts (http://www.doa.virginia.gov/Admin_Services/CAPP/CAPP_Tocics/20335_Meals_Lodging_102007.pdf, or a successor URL(s)). Authorized User shall provide to Supplier written notice of Acceptance upon successful Acceptance testing. Should Authorized User fail to provide Supplier written notice of successful or unsuccessful Acceptance testing within fifteen (15) days of the date of invoice, the Product(s) shall be deemed Accepted. However, the right to accept or reject Products is not the only remedy that Authorized User shall have with respect to product return, as Authorized Users may return Products within the terms of Suppliers applicable satisfaction and return policy.

F. Cure Period
Supplier shall correct any non-conformities identified during Acceptance testing and re-submit such previously non-conforming Product for re-testing within fourteen (14) days of written notice of non-conformance, or as otherwise agreed between the Authorized User and Supplier in the applicable order. Should Supplier fail to take reasonable steps to cure the non-conformity or deliver Product which meets the Requirements, such Authorized User may, in its sole discretion: (i) reject the Product in its entirety and recover amounts previously paid hereunder; or (ii) issue a “partial Acceptance” of the Product with a mutually agreed upon equitable adjustment in the price to account for such deficiency.

G. Product Discontinuation
During the term of this Contract, if any Product listed on Exhibit C is discontinued, Supplier agrees to work with VITA to establish a substitute acceptable to VITA. Additionally, for all systems under service contract, Supplier shall make available to the Authorized User maintenance parts for discontinued Product for five (5) years from the date of such discontinuation, as long as the parts remain commercially available. In every event, Supplier will provide any Authorized User with advance notice of its intent to discontinue any Product type previously ordered by such Authorized User.
5. PRODUCT SUPPORT AND ADDITIONAL SERVICES
   A. Authorized User or Third Party Support
      1. Documentation and Support Availability
         In the event that VITA terminates this Contract, Supplier shall provide all the necessary user
         and installation documentation and maintenance and repair training reasonably required to
         enable any Authorized User of reasonable skill standard for the industry to maintain and
         repair the Product itself or to obtain support and maintenance services from a third-party.
         Supplier shall also provide the documentation and training necessary to allow any Authorized
         User to self-maintain to the subcomponent level. VITA acknowledges that any additional
         training may result in additional cost.
      2. Timeliness and Price
         Supplier agrees to make the above-referenced documentation, training and spare parts and
         components available within thirty (30) days following receipt of a written request, and at a
         price set forth in Exhibit C, such price not to exceed Supplier's published price list, or the fair
         market value. In addition, Supplier agrees to sell Product, as set forth in Exhibit C attached
         hereto, to any Authorized User's third-party maintenance provider under contract with such
         Authorized User, at the prices as set forth in Exhibit C, for the sole purpose of supporting the
         Authorized User's installed inventory. Supplier agrees to document and provide to all
         Authorized Users in a timely manner any and all revisions to information and parts and
         components lists as they are developed or supplied by Supplier.
   B. Engineering Changes and Product Modification
      Upon request, Supplier agrees to document and provide product roadmaps and updates to VITA
      and such Authorized Users regarding any engineering changes to the Products prior to
      incorporation, provided that the parties have executed appropriate Non-Disclosure Agreements.
      All changes which affect the safety of the Product ("Safety Changes") shall be made at no cost to
      the Authorized User.
   C. Training
      Any applicable training may vary on the Product purchased. The Product purchase price may
      include training at a mutually agreeable location on the use and operation of the Product,
      including instruction in any necessary conversion of such Authorized User's data for such use.
      Pursuant to a mutually agreed upon schedule, Supplier shall provide sufficient personnel
      experienced and qualified to conduct such training. Available optional training, and applicable
      pricing and discounts, are described in Exhibit C.
   D. Parts and Maintenance Support
      Supplier agrees to make available spare parts and the Maintenance Services identified in the
      Maintenance Services section herein and Exhibit D hereto for each Product type ordered by an
      Authorized User. For any products under service contract, Supplier shall advise such Authorized
      User of its intent to discontinue either certain parts or maintenance services for any Product type
      ordered by the Authorized User. Spare parts may be manufacturer certified refurbished parts
      carrying manufacturer warranties.
      Supplier shall notify the Authorized User prior to the effective date of any such discontinuance,
      and shall provide to the Authorized User the opportunity to purchase spare parts in a quantity
      adequate to support its installed base. Should Supplier advise the Authorized User of its intent to
      discontinue certain parts for any Product type ordered by the Authorized User, the Authorized
      User has the option to request and Supplier has the obligation to provide, all documentation
      required to ensure ongoing support, including full maintenance and repair by the Authorized User
      or its designated third-party maintenance provider within thirty (30) days prior to the
      discontinuance date.
   E. Inventory Record
      Upon request by the Authorized User, Supplier shall provide, at no additional cost, a record of all
      units of Product covered under warranty/maintenance by type, quantity and location, including
      the end date for each unit's Warranty Period or maintenance term ("Inventory Record").
quantities and types may vary as Product is added or deleted from coverage, and Authorized User shall notify Supplier in writing of any Product relocated, added, or removed from service. Upon such notification, Supplier shall amend the Inventory Record to reflect such relocation, addition, or deletion of Product. Supplier shall provide, at no additional cost, a copy of the most current Inventory Record to any Authorized User upon request.

F. Product Service Record
Upon request by the Authorized User, Supplier shall provide, at no additional cost, a Product Service Record for each unit of Product covered under warranty or maintenance. The Product Service Record shall record the following for each unit of Product: Original Invoice Number, Issue Date, System Description Part Number, Service Tag Number, Status of Call, Part Description, City and State of part dispatched, Quantity, Problem/Description Service Type. Additional information may be available. Upon request by the Authorized User, Supplier shall provide, at no additional cost, a copy of the Product Service Record.

G. Additional Services
In addition to any on-site warranty or maintenance service obligations, Supplier shall, upon request of an Authorized User by means of an order issued in accordance with the ordering provisions of this Contract, provide additional on-site services which may include: (i) relocation of previously installed hardware; (ii) assistance to Authorized User's communications department in mutually acceptable duties related to the warranty or maintenance services provided under this Contract; and (iii) cabling, if applicable. The Authorized User shall compensate Supplier for such additional on-site services in accordance with the prices identified in Exhibit C.

Furthermore, Supplier shall, upon request of an Authorized User by means of an order issued in accordance with the ordering provisions of this Contract, provide the following services beyond those identified as warranty or maintenance service offerings: (i) service on equipment not covered by this Contract, (ii) repair of damage or replacement of parts of hardware resulting from changes in the hardware environment, extraordinary use of the hardware, or interconnected devices, or (iii) service outside the applicable hours of service specified in an executed order referencing this Contract. The charge for such services shall be at the hourly rate specified in Exhibit C and shall be inclusive of all expenses. Warranty or maintenance services requested for a unit of hardware within the forty-eight (48) hour period immediately following Remedial Maintenance performed on the same unit of hardware for the same problem, shall not be considered an additional service and shall be provided at no charge.

6. WARRANTY AND REMEDY

A. Supplier
Supplier shall perform its obligations hereunder in accordance with professional duty of care.

B. Ownership
Supplier is the owner of the Product or otherwise has the right to grant to the Commonwealth or any Authorized User title to or the right to use the Product provided hereunder without violating or infringing any law, rule, regulation, copyright, patent, trade secret or other proprietary right of any third-party. Upon receipt of payment, the Commonwealth or the ordering Authorized User, as applicable, shall obtain good and clear title to the Product, excluding the System Software, free and clear of all liens, claims, security interests and encumbrances.

C. Supplier Viability
Supplier warrants that it has the financial capacity to perform and continue to perform its obligations under this Contract, that no legal proceedings have been threatened or brought against Supplier that could materially adversely affect performance of this Contract, and that entering into this Contract is not prohibited by any contract, or order by any court of competent jurisdiction.

D. Product
Supplier warrants the following with respect to the Product:
i). Product pursuant to a particular Request for Proposal (RFP), quote, or Request for Quote (RFQ), shall meet the requirements as specified by VITA in the RFP and in this Contract and, if applicable, by the authorized User requesting such quote or issuing such RFQ, and Supplier is possessed of superior knowledge with respect to the Product and is aware that Authorized Users are relying on Supplier's skill and judgment in providing the Product; The Product shall be free of defects in material, design and workmanship;

ii). Upon delivery, the Product shall be new and in Operating Condition and shall have all released engineering changes released to date already installed;

iii). Each Product delivered hereunder shall function in conformance with the Requirements;

iv). No engineering change made to the Product or System Software revisions shall degrade the performance of the Product to a level below that defined in the applicable Request for Proposal, and in the Product manufacturer's published specifications;

v). Upon delivery, all System Software shall be at the current release level unless otherwise requested by the ordering Authorized User; and

vi). The System Software shall not contain any embedded device or code (e.g., time bomb) that is intended to obstruct or prevent any Authorized User's use of the System Software, nor shall Supplier disable any Authorized User's use of such System Software through remote access or otherwise. If the System Software contains authorization codes allowing access to a data base or other software, Supplier warrants that such codes shall be perpetual and non-expiring.

E. Product Performance Data
Supplier agrees to provide product performance data discovered during Field Quality Management Lifecycle assessments to VITA during the Quarterly reviews, and address such performance standard issues as necessary. Products that are consistently showing poor product performance will be repaired or replaced in accordance with the product's warranty.

F. Warranty Services
VITA acknowledges that Warranty Services may depend on the Product offered and level of support purchased; and Supplier agrees to work with Authorized User to ensure Warranty Services are appropriate for the Authorized User's needs.

During the warranty period Supplier warrants that the Product shall meet or exceed the Requirements. Supplier shall provide warranty services (including unlimited telephonic support and all necessary travel and labor) during the Warranty Period at the prices identified in Exhibit C. Supplier shall correct, at no additional cost to any Authorized User, all errors identified during the warranty period that result in a failure of the Product to meet the Requirements.

Exhibit D provides detailed descriptions of the Supplier's warranty and maintenance offerings and responsibilities as well as remedies available to the Authorized User. Exhibit D defines coverage periods, response times, and restore times.

If multiple warranty levels are available, an Authorized User may elect, at any time, an alternative warranty level offered by Supplier. Such amendment shall take effect within thirty (30) days following Supplier's receipt of Authorized User's written notice, in the form of a modification to an order.

Authorized User's designated control organization shall have the exclusive authority to request warranty services. Supplier will work with Authorized User as appropriate to ensure that Supplier does not generally respond to calls for service from any other source without prior approval of Authorized User's agreement administrator designated on the relevant order.

1. Product Covered
   Exhibit C lists all Product types covered under warranty.
2. Preventive Maintenance
Supplier's Preventive Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit D.

3. Remedial Maintenance
Supplier's Remedial Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit D.

4. Replacement Parts
Supplier's offerings and responsibilities related to Replacement Parts, and the Authorized User's associated remedies, are described in Exhibit D.

5. Spares
Supplier's offerings and responsibilities related to Spares, and the Authorized User's associated remedies, are described in Exhibit D.

6. Notification and Correction of Defects
Supplier's offerings and responsibilities related to notification and correction of defects, and the Authorized User's associated remedies, are described in Exhibit D.

7. One-year Depot Warranty
Supplier's depot warranty offerings and responsibilities are described in Exhibit D.

8. On-site Warranty
Supplier's on-site warranty offerings and responsibilities are described in Exhibit D.

9. System Software Warranty
As part of the standard warranty offering, during the Warranty Period, Supplier shall provide the following warranty services (including unlimited telephonic support and all necessary travel and labor) without additional charge to any Authorized User to maintain the factory-installed System Software in accordance with the Requirements:

   a) Service Packs and/or Service Pack Components
      Supplier's installation and configuration support covers service packs and/or service pack components for the factory-installed System Software, such as supplements, updates, patches and releases.

   b) Coverage
      Supplier's offerings and responsibilities includes telephonic and written consultation in connection with use, problems, and operation of the factory-installed System Software.

10. Escalation Procedures
TBD based on Supplier proposal.

11. Remedies
In addition to any remedies described in Exhibit D, if Supplier is unable to make the Product, conform, in all material respects to the Requirements, within thirty (30) days following notification by an Authorized User, Supplier shall, at such Authorized User's request, replace the non-conforming Product.

Notwithstanding anything to the contrary in this Contract or in any exhibit hereto, VITA and any Authorized User retain all rights and remedies available at law or in equity.

12. Product Maintenance Services and Renewal Options
Prior to the expiration of the Warranty Period, the Authorized User, at its sole discretion, may order from Supplier additional Maintenance Services. Termination of this Contract or cancellation of Maintenance Services, including System Software Maintenance Services if
THE OBLIGATIONS OF SUPPLIER UNDER THIS WARRANTY AND REMEDY SECTION ARE
MATERIAL. SUPPLIER MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING
WITHOUT LIMITATION ANY CONCERNING MERCHANTABILITY OR FITNESS FOR ANY OTHER
PARTICULAR PURPOSE.

7. MAINTENANCE SERVICES
VITA acknowledges that Maintenance Services depend upon the Product offered and level of support
purchased. Supplier agrees to work with VITA to ensure maintenance services are appropriate for
the Authorized User.

Supplier shall provide Maintenance Services (including unlimited telephonic support and all
necessary travel and labor) during the Maintenance Coverage Period (MCP) at the prices identified in
Exhibit C without additional charge to maintain the Product in accordance with the Requirements.

Exhibit D provides detailed descriptions of the Supplier's warranty and maintenance offerings and
responsibilities as well as remedies available to the Authorized User in the event Supplier fails to
perform its warranty and maintenance obligations. Any remedies shall be paid to the Authorized User
on a quarterly basis. Exhibit D defines coverage periods, response times, and restore times.

Authorized User's designated control organization shall have the exclusive authority to request
maintenance services. Supplier agrees to work with Authorized Users as appropriate to ensure that
Supplier does not generally respond to calls for service from any other source without prior approval
of Authorized User's agreement administrator designated on the relevant order.

A. Ordering
An Authorized User may order Maintenance Services for any Product at any time during the term
of the Contract, irrespective of whether such Product is covered under warranty or maintenance
at the time the order is issued to Supplier. Each order shall identify:
Product and, if applicable, serial number, for which Maintenance Services shall be provided,
Maintenance Level to be provided, and
MCP for the Product Maintenance.

Authorized User may elect, at any time, an alternative Maintenance Level offered by Supplier.
Such amendment shall take effect within thirty (30) days following Supplier's receipt of Authorized
User's written notice, in the form of a modification to an order.

Co-termination of MCP, TBD based on Supplier proposal.

B. Renewal
At least sixty (60) days prior to the expiration of the MCP for each unit of Product, Supplier shall
notify the Authorized User of such expiration, and the Authorized User, at its sole discretion, may
issue an order to Supplier to renew Maintenance Services, including System Software
Maintenance Services, for an additional one (1) year period. The annual fee for Maintenance
Services shall not exceed the fee charged for the preceding year's Maintenance Services by
more than three percent (3%), or the annual change in CPI, as defined in the Purchase Price and
Price Protection section, in effect at the time, whichever is less. This applies to the discount
percentage and is not applicable to the retail price list. Termination of this Contract or
cancellation of Maintenance Services, including System Software Maintenance Services if
provided as a separate offering from Supplier, by an Authorized User shall not affect this Contract
or the grant of any license pursuant thereto.

C. Services
Maintenance Services shall be as follows:
1. Product Covered
   Exhibit C lists all Product types for which Supplier offers Maintenance Services. No Authorized User is obligated to continue Maintenance Services on Product that has been removed from service, provided Supplier has been notified in writing of such removal.

2. Preventive Maintenance
   Supplier's Preventive Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit D.

3. Remedial Maintenance
   Supplier's Remedial Maintenance offerings and responsibilities, and the Authorized User's associated remedies, are described in Exhibit D.

4. Replacement Parts
   Supplier's offerings and responsibilities related to Replacement Parts, and the Authorized User's associated remedies, are described in Exhibit D.

5. Spares
   Supplier's offerings and responsibilities related to Spares, and the Authorized User's associated remedies, are described in Exhibit D.

6. Notification and Correction of Defects
   Supplier's offerings and responsibilities related to notification and correction of defects, and the Authorized User's associated remedies, are described in Exhibit D.

7. Advanced Replacement Services
   Supplier's advanced replacement service offerings and responsibilities are described in Exhibit D.

8. On-site Maintenance Services
   Supplier's on-site maintenance service offerings and responsibilities are described in Exhibit D.

9. Escalation Procedures
   TBD based on Supplier proposal.

10. Remedies
    In addition to any remedies described in Exhibit D, if Supplier is unable to make the Product, conform, in all material respects, to the Requirements within thirty (30) days following notification by an Authorized User, Supplier shall, at such Authorized User's request, provide a replacement Product at no additional cost to the Authorized User.

    Notwithstanding anything to the contrary in this Contract or in any exhibit hereto, VITA and any Authorized User retain all rights and remedies available at law or in equity.

8. SCOPE OF USE
   Any Authorized User may use the Product, and any software licensed in connection with such Product, on a worldwide basis for the benefit of itself and its agents. Supplier further authorizes use of the Product by third parties who are under contract with an Authorized User to provide outsourcing services, including but not limited to providing application development services, data processing or facilities or infrastructure management services for the benefit of such Authorized User. For Products to which the Commonwealth or an Authorized User takes title, and any System Software which is integral to such Products, under the terms of this Contract, there are no restrictions on subsequent resale or distribution thereof by the Commonwealth or such Authorized User, other than may exist pursuant to applicable laws, such as laws regulating import and export.
9. SOFTWARE LICENSE

If Authorized User is a state agency, board, commission, or other quasi-political entity of the Commonwealth of Virginia or other body referenced in Title 2.2 of the Code of Virginia, the license shall be held by the Commonwealth. If Authorized User is a locality, municipality, school, school system, college, university, local board, local commission, or local quasi-political entity, the license shall be held by that public body.

Supplier shall provide System Software for Product. Such System Software is licensed directly from the Software Publisher through the end user licensing agreement (EULA), or in the case of Microsoft, the applicable Microsoft agreement,

D. Authorized User Compliance

Compliance with the terms and conditions of any license granted pursuant to this Contract is solely the responsibility of the Authorized User which purchased such license and not the responsibility of VITA, unless VITA purchased such license on its own behalf.

E. No Subsequent, Unilateral Modification of Terms by Supplier (“Shrink Wrap”)

Notwithstanding any other provision or other unilateral license terms which may be issued by Supplier after the Effective Date of this Contract, and irrespective of whether any such provisions have been proposed prior to or after the issuance of an order for System Software licensed under this Contract, or the fact that such other agreement may be affixed to or accompany System Software upon delivery (“shrink wrap”), the terms and conditions set forth herein shall supersede and govern licensing and delivery of all products and services hereunder, unless otherwise required by the Software Publisher. If this is the case, Supplier acknowledges that VITA may require that the Software Publisher execute an addendum to such shrink wrap terms and conditions or EULAs to address terms and conditions with which VITA, as a government entity, by law or by policy, cannot agree. If such additional shrink wrap licenses, EULAs or any additional terms and conditions are required by the Software Publisher, Supplier agrees to assist VITA in securing Software Publisher’s consent to the aforementioned addendum.

10. ORDERS AND COMPENSATION

A. Supplier Quote and Request for Quote

Should an Authorized User determine that a competitive process is required to ensure it receives the best value, such Authorized User may, at its sole discretion, on a case-by-case basis and upon approval by VITA, use a Request for Quote (RFQ) process to obtain product identical or similar to that provided by Supplier pursuant to this Contract. The RFQ process is typically used when an Authorized User requires a complete solution that may be fulfilled by Products and Services herenon, but whose complexity or size may result in economies that could not be passed on to the Authorized User within the confines of the established contract catalog discount pricing. When an RFQ is used, the project timing and requirements will be clearly outlined in the RFQ document. In some situations, the Authorized User may not identify the exact specifications required. If that is the case, the RFQ respondents will be given the opportunity to identify and propose their recommended specifications.

In cases where the RFQ process is invoked, the Authorized User will issue an RFQ describing its requirements to potential suppliers, and suppliers will provide, at their discretion, within the timeframe specified in the RFQ, a detailed Statement of Work (SOW)-based quote. Any quote submitted to the Authorized User as a result of this process shall include (a) a detailed description of each item proposed, at the Exhibit C line item level, (b) the quantity of each such item, (c) the contract price, (d) any additional percentage discount offered, and (e) any extended/total price.

Generally, the Authorized User will select the supplier offering the lowest total cost proposal. However, non-price factors may be included in the evaluation criteria for a given RFQ. Any purchase from Supplier that is a result of the RFQ process shall be subject to the terms and conditions specified and outlined in this Contract and any subsequent modifications. Additional terms and conditions may be requested or mandated within the RFQ document. To the extent
that any terms and conditions of the Authorized User are inconsistent with the terms and conditions of this Contract, the terms and conditions of this Contract shall supersede.

B. Orders
Notwithstanding all Authorized User’s rights to license or purchase Supplier’s products or services under this Contract, an Authorized User is under no obligation to license or purchase from Supplier any of Supplier’s products or services. This Contract is optional use and non-exclusive and all Authorized Users may, at their sole discretion, purchase, license or otherwise receive benefits from third party suppliers of products and services similar to, or in competition with, the products and services provided by Supplier.

Supplier is required to accept any order placed by an Authorized User through the eVA electronic procurement website portal (eVA Home Page). eVA is the Commonwealth of Virginia’s e-procurement system. State agencies, as defined in §2.2-2006 of the Code of Virginia, shall order through eVA. All other Authorized Users are encouraged to order through eVA, but may order through the following means:

vii). Purchase Order (PO): An official PO form issued by an Authorized User.

viii). Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA under contract for use by an Authorized User.

All orders are subject to acceptance by Supplier. This ordering authority is limited to issuing orders for the Products and Services available under this Contract. Under no circumstances shall any Authorized User have the authority to modify this Contract. An order from an Authorized User may contain additional terms and conditions; however, to the extent that the terms and conditions of the Authorized User’s order are inconsistent with the terms and conditions of this Contract, the terms of this Contract shall supersede.

Notwithstanding the foregoing, Supplier shall not accept any order from an Authorized User if such order is to be funded, in whole or in part, by federal funds and if, at the time the order is placed, Supplier is not eligible to be the recipient of federal funds as may be noted on any of the Lists of Parties Excluded from Federal Procurement and Non-procurement Programs.

ALL CONTRACTUAL OBLIGATIONS UNDER THIS CONTRACT IN CONNECTION WITH AN ORDER PLACED BY ANY AUTHORIZED USER ARE THE SOLE OBLIGATION OF SUCH AUTHORIZED USER AND NOT THE RESPONSIBILITY OF VITA UNLESS SUCH AUTHORIZED USER IS VITA.

C. Purchase Price and Price Protection
Exhibit C sets-forth the prices by Product type (including whole units and repairable major components thereof) and for warranty services and Maintenance Services, and the appropriate Commonwealth discounts. Prices for Product shall not increase and the discounts shall not decrease for a period of not less than two (2) years from the Effective Date of this Contract. As consideration of the Products purchased hereunder, the Authorized User shall pay Supplier theSupplier’s list price (as posted on Supplier’s retail price list) less the percentage discount(s) set forth in Exhibit C. The percentage discounts shall be the minimum discounts applicable throughout the term of this contract, including extensions. Supplier reserves the right to change retail prices on its retail price list without notice.

Thereafter, any increase in price shall be limited to once per twelve (12) month period and shall not exceed the lesser of three percent (3%) or the annual increase in the Consumer Price Index for All Urban Consumers (CPI-U), U.S. City Average, for the expenditure category “Information technology, hardware and services” as published by the Bureau of Labor Statistics of the Department of Labor (http://www.bls.gov/), for the effective date of the increase compared with the same index one (1) year prior. Supplier shall demonstrate the added value for any requested price increase. Any change in price shall be submitted in writing in accordance with the above and shall not become effective for sixty (60) days thereafter. Semi-annually, VITA may check the prices for Product against the CPI-U, as defined above, for the expenditure category “Information technology, hardware and services”, and the prices in Exhibit C shall be appropriately reduced to
ensure continued price competitiveness, if required. This paragraph applies to the discount percentage and is not applicable to the retail price list. Supplier agrees to offer Product price reductions to ensure compliance with the Competitive Pricing Section.

D. Supplier-Sponsored Product Promotions
The Supplier, at its discretion, may sponsor Product and Service promotions during the Contract term or any extensions thereof. Should Supplier choose to sponsor such a promotion, Supplier shall provide in writing to VITA, at least five (5) days prior to the promotion, the following information: (i) the dates of the promotion or the duration of the promotion to include the commencement date and the ending date; (ii) the exact Products or Services covered in the promotion; and (iii) the pricing or percentage discount offered during the promotion. VITA shall communicate to Supplier in writing its agreement to the promotion.

The Supplier shall be in breach of the Contract in the absence of a written acknowledgement regarding the promotion. In any event wherein the Supplier proposes prices that are different than the Contract prices to any Authorized User without first obtaining VITA’s agreement, the Supplier shall be in breach of the Contract, and VITA shall have all remedies available under Contract and law and in equity.

All Supplier-sponsored Product or Service promotions shall be available to all Authorized Users. Should the Supplier request a promotion that would be limiting, either through product configuration or quantities of Products and Services, VITA, at its sole discretion, may not provide a written agreement. VITA and Supplier agree that promotions shall not target any one Authorized User, or a few Authorized Users.

VITA and Authorized Users, at their discretion, may assist in advertising the promotion. This assistance may consist of advertising space on Authorized User web sites, or other assistance at an Authorized User’s discretion.

E. Invoice Procedure
Supplier shall remit each invoice to the “bill-to” address provided with the order promptly after all Products or Services have been accepted. No invoice shall include any costs other than those identified in the executed order, which costs shall be in accordance with Exhibit C. Without limiting the foregoing, all shipping costs are the Supplier’s responsibility except to the extent such charges are identified in Exhibit C, or as noted in any executed order referencing this Contract. Invoices issued by the Supplier shall identify at a minimum:

i). Product or Service type and description

ii). Quantity, charge and extended pricing for each Product and/or Service item

iii). Applicable order date

iv). Ship date

v). Ship-to location contact name

vi). This Contract number and the applicable order number

Additional invoices may be required by Authorized User from time to time detailing charges for Product at affiliate locations by corporate department.

Any terms included on Supplier’s invoice shall have no force or effect and will in no way bind VITA or any Authorized User.

F. Purchase Payment Terms
Supplier is responsible for the accuracy of its billing information. Supplier agrees not to issue invoices hereunder until Product has been shipped. Charges for Product or Services accepted more than ninety (90) days prior to receipt of a valid invoice may not be paid. Should Supplier repeatedly over bill Authorized User, Authorized User may assess a one percent (1%) charge for the amount over billed for each month that such over billing continues.
If there are any disputed items, an Authorized User shall pay all undisputed charges and promptly notify Supplier in writing of any disputed amount. Supplier shall thereupon review its records, and, if it does not concur with the Authorized User, provide the Authorized User with documentation to support the charge. If such charges remain in dispute, such dispute shall be resolved in accordance with the Dispute Resolution section of this Contract. In the absence of the Supplier’s written evidence identifying the merit of the disputed amounts, Authorized User may not pay the disputed amounts and may consider the matter concerning the specific identified amounts closed. All payment terms are net 30 days from receipt of invoice or equipment, whichever is later.

11. REPORTING

A. Supplier’s Report of Sales and Industrial Funding Adjustment

By the 10th business day of every month, the Supplier shall submit the “Supplier Monthly Report of Sales”. A template showing the format in which the report is to be submitted and contact information for submission is available at http://www.vita.virginia.gov/uploadedFiles/SCM/SupplierReportofSalesTemplate.xls. The report shall be submitted via electronic mail to the VITA IFA Coordinator and shall report total sales (defined for purposes of this report as all invoiced payments received by Supplier from all Authorized Users) for this Contract during the preceding month. Supplier shall be responsible for submitting the monthly report of sales even if Supplier has had no sales (i.e., a $0.00 total sales value) for the reporting period.

The Supplier shall submit the Industrial Funding Adjustment (IFA) payment for the period covered by such “Supplier Monthly Report of Sales” within thirty (30) days after submitting the “Supplier Monthly Report of Sales”. The IFA payment is equal to two percent (2%) of total sales reported during the relevant month.

The IFA payment shall be submitted to VITA, Attention VITA Controller in the form of a check or electronic payment, made payable to the Treasurer of Virginia. The IFA payment shall reference this Contract number, “report amounts”, and “report period” and shall be accompanied by a copy of the relevant “Supplier Monthly Report of Sales”. Contact information for submission of IFA payments is available at http://www.vita.virginia.gov/uploadedFiles/SCM/SupplierReportofSalesTemplate.xls.

Failure to comply with reporting, payment and distribution requirements of this section may result in default of the Contract.

B. Small Business Participation

Supplier and VITA agree to meet promptly after the Effective Date of this Contract to discuss the participation of Virginia Department of Minority Business Enterprise (DBME)-certified Small Businesses as subcontractors and second-tier suppliers under this Contract.

Supplier and VITA agree to meet annually thereafter to review small business subcontracting reports and discuss further action with respect to small business subcontracting and spend.

In addition, by the 10th business day of every month, Supplier shall submit to VITA the Small Business Subcontracting Monthly Report (template to be provided). The report should specify the amount of such spend provided to small businesses. Supplier shall submit the report to SWaM@vita.virginia.gov.

12. COMPETITIVE PRICING

Supplier warrants and agrees that the pricing pursuant to this Contract is comparable to the pricing offered to other similarly situated government customers of Supplier purchasing the same or substantially similar quantities of Products or Services under similar terms and conditions. If Supplier enters into any arrangement with another similarly situated government customer of Supplier to provide the same or similar quantities of identical products or Services under similar terms and conditions at more favorable prices, then VITA may request that this Contract be amended as of the date of such other arrangements to incorporate those more favorable prices.
13. CONFIDENTIALITY

A. Treatment and Protection
Each Party shall (i) hold in strict confidence all Confidential Information of any other Party, (ii) use the Confidential Information solely to perform or to exercise its rights under this Contract, and (iii) not transfer, display, convey or otherwise disclose or make available all or any part of such Confidential Information to any third-party. However, an Authorized User may disclose the Confidential Information as delivered by Supplier to subcontractors, contractors or agents of such Authorized User that are bound by non-disclosure contracts with such Authorized User. Each Party shall take the same measures to protect against the disclosure or use of the Confidential Information as it takes to protect its own proprietary or confidential information (but in no event shall such measures be less than reasonable care).

B. Exclusions
The term “Confidential Information” shall not include information that is:

i). in the public domain through no fault of the receiving Party or of any other person or entity that is similarly contractually or otherwise obligated;

ii). obtained independently from a third-party without an obligation of confidentiality to the disclosing Party and without breach of this Contract;

iii). developed independently by the receiving Party without reference to the Confidential Information of the other Party; or

iv). required to be disclosed under The Virginia Freedom of Information Act (§§ 2.2-3700 et seq. of the Code of Virginia) or similar laws or pursuant to a court order.

C. Return or Destruction
Upon the request of the disclosing Authorized User, Supplier shall (i) (a) promptly return to the disclosing Authorized User all tangible Confidential Information (and all copies thereof except the record required by law) of the disclosing Authorized User, or (b) upon written request from the disclosing Authorized User, destroy such Confidential Information and provide the disclosing Authorized User with written certification of such destruction, and (ii) cease all further use of the Authorized User’s Confidential Information, whether in tangible or intangible form.

VITA or the Authorized User shall retain and dispose of Supplier’s Confidential Information in accordance with the Commonwealth of Virginia’s records retention policies or, if Authorized User is not subject to such policies, in accordance with such Authorized User’s own records retention policies.

14. INDEMNIFICATION AND LIABILITY

A. Indemnification
Supplier agrees to indemnify, defend and hold harmless the Commonwealth, VITA, any Authorized User, their officers, directors, agents and employees (collectively, "Commonwealth’s Indemnified Parties") from and against any and all third party claims, demands, proceedings, suits and actions, including any related liabilities, obligations, losses, damages, assessments, fines (whether criminal or civil), judgments, settlements, expenses (including attorneys’ and accountants’ fees and disbursements) and costs (each, a "Claim" and collectively, "Claims"), incurred by, borne by or asserted against any of Commonwealth’s Indemnified Parties to the extent such Claims in any way relate to, arise out of or result from: (i) any intentional or willful misconduct or negligence of any employee, agent, or subcontractor of Supplier working within the scope of or coincident with their employment on customer’s premises and for a specific customer engagement or service, (ii) any act or omission of any employee, agent, or subcontractor of Supplier resulting in personal injury (including death) or damage to real tangible property, (iii) any defect in a Product resulting in personal injury (including death) or damage to real tangible property; (iv) any actual or alleged infringement or misappropriation of any third party’s intellectual property rights by any of the Supplier’s Product or Services; (v) any claim that Supplier did not have the legal right to provide an Authorized User with a non-supplier product; or
(vi) the failure of Supplier to perform its obligations pursuant to the Section entitled 'Security Compliance.' Selection and approval of counsel and approval of any settlement shall be accomplished in accordance with all applicable laws, rules and regulations. For state agencies, the applicable laws include §§ 2.2-510 and 2.2-514 of the Code of Virginia. In all cases, the selection and approval of counsel and approval of any settlement shall be satisfactory to VITA or the Authorized User against whom the claim has been asserted. To the extent permitted by law, the Commonwealth, VITA, and any Authorized User shall be responsible for their own acts or omissions.

In the event that a Claim is commenced against any of Commonwealth's Indemnified Parties alleging that use of the Supplier's Product or any Product component or that the provision of Services under this Contract infringes any third party's intellectual property rights and Supplier is of the opinion that the allegations in such Claim in whole or in part are not covered by this indemnification provision, Supplier shall immediately notify VITA and the affected Authorized User(s) in writing, via certified mail, specifying to what extent Supplier believes it is obligated to defend and indemnify under the terms and conditions of this Contract. Supplier shall in such event protect the interests of the Commonwealth's Indemnified Parties and secure a continuance to permit VITA and the affected Authorized User(s) to appear and defend their interests in cooperation with Supplier as is appropriate, including any jurisdictional defenses VITA or the affected Authorized User(s) may have.

In the event of a Claim pursuant to any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Supplier's Product or Services, and in addition to all other obligations of Supplier in this Section, Supplier shall, at its expense, either (a) procure for all Authorized Users the right to continue use of such infringing Product or Services, or any component thereof; or (b) replace or modify such infringing Product or Services, or any component thereof, with non-infringing Products or Services satisfactory to VITA. And in addition, Supplier shall provide any Authorized User with a comparable temporary replacement Product or reimburse VITA or any Authorized User for the reasonable costs incurred by VITA or such Authorized User in obtaining an alternative product in the event such Authorized User cannot use the affected Product. If Supplier cannot accomplish any of the foregoing within a reasonable time and at commercially reasonable rates, then Supplier shall accept the return of the infringing component of the Product or Services, along with any other components of any products rendered unusable by any Authorized User as a result of the infringing component, and refund the price paid to Supplier for such components.

With respect to any claim that Non-supplier product(s) infringes upon another person's or entity's patent, copyright, trade secret or other intellectual property rights in the United States. Supplier agrees to pass through to the appropriate Authorized User any rights to indemnification protection for which Supplier currently or subsequently has an agreement in place with the potentially infringing equipment manufacturer/entity.

B. Liability
Supplier shall have unlimited liability with respect to (i) any intentional or willful misconduct or negligence of any employee, agent, or subcontractor of Supplier, (ii) any independent act or omission of any employee, agent, or subcontractor of Supplier not at the direction of an Authorized User, (iii) claims for bodily injury, including death, and real and tangible property damage, (iv) Supplier's indemnification obligations, (v) Supplier's confidentiality obligations, and (vi) Supplier's security compliance obligations. Supplier agrees that it is fully responsible for all acts and omissions of its employees, agents, and subcontractors, including their gross negligence or willful misconduct.

FOR ALL OTHER CONTRACTUAL CLAIMS, IN NO EVENT WILL ANY PARTY BE LIABLE TO ANY OTHER PARTY FOR ANY INDIRECT, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES, INCLUDING (WITHOUT LIMITATION) LOSS OF PROFIT, INCOME OR SAVINGS, EVEN IF ADVISED OF THE POSSIBILITY THEREOF, EXCEPT WHEN SUCH DAMAGES ARE CAUSED BY THE GROSS
NEGLIGENCE OR WILLFUL MISCONDUCT OF THE PARTY, ITS EMPLOYEES, AGENTS OR SUBCONTRACTORS.

15. SECURITY COMPLIANCE
Supplier agrees to comply with all provisions of the then-current Commonwealth of Virginia security procedures, published by the Virginia Information Technologies Agency (VITA) and which may be found at (http://www.vita.virginia.gov/library/default.aspx?id=537#securityPSGs) or a successor URL(s), as are pertinent to Supplier's operation. Supplier further agrees to comply with all provisions of the relevant Authorized User's then-current security procedures as are pertinent to Supplier's operation and which have been supplied to Supplier by such Authorized User. Supplier shall also comply with all applicable federal, state and local laws and regulations. For any individual Authorized User location, security procedures may include but not be limited to: background checks, records verification, photographing, and fingerprinting of Supplier's employees or agents. Supplier may, at any time, be required to execute and complete, for each individual Supplier employee or agent, additional forms which may include non-disclosure agreements to be signed by Supplier's employees or agents acknowledging that all Authorized User information with which such employees and agents come into contact while at the Authorized User site is confidential and proprietary. Any unauthorized release of proprietary information by the Supplier or an employee or agent of Supplier shall constitute a breach of this Contract.

16. BANKRUPTCY
If Supplier becomes insolvent, takes any step leading to its cessation as a going concern, or ceases business operations for any reason and other than assignment as allowed by this Contract, then VITA may immediately terminate this Contract, and an Authorized User may terminate an order, on notice to Supplier unless Supplier immediately gives VITA or such Authorized User adequate assurance of the future performance of this Contract or the applicable order. If bankruptcy proceedings are commenced with respect to Supplier, and if this Contract has not otherwise terminated, then VITA may suspend all further performance of this Contract until Supplier assumes or rejects this Contract pursuant to Section 365 of the Bankruptcy Code or any similar or successor provision, it being agreed by VITA and Supplier that this is an executory contract. Any such suspension of further performance by VITA pending Supplier's assumption or rejection shall not be a breach of this Contract, and shall not affect the right of VITA or any Authorized User to pursue or enforce any of its rights under this Contract or otherwise.

17. GENERAL PROVISIONS
A. Relationship Between VITA and Authorized User and Supplier
Supplier has no authority to contract for VITA or any Authorized User or in any way to bind or to commit VITA or any Authorized User to any agreement of any kind or to assume any liabilities of any nature in the name of or on behalf of VITA or any Authorized User. Under no circumstances shall Supplier, or any of its employees, hold itself out as or be considered an agent or an employee of VITA or any Authorized User, and neither VITA nor any Authorized User shall have any duty to provide or maintain any insurance or other employee benefits on behalf of Supplier or its employees. Supplier represents and warrants that it is an independent contractor for purposes of federal, state and local employment taxes and agrees that neither VITA nor any Authorized User is responsible to collect or withhold any federal, state or local employment taxes, including, but not limited to, income tax withholding and social security contributions, for Supplier. Any and all taxes, interest or penalties, including, but not limited to, any federal, state or local withholding or employment taxes, imposed, assessed or levied as a result of this Contract shall be paid or withheld by Supplier or, if assessed against and paid by VITA or any Authorized User, shall be reimbursed by Supplier upon demand by VITA or such Authorized User.
B. Incorporated Contractual Provisions
The then-current contractual provisions at the following URL are mandatory contractual provisions, required by law or by VITA, and that are hereby incorporated by reference:
The contractual claims provision §2.2-4363 of the Code of Virginia and the required eVA provisions at http://www.vita.virginia.gov/uploadedFiles/SCM/eVATsandCs.pdf are also incorporated by reference.
The then-current terms and conditions in documents posted to the aforereferenced URLs are subject to change pursuant to action by the legislature of the Commonwealth of Virginia, change in VITA policy, or the adoption of revised eVA business requirements. If a change is made to the terms and conditions, a new effective date will be noted in the document title. Supplier is advised to check the URLs periodically.

C. Compliance with the Federal Lobbying Act.
Supplier’s signed certification of compliance with 31 USC 1352 (entitled "Limitation on use of appropriated funds to influence certain Federal Contracting and financial transactions") or by the regulations issued from time to time thereunder (together, the "Lobbying Act") is incorporated as Exhibit F hereto.

D. Governing Law
This Contract shall be governed by and construed in accordance with the laws of the Commonwealth of Virginia without regard to that body of law controlling choice of law. Any and all litigation shall be brought in the circuit courts of the Commonwealth of Virginia. The English language version of this Contract prevails when interpreting this Contract. The United Nations Convention on Contracts for the International Sale of Goods and all other laws and international treaties or conventions relating to the sale of goods are expressly disclaimed. UCITA shall apply to this Contract only to the extent required by §59.1-501.15 of the Code of Virginia.

E. Dispute Resolution
In accordance with §2.2-4363 of the Code of Virginia, Contractual claims, whether for money or other relief, shall be submitted in writing to the public body from which the relief is sought no later than sixty (60) days after final payment; however, written notice of the Supplier's intention to file such claim must be given to such public body at the time of the occurrence or beginning of the work upon which the claim is based. Pendency of claims shall not delay payment of amounts agreed due in the final payment. The relevant public body shall render a final decision in writing within thirty (30) days after its receipt of the Supplier's written claim.
The Supplier may not invoke any available administrative procedure under §2.2-4365 of the Code of Virginia nor institute legal action prior to receipt of the decision of the relevant public body on the claim, unless that public body fails to render its decision within thirty (30) days. The decision of the relevant public body shall be final and conclusive unless the Supplier, within six (6) months of the date of the final decision on the claim, invokes appropriate action under §2.2-4364, Code of Virginia or the administrative procedure authorized by §2.2-4365, Code of Virginia.
Upon request from the public body from whom the relief is sought, Supplier agrees to submit any and all contractual disputes arising from this Contract to such public body's alternative dispute resolution (ADR) procedures. Supplier may invoke such public body's ADR procedures, if any, at any time and concurrently with any other statutory remedies prescribed by the Code of Virginia.
In the event of any breach by a public body, Supplier’s remedies shall be limited to claims for damages and Prompt Payment Act interest and, if available and warranted, equitable relief, all such claims to be processed pursuant to this Section.

F. Advertising and Use of Proprietary Marks
Supplier shall not use the name of VITA or any Authorized User or refer to VITA or any Authorized User, directly or indirectly, in any press release or formal advertisement without receiving prior written consent of VITA or such Authorized User. In no event may Supplier use a proprietary mark of VITA or an Authorized User without receiving the prior written consent of VITA or the Authorized User.
G. Notices
Any notice required or permitted to be given under this Contract shall be in writing and shall be
deemed to have been sufficiently given if delivered in person, or if deposited in the U.S. mails,
postage prepaid, for mailing by registered, certified mail, or overnight courier service addressed
to the addresses shown on the signature page. VITA or Supplier may change its address for
notice purposes by giving the other notice of such change in accordance with this Section.

H. No Waiver
Any failure to enforce any terms of this Contract shall not constitute a waiver.

I. Assignment
This Contract shall be binding upon and shall inure to the benefit of the permitted successors and
assigns of VITA and Supplier. Supplier may not assign, subcontract, delegate or otherwise
convey this Contract, or any of its rights and obligations hereunder, to any entity without the prior
written consent of VITA, in which such consent shall not be unreasonably withheld, and any such
attempted assignment or subcontracting without consent shall be void. VITA may assign this
Contract to any entity, so long as the assignee agrees in writing to be bound by all the terms
and conditions of this Contract.

If any law limits the right of VITA or Supplier to prohibit assignment or nonconsensual
assignments, the effective date of the assignment shall be thirty (30) days after the Supplier gives
VITA prompt written notice of the assignment, signed by authorized representatives of both the
Supplier and the assignee. Any payments made prior to receipt of such notification shall not be
covered by this assignment.

J. Captions
The captions are for convenience and in no way define, limit or enlarge the scope of this Contract
or any of its Sections.

K. Severability
Invalidity of any term of this Contract, in whole or in part, shall not affect the validity of any other
term. VITA and Supplier further agree that in the event such provision is an essential part of this
Contract, they shall immediately begin negotiations for a suitable replacement provision.

L. Survival
The provisions of this Contract regarding Software License, Warranty, Confidentiality, Liability
and Indemnification, and the General Provisions shall survive the expiration or termination of this
Contract. In addition, the provisions of this Contract necessary for the use and operation of the
Maintenance provisions herein, shall continue in effect through termination of the Maintenance
Services ordered pursuant to the Maintenance provisions herein.

M. Force Majeure
No Party shall be responsible for failure to meet its obligations under this Contract if the failure
arises from causes beyond the control and without the fault or negligence of the non-performing
Party. If any performance date under this Contract is postponed or extended pursuant to this
section for longer than thirty (30) calendar days, VITA, by written notice given during the
postponement or extension, may terminate Supplier’s right to render further performance after
the effective date of termination without liability or fault to Supplier for that termination, and in
addition an Authorized User may terminate any order affected by such postponement or delay.

N. Remedies
The remedies set forth in this Contract are intended to be cumulative. In addition to any specific
remedy, VITA and all Authorized Users reserve any and all other remedies that may be available
at law or in equity.

O. Right to Audit
VITA reserves the right to audit its purchase orders and associated invoices submitted under this
Contract. VITA’s right to audit shall be limited as follows:

vii). On an annual basis during the term of this Contract and up to three (3) years from Service
performance date;
viii). May be performed at Supplier's premises, during normal business hours at mutually agreed upon times; and

ix). Excludes access to Supplier cost information.

P. Offers of Employment
During the first twelve (12) months of the Contract, Supplier shall not actively solicit and knowingly hire an employee of VITA who has substantially worked on any project covered by this Contract without prior written consent. Supplier’s normal advertising to the public and/or disclosure to recruiters of employment openings is not restricted or affected by this provision. This prohibition is limited to this specific contract only.

Q. Contract Administration
Supplier agrees that at all times during the term of this Contract an account executive, at Supplier’s senior management level, shall be assigned and available to VITA. Roles and responsibilities of the account executive are TBD based on Supplier proposal. Supplier reserves the right to change such account executive upon reasonable advance written notice to VITA.

R. Entire Contract
The following Exhibits, including all subparts thereof, are attached to this Contract and are made a part of this Contract for all purposes:

Exhibit A  Request for Proposal
Exhibit B  Supplier's Response to Request for Proposal
Exhibit C  Prices, Fees, Service Charges and Payment Schedule
Exhibit D  Warranty and Maintenance Descriptions
Exhibit E  Software Publisher’s EULA, as amended (for reference only)
Exhibit F  Certification Regarding Lobbying
Exhibit G  Awarded Categories

This Contract, its Exhibits, and any prior non-disclosure agreement constitute the entire agreement between VITA and Supplier and supersedes any and all previous representations, understandings, discussions or agreements between VITA and Supplier as to the subject matter hereof. Any and all terms and conditions contained in, incorporated into, or referenced by the Supplier’s proposal shall be deemed invalid. The provisions of the Virginia Department of General Services, Division of Purchases and Supply Vendor’s Manual shall not apply to this Contract or any order issued hereunder. This Contract may only be amended by an instrument in writing signed by VITA and Supplier. In the event of a conflict, the following order of precedence shall apply: this Contract document, Exhibit C, Exhibit A, Exhibit D, Exhibit B, Exhibit E.

An Authorized User and Supplier may enter into an ordering agreement pursuant to this Contract. To the extent that such ordering agreement, or order issued hereunder, include any terms and conditions inconsistent with the terms and conditions of this Contract, such terms and conditions shall be of no force and effect.

VITA and Supplier each acknowledge that it has had the opportunity to review this Contract and to obtain appropriate legal review if it so chose.
Executed as of the last date set forth below by the undersigned authorized representatives of VITA and Supplier.

Supplier
By: [Signature]
Name: Lesley Brown
(Print)
Title: Sr. Contracts Consultant
Date: 1/27/09

VITA
By: [Signature]
Name: James T. Roberts
(Print)
Title: Director Finance & Administration
Date: 2-02-09

Address for Notice:
Dell Marketing LP
One Dell Way RR8-07
Round Rock, TX 78682
Attention: Contracts Manager

Address for Notice:
________________________________________
________________________________________
________________________________________
Attention: Contract Administrator
## EXHIBIT C

### PC

Intel or AMD Based

<table>
<thead>
<tr>
<th>Minimum Configurations</th>
<th>Unit Price</th>
<th>Discount</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A. Standard Desktop Offering</strong></td>
<td>$533.00</td>
<td>26%</td>
<td>$631.22</td>
</tr>
<tr>
<td>2.4 Ghz Core 2 Duo E6600/ 2 Ghz Athlon 64 X2 3800+ or equivalent</td>
<td></td>
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</tr>
<tr>
<td>Graphics Media Accelerator (256mb RAM minimum)</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2GB RAM or greater</td>
<td></td>
<td></td>
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<tr>
<td>80GB SATA drive or greater</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>CDRW/DVD+/RW Combo Drive</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Microsoft Vista Business Capable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Two Front Facing USB Ports or greater</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17” LCD Monitor (minimum)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Two button optical mouse with scroll wheel</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Keyboard with 103 keys</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10/100/1000 RJ-45</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Warranty is three years on-site. Additionally, you may offer depot quote 464316461.

| **B. Premium Desktop Offering**                                                        | $1,185.00  | 26%      | $879.12               |
| 3-GHz Core 2 Duo E6850 or equivalent                                                   |            |          |                       |
| Discrete Graphics Media Accelerator (256mb RAM minimum)                                |            |          |                       |
| 2GB RAM or greater                                                                     |            |          |                       |
| 120GB SATA drive or greater                                                            |            |          |                       |
| CDRW/DVD+/RW Combo Drive                                                              |            |          |                       |
| Microsoft Vista Business Capable                                                       |            |          |                       |
| Two Front Facing USB Ports or greater                                                  |            |          |                       |
| 21” LCD Monitor                                                                       |            |          |                       |
| Two button optical mouse with scroll wheel                                              |            |          |                       |
| Keyboard with 103 keys                                                                 |            |          |                       |
| 10/100/1000 RJ-45                                                                     |            |          |                       |

Warranty is three years on-site. Additionally, you may offer depot quote 464316740.

Units above are base offerings.

AMD processors must be at least equivalent to listed Intel processors.

*Please provide link to publicly available price list.*


Dell is proposing fixed discount percentages from Dell's retail price list for all eligible fixed configuration products as noted in Appendix A. Dell's discount offering shall remain fixed throughout the life of the contract. Any other configurations, upgrades, or products not associated with the fixed configuration systems shall be offered according to Dell's discount catalog offering as noted in the Pricing Section of Dell's Proposal on Page 68.

Fixed Configurations Updates: Should a fixed configuration reach end-of-life and require a replacement, Dell reserves the right to revise and replace the end-of-life fixed configuration with a suitable replacement of like or better performance at the same discount percent proposed for that bundled configuration.
# Notebook

## Intel/AMD Based

<table>
<thead>
<tr>
<th>Minimum Configurations</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Standard Notebook Offering</td>
<td>$1,015.00</td>
<td>10%</td>
<td>$833.50</td>
</tr>
<tr>
<td>2.0 GHz Core 2 Duo T7300 or equivalent</td>
<td></td>
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</tr>
<tr>
<td>Integrated Graphics Media Accelerator 256mb RAM min</td>
<td></td>
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<tr>
<td>1GB RAM or greater</td>
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</tr>
<tr>
<td>80GB SATA hard drive or greater</td>
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<tr>
<td>CD/DVD+RW Combo Drive</td>
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<tr>
<td>Linux Vista Business Capable</td>
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</tr>
<tr>
<td>Integrated fingerprint reader (optional)</td>
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</tr>
<tr>
<td>14.1 inch screen or greater</td>
<td></td>
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</tr>
<tr>
<td><em>Warranty is three years on-site. Additionally, you may offer depot.</em></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>B. Premium Notebook Offering</th>
<th>$1,568.00</th>
<th>10%</th>
<th>$1,226.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.4 GHz Core 2 Duo T7700 or equivalent</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Integrated Graphics Media Accelerator 256mb RAM min</td>
<td></td>
<td></td>
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<tr>
<td>2GB RAM or greater</td>
<td></td>
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<tr>
<td>120GB SATA hard drive or greater</td>
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<tr>
<td>CD/DVD+RW Combo Drive</td>
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<tr>
<td>Linux Vista Business Capable</td>
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<tr>
<td>Integrated fingerprint reader (optional)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>17 inch screen or greater</td>
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<td></td>
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</tr>
<tr>
<td><em>Warranty is three years on-site. Additionally, you may offer depot.</em></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Tablet

## Intel/AMD Based

<table>
<thead>
<tr>
<th>C. AT Tablet Offering</th>
<th>$2,994.00</th>
<th>10%</th>
<th>$2,295.80</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.6 GHz Core 2 Duo T7250 or equivalent</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Integrated Graphics Media Accelerator 256mb RAM min</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2GB RAM or greater</td>
<td></td>
<td></td>
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<tr>
<td>50 GB SATA hard drive or greater</td>
<td></td>
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</tr>
<tr>
<td>CD/DVD+RW Combo Drive</td>
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</tr>
<tr>
<td>Linux Vista Business Capable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Integrated fingerprint reader (optional)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 inch screen or greater</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><em>Warranty is three years on-site. Additionally, you may offer depot.</em></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### AMD processors must be at least equivalent to listed Intel processors

Units above are base offerings.

*Please provide link to publicly available price list.

http://www.deelaptop.com/price-list.php

Dell is proposing these discount percentages from Dell’s retail price list for all eligible fixed configuration products as noted in Appendix A. Dell’s discount offering shall remain fixed throughout the life of the contract. Any other configurations, upgrades, or products not associated with the fixed configuration systems shall be offered according to Dell’s discount catalog offering as noted in the Pricing Section of Dell’s Proposal on Page 55.

**Fixed Configurations Update:** Should a fixed configuration reach end-of-life and require a replacement, Dell reserves the right to review and replace the end-of-life fixed configuration with a suitable replacement of like or better performance at the same discount percent proposed for that bundled configuration.
Rugged Notebooks

Intel/ AMD Based

Partial Mil Spec 810.F (shock, vibration, etc)

### Minimum Configurations

<table>
<thead>
<tr>
<th>A. Standard Rugged Notebook Offering</th>
<th>Unit Price</th>
<th>Discount</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 GHz Core 2 Duo T7300 or equivalent</td>
<td>$2,250.00</td>
<td>18%</td>
<td>$1,742.51</td>
</tr>
<tr>
<td>Integrated Graphics Media Accelerator (256mb RAM min)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1GB RAM or greater</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>80GB SATA hard drive or greater</td>
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<tr>
<td>CDRW/DVD+/-RW Combo Drive</td>
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</tr>
<tr>
<td>Microsoft Vista Business Capable</td>
<td></td>
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</tr>
<tr>
<td>Integrated fingerprint reader (optional)</td>
<td></td>
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</tr>
<tr>
<td>802.11a/b/g/n integrated wireless</td>
<td></td>
<td></td>
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<tr>
<td>12 inch screen or greater</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>10/100/1000 RJ45</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>56K RJ-11</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>quote 464320678</td>
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</tbody>
</table>

Warranty is three years on-site. Additionally, you may offer depot.

### B. Premium Rugged Notebook Offering

<table>
<thead>
<tr>
<th>B. Premium Rugged Notebook Offering</th>
<th>Unit Price</th>
<th>Discount</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.4 GHz Core 2 Duo T7700 or equivalent</td>
<td>$2,315.00</td>
<td>18%</td>
<td>$1,795.80</td>
</tr>
<tr>
<td>Discreet Graphics Media Accelerator (256mb RAM min)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2GB RAM or greater</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>120GB SATA hard drive or greater</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CDRW/DVD+/-RW Combo Drive</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Microsoft Vista Business Capable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Integrated fingerprint reader (Optional)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>802.11a/b/g/n integrated wireless</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14 inch screen or greater</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10/100/1000 RJ-45</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>56K RJ-11</td>
<td></td>
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<tr>
<td>quote 464321333</td>
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</tr>
</tbody>
</table>

Warranty is three years on-site. Additionally, you may offer depot.

Units above are base offerings.

AMD processors must be at least equivalent to listed Intel processors

*Please provide link to publicly available price list.*

http://ftp6x.is.dell.com/sla/weekly/dellpricereport.pdf

Dell is proposing fixed discount percentages from Dell's retail price list for all eligible fixed configuration products as noted in Appendix A. Dell's discount offering shall remain fixed throughout the life of the contract. Any other configurations, upgrades, or products not associated with the fixed configuration systems shall be offered according to Dell's discount catalog offering as noted in the Pricing Section of Dell's Proposal on Page 68.

Fixed Configurations Updates: Should a fixed configuration reach end-of-life and require a replacement, Dell reserves the right to revise and replace the end-of-life fixed configuration with a suitable replacement of like or better performance at the same discount percent proposed for that bundled configuration.
### Peripherals

#### Minimum Configurations

<table>
<thead>
<tr>
<th>A. Flash Drives</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 GB</td>
<td>10.99</td>
<td>15.00%</td>
<td>9.56</td>
</tr>
<tr>
<td>4 GB</td>
<td>10.99</td>
<td>15.00%</td>
<td>9.56</td>
</tr>
<tr>
<td>8 GB</td>
<td>10.99</td>
<td>15.00%</td>
<td>9.56</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>B. Monitors (wide aspect)</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>27&quot; LCD</td>
<td>189</td>
<td>13.00%</td>
<td>161.43</td>
</tr>
<tr>
<td>30&quot; LCD</td>
<td>199</td>
<td>13.00%</td>
<td>173.13</td>
</tr>
<tr>
<td>32&quot; LCD</td>
<td>209</td>
<td>13.00%</td>
<td>175.93</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>C. Docking Station</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ethernet RJ45</td>
<td>78.99</td>
<td>15.00%</td>
<td>66.09</td>
</tr>
<tr>
<td>Audio Line In/Out</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Video - TV</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- High Density</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Keyboard USB</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mouse</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>D. Port Replicator</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audio Headphone</td>
<td>69.99</td>
<td>13.00%</td>
<td>60.38</td>
</tr>
<tr>
<td>Audio RCA Digital Coax</td>
<td>96.99</td>
<td>13.00%</td>
<td>84.35</td>
</tr>
<tr>
<td>Ethernet RJ45</td>
<td></td>
<td></td>
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<tr>
<td>Video - S-Video</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Video - RCA Composite</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Serial - 9 Pin 2.5mm</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Serial - RJ11 Mod</td>
<td></td>
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</table>

The port replicator meets all the specifications except for Audio RCA Digital Coax, Video - S-Video and Video - RCA Composite.

<table>
<thead>
<tr>
<th>E. External USB Floppy Drive</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
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</thead>
<tbody>
<tr>
<td>1.44MB</td>
<td>32.99</td>
<td>15.00%</td>
<td>28.27</td>
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<table>
<thead>
<tr>
<th>F. Network Interface Cardie</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/100/1000BASE-T (RJ45)</td>
<td>49.99</td>
<td>13.00%</td>
<td>43.42</td>
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</table>

<table>
<thead>
<tr>
<th>G. Mouse</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
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</thead>
<tbody>
<tr>
<td>Optical Scroll Mouse, PS2</td>
<td>16.99</td>
<td>13.00%</td>
<td>14.94</td>
</tr>
<tr>
<td>Vertical Scroll Mouse, USB</td>
<td>15.99</td>
<td>13.00%</td>
<td>13.91</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>H. Keyboard</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard, PS2</td>
<td>16.99</td>
<td>13.00%</td>
<td>14.94</td>
</tr>
<tr>
<td>Standard, USB</td>
<td>23.99</td>
<td>13.00%</td>
<td>20.87</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I. Battery Back Up Unit</th>
<th>Unit Price</th>
<th>Discount %</th>
<th>Unit Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Output Capacity: 965Watts/1440VA</td>
<td>497.95</td>
<td>13.00%</td>
<td>433.31</td>
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<tr>
<td>Nominal Output Voltage: 120V</td>
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<tr>
<td>Output Connection Type: 8 NEMA 5-15R</td>
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</tr>
<tr>
<td>Half Load Run Time: 30 minutes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full Load Run Time: 7 minutes</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Backup Power Tower</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Warranty is manufacturer's warranty.

Units above are base offerings.

*Please provide link to publicly available price list.*

[http://dell.com/support/home/|dell/pdp/detailspdf]

Dell is proposing fixed discount percentages from Dell's retail price list for all eligible fixed configuration products as noted in Appendix A. Dell's discount offering shall remain fixed throughout the life of the contract. Any other configurations, upgrades, or products not associated with the fixed configuration systems shall be offered according to Dell's discount catalog offering as noted in the Pricing Section of Dell's Proposal on Page 68.

Fixed Configurations Updates: Should a fixed configuration reach end-of-life and require a replacement, Dell reserves the right to revise and replace the end-of-life fixed configuration with a suitable replacement at the same discount percent proposed for that bundled configuration.
Dell provides services that can be customized based on customers' needs and requirements. The services are scoped with a customer and custom statements of work are developed based on each opportunity. Each project can be determined as fixed fee/day, deliverable, time & materials, or price per asset. This category includes any and all services that Dell offers. Services are broadly classified as installation/implementation, maintenance, support, training, migration, management, colocation of products offered, supplied, or related technology. These types of services may include, but are not limited to: warranty services, maintenance, installation, installation of software, deployment, factory integration (software or equipment components), asset management, recycling/disposal, training and certification, pre-implementation design, disaster recovery planning and support, service desk/support, assessment, implementation, and any other directly related technical support service required for the effective operation of a product/technology offered or supplied.

All services have a minimum of 5% discount. This category also includes any and all 3rd party services that Dell offers.

Below is a list of sample services and sample prices. Each engagement requires to be scoped appropriately. The services listed below are representative services and are not all inclusive of the services Dell can provide. Please see your Dell sales representative for assistance on scoping a services engagement.

<table>
<thead>
<tr>
<th>Category</th>
<th>Short Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Desktop</td>
<td>Desktop Installation</td>
<td>$58.50</td>
</tr>
<tr>
<td></td>
<td>Desktop Demolition</td>
<td>$11.50</td>
</tr>
<tr>
<td></td>
<td>New Peripheral Install (During Basic Installation)</td>
<td>$16.00</td>
</tr>
<tr>
<td></td>
<td>Hard Drive Removal (During Basic Installation)</td>
<td>$11.00</td>
</tr>
<tr>
<td></td>
<td>Asset Tagging (During basic installation)</td>
<td>$4.50</td>
</tr>
<tr>
<td></td>
<td>Peer to peer data migration (During basic installation)</td>
<td>$28.00</td>
</tr>
<tr>
<td></td>
<td>Attended Imaging via CD (During basic installation)</td>
<td>$37.00</td>
</tr>
<tr>
<td></td>
<td>Additional GB Migration (During basic installation)</td>
<td>$6.00</td>
</tr>
<tr>
<td>Asset Recovery Services</td>
<td>1 piece DHL, Mailing</td>
<td>$32.00</td>
</tr>
<tr>
<td></td>
<td>Asset Recovery Services: 1 piece Box &amp; DHL, Mailing</td>
<td>$52.00</td>
</tr>
<tr>
<td></td>
<td>Asset Return Services: Lease Return Transportation plus Datawipe and Settlement Report</td>
<td>$60.00</td>
</tr>
<tr>
<td></td>
<td>Asset Return Services: Lease Return Transportation only</td>
<td>$30.00</td>
</tr>
<tr>
<td></td>
<td>Asset Return Services: Data wipe - 21-50 GB</td>
<td>$14.25</td>
</tr>
<tr>
<td></td>
<td>Asset Return Services: Data wipe less than 51-200</td>
<td>$15.75</td>
</tr>
<tr>
<td>Factory</td>
<td>Factory Return Services: Data wipe less than 201+</td>
<td>$13.25</td>
</tr>
<tr>
<td></td>
<td>Factory Asset Tag</td>
<td>$7.00</td>
</tr>
<tr>
<td></td>
<td>Factory Image Load</td>
<td>$26.00</td>
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<tr>
<td>Server</td>
<td>Factory based project setup</td>
<td>$20.00</td>
</tr>
<tr>
<td></td>
<td>Server Installation of Windows Operating System on 1 Dell Server</td>
<td>$399.00</td>
</tr>
<tr>
<td></td>
<td>Server Installation of Windows Operating System on 2+ Dell Server</td>
<td>$299.00</td>
</tr>
<tr>
<td></td>
<td>Server Onsite Installation, PowerEdge Hardware and Windows OS install</td>
<td>$299.00</td>
</tr>
<tr>
<td></td>
<td>Remote Configuration of a Dell PowerEdge SC Series Server</td>
<td>$179.00</td>
</tr>
<tr>
<td></td>
<td>Installation, Migration and Demolition of an Existing Server to a PowerEdge Server (1-5)</td>
<td>$1,599.00</td>
</tr>
<tr>
<td></td>
<td>Installation, Migration and Demolition of an Existing Server to a PowerEdge Server (&gt;5)</td>
<td>$1,999.00</td>
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<tr>
<td></td>
<td>Remote Migration of a Server to a New Server and Operating System</td>
<td>$1,999.00</td>
</tr>
<tr>
<td>Technology</td>
<td>Microsoft Office SharePoint Server Requirements Discovery</td>
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<tr>
<td></td>
<td>Oracle Migration Readiness Assessment: Small 1 database</td>
<td>$24,000.00</td>
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<tr>
<td></td>
<td>Oracle Migration Readiness Assessment: Medium 2 databases</td>
<td>$44,100.00</td>
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<td></td>
<td>Oracle Migration Readiness Assessment: Large 3 databases</td>
<td>$85,500.00</td>
</tr>
<tr>
<td></td>
<td>Energy Smart Data Center Assessment Mini, up to 500 sq ft</td>
<td>$15,850.00</td>
</tr>
<tr>
<td></td>
<td>Energy Smart Data Center Assessment Small, 501-1000 sq ft</td>
<td>$17,500.00</td>
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<tr>
<td></td>
<td>Energy Smart Data Center Assessment Medium, 1001-1500 sq ft</td>
<td>$22,650.00</td>
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<td></td>
<td>Energy Smart Data Center Assessment Large, 1501-2500 sq ft</td>
<td>$31,050.00</td>
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<tr>
<td></td>
<td>Exchange 2007 Readiness Assessment</td>
<td>$19,750.00</td>
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<tr>
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<td>Network to OES Assessment and Travel, 1-50 servers</td>
<td>$12,500.00</td>
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<td></td>
<td>Network to OES Assessment and Travel, 50-100 servers</td>
<td>$25,000.00</td>
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<tr>
<td></td>
<td>Windows Server Technology Workstation</td>
<td>$10,499.00</td>
</tr>
<tr>
<td></td>
<td>Backup/Restore Archive Assessment, Entry</td>
<td>$13,800.00</td>
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<tr>
<td></td>
<td>Backup/Restore Archive Assessment, Standard</td>
<td>$17,200.00</td>
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<tr>
<td></td>
<td>Data Mgmt and Storage Tech Assessment, Entry</td>
<td>$24,200.00</td>
</tr>
<tr>
<td></td>
<td>Data Mgmt and Storage Tech Assessment, Standard</td>
<td>$10,900.00</td>
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<tr>
<td></td>
<td>Data Mgmt and Storage Tech Assessment, Large</td>
<td>$14,300.00</td>
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<td></td>
<td>Storage For Server Virtualization Assessment, Entry</td>
<td>$21,300.00</td>
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<td>Storage For Server Virtualization Assessment, Standard</td>
<td>$19,900.00</td>
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<td>Storage For Server Virtualization Assessment, Large</td>
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<tr>
<td></td>
<td>Dell File Simplification Assessment</td>
<td>$6,000.00</td>
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<td></td>
<td>ONS-INF Unified Communication Technology Workstation Sw raping</td>
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<td>IT Simplification Assessment, Entry</td>
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<td>IT Simplification Assessment, Standard</td>
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<td>IT Simplification Assessment, Medium</td>
<td>$162,000.00</td>
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<td>IT Simplification Assessment, Large</td>
<td>$216,000.00</td>
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<tr>
<td></td>
<td>Backup Monitoring Setup, Entry (79-250 Hosts)</td>
<td>$33,500.00</td>
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<td></td>
<td>Backup Monitoring Setup, Enterprise (79-250 Hosts)</td>
<td>$179,800.00</td>
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<tr>
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<td>Managed Backup Setup, Entry (Up to 50 Hosts)</td>
<td>$34,200.00</td>
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<td>Managed Backup Setup, Entry (Up to 50 Hosts)</td>
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<td>Tiered Storage Design, Entry (up to 50 Hosts)</td>
<td>$29,350.00</td>
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<td>Tiered Storage Design, Standard (51-100 Hosts)</td>
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<td>Tiered Storage Design, Enterprise (101-250 Hosts)</td>
<td>$54,250.00</td>
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<td>Disaster Recovery Design &amp; Setup 2 Data Centers, all sites &amp; 1 remote site</td>
<td>$137,900.00</td>
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<td>Citrix Xen Server Technology Introduction 2 XenServer + 1 XenCenter</td>
<td>$12,700.00</td>
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<td>VIRTUALIZATION READINESS ASSESSMENT UP TO 50 SERVERS</td>
<td>$9,900.00</td>
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<tr>
<td>Service</td>
<td>Price</td>
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<tr>
<td>Virtualization Readiness Assessment, up to 75 servers</td>
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<tr>
<td>Virtualization Readiness Assessment - Medium</td>
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<td>Virtualization Readiness Assessment - Large</td>
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<tr>
<td>VMware P2V Migrations Workshop Consulting Service</td>
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<tr>
<td>VMware Infrastructure Upgrade Workshop</td>
<td>$11,200.00</td>
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<tr>
<td>Virtual Infrastructure Health Check</td>
<td>$11,200.00</td>
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<tr>
<td>VMware Combined ESX and Virtual Center Workshop Consulting Service</td>
<td>$12,200.00</td>
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<td>VMware Combined ESX, Virtual Center and P2V Workshop Consulting Service</td>
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<tr>
<td>Unified Communication Technology Workshop Session</td>
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<tr>
<td>DMS Application Management Packaging/ Virtualization per package</td>
<td>$890.00</td>
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<tr>
<td>DMS Life Cycle Assessment</td>
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<tr>
<td>DMS Windows Vista Readiness Assessment</td>
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<td>DMS Windows Office 2007 Assessment</td>
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<tr>
<td>DMS Image Management X Image (for XP SP2 or 1 OS)</td>
<td>$20,000.00</td>
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<tr>
<td>DMS Dell Automated Deployment Basic</td>
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<td>DMS Dell Automated Deployment Standard</td>
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<td>DMS Dell Automated Deployment Advanced</td>
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<tr>
<td>DMS Dell Automated Deployment Enterprise</td>
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<tr>
<td>DMS Flex Computing Assessment Life</td>
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<td>DMS Flex Computing Assessment Standard</td>
<td>$44,493.00</td>
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<tr>
<td>Training</td>
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<tr>
<td>VMware Installation, Configuration and Management: Open Enrollment</td>
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</tr>
<tr>
<td>Introduction to PC 90 day Access (Online)</td>
<td>$10.00</td>
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<tr>
<td>Microsoft Office 2007 Starter Pack with Live Tutor (Online)</td>
<td>$20.00</td>
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</tr>
<tr>
<td>Windows Vista Starter Pack with Live Tutor (Online)</td>
<td>$15.00</td>
<td></td>
</tr>
<tr>
<td>Windows Vista and Office 2007 Starter Pack with Live Tutor (Online)</td>
<td>$25.00</td>
<td></td>
</tr>
<tr>
<td>Complete eLearning Pack with Live Tutor (Online)</td>
<td>$99.00</td>
<td></td>
</tr>
<tr>
<td>Office Corporate Starter Pack (Online)</td>
<td>$19.00</td>
<td></td>
</tr>
<tr>
<td>PowerEdge Configuration and Troubleshooting (Austin)</td>
<td>$1,395.00</td>
<td></td>
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<tr>
<td>PowerEdge Configuration and Troubleshooting (Customer's Site)</td>
<td>$7,695.00</td>
<td></td>
</tr>
<tr>
<td>Dell Hardware Maintenance - Client (Portables, Desktops, Workstations)(Austin)</td>
<td>$95.00</td>
<td></td>
</tr>
<tr>
<td>Dell Hardware Maintenance - Client (Portables, Desktops, Workstations), (Customer's site)</td>
<td>$4,905.00</td>
<td></td>
</tr>
<tr>
<td>ICSE Exam (online with basic self-study material)</td>
<td>$178.00</td>
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</tr>
</tbody>
</table>

*Please provide link to publicly available price list.

Dell is proposing fixed discount percentages from Dell's retail price list for all eligible fixed configuration products as noted in Appendix A. Dell's discount offering shall remain fixed throughout the life of the contract. Any other configurations, upgrades, or products not associated with the fixed configuration systems shall be offered according to Dell's discount catalog offering as noted in the Pricing Section of Dell's Proposal on Page 56.

Fixed Configurations Updates: Should a fixed configuration reach end-of-life and require a replacement, Dell reserves the right to revise and replace the end-of-life fixed configuration with a suitable replacement of like or better performance at the same discount percent proposed for that bundled configuration.