National Pricing Discount
RFP # 240025

For each item listed on the National Pricing Tab, Offerors are encouraged to provide a discount off of a verifiable list price. If applicable, Offeror(s) may wish to propose discounts by individual manufacturer. If proposing discounts by manufacturer, utilize column G & H and add columns to the pricing page as needed. As an example, an Offerer may chose to offer differing discounts for manufacturers of keyboards, such as Logitech, Fellows, Belkin, Kensington, Tripplite, etc.

A. Propose a national discount off list price pricing structure. These are the minimum discounts Supplier will offer to Participating Agencies.
B. Describe the catalog or index that discounts will be taken.
C. Describe any special manufacturer pricing available to Participating Agencies.
D. Describe any special large order or large customer pricing or additional discounts available to Participating Agencies.
E. Describe any products offered by Supplier that are not captured in the pricing matrix below. Describe how Supplier proposes to price those items.

				If applicable, you may propose discounts by Manufacturer	
Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
1.	**Group 1 - Systems**	1) Desktops	3%		%
		2) Notebooks	3%		%
		3) Tablets	3%		%
		4) Servers(1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	3%		%
2.	**Group 2 - Input Devices**	5) Keyboards	5%		%
		6) Mice	5%		%
		7) Imaging Scanners	5%		%
		8) POS Scanners	5%		%
		9) Pointing Devices	5%		%
		10) Bar Code Readers	5%		%
		11) Audio Input	5%		%
		12) Input Adapters	5%		%
		13) PC and Network Cameras	15%		%
		14) Input Cables	15%		%
		15) Input Accessories	15%		%
3.	**Group 3 - Output Devices**	16) Displays	3%		%
		17) Printers	5%		%
		18) Inkjet Printres	5%		%
		19) Inkjet Photo Printers	5%		%
		20) Laser Printers	5%		%
		21) Label Printers	5%		%
		22) Dot Matrix Printers	5%		%
		23) Multi-Function Printers	5%		%
		24) Wide Format Printers	5%		%
		25) Multi-Function Inkjet Printers	5%		%
		26) Wide Format Printers	5%		%
		27) Fax Machine Printers	5%		%
		28) Printer Accessories	5%		%
		29) Projectors	5%		%
		30) Projector Accessories	5%		%
		31) Audio Input	5%		%
		32) Video Cards	5%		%
		33) Sound Cards	5%		%
		34) Output Accessories	5%		%
		35) Printer Consumables	5%		%
4.	**Group 4 - Memory**	36) Desktop	5%		%
		37) Flash	5%		%
		38) Networking	5%		%
		39) Notebook	5%		%
		40) Printer / Fax	5%		%
		41) Server	5%		%
5.	**Group 5 - Storage Devices**	42) Adapters Fibre Channel	5%		%
		43) Adapters FireWire / USB	5%		%
		44) Adapters IDE/ATA/SATA	5%		%
		45) Adapters RAID	5%		%
		46) Adapters SCSI	5%		%
		47) Bridges & Routers	5%		%
		48) Disk Arrays	5%		%
		49) Disk Arrays JBOD	5%		%
		50) Drives Magneto-Optical	5%		%
		51) Drives Removable Disks	5%		%
		52) Fiber Channel Switches	5%		%
		53) Hard Disks - External	5%		%
		54) Hard Disks - Fibre Channel	5%		%
		55) Hard Disks - IDE/ATA/S	5%		%
		56) Hard Disks - Notebook	5%		%
		57) Hard Disks - SCSI	5%		%
		58) Networking Accessories	5%		%
		59) Optical Drives - CD-ROM	5%		%
		60) Optical Drives - CD-RW	5%		%
		61) Optical Drives - DVD-CD	5%		%
		62) Optical Drives - DVD-RW	5%		%
		63) Storage Accessories	5%		%
		64) Storage - NAS	5%		%
		65) Storage - SAN	5%		%
		66) Tape Autoloaders -AIT	5%		%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
		67) Tape Autoloaders - DAT	5%		%
		68) Tape Autoloaders - DLT	5%		%
		69) Tape Autoloaders - LTO	5%		%
		70) Tape Drives - 4mm	5%		%
		71) Tape Drives - 8mm/VXA	5%		%
		72) Tape Drives - AIT	5%		%
		73) Tape Drives - DAT	5%		%
		74) Tape Drives - DLT	5%		%
		75) Tape Drives - LTO/Ultrium	5%		%
		76) Tape Drives SDLT	5%		%
		77) Tape Drives - Travan	5%		%
6.	**Group 6 - Network Equipment**	78) 10/100 Hubs & Switches	5%		%
		79) Bridges & Routers	5%		%
		80) Gigabit Hubs & Swtiches	5%		%
		81) Concentrators & Multiplexers	5%		%
		82) Hardware Firewalls	5%		%
		83) Intrusion Detection	5%		%
		84) KVM	5%		%
		85) Modems	5%		%
		86) Network Test Equipment	5%		%
		87) Network Adapters	5%		%
		88) Network Cables	15%		%
		89) Network Accessories	5%		%
		90) Repeaters & Transcievers	5%		%
		91) Wireless LAN Accessories	5%		%
		92) Token Authentication	5%		%
		93) 10G Fiber Optic Transceivers	5%		%
		94) 1G Fiber Optic Transceivers	5%		%
7.	**Group 7 - Software**	95) Licensing Packages(e.g. Microsoft)	4%		%
		96) Licensing Backup	4%		%
		97) Licensing Barcode/OC	4%		%
		98) Licensing Business Application	4%		%
		99) Licensing CAD/CAM	4%		%
		100) Licensing - Cloning	4%		%
		101) Licensing - Computer Services	4%		%
		102) Licensince - Database	4%		%
		103) Licensing - Development	4%		%
		104) Licensing - Entertainment	4%		%
		105) Licensing - Financial	4%		%
		106) Licensing - Flow Chart	4%		%
		107) Licensing - Graphic Design	4%		%
		108) Licensing - Handheld	4%		%
		109) Licensing - Network OS	4%		%
		110) Licensing - OS	4%		%
		111) Licensing - Personal Organization	4%		%
		112) Licensing - Presentation	4%		%
		113) Licensing - Reference	4%		%
		114) Licensing - Report Analysis	4%		%
		115) Licensing - Spreadhseet	4%		%
		116) Licensing - Utilities	4%		%
		117) Licensing - Warranties	4%		%
		118) Licensing - Web Development	4%		%
		119) Licensing - Word Processing	4%		%
		120) Software - Backup	4%		%
		121) Software - Barcode / OCR	4%		%
		122) Software - Business Application	4%		%
		123) Software - CAD/CAM	4%		%
		124) Software - Cloning	4%		%
		125) Software - Computer Services	4%		%
		126) Software - Database	4%		%
		127) Software - Development	4%		%
		128) Software - Entertainment	4%		%
		129) Software - Financial	4%		%
		130) Software - Flow Chart	4%		%
		131) Software - Graphic Design	4%		%
		132) Software - Handheld	4%		%
		133) Software - OS	4%		%
		134) Software - Personal Organization	4%		%
		135) Software - Presentation	4%		%
		136) Software - Reference	4%		%
		137) Software - Report Analysis	4%		%
		138) Software - Spreadsheet	4%		%
		139) Software - Utilities	4%		%
		140) Software - Warranties	4%		%
		141) Software - Web Development	4%		%
		142) Software - Word Processing	4%		%
8.	**Group 8 - Media Supplies**	143) Media - 4mm tape	5%		%
		144) Media - AIT tape	5%		%
		145) Media - DAT tape	5%		%
		146) Media - DLT tape	5%		%
		147) Media LTO / Ultrium tape drive	5%		%
		148) Media - Magneto - Optical	5%		%
		149) Media - Optical	5%		%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
		150) Media - SLR tape	5%		%
		151) Media - Travan tape	5%		%
		152) Media - VXA tape	5%		%
		153) Media - zip	5%		%
9.	**Group 9 - Collaboration & IP Telephony**	154) IP phones	15%		%
		155) Video conferencing products	15%		%
		156) Voice gateways / servers	15%		%
		157) Headsets	15%		%
		158) Audo conferencing products	5%		%
		159) Analog phones	15%		%
		160) Accessories	15%		%
10.	**Group 10 - Other**	161) Advanced Integration	0%		%
		162) Asset Disposal	0%		%
		163) Asset Management	0%		%
		164) Cables	5%		%
		165) Cables - custom	5%		%
		166) Cables - printer	15%		%
		167) Complex warranties	0%		%
		168) Desktop Accessories	5%		%
		169) Display Accessories	5%		%
		170) Electronic Services	0%		%
		171) Handheld Accessories	5%		%
		172) Imaging Accessories	5%		%
		173) Imaging - Camcorders	15%		%
		174) Imaging - Digital Cameras	15%		%
		175) Intrenal Lab Service	0%		%
		176) Lab fees	0%		%
		177) Managed Services	5%		%
		178) Miscellaneous solutions	5%		%
		179) Mounting hardware for vehicles	5%		%
		180) Networking Warranties	0%		%
		181) Notebook Accessories	5%		%
		182) Notebook Batteries	5%		%
		183) PC Lab order services	0%		%
		184) POS Accessories	3%		%
		185) POS Displays	3%		%
		186) Power Accessories	5%		%
		187) Power Surge Protection	5%		%
		188) Power UPS	5%		%
		189) Server Accessories	5%		%
		190) Service Charge	0%		%
		191) System Components	5%		%
		192) Training Courses	0%		%
		193) Training Reference Manuals	5%		%
		194) Warranties - Electronic	0%		%
		195) iPAD / Tablet Stylus	5%		%
		196) Mouse / Wrist Pads	5%		%
		197) Security Locks and Hardware	0%		%
		198) Tools	0%		%
		199) Document Scanner Accessories	5%		%
		200) Flatbed Scanners	5%		%
		201) Mobile Scanners	5%		%
		202) Network Scanners	5%		%
		203) Sheetfed Scanners	5%		%
		204) Wide Format Scanners	5%		%
		205) Workgroup / Department Scanner	5%		%
		206) Build to Order Desktops	3%		%
		207) Nettop	0%		%
		208) Point of Sale	0%		%
		209) Ultra Small Form Factor	0%		%
		210) Apple / Mac Memory Upgrades	5%		%
		211) Chips / SIMMs/SIPPs / ROMs	5%		%
		212) Computer Cases	5%		%
		213) CPUs / Fans	5%		%
		214) Membory Accessories	5%		%
		215) Motherboards / Chassis	3%		%
		216) 1 - 2 port Serial Boards	3%		%
		217) 3+ port Serial Boards	3%		%
		218) Console Server	3%		%
		219) Device Server	3%		%
		220) Terminal Server	3%		%
		221) Content Management	5%		%
		222) Firewall / VPN Applicances	5%		%
		223) Multifunction Security Appliances	5%		%
		224) Network Camera Accessories	5%		%
		225) Network Cameras	15%		%
		226) Physical/Environmental Security	5%		%
		227) Security Applicance Accessories	5%		%
		228) Security Tokens	5%		%
		229) Unified Threat Management	5%		%
		230) 2-way Radios / Walkie Talkies	5%		%
		231) Apple Notebooks	3%		%
		232) Convertible PCs / Slate PCs / iPAD	3%		%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
		233) iPAD	3%		%
		234) Slate Tablet Computers	3%		%
		235) GPS / PDA	5%		%
		236) Wireless Communication Devices	5%		%
		237) Batteries	5%		%
		238) Power Supplies / Adapters	5%		%
		239) Rackmountain Equipment	5%		%
		240) Remote Power Management	5%		%
		241) Surge Suppressors	5%		%
		242) UPS / Battery Backup	0%		%
		243) 14" & smaller LCD Display	5%		%
		244) 15-19" LCD Display	5%		%
		245) 15-19" Wide LCD Display	5%		%
		246) 15-19" Wide LED Display	3%		%
		247) 20-30" LCD Display	5%		%
		248) 20-30" Wide LCD Display	5%		%
		249) 20-30" Wide LED Display	3%		%
		250) PCoIP and Zero Client Displays	5%		%
		251) Arm Mounts	5%		%
		252) Ceiling Mounts	5%		%
		253) Combo Mounts	5%		%
		254) Desktop Stands / Risers	5%		%
		255) Flat Wall Mounts	5%		%
		256) Mount Accessories	5%		%
		257) Pole Display	3%		%
		258) Stands / Carts / Feet	5%		%
		259) Tilt Wall Mounts	5%		%
		260) C-Cure Products	0%		%
		261) Istar Products	0%		%
11.	**Group 11 - Additional Products (not identified above)**	All other Current and Future Products not specifically identified here will be offered at a minimum 3% discount off SHI Advertised List price. Please see description below for more information on SHI's proposed discount model for this contract.	3%		%
			%		%
			%		%
			%		%
			%		%
			%		%
			%		%
12.	**Group 12 - Services**	**Service:**	**Standard Hourly Rate**	**Discount from Hourly Rate**	**Commentary (as needed)**
					Rates listed below are on average, valid at time of RFP submission and may vary based on SHI delivered, project location, scope of project.
		Project Manager	$185.00	%	
		Sr. Project Manager	$185.00	%	
		Consultant - End User Solutions Group	$225.00	%	
		Consultant - Security Solutions Group	$225.00	%	
		Solutions Architect - End User Solutions	$275.00	%	
		Solutions Architect - Data Center Solutions	$275.00	%	
		Sr. Solutions Architect - Security Solutions Group	$275.00	%	
		Sr. Solutions Architect - Data Center Solutions	$275.00	%	
		Cloud Developer	$325.00	%	
		Senior Cloud Developer	$325.00	%	
		Cloud Solutions Architect	$275.00	%	
		List additional services you want to include in your proposal (add lines as needed)		%	
		Program Engagement Manager	$125.00	%	
		Asset Management	$300.00	%	
		Staff Augmentation	$50.00-$500.00	%	Hourly rates can vary vastly depending project and skillset. Hourly rate to be detemined during scoping.
		All other in scope services	$300.00	%	