

National Pricing Discount - Best and Final Offer

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 Offeror may chose to offer differing discounts for manufacturers of keyboards, such as Logitech, Fellowes, 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.

Item #	Product	Product / Group	Proposed Discount	If applicable, you may propose discounts by Manufacturer	
				Manufacturer Name	Discount
1.	Group 1 - Systems	1) Desktops	3.00%	All	%
		2) Notebooks	3.00%	All	%
		3) Tablets	3.00%	All	%
		4) Servers(1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	6.00%	All	%
2.	Group 2 - Input Devices	5) Keyboards	8.50%	All	%
		6) Mice	8.50%	All	%
		7) Imaging Scanners	5.50%	All	%
		8) POS Scanners	5.50%	All	%
		9) Pointing Devices	5.50%	All	%
		10) Bar Code Readers	7.50%	All	%
		11) Audio Input	14.00%	All	%
		12) Input Adapters	7.00%	All	%
		13) PC and Network Cameras	7.50%	All	%
		14) Input Cables	18.00%	All	%
		15) Input Accessories	10.00%	All	%
3.	Group 3 - Output Devices	16) Displays	4.00%	All	%
		17) Printers	4.00%	All	%
		18) Inkjet Printres	4.00%	All	%
		19) Inkjet Photo Printers	4.00%	All	%
		20) Laser Printers	4.00%	All	%
		21) Label Printers	6.50%	All	%
		22) Dot Matrix Printers	4.00%	All	%
		23) Multi-Function Printers	4.00%	All	%
		24) Wide Format Printers	4.00%	All	%
		25) Multi-Function Inkjet Printers	4.00%	All	%
		26) Wide Format Printers	4.00%	All	%
		27) Fax Machine Printers	4.00%	All	%
		28) Printer Accessories	4.00%	All	%
		29) Projectors	5.00%	All	%
		30) Projector Accessories	5.00%	All	%
		31) Audio Input	14.00%	All	%
		32) Video Cards	4.00%	All	%
		33) Sound Cards	5.00%	All	%
34) Output Accessories	10.00%	All	%		
35) Printer Consumables	4.00%	All	%		
4.	Group 4 - Memory	36) Desktop	16.00%	All	%
		37) Flash	10.00%	All	%
		38) Networking	16.00%	All	%
		39) Notebook	16.00%	All	%
		40) Printer / Fax	16.00%	All	%
		41) Server	16.00%	All	%
5.	Group 5 - Storage Devices	42) Adapters Fibre Channel	7.00%	All	%
		43) Adapters FireWire / USB	7.00%	All	%
		44) Adapters IDE/ATA/SATA	7.00%	All	%
		45) Adapters RAID	7.00%	All	%
		46) Adapters SCSI	7.00%	All	%
		47) Bridges & Routers	7.00%	All	%
		48) Disk Arrays	7.00%	All	%
		49) Disk Arrays JBOD	7.00%	All	%
		50) Drives Magneto-Optical	7.00%	All	%
		51) Drives Removable Disks	7.00%	All	%
		52) Fiber Channel Switches	7.00%	All	%
		53) Hard Disks - External	7.00%	All	%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
		54) Hard Disks - Fibre Channel	7.00%	All	%
		55) Hard Disks - IDE/ATA/S	7.00%	All	%
		56) Hard Disks - Notebook	7.00%	All	%
		57) Hard Disks - SCSI	7.00%	All	%
		58) Networking Accessories	7.00%	All	%
		59) Optical Drives - CD-ROM	7.00%	All	%
		60) Optical Drives - CD-RW	7.00%	All	%
		61) Optical Drives - DVD-CD	7.00%	All	%
		62) Optical Drives - DVD-RW	7.00%	All	%
		63) Storage Accessories	6.00%	All	%
		64) Storage - NAS	6.00%	All	%
		65) Storage - SAN	6.00%	All	%
		66) Tape Autoloaders -AIT	6.00%	All	%
		67) Tape Autoloaders - DAT	6.00%	All	%
		68) Tape Autoloaders - DLT	6.00%	All	%
		69) Tape Autoloaders - LTO	6.00%	All	%
		70) Tape Drives - 4mm	6.00%	All	%
		71) Tape Drives - 8mm/VXA	6.00%	All	%
		72) Tape Drives - AIT	6.00%	All	%
		73) Tape Drives - DAT	6.00%	All	%
		74) Tape Drives - DLT	6.00%	All	%
		75) Tape Drives - LTO/Ultrium	6.00%	All	%
		76) Tape Drives SDLT	6.00%	All	%
		77) Tape Drives - Travan	6.00%	All	%
6.	Group 6 - Network Equipment	78) 10/100 Hubs & Switches	7.00%	All	%
		79) Bridges & Routers	7.00%	All	%
		80) Gigabit Hubs & Swtiches	7.00%	All	%
		81) Concentrators & Multiplexers	7.00%	All	%
		82) Hardware Firewalls	7.00%	All	%
		83) Intrusion Detection	7.00%	All	%
		84) KVM	4.00%	All	%
		85) Modems	7.00%	All	%
		86) Network Test Equipment	7.00%	All	%
		87) Network Adapters	7.00%	All	%
		88) Network Cables	10.00%	All	%
		89) Network Accessories	7.00%	All	%
		90) Repeaters & Transcievers	7.00%	All	%
		91) Wireless LAN Accessories	7.00%	All	%
		92) Token Authentication	7.00%	All	%
		93) 10G Fiber Optic Transceivers	7.00%	All	%
		94) 1G Fiber Optic Transceivers	7.00%	All	%
7.	Group 7 - Software	95) Licensing Packages(e.g. Microsoft)	4.00%	All	%
		96) Licensing Backup	4.00%	All	%
		97) Licensing Barcode/OC	4.00%	All	%
		98) Licensing Business Application	4.00%	All	%
		99) Licensing CAD/CAM	4.00%	All	%
		100) Licensing - Cloning	4.00%	All	%
		101) Licensing - Computer Services	4.00%	All	%
		102) Licinsince - Database	4.00%	All	%
		103) Licensing - Development	4.00%	All	%
		104) Licensing - Entertainment	4.00%	All	%
		105) Licensing - Financial	4.00%	All	%
		106) Licensing - Flow Chart	4.00%	All	%
		107) Licensing - Graphic Design	4.00%	All	%
		108) Licensing - Handheld	4.00%	All	%
		109) Licensing - Network OS	4.00%	All	%
		110) Licensing - OS	4.00%	All	%
		111) Licensing - Personal Organization	4.00%	All	%
		112) Licensing - Presentation	4.00%	All	%
		113) Licensing - Reference	4.00%	All	%
		114) Licensing - Report Analysis	4.00%	All	%
		115) Licensing - Spreadhseet	4.00%	All	%
		116) Licensing - Utilities	4.00%	All	%
		117) Licensing - Warranties	4.00%	All	%
		118) Licensing - Web Development	4.00%	All	%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
		119) Licensing - Word Processing	4.00%	All	%
		120) Software - Backup	4.00%	All	%
		121) Software - Barcode / OCR	4.00%	All	%
		122) Software - Business Application	4.00%	All	%
		123) Software - CAD/CAM	4.00%	All	%
		124) Software - Cloning	4.00%	All	%
		125) Software - Computer Services	4.00%	All	%
		126) Software - Database	4.00%	All	%
		127) Software - Development	4.00%	All	%
		128) Software - Entertainment	4.00%	All	%
		129) Software - Financial	4.00%	All	%
		130) Software - Flow Chart	4.00%	All	%
		131) Software - Graphic Design	4.00%	All	%
		132) Software - Handheld	4.00%	All	%
		133) Software - OS	4.00%	All	%
		134) Software - Personal Organization	4.00%	All	%
		135) Software - Presentation	4.00%	All	%
		136) Software - Reference	4.00%	All	%
		137) Software - Report Analysis	4.00%	All	%
		138) Software - Spreadsheet	4.00%	All	%
		139) Software - Utilities	4.00%	All	%
		140) Software - Warranties	4.00%	All	%
		141) Software - Web Development	4.00%	All	%
		142) Software - Word Processing	4.00%	All	%
8.	Group 8 - Media Supplies	143) Media - 4mm tape	7.00%	All	%
		144) Media - AIT tape	7.00%	All	%
		145) Media - DAT tape	7.00%	All	%
		146) Media - DLT tape	7.00%	All	%
		147) Media LTO / Ultrium tape drive	7.00%	All	%
		148) Media - Magneto - Optical	7.00%	All	%
		149) Media - Optical	7.00%	All	%
		150) Media - SLR tape	7.00%	All	%
		151) Media - Travan tape	7.00%	All	%
		152) Media - VXA tape	7.00%	All	%
		153) Media - zip	7.00%	All	%
9.	Group 9 - Collaboration & IP Telephony	154) IP phones	6.50%	All	%
		155) Video conferencing products	6.50%	All	%
		156) Voice gateways / servers	6.50%	All	%
		157) Headsets	6.50%	All	%
		158) Audio conferencing products	6.50%	All	%
		159) Analog phones	6.50%	All	%
		160) Accessories	6.50%	All	%
10.	Group 10 - Other	161) Advanced Integration	4.00%	All	%
		162) Asset Disposal	4.00%	All	%
		163) Asset Management	4.00%	All	%
		164) Cables	8.50%	All	%
		165) Cables - custom	18.00%	All	%
		166) Cables - printer	22.00%	All	%
		167) Complex warranties	4.00%	All	%
		168) Desktop Accessories	10.00%	All	%
		169) Display Accessories	5.00%	All	%
		170) Electronic Services	4.00%	All	%
		171) Handheld Accessories	10.00%	All	%
		172) Imaging Accessories	10.00%	All	%
		173) Imaging - Camcorders	4.00%	All	%
		174) Imaging - Digital Cameras	5.00%	All	%
		175) Internal Lab Service	4.00%	All	%
		176) Lab fees	4.00%	All	%
		177) Managed Services	4.00%	All	%
		178) Miscellaneous solutions	3.50%	All	%
		179) Mounting hardware for vehicles	5.00%	All	%
		180) Networking Warranties	3.50%	All	%
		181) Notebook Accessories	3.50%	All	%
		182) Notebook Batteries	4.50%	All	%
		183) PC Lab order services	5.00%	All	%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
184)	POS Accessories		5.00%	All	%
185)	POS Displays		5.00%	All	%
186)	Power Accessories		30.00%	All	%
187)	Power Surge Protection		2.00%	All	%
188)	Power UPS		15.00%	All	%
189)	Server Accessories		3.00%	All	%
190)	Service Charge		3.00%	All	%
191)	System Components		4.00%	All	%
192)	Training Courses		10.00%	All	%
193)	Training Reference Manuals		10.00%	All	%
194)	Warranties - Electronic		10.00%	All	%
195)	Apple / iPad / Tablet Stylus		2.50%	Apple*	%
196)	Mouse / Wrist Pads		3.50%	All	%
197)	Security Locks and Hardware		3.50%	All	%
198)	Tools		3.50%	All	%
199)	Document Scanner Accessories		3.50%	All	%
200)	Flatbed Scanners		3.50%	All	%
201)	Mobile Scanners		3.50%	All	%
202)	Network Scanners		3.50%	All	%
203)	Sheetfed Scanners		3.00%	All	%
204)	Wide Format Scanners		4.50%	All	%
205)	Workgroup / Department Scanner		3.50%	All	%
206)	Build to Order Desktops		3.00%	All	%
207)	Nettop		15.00%	All	%
208)	Point of Sale		15.00%	All	%
209)	Ultra Small Form Factor		15.00%	All	%
210)	Apple / Mac Memory Upgrades		2.50%	Apple*	%
211)	Chips / SIMMs/SIPPs / ROMs		15.00%	All	%
212)	Computer Cases		15.00%	All	%
213)	CPUs / Fans		15.00%	All	%
214)	Memory Accessories		4.00%	All	%
215)	Motherboards / Chassis		4.00%	All	%
216)	1 - 2 port Serial Boards		4.00%	All	%
217)	3+ port Serial Boards		4.00%	All	%
218)	Console Server		7.00%	All	%
219)	Device Server		7.00%	All	%
220)	Terminal Server		7.00%	All	%
221)	Content Management		7.00%	All	%
222)	Firewall / VPN Appliances		7.00%	All	%
223)	Multifunction Security Appliances		7.00%	All	%
224)	Network Camera Accessories		7.00%	All	%
225)	Network Cameras		7.00%	All	%
226)	Physical/Environmental Security		5.00%	All	%
227)	Security Appliance Accessories		3.00%	All	%
228)	Security Tokens		3.50%	All	%
229)	Unified Threat Management		3.00%	All	%
230)	2-way Radios / Walkie Talkies		3.00%	All	%
231)	Apple Notebooks		2.50%	Apple*	%
232)	Convertible PCs / Slate PCs / iPad		3.00%	All others Non- Apple	%
233)	Apple iPad		2.50%	Apple*	%
234)	Slate Tablet Computers		5.00%	All	%
235)	GPS / PDA		5.00%	All	%
236)	Wireless Communication Devices		2.25%	All	%
237)	Batteries		5.00%	All	%
238)	Power Supplies / Adapters		5.00%	All	%
239)	Rackmount Equipment		4.00%	All	%
240)	Remote Power Management		4.00%	All	%
241)	Surge Suppressors		4.00%	All	%
242)	UPS / Battery Backup		4.00%	All	%
243)	14" & smaller LCD Display		3.25%	All	%
244)	15-19" LCD Display		3.25%	All	%
245)	15-19" Wide LCD Display		3.25%	All	%
246)	15-19" Wide LED Display		3.25%	All	%
247)	20-30" LCD Display		3.25%	All	%
248)	20-30" Wide LCD Display		3.25%	All	%

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Discount
		249) 20-30" Wide LED Display	3.25%	All	%
		250) PCoIP and Zero Client Displays	3.25%	All	%
		251) Arm Mounts	3.25%	All	%
		252) Ceiling Mounts	3.25%	All	%
		253) Combo Mounts	3.25%	All	%
		254) Desktop Stands / Risers	3.25%	All	%
		255) Flat Wall Mounts	3.25%	All	%
		256) Mount Accessories	3.25%	All	%
		257) Pole Display	4.00%	All	%
		258) Stands / Carts / Feet	3.50%	All	%
		259) Tilt Wall Mounts	3.50%	All	%
		260) C-Cure Products	3.75%	All	%
		261) Istar Products	5.00%	All	%
11.	Group 11 - Additional Products (not identified above)	262) Apple Keyboard	2.50%	Apple*	%
		263) Apple Mouse	2.50%	Apple*	%
		264) Apple Other Products	2.50%	Apple*	%
		265) Cables - projector	13.00%	All	%
		266) Cables - KVM	8.50%	All	%
		267) 31" or larger LCD Display	2.75%	All	%
		268) 31" or larger LED Display	2.75%	All	%
		269) Notebook Docking Station	6.50%	All	%
		270) Notebook Power Adaptors/Chargers	8.50%	All	%
		271) Any other hardware or software not list in Group 1 though Group 10	2.00%	All	%
12.	Group 12 - Services	Service:	Standard Hourly Rate	Discount from Hourly Rate	Commentary (as needed)
		Project Manager	\$ 145.00	%	
		Sr. Project Manager	\$ 175.00	%	
		Consultant - End User Solutions Group	\$ 145.00	%	
		Consultant - Security Solutions Group	\$ 180.00	%	
		Solutions Architect - End User Solutions	\$ 170.00	%	
		Solutions Architect - Data Center Solutions	\$ 170.00	%	
		Sr. Solutions Architect - Security Solutions Group	\$ 225.00	%	
		Sr. Solutions Architect - Data Center Solutions	\$ 225.00	%	
		Cloud Developer	\$ 175.00	%	
		Senior Cloud Developer	\$ 225.00	%	
		Cloud Solutions Architect	\$ 188.00	%	
			\$	%	
		<i>*List additional services you want to include in your proposal (add lines as needed)</i>	\$	%	

Clarifications

Zones product hierarchy is inclusive, but not limited to, the requested product categories outlined in this offer. All discounts will be applied by the Product Categories listed above from Zones List Price available on www.zones.com.

Zones may be able to offer additional discounts for large qualifying orders depending on size and as negotiated per opportunity with the Manufacturer.

Custom items requested will require engagement with a Zones Account Manager to obtain proper specifications and quotation from the manufacturer. If a Zones List is not available, then the manufacturer provided MSRP will be the List Price from which the discount is applied.

Manufacturer Name: ALL will be defined as all OEM brands except for Apple.

Manufacturer Name: *Apple has separate discounts applied and is not included in line categories defined as ALL. Zones will sell Apple Products to the City and Axia members as defined by Apple.

Services: Group 12 Services are considered Professional Services when a statement of work (SOW) is required to be executed prior to work being performed. The Standard Hourly Rates are provided for specified roles. Overtime and Holiday rates will be projected at 1.5X the Standard Rate.

Depending on the engagement, T & E expenses may be an additional listing for specific projects. The City or Axia Cooperative Member may also choose to negotiate a Firm Fixed price in lieu of Time and Material Hourly Rates. This negotiated rate as executed on a SOW will be considered a contract

Hourly Rates listed above are to be held for the length of this contract. Rates listed above are for reference and represent a ceiling level rate. Actual quoted hourly rates may be less depending on the technical engagement defined on the SOW.