

EXHIBIT B - Microsoft

Product Category: WINDOWS TABLET

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Windows Tablet	Microsoft PFN-00001	1,458.99	10.00%	1,313.09	www.microsoft.com
Intel i5 7300U Dual Core or AMD Processor					
4GB Memory					
256GB SSD Hard Drive					
Windows 10 Pro 64 bit					
802.11ac integrated wireless					
SD Card Memory Expansion slot					
Front and rear camera					
10 inch screen					

Warranty is One year NBD Exchange for all Windows Tablet offerings and future models. Additional types of warranties may be offered on the Services & Warranty tab

Note #1 - The percentage discount will be the minimum discount for model specified above and all models sold in this category during the course of the contract. Winning suppliers may have the opportunity to increase percentage discount on a case by case basis during a RFQ process

Note #2 - These are items like cases, screen protectors, blue tooth items etc. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	10.00%
----------------------------------------------------------------------------------	---------------

Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	Verbatim 49062	13.00	35.00%	8.45	http://www.verbatimstore.com/product.asp?prodid=847&REF=VERBATIM
16 GB	Verbatim 49063	14.00	35.00%	9.10	http://www.verbatimstore.com/product.asp?prodid=787&REF=VERBATIM
32 GB	Verbatim 49064	19.00	35.00%	12.35	http://www.verbatimstore.com/product.asp?uid=&tabid=0&CatId=265&ProdId=789
8 GB Encrypted Drive	Kingston DTVP30/8GB	61.00	25.00%	46.25	https://www.kingston.com/us/usb/encrypted_security/dtvp30

Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD					
27" LCD	VA2746MH-LED	208.00	20.00%	166.40	www.viewsonic.com

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TrippLite TLP606	16.00	35.00%	10.40	https://www.tripplite.com
8 Outlet 8ft cord 2500 Joule					

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	HP QY777AA	21.00	18.00%	17.22	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=23&state=VA

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	HP QY776AA	29.00	18.00%	23.78	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=23&state=VA

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	HP T6T83AA	39.00	18.00%	31.98	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=23&state=VA

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	C2G 15199	7.89	40.00%	4.73	www.cablestogo.com
7 ft CAT5e	C2G 15192	5.29	40.00%	3.17	www.cablestogo.com
3 ft CAT6	C2G 27131	5.99	40.00%	3.59	www.cablestogo.com

7' CAT6	C2G 27132	8.99	40.00%	5.39	www.cablestogo.com
HDMI to HDMI M/M 6ft	C2G 56783	11.99	40.00%	7.19	www.cablestogo.com

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1TB USB 3.0 (portable)	STDR1000102	99.99	25.00%	74.99	www.seagate.com
2 TB USB 3.0 (external desktop)	STDR2000100	129.99	25.00%	97.49	www.seagate.com
4 TB USB 3.0 (external desktop)	STEA4000400	169.99	25.00%	127.49	www.seagate.com

Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	960-000764	79.99	10.00%	71.99	www.logitech.com
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	39.99	10.00%	35.99	www.logitech.com

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	U360-007-AL	110.34	40.00%	66.20	www.tripplite.com
Mini hub 4 port hi speed USB, no power supply needed	HB30A3A1CST	75.90	30.00%	53.13	www.startech.com

Speakers	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	980-000800	29.99	10.00%	26.99	www.logitech.com
PC Multimedia speakers system, 2 speakers, subwoofer, 30 watt audio system nominal output power, 2.1 channel speaker system configuration, mini-phone stereo 3.5mm, power supply included	980-001260	99.99	10.00%	89.99	www.logitech.com

Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	QL-500	119.95	30.00%	83.96	www.tripplite.com

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	INTERNET550U	107.70	30.00%	75.39	www.tripplite.com

UPS external, 1440 VA power capacity, 7 min battery run time	SMT1500C	803.00	30.00%	562.10	www.apc.com
UPS 750 VA power capacity, 16 min battery run time	SMT750I	575.00	30.00%	402.50	www.apc.com

*****Additional shipping costs for UPS's must be pre-approved by Authorized User prior to shipment**

*****Warranty is manufacturer's warranty for all peripherals**

******Once a supplier wins the peripherals category, their entire catalog of peripherals can be offered to the Commonwealth of Virginia and other public bodies. VITA reserves the right to reject any proposed products during the term of an awarded contract**

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
HP	15.00%
C2G	40.00%
APC	20.00%
Targus	15.00%
Belkin	15.00%
Lenovo	15.00%
Epson	7.00%
SMART Technologies	10.00%
Promethean	20.00%
Kingston	15.00%
ViewSonic	20.00%

Services and Warranty

In the fields below, enter any services you chose to offer, as well as pricing

Service or Warranty Description	Rate
HP CarePack Service for In-Warranty	20% discount off list pricing with no additional charges for in-warranty work
Asset Tagging	\$ 10.00
Imaging	\$ 10.00
Installation and deployment services	\$39/hour
Image Creation and Assistance	\$39/hour
Audio Visual Installation Work & Problem Determination	\$77/hour
Certified Technician - Maintenance Work Onsite	\$77 per incident
Depot Maintenance Work	\$57 per incident