

## EXHIBIT B - Microsoft

### Product Category: WINDOWS TABLET

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Windows Tablet</b>	Microsoft PFN-00001	1,458.99	10.00%	1,313.09	<a href="http://www.microsoft.com">www.microsoft.com</a>
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.

<b>Minimum Percentage Discount for Windows Tablets Accessories (see note #2)</b>	10.00%
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**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	<a href="http://www.verbatimstore.com/product.asp?prodid=847&amp;REF=VERBATIM">http://www.verbatimstore.com/product.asp?prodid=847&amp;REF=VERBATIM</a>
16 GB	Verbatim 49063	14.00	35.00%	9.10	<a href="http://www.verbatimstore.com/product.asp?prodid=787&amp;REF=VERBATIM">http://www.verbatimstore.com/product.asp?prodid=787&amp;REF=VERBATIM</a>
32 GB	Verbatim 49064	19.00	35.00%	12.35	<a href="http://www.verbatimstore.com/product.asp?uid=&amp;tabid=0&amp;CatId=265&amp;ProdId=789">http://www.verbatimstore.com/product.asp?uid=&amp;tabid=0&amp;CatId=265&amp;ProdId=789</a>
8 GB Encrypted Drive	Kingston DTVP30/8GB	61.00	25.00%	46.25	<a href="https://www.kingston.com/us/usb/encrypted_security/dtvp30">https://www.kingston.com/us/usb/encrypted_security/dtvp30</a>

  

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	<a href="http://www.viewsonic.com">www.viewsonic.com</a>

  

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	<a href="https://www.tripplite.com">https://www.tripplite.com</a>
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	<a href="https://government.hp.com/content_detail.aspx?contid=1678&amp;agencyid=23&amp;state=VA">https://government.hp.com/content_detail.aspx?contid=1678&amp;agencyid=23&amp;state=VA</a>

  

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

  

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	<a href="https://government.hp.com/content_detail.aspx?contid=1678&amp;agencyid=23&amp;state=VA">https://government.hp.com/content_detail.aspx?contid=1678&amp;agencyid=23&amp;state=VA</a>

  

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	<a href="http://www.cablestogo.com">www.cablestogo.com</a>
7 ft CAT5e	C2G 15192	5.29	40.00%	3.17	<a href="http://www.cablestogo.com">www.cablestogo.com</a>
3 ft CAT6	C2G 27131	5.99	40.00%	3.59	<a href="http://www.cablestogo.com">www.cablestogo.com</a>

7' CAT6	<b>C2G 27132</b>	8.99	40.00%	5.39	<a href="http://www.cablestogo.com">www.cablestogo.com</a>
HDMI to HDMI M/M 6ft	<b>C2G 56783</b>	11.99	40.00%	7.19	<a href="http://www.cablestogo.com">www.cablestogo.com</a>

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

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

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

<b>Speakers</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	<b>980-000800</b>	29.99	10.00%	26.99	<a href="http://www.logitech.com">www.logitech.com</a>
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	<b>980-001260</b>	99.99	10.00%	89.99	<a href="http://www.logitech.com">www.logitech.com</a>

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

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

UPS external, 1440 VA power capacity, 7 min battery run time	<b>SMT1500C</b>	803.00	30.00%	562.10	<a href="http://www.apc.com">www.apc.com</a>
UPS 750 VA power capacity, 16 min battery run time	<b>SMT750I</b>	575.00	30.00%	402.50	<a href="http://www.apc.com">www.apc.com</a>

**\*\*\*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**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
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