

EXHIBIT B - Dell

Product Category: SERVERS

Intel/ AMD Based

Minimum Configurations

Tower Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) 300GB 10k RPM SAS Hard Drive Onboard SATA No optical drive standard Dual Power Supply, 500W Minimum No OS installed 4-Port Gigabit Ethernet NIC	Dell PowerEdge T440	3,593.00	38.00%	2,227.66	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf
Rack Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) Onboard SATA 300GB 10k RPM SAS Hard Drive 4-Port Gigabit Ethernet NIC Dual Power Supply, 500W Minimum No OS installed	Dell PowerEdge R440	3,032.00	38.00%	1,879.84	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf
Blade Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Intel Xeon Bronze 3104 Processor - 1.7GHz - 6 cores 16GB memory (1x 16GB DIMM/RDIMM) 300GB SAS 12G 15K RPM SFF Hard Drive 2-port 10GbE Ethernet Adapter No OS installed	Dell PowerEdge MX740C	13,753.00	38.00%	8,526.86	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf
HyperConverged Server Offering	Brand/Model	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
2x Intel Xeon Gold-5120 Processors - 2.2Ghz - 14 cores 240GB memory 5x 1.92TB SSD's 2-port 10GbE Ethernet Adapter No OS installed	Dell VxRail G560	284,052.00	43.00%	161,909.64	http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf

Warranty is three years on-site for all server models and future models. Additional warranty and services may be offered on the Services & Warranty tab

AMD processors must be at least equivalent to listed Intel processors

Minimum Percentage Discount for Server Accessories (see note #2)	10.00%
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Note #1 - The percentage discount will be the minimum discount for this model 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 blade enclosures, racks for rack mount servers, rack UPS units, KVM switches, Items such network switches, and Enterprise Storage are covered under other VITA contracts.

EXHIBIT C

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
VMware	3.00%
Nutanix	5.00%
APC / Schneider Electric	10.00%
3Com	5.00%
Barracude networks	5.00%
Brocade Communications / Broadcom	5.00%
F5	5.00%
Hitachi	5.00%
Juniper	5.00%
Mellanox	5.00%
Panasonic	5.00%
Qlogic	5.00%
Quantum	5.00%
Riverbed	5.00%
Virtual Instruments	5.00%
Xyratex	5.00%
StorByte	5.00%
Infinidat	15.50%
Symantec	3.00%
Veritas	2.20%
Commvault	3.50%
SuperMicro	2.00%
Cohesity	11.00%
Rubrik	10.00%
Zerto	5.00%
Microsoft	2.00%
Red Hat	5.00%
zScaler	7.00%
Citrix	5.00%

Services and Warranty

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

Service or Warranty Description	Rate
HPE Proactive Care Warranty	5% off list
HPE Foundation Care Warranty	5% off list
Lenovo Foundation Warranty	2% off list
Lenovo Essential Warranty	2% off list
Lenovo Advanced Warranty	2% off list
Dell Extended Warranty and Maintenance Services	3% off list
Fujitsu Exended Warranty and Maintenance Service	4.3% off list
Rubrik Extended Warranty and Maintenance Service	3% off list
IBM Extended Warranty and Maintenance Service	7% off list
Nutanix Extended Warranty and Mainteance Service	7.5% off List
CAS Cloud Readiness Assessment (Light)	\$15,000
CAS Cloud Readiness Assessment (Medium)	\$35,000
CAS Availability and Data Protection Services	\$200/Hour
Data Erasure Services	\$150/Hour
Secure Disposal	\$100/Hour + shipping