

## EXHIBIT B - Acer

### Product Category: PC, AIO & MINI

Intel or AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<b>Desktop</b>	<b>Acer/VX4660G-I5850H1/UD.P02AA.03F</b>	<b>\$939.99</b>	<b>2.00%</b>	<b>\$ 902.40</b>	<b>2.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel i5-8500 Processor (3.0GHZ, 2666MHZ 6m cache)	Intel® Core™ i5-8500					
8GB DDR4 Memory	8GB (8/0/0/0) DDR4					
500GB 7200 rpm SATA	1TB3, 7200RPM					
Microsoft Windows 10 Pro 64 Bit	Windows® 10 Pro (64-bit)					
Intel HD Graphics	Integrated Intel® UHD Graphics 630					
USB Mouse	USB					
USB Keyboard	USB					
10/100/1000 RJ-45	RJ-45 LAN					

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<b>All-In-One</b>	<b>Acer/VZ4660G-I5850H1/DQ.VS0AA.002</b>	<b>\$999.99</b>	<b>2.00%</b>	<b>979.99</b>	<b>2.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel i5 (8th Gen) 8500 3.0GHz	Intel® Core™ i5-8500					
8GB Memory	8GB (8/0) DDR4 2666					
500GB 7200 rpm SATA	1TB3, 7200RPM					
Microsoft Windows 10 Pro 64 Bit	Windows® 10 Pro (64-bit)					
21.5 Display (1920x1080)	54.6 cm (21.5") Full HD (1920 x 1080) 16:9					
USB Mouse	USB					
USB Keyboard	USB					
Intel HD Graphics	Integrated Intel® UHD Graphics 630					
10/100/1000 RJ45 and 802.11AC wireless	RJ-45 LAN 802.11ac WLAN					

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<b>Mini Desktop</b>	<b>Acer/VX4660G-I5850S1/UD.P02AA.03G</b>	<b>\$979.99</b>	<b>2.00%</b>	<b>960.30</b>	<b>2.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
i5 8th Generation Processor	Intel® Core™ i5-8500					
8GB memory (1x 8GB SODIMM)	8GB (8/0/0/0) DDR4					
256GB SSD	256GB3 M.2 PCI Express® NVMe					
Win 10 Pro	Windows® 10 Pro (64-bit)					
	DC-in, serial, HDMI®-out, RJ-45 LAN, VGA, two PS/2®, two DisplayPort™, two USB 3.1 Gen 2 Type-C™, two USB 3.1 Gen 2 Type-A™, two USB 3.1 Gen 1 Type-A™, four USB 2.0 Type-A™, five audio (two front, three back)					
Two Front Facing USB Ports	USB					
Two button USB optical mouse with scroll wheel	USB					
USB Keyboard with 103 keys	USB					
10/100/1000 RJ-45	RJ-45 LAN					

Warranty is three years on-site NBD for all Desktop, All-in-one, and Mini Desktop offerings and all future models. Additional types of warranties may be offered on the accessories tab

\* All Models on this tab include 3 year warranties but are limited warranties and do not include three year onsite, that warranty offering is available separate from Acer.

## EXHIBIT B - Acer

AMD processors must be equivalent to Intel processors specified above

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 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

\* All Models on this tab include 3 year warranties but are limited warranties and do not include three year onsite, that warranty offering is available separate from Acer.

**Product Category: LAPTOP**

**Intel Based**

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<i>Minimum Configurations</i>						
<b>Laptop</b>	<b>Acer/TMP2510-G2-M-54EA/NX.VGUAA.006</b>	<b>849.99</b>	<b>1.00%</b>	<b>\$ 841.49</b>	<b>\$ 1.00</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-">https://www.acer.com/ac/en/US/content/professional-</a></b>
Intel i5-8250U Processor (3.40GHz 6M Cache)	Intel® Core™ i5-8250U					
8GB RAM	8GB (4/4) DDR4					
500GB 7200 RPM SATA hard drive or greater	500GB3 SATA, 5400RPM					
720p HD Camera w/Mic	webcam					
Microsoft Windows 10 Pro 64 Bit	Windows® 10 Pro (64-bit)					
802.11a/b/g/n/ac	Intel® Dual Band Wireless-AC 802.11ac 2x2 MIMO WLAN					
Energy Star qualified						
15.6" HD	Matte 15.6" (1366 x 768)					

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Teacher Discount from List (see note #2)	Public Site to Verify Model #/List Price
<i>Minimum Configurations</i>						
<b>Convertible Laptop Offering</b>	<b>Acer/SP513-52N-52VV/NX.GR7AA.008</b>	<b>\$799.99</b>	<b>1.00%</b>	<b>\$ 791.99</b>	<b>1.00%</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
8th Gen processor minimum	Intel® Core™ i5-8250U					
Intel Core i3	8GB (8) DDR4					
8 GB DDR 4 minimum	256GB3					
256 GB m.2 SSD Minimum	Windows® 10 Pro (64-bit)					
Windows 10 Professional	802.11ac 2x2 MU-MIMO WLAN					
802.11AC WLAN						
Energy Star qualified	13.3" (1920 x 1080)					
13" FHD touch display						
Up to 18 hours battery life	Up to 13.0 hours (MobileMark® 2014)					
3 year battery warranty						

Warranty is three years next day exchange for all laptop 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 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

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>2.00%</b>
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\* All Models on this tab include one year warranty that is carry in only, Acer does not offer a built in three year on-site NBD Warranty, it would need to be purchased separate.

Note #2 - Please review the following link that describes the Teacher Discount Program and provide a percentage off of list that would only apply to these qualified individuals: <https://www.vita.virginia.gov/supply-chain/place-an-order/teacher-pc-purchase-program/>

Note #3 - These are items like cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

**Products Category: CHROMEBOOK**

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook</b>	<b>Acer/C732-C6WU/NX.GUKAA.001</b>	<b>\$279.99</b>	<b>1.00%</b>	<b>\$ 279.99</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel Quad Core M8173C 2.10 GHz	Intel® Celeron® N3350				
4GB RAM	4GB (4) LPDDR3				
32GB Flash Memory	32GB3				
Chrome OS Operating System	Chrome OS™				
802.11ac	Intel® Dual Band Wireless-AC 802.11ac 2x2 MIMO WLAN				
HD Webcam	Bluetooth® 4.2, webcam				
11.6 inch Multi Touch Screen	Matte 11.6" (1366 x 768)				

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook - Convertible tablet</b>	<b>Acer/C732T-C8VY/NX.GULAA.001</b>	<b>\$299.99</b>	<b>1.00%</b>	<b>\$ 296.99</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Intel Celeron N3350	Intel® Celeron® N3350				
4 GB DDR4	4GB (4) LPDDR3				
32 GB eMMC	32GB3				
Chrome OS Operating System	Chrome OS™				
Support Android apps					
802.11AC WLAN	Intel® Dual Band Wireless-AC 802.11ac 2x2 MIMO WLAN,				
HD Webcam	Bluetooth® 4.2, webcam				
11.6" HD touch display	Glossy 11.6" (1366 x 768)				
Min 2 USB 3.1 Gen 1 and 2 USB-C	two USB 3.0; two USB Type-C™ each supporting USB 3.1 Gen 1				
Up to 12 hours battery life	Up to 12.0 hours				

Warranty is One year NBD Exchange for all Chromebook 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 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 cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>2.00%</b>
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\* All Models on this tab include one year warranty that is carry in only, Acer does not offer a built in three year on-site NBD Warranty, it would need to be purchased separate.

**Product Category: ANDROID TABLET**

<i>Minimum Configurations</i>	<b>Brand/Model #</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
<b>Android Tablet</b>	<b>Acer/B3-A40-K6JH/NT.LDNAA.002</b>	<b>149.99</b>	<b>2.00%</b>	<b>\$ 146.99</b>	<b><a href="https://www.acer.com/ac/en/US/content/professional-models/laptops">https://www.acer.com/ac/en/US/content/professional-models/laptops</a></b>
Quad Core Processor	MediaTek MT8167B SoC with quad-core ARM® Cortex®-A35 cores				
2GB RAM	2GB (2) DDR3L				
16GB Storage	16GB3				
Android 6.0 Marshmallow	Android™ 7.0				
802.11b/g/n integrated wireless	802.11ac WLAN, Bluetooth® 4.1, two webcams (front and back)				
SD Card Memory Expansion slot	microSD™ (up to 128GB;3 SDXC™, exFAT compatible)				
Front and rear camera	Rear 5MP, front 2MP				
8 inch screen	10.1" (1280 x 800)				

Warranty is One Year NBD Exchange for all Android 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 Android Tablet Accessories (see note #2)</b>	<b>2.00%</b>
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\* All Models on this tab include one year warranty that is carry in only, Acer does not offer a built in three year on-site NBD Warranty, it would need to be purchased separate.

## Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	3177897	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
16 GB	2995816	5.98	5.00%	5.68	<a href="http://www.cdwg.com">www.cdwg.com</a>
32 GB	2995819	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 GB Encrypted Drive	1998590	6.97	5.00%	6.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

Monitors ( <i>wide aspect</i> )	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	3577729	69.99	3.00%	67.89	<a href="http://www.cdwg.com">www.cdwg.com</a>
27" LCD	5018485	146.62	3.00%	142.22	<a href="http://www.cdwg.com">www.cdwg.com</a>

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	510853	11.96	4.00%	11.48	<a href="http://www.cdwg.com">www.cdwg.com</a>
8 Outlet 8ft cord 2500 Joule	1863281	18.94	4.00%	18.18	<a href="http://www.cdwg.com">www.cdwg.com</a>

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	2086051	8.97	6.00%	8.43	<a href="http://www.cdwg.com">www.cdwg.com</a>

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	2087745	14.95	6.00%	14.05	<a href="http://www.cdwg.com">www.cdwg.com</a>

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	3006282	21.94	6.00%	20.62	<a href="http://www.cdwg.com">www.cdwg.com</a>

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	630142	4.98	15.00%	4.23	<a href="http://www.cdwg.com">www.cdwg.com</a>
7 ft CAT5e	630134	2.99	15.00%	2.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
3 ft CAT6	415020	3.98	15.00%	3.38	<a href="http://www.cdwg.com">www.cdwg.com</a>
7' CAT6	2473356	5.98	15.00%	5.08	<a href="http://www.cdwg.com">www.cdwg.com</a>
HDMI to HDMI M/M 6ft	2381888	11.96	15.00%	10.17	<a href="http://www.cdwg.com">www.cdwg.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>3229109</b>	59.99	5.00%	56.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
2 TB USB 3.0 (external desktop)	<b>3224277</b>	79.99	5.00%	75.99	<a href="http://www.cdwg.com">www.cdwg.com</a>
4 TB USB 3.0 (external desktop)	<b>3666992</b>	99.99	5.00%	94.99	<a href="http://www.cdwg.com">www.cdwg.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>2871957</b>	23.93	10.00%	21.54	<a href="http://www.cdwg.com">www.cdwg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>2835962</b>	36.00	10.00%	32.40	<a href="http://www.cdwg.com">www.cdwg.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>1303738</b>	27.92	10.00%	25.13	<a href="http://www.cdwg.com">www.cdwg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>3509505</b>	28.92	10.00%	26.03	<a href="http://www.cdwg.com">www.cdwg.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>2086564</b>	26.92	10.00%	24.23	<a href="http://www.cdwg.com">www.cdwg.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>1862296</b>	66.82	10.00%	60.14	<a href="http://www.cdwg.com">www.cdwg.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>1729028</b>	88.00	10.00%	79.20	<a href="http://www.cdwg.com">www.cdwg.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>4170648</b>	64.99	5.00%	61.74	<a href="http://www.cdwg.com">www.cdwg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>5221282</b>	192.51	5.00%	182.88	<a href="http://www.cdwg.com">www.cdwg.com</a>



UPS 750 VA power capacity, 16 min battery run time	3331794	349.95	5.00%	332.45	<a href="http://www.cdwg.com">www.cdwg.com</a>
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**\*\*\*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>
Acer	2.00%
APC	2.00%
Belkin	2.00%
Black Box	2.00%
C2G	2.00%
Cisco	2.00%
Cradlepoint	2.00%
Crucial Technology Drobo	2.00%
Edge Memory	2.00%
Epson	2.00%
HAVIS	2.00%
HP	2.00%
Imation, IRONKEY, TDK, M	2.00%
Kensington	2.00%
Kingston	2.00%
Lenovo	2.00%
LG Electronics	2.00%
Liebert	2.00%
Logitech	2.00%
NEC	2.00%
Panasonic	2.00%
Peerless	2.00%
Planar	2.00%
Seagate Technology Starte	2.00%
Targus	2.00%
Tibco	2.00%
Tripp-Lite	2.00%
ViewSonic	2.00%
Western Digital	2.00%
Zebra Technologies Verbat	2.00%
Transcend	2.00%
PNY	2.00%
Microsoft	2.00%
Cyber Acoustics	2.00%
Seiko	2.00%
Havis	2.00%
Gamber Johnson	2.00%
Samsung	2.00%

The "Manufacturer List (Peripherals)" tab on each worksheet offers a discount as a percentage off of CDW Government LLC's (CDW•G) advertised price. CDW•G's advertised price is available on our website at [www.cdwg.com](http://www.cdwg.com).

## Services and Warranty

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

Service or Warranty Description	Rate
CDWG White Glove Chromebook Service Tie \$	6.00
CDWG White Glove Chromebook Service Tie \$	7.00
CDW CREATE CUSTOM TAG/LABEL 50081 \$	24.00
CDW Install Basic Custom Asset Tag 500815 \$	5.00
CDW HARDWARE INSTALL FOR SERVER 1 \$	25.00
CDW HARDWARE INSTALL FOR DT-LT-PR \$	10.00
CDW INSTALLING CUSTOM SERVER IMAG \$	90.00
CDW IMAGE DEPLOYMENT & INTEGRATIC \$	25.00
CDW LASER ETCHING BASIC TEMPLATE 1 \$	11.00
CDW STANDARD APPLICATION INSTALL 7 \$	36.00
CDW NETWORK OPERATING SYSTEM INS \$	200.00
CDW STANDARD OPERATING SYSTEM INS \$	90.00
CDW NETWORK APPLICATION INSTALL 93 \$	100.00
CDW CUSTOM IP CONFIGURATION 119717 \$	12.00
CDW OS DOWNGRADE 1278296 \$	90.00
TMP648-G3-M-70B0 \$	227.69
TMP648-G3-M-52C2 \$	227.69
R5-571TG-51A3 \$	326.69
SP513-52N-52VV \$	197.99
SW713-51GNP-879G \$	128.69
B3-A40FHD-K0MW \$	128.69
B1-870-K028 \$	128.69
B1-870-K7MZ \$	128.69
B1-7A0-K78B \$	128.69
VN4660G-I5850TS2 \$	39.59
VX4660G-I5850S1 \$	39.59
VX4660G-I5850H1 \$	39.59
VZ4660G-I5850H1 \$	39.59