

## 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
<b>Windows Tablet</b>	<b>LQ6-0001 Surface and</b>	<b>1,299.00</b>	<b>5.00%</b>	<b>1,234.05</b>	<b>Microsoft.com</b>
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>	<b>1.00%</b>
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## 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%

## Services and Warranty

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

Service or Warranty Description		Rate
MS Surface Book Warranty EHS 3 Year	\$	340.00
MS Surface Book Warranty NBD 3 Year	\$	378.00
MS Surface Book Warranty Complete 3 Year	\$	405.00
MS Surface Book Warranty Complete 4 Year ADP	\$	405.00
MS Surface Book Warranty NBD 4 Year	\$	425.00
MS Surface Pro Business Warranty ADP 2 year	\$	197.00
MS Surface Pro Warranty ADP 3 Year	\$	250.00
MS Surface Pro Warranty ADP 4 Year	\$	301.00
CDW CREATE CUSTOM TAG/LABEL 500814	\$	24.00
CDW Install Basic Custom Asset Tag 500815	\$	5.00
CDW HARDWARE INSTALL FOR SERVER 1706188	\$	25.00
CDW HARDWARE INSTALL FOR DT-LT-PRT 1706188	\$	10.00
CDW INSTALLING CUSTOM SERVER IMAGE 195856	\$	90.00
CDW IMAGE DEPLOYMENT & INTEGRATION 534222	\$	25.00
CDW LASER ETCHING BASIC TEMPLATE 1461344	\$	11.00
CDW STANDARD APPLICATION INSTALL 76056	\$	36.00
CDW NETWORK OPERATING SYSTEM INSTALL 76056	\$	200.00
CDW STANDARD OPERATING SYSTEM INSTALL 34	\$	90.00
CDW NETWORK APPLICATION INSTALL 931000	\$	100.00
CDW CUSTOM IP CONFIGURATION 1197175	\$	12.00
CDW OS DOWNGRADE 1278296	\$	90.00