

## EXHIBIT B - Panasonic

### Product Category: RUGGED LAPTOP

Intel/ AMD Based

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Laptop</b>	<b>CF-54J2878VM</b>	<b>2,554.00</b>	<b>15.00%</b>	<b>2,170.90</b>	<b><a href="https://origin-us.na.panasonic.com/support/product-configurator">https://origin-us.na.panasonic.com/support/product-configurator</a></b>
Mil-Std 810G Certified	Win10 Pro, Intel Core i5-7300U 2.60GHz, vPro, 14.0" FHD, Gloved Multi Touch, 256GB SSD, 8GB, Intel WiFi a/b/g/n/ac, TPM 2.0, Bluetooth, Emissive Backlit Keyboard, No DVD Drive, Webcam, Flat, Toughbook Preferred				
Intel Core i5 7300 U Vpro processor					
8GB RAM					
256GB SSD					
Integrated dual array Microphone and Speaker					
Microsoft Windows 10 Pro					
802.11a/b/g/n/ac integrated wireless					
12" (1920 x 1080) inch screen or greater					
10/100/1000 RJ45					

Warranty is three years NBD Exchange for all Rugged laptop offerings and future models. Additional types of warranty 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, 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 Rugged Laptop Accessories (see note #2)</b>	<b>15.00%</b>
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**Product Category: RUGGED TABLET - WINDOWS**

*Minimum Configurations*

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Tablet - Windows</b>	<b>FZ-G1U2117VM</b>	<b>2,919.00</b>	<b>13.00%</b>	<b>2,539.53</b>	<b><a href="https://origin-us.na.panasonic.com/support/product-configurator">https://origin-us.na.panasonic.com/support/product-configurator</a></b>
Mil-Std 810G Certified	<b>Win10 Pro, Intel Core i5-7300U 2.60GHz, vPro, 10.1" WUXGA 10-pt Gloved Multi Touch+Digitizer, 256GB SSD, 8GB, Intel Wi-Fi, TPM 2.0, Bluetooth, Dual Pass (Ch1:none/Ch2:none), Webcam, 8MP Rear Cam, 2nd USB, Standard Battery, Flat</b>				
Intel or AMD Processor					
4GB RAM					
128GB Storage					
Microsoft <b>Windows 10</b>					
802.11a/g/n integrated wireless					
10.1 inch screen					

Warranty is three years NBD Exchange for all Rugged Tablet Windows 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 Rugged Tablets Win Accessories (see note #2)</b>	<b>15.00%</b>
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Product Category: RUGGED TABLET - ANDROID

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Minimum Configurations	FZ-B2D000GAM	1,859.00	13.00%	1,617.33	<a href="https://origin-us.na.panasonic.com/support/product-configurator">https://origin-us.na.panasonic.com/support/product-configurator</a>
Rugged Tablet - Android					
Mil-Std 810G Certified	Android 6.0.1, Intel Atom x5-Z8550 1.44GHz, No vPro, 7.0" WXGA 10-pt Gloved Multi Touch, 2GB, 32GB, Intel WiFi a/b/g/n/ac, Bluetooth, GPS, Webcam, 8MP Cam, No Bridge Battery, USB Type-C OTG, Toughbook Preferred				
Texas Instruments Processor					
1GB RAM					
16GB Storage					
Android 4.1 OS					
802.11a/g/n integrated wireless					
7 inch screen					

Warranty is three years NBD Exchange for all Rugged Tablet Android 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 Rugged Tablets Android Accessories (see note #2)	15.00%
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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	
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 534223	\$	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
Panasonic Additional Warranty	5% off MSRP	
Panasonic Services	5% off MSRP	