

## EXHIBIT B - Dell

### 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>	Dell Optiplex 5060 Tower	\$1,308.06	11.00%	\$1,164.17	11.00%	<a href="http://www.dell.com">www.dell.com</a>
Intel i5-8500 Processor (3.0GHZ, 2666MHZ 6m cache)						
8GB DDR4 Memory						
500GB 7200 rpm SATA						
Microsoft Windows 10 Pro 64 Bit						
Intel HD Graphics						
USB Mouse						
USB Keyboard						
10/100/1000 RJ-45						

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>	Dell 5260 OptiPlex AIO	\$1,570.00	11.00%	\$1,387.30	11.00%	<a href="http://www.dell.com">www.dell.com</a>
Intel i5 (8th Gen) 8500 3.0GHz						
8GB Memory						
500GB 7200 rpm SATA						
Microsoft Windows 10 Pro 64 Bit						
21.5 Display (1920x1080)						
USB Mouse						
USB Keyboard						
Intel HD Graphics						
10/100/1000 RJ45 and 802.11AC wireless						

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>	Dell OptiPlex 5060 SFF	\$1,112.86	11.00%	\$990.45	11.00%	<a href="http://www.dell.com">www.dell.com</a>
i5 8th Generation Processor						
8GB memory (1x 8GB SODIMM)						
256GB SSD						
Win 10 Pro						
Two Front Facing USB Ports						
Two button USB optical mouse with scroll wheel						
USB Keyboard with 103 keys						
10/100/1000 RJ-45						

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

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/>

**Products Category: CHROMEBOOK**

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook</b>	<b>Dell Chromebook 11 3189</b>	<b>\$485.50</b>	<b>5.00%</b>	<b>\$461.23</b>	<a href="http://www.dell.com">www.dell.com</a>
Intel Quad Core M8173C 2.10 GHz					
4GB RAM					
32GB Flash Memory					
Chrome OS Operating System					
802.11ac					
HD Webcam					
11.6 inch Multi Touch Screen					

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Chromebook - Convertible tablet</b>	<b>Dell Chromebook 11 3189</b>	<b>\$485.50</b>	<b>5.00%</b>	<b>\$461.23</b>	<a href="http://www.dell.com">www.dell.com</a>
Intel Celeron N3350					
4 GB DDR4					
32 GB eMMC					
Chrome OS Operating System					
Support Android apps					
802.11AC WLAN					
HD Webcam					
11.6" HD touch display					
Min 2 USB 3.1 Gen 1 and 2 USB-C					
Up to 12 hours battery life					

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>18.00%</b>
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## Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DTIG4/8GB	\$6.00	38.33%	\$3.70	<a href="http://WWW.KINGSTON.COM">WWW.KINGSTON.COM</a>
16 GB	DTIG4/16GB	\$6.00	36.67%	\$3.80	<a href="http://WWW.KINGSTON.COM">WWW.KINGSTON.COM</a>
32 GB	DTI100G3/16GB	\$6.00	36.67%	\$3.80	<a href="http://WWW.KINGSTON.COM">WWW.KINGSTON.COM</a>
8 GB Encrypted Drive	DTV30/8GB	\$61.00	37.13%	\$38.35	<a href="http://WWW.KINGSTON.COM">WWW.KINGSTON.COM</a>

Monitors ( <i>wide aspect</i> )	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	VA951S	\$198.00	28.91%	\$140.75	<a href="http://WWW.VIEWSONIC.COM">WWW.VIEWSONIC.COM</a>
27" LCD	VX2757-MHD	\$235.00	24.89%	\$176.50	<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	TLP606TAA	\$24.00	39.58%	\$14.50	<a href="http://WWW.TRIPPLITE.COM">WWW.TRIPPLITE.COM</a>
8 Outlet 8ft cord 2500 Joule	CSHT808TC	\$29.95	29.38%	\$21.15	<a href="http://WWW.CYBERPOWERSYSTEMS.COM">WWW.CYBERPOWERSYSTEMS.COM</a>

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	F5M010QBLK	\$9.99	36.44%	\$6.35	<a href="http://WWW.BELKIN.COM">WWW.BELKIN.COM</a>

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	98121	\$10.00	42.50%	\$5.75	<a href="http://WWW.VERBATIM.COM">WWW.VERBATIM.COM</a>

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	920-004536	\$29.99	12.14%	\$26.36	<a href="http://WWW.LOGITECH.COM">WWW.LOGITECH.COM</a>

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	A3L791-10-YLW-S	\$5.99	64.94%	\$2.10	<a href="http://WWW.BELKIN.COM">WWW.BELKIN.COM</a>
7 ft CAT5e	CAT5EPC-007-BL	\$2.04	16.67%	\$1.70	<a href="http://WWW.BLACKBOX.COM">WWW.BLACKBOX.COM</a>
3 ft CAT6	27131	\$5.99	63.27%	\$2.20	<a href="http://WWW.CABLESTOGO.COM">WWW.CABLESTOGO.COM</a>
7' CAT6	CAT6PC-007-BL	\$3.42	18.13%	\$2.80	<a href="http://WWW.BLACKBOX.COM">WWW.BLACKBOX.COM</a>
HDMI to HDMI M/M 6ft	RXHDMIMM6FT	\$3.20	82.21%	\$3.20	<a href="http://WWW.4XEM.COM">WWW.4XEM.COM</a>

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1TB USB 3.0 (portable)	WDBUZG0010BB K-WESN	\$69.99	14.63%	\$59.75	<a href="http://WWW.WESTERNDIGITAL.COM">WWW.WESTERNDIGITAL.COM</a>
2 TB USB 3.0 (external desktop)	WDBS4B0020BBL-WESN	\$109.99	23.17%	\$84.50	<a href="http://WWW.WESTERNDIGITAL.COM">WWW.WESTERNDIGITAL.COM</a>
4 TB USB 3.0 (external desktop)	STEB4000100	\$159.99	38.75%	\$98.00	<a href="http://WWW.SEAGATE.COM">WWW.SEAGATE.COM</a>

Web Cams	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	Q2F-00013	\$99.00	25.51%	\$73.75	<a href="http://www.microsoft.com">www.microsoft.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	\$39.99	9.98%	\$36.00	<a href="http://www.logitech.com">www.logitech.com</a>

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	U360-007	\$131.32	67.26%	\$43.00	<a href="http://www.tripplite.com">www.tripplite.com</a>
Mini hub 4 port hi speed USB, no power supply needed	U222-004	\$15.17	61.44%	\$5.85	<a href="http://www.tripplite.com">www.tripplite.com</a>

Speakers	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
PC Multimedia Speakers, mini-phone stereo 3.5mm, integrated audio amplifier, 5 watt nominal output, 2 speakers, power supply included,	980-000012	\$14.99	26.95%	\$10.95	<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	980-000354	\$69.99	15.49%	\$59.15	<a href="http://WWW.LOGITECH.COM">WWW.LOGITECH.COM</a>

Label Printer	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wired USB, monochrome, direct thermal technology, max speed 50 labels per minute, 1 roll capacity, power supply included	1752264	\$165.23	37.36%	\$103.50	<a href="http://WWW.DYMO.COM">WWW.DYMO.COM</a>

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	SMART550USB	\$160.20	41.32%	\$94.00	<a href="http://WWW.TRIPPLITE.COM">WWW.TRIPPLITE.COM</a>

UPS external, 1440 VA power capacity, 7 min battery run time	<b>SMT1500C</b>	\$787.00	35.83%	\$505.00	<a href="http://WWW.APC.COM">WWW.APC.COM</a>
UPS 750 VA power capacity, 16 min battery run time	<b>SMX750</b>	\$720.00	35.69%	\$463.00	<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>
3Com	8%
3m	8%
4XEM	2%
A-Data Technology	2%
Acer	5%
ACTIONTEC	3%
Adaptec	8%
Addon	4%
Addronics	3%
Addesso	3%
Adran	5%
Advanced Micro	8%
Aleratec	5%
Allied Telesis	8%
Altronix	5%
Alturatek	2%
Ambir	3%
AMD	3%
American Battery	3%
Amplivox	3%
Antec	5%
APC	5%
AOC	8%
Arbor Networks	5%
ASUS	5%
Atdec	2%
ATI Technologies	5%
AUDIO ENHANCEMENTS	3%
Audio Technica	5%
Aver Information	3%
Avery Dennison	5%
AverMedia	3%
Avocent	5%
Avteq	3%
Axiom	5%
Axis	5%
BARCO	2%
Barkan	5%
Barracuba	8%
Battery Technology	5%
Belkin	8%
Benq	8%
Black Box	5%
Blue Coat Systems	5%
Bluecat	5%
Bosch	5%
Bretford	8%
Broadcom	5%
Brooktrout Technolofy	5%
Brother	6%

Buffalo Technologies	8%
Buslink	5%
C2G	8%
Cables Unlimited	8%
Canon	6%
Case Logic	5%
Casio	5%
Cherry	5%
Chief Manufacturing	8%
CIRRUSWORKS	2%
Cisco	8%
Clearone	7%
Coby	5%
COMIX	3%
Comprehensive Cable	5%
Compulocks	5%
COMPUTER TECH360	4%
Conduviv	5%
Corsair	3%
CP Technologies	5%
Cradlepoint	5%
Creative Labs	5%
Creative Technology	8%
CRU	5%
Crucial	8%
CTX	8%
Cyber Acoustics	5%
CyberData	3%
CyberPower	5%
Da-Lite	5%
Dane Electric	5%
Dascom	5%
DATALOCKER	5%
DataLogic	5%
Datamation	5%
Datastor	3%
Dell	5%
Diamond Multimedia	5%
Digi International	6%
Digital Personna	5%
DIGITAL WATCHDOG	3%
D-Link	8%
Doublesight	5%
Draper	5%
Drobo	5%
Dymo	5%
DYMO	5%
Dynascan	5%
E-Imagedata	1%
EARTHWALK	5%
Eaton Crop	6%
Edge Memory	5%
Eizo Nanao	5%
Elite Screens	5%
Elmo USA	5%



ELO	5%
EMC	6%
Emulex	5%
Energizer	3%
ENET	5%
Epson	8%
Ereplacement	3%
Ergotron	8%
Eroguys	5%
Eversync	8%
Exagrid	5%
EVGA	5%
Extron	6%
F5 Networks	5%
Fargo	5%
Fellowes	8%
Fireeye	1%
Fluke Networks	5%
Forcepoint	3%
Fortinet	8%
F-Secure	5%
Fourwinds	8%
Fuji	8%
Fujitsu	6%
Gefen	8%
Geist	3%
Genovation	3%
Gigabyte	3%
Gamber Johnson	5%
GN Netcom	3%
Goldtouch	3%
Grantec	5%
Griffin	3%
Gryphon	4%
Gumdrop Cases	5%
Hauppauge	3%
Havis	5%
Hawking Technology	6%
HGST	3%
HID Global - Fargo Electror	4%
Highpoint Technologies	3%
Hitachi	5%
Honeywell	5%
Hyundai	3%
Iboss	5%
I/O Magic	5%
Imation	6%
Incase	5%
Infocus	6%
Incipio	4%
Intel	5%
Intermec	5%
Inwin	5%
logear	6%
lomega	6%



IRIS	5%
Ironkey	5%
Jaton	8%
JCX	8%
Juniper	8%
JVC	6%
Kanguru	5%
Kantek	3%
Kensington	8%
Keytronic	5%
Kingston	8%
Kodak	6%
Konica Minolta	4%
Koss	5%
KWIKBOOST	5%
Labtec	8%
LaCie	8%
Lantronix	5%
Leviton	3%
Lexar	8%
Lexmark	6%
LG	5%
Liebert	5%
Linksys	5%
Lite-on	5%
LITTLEBITS	3%
Logicube	5%
Logitech	8%
Maglite	4%
Marshall Electronics	3%
MARKERBOT	2%
Matrox	6%
Max Cases	5%
Maxell	5%
Maxtor	6%
Maxwell	8%
Medi	2%
Memorex	8%
Micron	2%
Mironet	1%
Microsoft	5%
Microtek	5%
Midland	5%
Milestone	3%
Mitsubishi	8%
Mobileedge	8%
Monster	5%
Mophie	3%
Motion	5%
Motorola	5%
MOXA	1%
MSI Computer	5%
Multitech	6%
NCR	5%
Ncomputing	2%

NEC	6%
Netgear	5%
Netscout	5%
Nikon	6%
Nvidia	5%
OKI	5%
Olympus	8%
Optoma Technology	5%
Otterbox	2%
Overland Storage	5%
Panasonic	5%
Panduit	3%
Peerless Industries	8%
PELCO	2%
Pelican	5%
Philips	5%
Pioneer	5%
Planar	8%
Plantronics	5%
Plugable Technologies	3%
Plustek	5%
Polycom	2%
PNY Technologies	6%
Powerdsine	5%
Premier Mounts	5%
Proxima	6%
Pulse Secure	3%
Qlogic	5%
Qnap	3%
Q-see	5%
Quantum Corp	5%
Raritan	6%
Razer	2%
Ricoh	4%
Rocstor	5%
Rosewill	6%
RSA	6%
Sabrent	5%
Samson	4%
Samsung	5%
Sandisk	7%
Sanyo	6%
Schneider Electric	8%
Seagate	8%
Seiko	5%
Sharp	8%
SIIG	5%
SMK Link	5%
Socket Mobile	4%
Solidtek	5%
Sony	8%
Star Micronics	3%
Startech	8%
Supermicro	5%
Targus	8%

TATUNG	2%
Tenable	3%
Topaz	4%
Toshiba	5%
TP Link	4%
Transcend Information	5%
TrendMicro	6%
Trident Case	4%
Tripp Lite	5%
Tryten Technologies	5%
Ubiquiti	4%
Uniden	5%
UNITRENDS	3%
Urban Factory	3%
US Robotics	5%
V7	5%
VARIDESK	1%
Verbatim	5%
Viewsonic	5%
Visiontek	5%
VISIX	2%
Vivitek	5%
Vizio	2%
Vtech	5%
Vulcan	3%
Wacom	5%
WASP	5%
Watchguard	5%
Western Digital	5%
Xerox	5%
Zagg	5%
Zebra	5%
Zoom	3%
Zyxel	2%

## Services and Warranty

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

Service or Warranty Description	Rate
PC / Notebook Imaging: Duplicate customer approved master image(s) onto desktop PC, notebooks, and tablets at Daly's production facility. Image(s) can be archived as directed. Volume bulk rate available.	\$35 per system
PC / Notebook Imaging at Customer Site: Duplicate customer approved master image(s) onto desktop PC, notebooks, and tablets at customer site. Does not include travel expenses. Image(s) can be archived as directed. May need to be procured along with onsite PC/notebook installation services. Volume bulk rate available.	\$70 per system
PC / Notebook Image Design and Creation: Daly's engineer to work with customer to design and create a Windows based system master hard drive image.	\$99 per hour
Chromebook Enrollment: Enroll Chromebook onto Google Admin Console at Daly's facility. Volume bulk rate available.	\$28 per system
Chromebook Enrollment and White Glove Services: Enroll Chromebook onto Google Admin Console at Daly's facility. Services include affixing asset tags, asset management and burn in. Volume bulk rate available.	\$35 per system
Thin Client Installation: Installing thin clients at customer site. Volume bulk rate available.	TBD
Thin Client Assessments and Design: VDI assessments and design to include but not limited to onsite surveys, remote diagnostice, network consultation, configuration, archtecting, and related services.	TBD
Basic Server Configuration: Provide basic server configuration to include installation of customer's network operating system, setting up drive volumes, teaming network interface cards, and setting up other parameters at Daly's production facility. Volume bulk rate available.	\$95 per system

Basic Server Configuration at Customer Site: Provide basic server configuration to include installation of customer's network operating system, setting up drive volumes, teaming network interface cards, and setting up other parameters at customer site. Minimum 1-hour include travel. Volume bulk rate available.	\$120 per hour
Asset Tag: Apply bar code asset tag onto a desktop PC, notebook, tablet, or server and record information in electronic format at Daly's production facility. Volume bulk rate available.	\$6 per system
Onsite Asset Inventory: Conduct onsite asset inventory. Information collected will include equipment model, serial number, location, condition, and other required pertinent information. Price is dependent on volume and project complexity.	TBD
PC / Notebook COTS Software Installation Service: Installation of customer COTS software onto desktop PC, notebooks, and tablets at Daly's production facility. Volume bulk rate available.	\$50 per system
PC / Notebook COTS Software Installation Service at Customer Site: Installation of customer COTS software onto desktop PC, notebooks, and tablets at customer site. Minimum 1-hour including travel. Volume bulk rate available.	\$90 per hour
Basic PC / Notebook Installation: Onsite installation of desktop PC, notebooks, and tablets. Consists of installing the base system along with all attached peripheral equipment and accessories ordered. Remove all excess boxes / waste. Minimum 5 systems installation required. Travel expense not included. Volume bulk rate available.	\$55 per system
Advance PC / Notebook Installation: Onsite installation of desktop PC, notebooks, and tablets. Consists of installing the base system along with all attached peripheral equipment and accessories ordered. Connect customer's existing peripheral equipment and the network domain. Remove all excess boxes / waste. Minimum 5 systems installation required. Travel expense not included. Volume bulk rate available.	\$80 per system

PC / Notebook Data Movement: Move data from customer's old system to new system. Include setting up Windows personal profiles and preferences. Minimum 1-hour including travel. Volume bulk rate available.	\$70 per hour
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Onsite Server Installation: Onsite Windows based server installation. Include racking the servers into the server rack, configuration of operating system, set up the server on the network. Minimum 1-hour including travel. Project base bulk rate available.	\$130 per hour
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Design Services: Computer design and engineering services \$130 per hour

Consulting Services: Consulting services to include business analysis \$135 per hour

Training Services: Various types of training services are TBD

Asset Recovery Services: Removal of customer's asset TBD

End of Life Disposal Services: Disposal of outdated and obsolete equipment TBD

Extended/Enhanced Warranties: Daly Computers can provide up to 5 years TBD

Large Format Computing Display Solutions Systems Architect: Daly Computers can architect a total computing / large format display solutions for information kiosks solution systems and video wall solutions. Minimum 1-hour including travel. Volume bulk rate available.	\$155 per hour
Large Format Computing Display Solutions Installation Services: Daly Computers can install large format computing display solutions for information kiosks solution systems and video wall solutions. Minimum 1-hour including travel. Volume bulk rate available.	\$125 per hour
Imaging Architect: Daly Computers can consult and design solutions that take advantage of Microsoft Server technologies to assist customers in imaging and or automatically configure tablets and mobile devices that are a unique challenge because of the elimination of Ethernet or USB connections.	\$155 per hour
Windows Client Migration Services: With the expiration of Microsoft XP support many customers must upgrade to Windows 7 and beyond. Daly can evaluate legacy equipment for upgradability, and design and project manage a plan to upgrade your client population.	\$155 per hour

Windows Client Migration Technician: Daly Technicians can provide onsite client system evaluations, hardware upgrade and Microsoft Operating System upgrade and data migration services	\$95 per hour
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