

EXHIBIT B - HPE

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	HPE ML110 Gen10	\$3,702.00	28.00%	\$2,665.44	https://www.hpe.com/global/showroom/
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	HPE DL360 Gen10	\$4,454.00	28.00%	\$3,206.88	https://www.hpe.com/global/showroom/
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	HPE BL460c Gen10	\$5,068.00	28.00%	\$3,648.96	https://www.hpe.com/global/showroom/
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	HPE SimpliVity 380 Gen10	\$79,300.00	36.00%	\$50,752.00	https://www.hpe.com/global/showroom/

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

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AMD processors must be at least equivalent to listed Intel processors

Minimum Percentage Discount for Server Accessories (see note #2)	26.00%
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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.

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	WWW.KINGSTON.COM
16 GB	DTIG4/16GB	\$6.00	36.67%	\$3.80	WWW.KINGSTON.COM
32 GB	DTI100G3/16GB	\$6.00	36.67%	\$3.80	WWW.KINGSTON.COM
8 GB Encrypted Drive	DTVP30/8GB	\$61.00	37.13%	\$38.35	WWW.KINGSTON.COM

Monitors (wide aspect)	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	VA951S	\$198.00	28.91%	\$140.75	WWW.VIEWSONIC.COM
27" LCD	VX2757-MHD	\$235.00	24.89%	\$176.50	WWW.VIEWSONIC.COM

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	WWW.TRIPPLITE.COM
8 Outlet 8ft cord 2500 Joule	CSHT808TC	\$29.95	29.38%	\$21.15	WWW.CYBERPOWERSYSTEMS.COM

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	F5M010QBLK	\$9.99	36.44%	\$6.35	WWW.BELKIN.COM

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	98121	\$10.00	42.50%	\$5.75	WWW.VERBATIM.COM

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	WWW.LOGITECH.COM

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	WWW.BELKIN.COM
7 ft CAT5e	CAT5EPC-007-BL	\$2.04	16.67%	\$1.70	WWW.BLACKBOX.COM
3 ft CAT6	27131	\$5.99	63.27%	\$2.20	WWW.CABLESTOGO.COM
7' CAT6	CAT6PC-007-BL	\$3.42	18.13%	\$2.80	WWW.BLACKBOX.COM
HDMI to HDMI M/M 6ft	RXHDMIMM6FT	\$3.20	82.21%	\$3.20	WWW.4XEM.COM

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	WWW.WESTERNDIGITAL.COM
2 TB USB 3.0 (external desktop)	WDBS4B0020BBL- WESN	\$109.99	23.17%	\$84.50	WWW.WESTERNDIGITAL.COM
4 TB USB 3.0 (external desktop)	STEB4000100	\$159.99	38.75%	\$98.00	WWW.SEAGATE.COM

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	www.microsoft.com
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	\$39.99	9.98%	\$36.00	www.logitech.com

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	www.tripplite.com
Mini hub 4 port hi speed USB, no power supply needed	U222-004	\$15.17	61.44%	\$5.85	www.tripplite.com

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	WWW.LOGITECH.COM
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	WWW.LOGITECH.COM

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	WWW.DYMO.COM

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	WWW.TRIPPLITE.COM

UPS external, 1440 VA power capacity, 7 min battery run time	SMT1500C	\$787.00	35.83%	\$505.00	WWW.APC.COM
UPS 750 VA power capacity, 16 min battery run time	SMX750	\$720.00	35.69%	\$463.00	WWW.APC.COM

*****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**

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
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%
HPE	26%
Hyundai	3%
Iboss	5%
I/O Magic	5%
Imation	6%
Incase	5%
Infocus	6%
Incipio	4%
Intel	5%
Intermec	5%
Inwin	5%
logear	6%

Iomega	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

<p>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.</p>	<p>\$120 per hour</p>
<p>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.</p>	<p>\$6 per system</p>
<p>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.</p>	<p>TBD</p>
<p>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.</p>	<p>\$50 per system</p>
<p>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.</p>	<p>\$90 per hour</p>
<p>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.</p>	<p>\$55 per system</p>
<p>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.</p>	<p>\$80 per system</p>

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
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
Design Services: Computer design and engineering services \$130 per hour Consulting Services: Consulting services to include business process \$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 assets TBD Extended/Enhanced Warranties: Daly Computers can provide up to 5 years of warranty 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