

## EXHIBIT B - HP, Inc

### Product Category: PC, AIO & MINI

Intel or AMD Based  
**HP**

<i>Minimum Configurations</i>	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>	HP 400 G5 SFF	\$ 1,268.00	23.00%	\$ 976.36	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</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						

<i>Minimum Configurations</i>	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>	HP 600 G4 AiO	\$ 1,583.00	23.00%	\$ 1,218.91	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</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						

<i>Minimum Configurations</i>	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>	HP 400 G4 DM	\$ 1,322.00	23.00%	\$ 1,017.94	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</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

## EXHIBIT B - HP, Inc

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/>

**Product Category: WORKSTATION**

Intel  
HP

<i>Minimum Configurations</i>	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>Entry Workstation</b>	HP Elitedesk 800 G4 Workstation	\$ 1,710.00	23.00%	\$ 1,316.70	23.00%	<a href="https://government.hop.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hop.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
8th Gen Core i5, i7 or Xeon E processor						
8 GB non-ECC (Core i) memory minimum						
Intel HD Graphics 630 minimum, AMD, or Nvidia discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
2 front facing USB ports						
Two button USB optical mouse with scroll wheel						
Wired USB Windows keyboard						
Gigabit Ethernet						
Desktop, Small Form Factor, or Mini chassis						

<i>Minimum Configurations</i>	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>Performance Workstation - Single Socket</b>	HP Z4 G4 Workstation	\$ 2,505.00	23.00%	1,928.85	23.00%	<a href="https://government.hop.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hop.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
Intel Xeon W or Intel Core X-Series processor						
8 GB DDR4 non-ECC (Core x) memory minimum						
AMD or Nvidia discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
2 front facing USB ports						
Two button USB optical mouse with scroll wheel						
Wired USB Windows keyboard						
Gigabit Ethernet						

<i>Minimum Configurations</i>	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>Performance Workstation - Dual Socket</b>	HP G6 G4 Workstation	\$ 4,390.00	23.00%	\$ 3,380.30	23.00%	<a href="https://government.hop.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hop.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
Intel Xeon Scalable Processor						
16 GB DDR4 ECC memory minimum						
AMD or Nvidia discrete graphics						
256 GB m.2 SSD minimum						

Windows 10 Pro
2 front facing USB ports
Two button USB optical mouse with scroll wheel
Wired USB Windows keyboard
Gigabit Ethernet

Warranty is three years on-site NBD for all Workstation offerings and all future models. Additional types of warranties may be offered on the accessories 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 - 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/>

**Product Category: MOBILE WORKSTATION**

**HP**

*Minimum Configurations*

<b>Mobile Workstation</b>
8th Gen Intel Core i5 or i7 processor
8 GB DDR4 memory minimum
AMD Radeon Pro discrete graphics
256 GB m.2 SSD minimum
Windows 10 Pro
802.11AC WLAN
14"Display, FHD minimum, options for touch and/or Ultra High Definition displays
Up to 10 hours battery life
3 year battery warranty

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
HP Zbook 14U G5 Mobile Workstation	\$ 2,554.00	23.00%	1,966.58	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>

*Minimum Configurations*

<b>Premium Mobile Workstation</b>
8th gen Intel Core i5, i7, or Xeon E processor
8 GB DDR4 non-ECC (Core i) memory minimum
Nvidia Quadro P1000 discrete graphics
256 GB m.2 SSD minimum
Windows 10 Pro
802.11 AC WLAN
15" display, FHD minimum,
convertible tablet chassis
Up to 16 hours battery life
3 year battery warranty

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
HP StudioX360 Mobile Workstation	\$ 3,576.00	23.00%	\$ 2,753.52	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>

*Minimum Configurations*

<b>Detachable Mobile Workstation</b>
8th gen Intel Core i5 or i7 processor
8 GB DDR4 memory minimum
<b>Nvidia or Equivalent.</b> Quadro Professional discrete graphics
256 GB m.2 SSD minimum
Windows 10 Pro
802.11 AC WLAN
14" UWVA touch display
IR Webcam,
8 megapixel world facing camera

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
HP Zbook G4 Detachable Workstation	\$ 3,644.00	23.00%	\$ 2,805.88	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>

Up to 10 hours battery life  
3 year battery warranty

<i>Minimum Configurations</i>	<b>Brand/Model #</b>	<b>LIST</b>	<b>Percentage Discount (see note #1 below)</b>	<b>Discounted Price</b>	<b>Teacher Discount from List (see note #2)</b>	<b>Public Site to Verify Model #/List Price</b>
<b>Performance Mobile Workstation</b>	<b>HP Zbook 15 Mobile Workstation</b>	<b>\$ 3,240.00</b>	<b>23.00%</b>	<b>\$ 2,494.80</b>	<b>23.00%</b>	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
8th gen Intel Core i5, i7, or Xeon E processor						
16 GB DDR4 non-ECC (Core i) memory minimum						
Nvidia Quadro or AMD Radeon Pro discrete graphics						
256 GB m.2 SSD minimum						
Windows 10 Pro						
802.11 AC WLAN						
15" display, FHD minimum,						
Up to 16 hours battery life 3 year battery warranty						

Warranty is three years on-site NBD for all Mobile Workstation offerings and all future models. Additional types of warranties may be offered on the accessories 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 - 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.

<b>Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)</b>	<b>10.00%</b>
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**Product Category: HEALTHCARE**

**HP**

<i>Minimum Configurations</i>	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>Healthcare AiO</b>	HP EliteOne 800 G4	\$ 2,434.00	23.00%	\$ 1,874.18	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
7th Gen Core i5 or i7 processor						
8 GB DDR4 memory minimum						
256 GB SSD minimum						
optional CDRW/DVD+/-RW Combo Drive						
Windows 10 Pro						
EN 60601-1-2:2015 certification						
23.8" display						
RFID reader						
FIPS-201 compliant fingerprint reader						
Gigabit Ethernet						
Cleanable mouse and keyboard.						

<i>Minimum Configurations</i>	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>Healthcare Notebook</b>	HP Elitebook G5 Notebook	\$ 3,044.00	23.00%	\$ 2,343.88	23.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
8th gen Intel Core i5 or i7 processor						
8 GB DDR4 memory minimum						
EN 60601-1-2:2015 certification						
RFID reader						
FIPS-201 compliant fingerprint reader						
256 GB m.2 SSD minimum						
Windows 10 Pro						
14" display						
Gigabit Ethernet						
Cleanable with germicidal wiptes						

<i>Minimum Configurations</i>	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>Clinical Review Display</b>	HP HC270cr/1QW03A 8	\$ 999.00	15.00%	\$ 849.15	15.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
27" display,2560x1440						
QHD (2560x1440)						
EN 60601-1-2:2015 certification						
DICOM part 14 compliant screen						
RGB/IR webcam						
HDMI, DisplayPort, VGA						

Warranty is three years on-site NBD for all Healthcare AIO, Notebook, and Clinical Review Display offerings and future models. Additional types of warranties may be offered on the accessories 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 - 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.

<b>Minimum Percentage Discount for Healthcare Offering Accessories (see note #3)</b>	<b>10.00%</b>
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**Product Category: LAPTOP**

Intel Based

HP

<i>Minimum Configurations</i>	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
<p><b>Laptop</b></p> <p>Intel i5-8250U Processor (3.40GHz 6M Cache)</p> <p>8GB RAM</p> <p>500GB 7200 RPM SATA hard drive or greater</p> <p>720p HD Camera w/Mic</p> <p>Microsoft Windows 10 Pro 64 Bit</p> <p>802.11a/b/g/n/ac</p> <p>Energy Star qualified</p> <p>15.6" HD</p>	HP Probook 450 G5 Laptop	\$ 1,482.00	25.00%	\$ 1,111.50	25.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
<p><i>Minimum Configurations</i></p> <p><b>Convertible Laptop Offering</b></p> <p>8th Gen processor minimum</p> <p>Intel Core i3</p> <p>8 GB DDR 4 minimum</p> <p>256 GB m.2 SSD Minimum</p> <p>Windows 10 Professional</p> <p>802.11AC WLAN</p> <p>Energy Star qualified</p> <p>13" FHD touch display</p> <p>Up to 18 hours battery life</p> <p>3 year battery warranty</p>	HP Elitebook x360 Convertible Notebook	\$ 2,861.00	25.00%	\$ 2,145.75	25.00%	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>

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

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.

<b>Minimum Percentage Discount for Laptop Accessories (see note #3)</b>	<b>10.00%</b>
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**Products Category: CHROMEBOOK**

**HP**

<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>	HP 11 G6 EE Chromebook	\$ 514.00	12.00%	\$ 452.32	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</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>	HP x360 11 G1 Convertible Chromebook	\$ 362.00	12.00%	\$ 318.56	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</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

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>5.00%</b>
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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.

**Product Category: THIN CLIENT**

Intel/ AMD Based

HP

*Minimum Configurations*

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Thin Client</b>	<b>HP t630 2ZV00AA Thin Client</b>	<b>\$ 764.00</b>	<b>16.00%</b>	<b>\$ 641.76</b>	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
4 USB Ports					
<b>Intel 2 GHz Processor or Equivalent</b>					
10/100/1000 Base-T					
32GB Flash Storage					
8GB Memory DDR4 Memory					
USB Keyboard and Mouse					
Energy Star Qualified					
<b>Windows 10</b>					

Warranty is three years NBD exchange for all Thin Client 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

**Product Category: RUGGED LAPTOP**

**Intel/ AMD Based  
HP/Getac**

*Minimum Configurations*

	<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>Rugged Laptop</b>	<b>HP/Getac S410G2</b>	<b>\$ 2,494.00</b>	<b>15.00%</b>	<b>\$ 2,119.90</b>	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
Mil-Std 810G Certified					
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>10.00%</b>
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**Product Category: RUGGED TABLET - WINDOWS**

<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>Rugged Tablet - Windows</b>	<b>HP/Getac F110</b>	<b>\$ 2,099.00</b>	<b>15.00%</b>	<b>\$ 1,784.15</b>	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
Mil-Std 810G Certified					
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>10.00%</b>
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**Product Category: RUGGED TABLET - ANDROID**

**HP/Getac**

*Minimum Configurations*

<b>Rugged Tablet - Android</b>
Mil-Std 810G Certified
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.

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
HP/Getac ZX70	\$ 1,074.00	15.00%	\$ 912.90	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>

<b>Minimum Percentage Discount for Rugged Tablets Android Accessories (see note #2)</b>	<b>10.00%</b>
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**Product Category: WINDOWS TABLET**

**HP**

*Minimum Configurations*

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Windows Tablet</b>	HP Elite X2 1013 Windows Tablet	\$ 2,946.00	15.00%	\$ 2,504.10	<a href="https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2">https://government.hp.com/content_detail.aspx?contentid=1678&amp;agencyid=2</a>
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>10.00%</b>
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**Category: PERIPHERALS**

<b>Flash Drives</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
8 GB	USB3FD008GB-AX	9.00	15.00%	7.65	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
16 GB	USB3FD016GB-AX	12.00	15.00%	10.20	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
32 GB	USB3FD032GB-AX	17.00	15.00%	14.45	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
8 GB Encrypted Drive	DTVP30/8GB	61.00	15.00%	51.85	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

<b>Monitors (wide aspect)</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
19" LCD	D2W67A8#ABA	129.00	15.00%	109.65	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
27" LCD	1FH50A8	259.00	15.00%	220.15	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

<b>Power Strip</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
6 Outlet 6ft cord 790 Joule	TLP606B	16.00	15.00%	13.60	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
8 Outlet 8ft cord 2500 Joule	TLP1208SAT	64.00	15.00%	54.40	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

<b>Mouse</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Optical Scroll Mouse- USB	QY777AT	17.00	15.00%	14.45	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

<b>Keyboard</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Standard Keyboard- USB	QY776AT	23.00	15.00%	19.55	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

<b>Wireless Keyboard/Mouse Combo</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
Wireless keyboard and mouse USB interface	T6L04UT	65.00	15.00%	55.25	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

<b>Patch Cables</b>	<b>Model #</b>	<b>List</b>	<b>Discount %</b>	<b>Discounted Price</b>	<b>Public Site to Verify Model #/List Price</b>
10 ft CAT5e	15200	7.89	15.00%	6.71	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
7 ft CAT5e	15193	5.29	15.00%	4.50	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
3 ft CAT6	27141	5.99	15.00%	5.09	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
7' CAT6	27142	8.99	15.00%	7.64	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>

HDMI to HDMI M/M 6ft	<b>56783</b>	10.99	15.00%	9.34	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
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<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>WDBYNN0010BB K-WESN</b>	79.99	15.00%	67.99	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
2 TB USB 3.0 (external desktop)	<b>HD-GD2.0U3</b>	139.99	15.00%	118.99	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
4 TB USB 3.0 (external desktop)	<b>HD-LX4.0TU3</b>	159.99	15.00%	135.99	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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>960-000764</b>	79.99	15.00%	67.99	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>960-000694</b>	39.99	15.00%	33.99	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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>ST7300USB3B</b>	64.99	15.00%	55.24	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>U360-004-MINI</b>	55.17	15.00%	46.89	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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>980-000012</b>	14.99	15.00%	12.74	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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>980-000382</b>	49.99	15.00%	42.49	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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>QL-820NWB</b>	199.99	15.00%	169.99	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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>
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UPS external, 550 VA power capacity, 3 min battery run time	<b>INTERNET550U</b>	107.70	15.00%	91.55	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>SMT1500C</b>	803.00	15.00%	682.55	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.com/</a>
UPS 750 VA power capacity, 16 min battery run time	<b>SMT750C</b>	478.00	15.00%	406.30	<a href="https://usa.ingrammicro.com/">https://usa.ingrammicro.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**

**MINIMUM  
PERCENTAGE  
DISCOUNT  
FROM LIST**

<b>MANUFACTURER</b>	<b>5%</b>
Absolute	5%
Anthro Carts	5%
Anywhere Carts	5%
APC/ Schiedner Electric	5%
AWS/ Amazon	5%
Barracuda	5%
Belkin	5%
Blackbox	5%
Bretford	5%
Cables-To-Go	5%
Citrix	5%
Datamation Carts	5%
Earthwalk Carts	5%
Eaton	5%
Epson	5%
Ergotron	5%
F5	5%
Gaggle	5%
Google	5%
Kingston	5%
Lifesize	5%
Logitech	5%
Marathon	5%
Microsoft	5%
Ncomputing	5%
NEC	5%
Netscout	5%
One2One Plus	5%
Peak 10	5%
QTS	5%
Sharp	5%
Sony	5%
Targus	5%
Tripplite	5%
VEEAM	5%
Virtiv/Leibert	5%
VMWare	5%
Worth Ave Group	5%

**EXHIBIT B**

**Services and Warranty**

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

<b>ESI Service or Warranty Description</b>	<b>Rate</b>
Network Engineer, Senior	\$ 185.00
Network Engineer, Intermediate	\$ 160.00
Network Engineer, Junior	\$ 135.00
Help Desk Engineer	\$ 50.00
PC Technician	\$ 60.00
VoIP Engineer, Senior	\$ 185.00
VoIP Engineer, Intermediate	\$ 160.00
VoIP Engineer, Junior	\$ 135.00
Server Application Engineer - Senior	\$ 185.00
Server Application Engineer - Intermediate	\$ 160.00
Server Application Engineer - Junior	\$ 135.00
Directory Services Engineer	\$ 160.00
Software/Application Security Services	\$ 185.00
Computer Technician	\$ 60.00
Tech Writer	\$ 75.00
Project Manager	\$ 135.00
Microsoft Systems Engineer - Intermediate	\$ 160.00
Microsoft Systems Engineer - Senior	\$ 185.00
ESI Managed Service Offerings	15% off ESI List Price
ESI Fixed Price Projects	15% off ESI List Price
ESI Pre/Post Warranty Services	15% off ESI List Price
ESI Logistic Services (MAC)	15% off ESI List Price
ESI PC Installation	15% off ESI List Price
All other ESI Services	15% off ESI List Price