

EXHIBIT B - HP, Inc

Product Category: PC, AIO & MINI

Intel or AMD Based
HP

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
Desktop	HP 400 G5 SFF	\$ 1,268.00	23.00%	\$ 976.36	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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
All-In-One	HP 600 G4 AiO	\$ 1,583.00	23.00%	\$ 1,218.91	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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
Mini Desktop	HP 400 G4 DM	\$ 1,322.00	23.00%	\$ 1,017.94	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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

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
Entry Workstation	HP Elitedesk 800 G4 Workstation	\$ 1,710.00	23.00%	\$ 1,316.70	23.00%	<a href="https://government.h
p.com/content_detail
.aspx?contentid=167
8&agencyid=2">https://government.h p.com/content_detail .aspx?contentid=167 8&agencyid=2
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						

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
Performance Workstation - Single Socket	HP Z4 G4 Workstation	\$ 2,505.00	23.00%	1,928.85	23.00%	<a href="https://government.h
p.com/content_detail
.aspx?contentid=167
8&agencyid=2">https://government.h p.com/content_detail .aspx?contentid=167 8&agencyid=2
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						

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
Performance Workstation - Dual Socket	HP G6 G4 Workstation	\$ 4,390.00	23.00%	\$ 3,380.30	23.00%	<a href="https://government.h
p.com/content_detail
.aspx?contentid=167
8&agencyid=2">https://government.h p.com/content_detail .aspx?contentid=167 8&agencyid=2
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

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

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
Premium Mobile Workstation	HP StudioX360 Mobile Workstation	\$ 3,576.00	23.00%	\$ 2,753.52	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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						

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
Detachable Mobile Workstation	HP Zbook G4 Detachable Workstation	\$ 3,644.00	23.00%	\$ 2,805.88	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
8th gen Intel Core i5 or i7 processor						
8 GB DDR4 memory minimum						
Nvidia or Equivalent , 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						

Up to 10 hours battery life
3 year battery warranty

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
Performance Mobile Workstation	HP Zbook 15 Mobile Workstation	\$ 3,240.00	23.00%	\$ 2,494.80	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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.

Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)	10.00%
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Product Category: HEALTHCARE

HP

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
Healthcare AiO	HP EliteOne 800 G4	\$ 2,434.00	23.00%	\$ 1,874.18	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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.						

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
Healthcare Notebook	HP Elitebook G5 Notebook	\$ 3,044.00	23.00%	\$ 2,343.88	23.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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 wipes						

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
Clinical Review Display	HP HC270cr/1QW03A 8	\$ 999.00	15.00%	\$ 849.15	15.00%	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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.

Minimum Percentage Discount for Healthcare Offering Accessories (see note #3)	10.00%
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Product Category: LAPTOP

Intel Based

HP

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

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.

Minimum Percentage Discount for Laptop Accessories (see note #3)	10.00%
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Products Category: CHROMEBOOK

HP

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook	HP 11 G6 EE Chromebook	\$ 514.00	12.00%	\$ 452.32	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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					

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Chromebook - Convertible tablet	HP x360 11 G1 Convertible Chromebook	\$ 362.00	12.00%	\$ 318.56	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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

Minimum Percentage Discount for Chromebook Accessories (see note #2)	5.00%
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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
Thin Client	HP t630 2ZV00AA Thin Client	\$ 764.00	16.00%	\$ 641.76	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
4 USB Ports					
Intel 2 GHz Processor or Equivalent					
10/100/1000 Base-T					
32GB Flash Storage					
8GB Memory DDR4 Memory					
USB Keyboard and Mouse					
Energy Star Qualified					
Windows 10					

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

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Laptop	HP/Getac S410G2	\$ 2,494.00	15.00%	\$ 2,119.90	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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.

Minimum Percentage Discount for Rugged Laptop Accessories (see note #2)	10.00%
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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
Rugged Tablet - Windows	HP/Getac F110	\$ 2,099.00	15.00%	\$ 1,784.15	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
Mil-Std 810G Certified					
Intel or AMD Processor					
4GB RAM					
128GB Storage					
Microsoft Windows 10					
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.

Minimum Percentage Discount for Rugged Tablets Win Accessories (see note #2)	10.00%
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Product Category: RUGGED TABLET - ANDROID

HP/Getac

Minimum Configurations

Rugged Tablet - Android
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	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2

Minimum Percentage Discount for Rugged Tablets Android Accessories (see note #2)	10.00%
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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
Windows Tablet	HP Elite X2 1013 Windows Tablet	\$ 2,946.00	15.00%	\$ 2,504.10	https://government.hp.com/content_detail.aspx?contentid=1678&agencyid=2
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.

Minimum Percentage Discount for Windows Tablets Accessories (see note #2)	10.00%
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Category: PERIPHERALS

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

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

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

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	QY777AT	17.00	15.00%	14.45	https://usa.ingrammicro.com/

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	QY776AT	23.00	15.00%	19.55	https://usa.ingrammicro.com/

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

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

HDMI to HDMI M/M 6ft	56783	10.99	15.00%	9.34	https://usa.ingrammicro.com/
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External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1TB USB 3.0 (portable)	WDBYNN0010BB K-WESN	79.99	15.00%	67.99	https://usa.ingrammicro.com/
2 TB USB 3.0 (external desktop)	HD-GD2.0U3	139.99	15.00%	118.99	https://usa.ingrammicro.com/
4 TB USB 3.0 (external desktop)	HD-LX4.0TU3	159.99	15.00%	135.99	https://usa.ingrammicro.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	960-000764	79.99	15.00%	67.99	https://usa.ingrammicro.com/
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	39.99	15.00%	33.99	https://usa.ingrammicro.com/

USB Hubs	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	ST7300USB3B	64.99	15.00%	55.24	https://usa.ingrammicro.com/
Mini hub 4 port hi speed USB, no power supply needed	U360-004-MINI	55.17	15.00%	46.89	https://usa.ingrammicro.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	15.00%	12.74	https://usa.ingrammicro.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	980-000382	49.99	15.00%	42.49	https://usa.ingrammicro.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	QL-820NWB	199.99	15.00%	169.99	https://usa.ingrammicro.com/

I. Battery Back Up Unit	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
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UPS external, 550 VA power capacity, 3 min battery run time	INTERNET550U	107.70	15.00%	91.55	https://usa.ingrammicro.com/
UPS external, 1440 VA power capacity, 7 min battery run time	SMT1500C	803.00	15.00%	682.55	https://usa.ingrammicro.com/
UPS 750 VA power capacity, 16 min battery run time	SMT750C	478.00	15.00%	406.30	https://usa.ingrammicro.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**

**MINIMUM
PERCENTAGE
DISCOUNT
FROM LIST**

MANUFACTURER

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

ESI Service or Warranty Description	Rate
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