EXHIBIT B - HPE

Product Category: SERVERS

Intel/ AMD Based

HPE

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	HPE 876915-L21	$ 2,295.00	26.00%	$ 1,698.30	https://www.hpe.com/global/showroom/
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					

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	HPE 860649-L21	$ 1,627.00	26.00%	$ 1,203.98	https://www.hpe.com/global/showroom/
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					

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	HPE 872006-L21	$ 2,121.00	26.00%	$ 1,569.54	https://www.hpe.com/global/showroom/
16GB memory (1x 16GB DIMM/RDIMM)					
300GB SAS 12G 15K RPM SFF Hard Drive					
2-port 10GbE Ethernet Adapter					
No OS installed					

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	HPE 826856-L21	$ 25,131.00	26.00%	$ 18,596.94	https://www.hpe.com/global/showroom/
240GB memory					
5x 1.92TB SSD's					
2-port 10GbE Ethernet Adapter					
No OS installed					

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

AMD processors must be at least equivalent to listed Intel processors

EXHIBIT B - HPE

Minimum Percentage Discount for Server Accessories (see note #2)	
	15.00%

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	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 *(wide aspect)*	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/

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1TB USB 3.0 (portable)	WDBYNN0010BBK-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

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**

MANUFACTURER	MINIMUM PERCENTAGE DISCOUNT FROM LIST
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%

Services and Warranty

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

ESI Service or Warranty Description   Rate

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