

## EXHIBIT B

### Product Category: RUGGED LAPTOP

Intel/ AMD Based

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Laptop</b>	CF-54J2878VM	2,554.00	21.00%	2,017.66	<a href="https://na.panasonic.com/us/computers-tablets-">https://na.panasonic.com/us/computers-tablets-</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>14.00%</b>
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**Product Category: RUGGED TABLET - WINDOWS**

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Rugged Tablet - Windows</b>	FZ-G1U2117VM	2,919.00	19% off MSRP	2,364.39	<a href="https://na.panasonic.com/us/computers-tablets-tablets-handhelds/tablets/tablets/toughpad-fz-g1-0">https://na.panasonic.com/us/computers-tablets-tablets-handhelds/tablets/tablets/toughpad-fz-g1-0</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.

**Minimum  
Percentage  
Discount for  
Rugged  
Tablets Win  
Accessories  
(see note #2)**

14%

**Product Category: RUGGED TABLET - ANDROID**

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
FZ-B2D000GAM	1,859.00	22% off MSRP	1,450.02	<a href="https://na.panasonic.com/us/computers-tablets-handhelds/tablets/tablets/toughpad-fz-b2">https://na.panasonic.com/us/computers-tablets-handhelds/tablets/tablets/toughpad-fz-b2</a>

*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.

<b>Minimum Percentage Discount for Rugged Tablets Android Accessories (see note #2)</b>	<b>14.00%</b>
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