

EXHIBIT B - Fujitsu

Product Category: PC, AIO & MINI

Fujitsu

Intel or AMD Based

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	Fujitsu Esprimo D538	1,092.00	13.00%	950.00	N/A	http://www.fujitsu.com/us/
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	Fujitsu Esprimo K558/24	1,457.00	13.00%	1,268.00	N/A	http://www.fujitsu.com/us/
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	Fujitsu Esprimo Q558	1,152.00	13.00%	1,002.00	N/A	http://www.fujitsu.com/us/
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						

EXHIBIT B - Fujitsu

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

Three years on-site NBD warranty uplift included in price.

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

Fujitsu

Intel

<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
Entry Workstation	Fujitsu Celsius J580	1,626.00	13.00%	1,415.00	N/A	http://www.fujitsu.com/us/
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
Performance Workstation - Single Socket	Fujitsu Celsius M770	2,112.00	13.00%	1,837.00	N/A	http://www.fujitsu.com/us/
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
Performance Workstation - Dual Socket	Fujitsu Celsius R970	3,610.00	13.00%	3,141.00	N/A	http://www.fujitsu.com/us/
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

Three years on-site NBD warranty uplift included in price.

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: LAPTOP

Fujitsu

Intel Based

	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	Lifebook U758	2,293.00	18.00%	1,880.00	N/A	http://www.fujitsu.com/us/
<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
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	Fujitsu Lifebook T938	2,508.00	18.00%	2,057.00	N/A	http://www.fujitsu.com/us/

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

Three years on-site NBD warranty uplift included in price.(Next day exchange unavailable)

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)	7.00%
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Product Category: THIN CLIENT

Fujitsu

Intel/ AMD Based

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Thin Client	Fujitsu Futro S540	753.00	18.00%	617.00	http://www.fujitsu.com/us/
4 USB Ports					
Intel 2 GHz Pcessor 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

24 month, Three Business Day Return for Exchange upon receipt at depot uplift warranty included in the price. (Three year NBD exchange unavailable.)

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

Fujitsu

Intel/ AMD Based

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Rugged Laptop	Fujitsu Lifebook T938	2,508.00	18.00%	2,057.00	http://www.fujitsu.com/us/
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

Three years on-site
NBD warranty uplift
included in price.(NBD
Exchange
unavailable)

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)	7.00%
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Product Category: RUGGED TABLET - WINDOWS

Fujitsu

Minimum Configurations

Rugged Tablet - Windows
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

Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Fujitsu Stylistic Q738	2,029.00	18.00%	1,691.00	http://www.fujitsu.com/us/

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

Three year standard warranty. Return to depot.(NBD Exchange unavailable)

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)	7.00%
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Product Category: WINDOWS TABLET

Minimum Configurations

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Windows Tablet	Fujitsu Stylistic Q738	1,854.00	18.00%	1,520.00	http://www.fujitsu.com/us/
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

One year standard warranty. Return to depot.(NBD Exchange unavailable)

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)	7.00%
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Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	97088	13.00	10.00%	11.70	https://www.officedepot.com/a/products/195369/Ve-rbatim-USB-20-Flash-Drive-8GB/
16 GB	49172	17.00	10.00%	15.30	https://www.officedepot.com/a/products/858733/Ve-rbatim-Store-n-Go-V3-USB/
32 GB	49173	26.00	10.00%	23.40	https://www.officedepot.com/a/products/858742/Ve-rbatim-Store-n-Go-V3-USB/
8 GB Encrypted Drive	DTVP30/8GB	61.00	10.00%	54.90	https://www.officedepot.com/a/products/217026/Kin-gston-8GB-DataTraveler-Vault-Privacy-30/
Monitors (wide aspect)	Model #	List			Public Site to Verify Model #/List Price
19" LCD	VZ-185LED-E	315.00	10.00%	283.50	https://www.pcnation.com/web/details/L38586/view-z-Premium-Vz-185LED-E-18-5-Inch-Led-Lcd-Monitor-16-9-5-Ms-VZ-185LED-E-
27" LCD	VA2746MH-LED	219.00	10.00%	197.10	https://www.pcnation.com/web/details/8W0098/Vie-wsonic-VA2746MH-Led-27-Inch-Wled-Lcd-Monitor-16-9-5-Ms-VA2746MH-LED-00766907911831
Power Strip	Model #	List			Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP606	16.00	10.00%	14.40	https://www.tripplite.com/main/search?q=tlp606
8 Outlet 8ft cord 2500 Joule	AV88SATG	51.20	10.00%	46.08	https://www.tripplite.com/eco-surge-8-outlet-surge-protector-8-ft-cord-2880-joules-tel-modem-coax-ethernet-protection~AV88SATG
Mouse	Model #	List			Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	M30P10-7N	9.99	10.00%	8.99	https://www.amazon.com/gp/product/B000060000?pf_rd_p=3130000000000000000&pf_rd_r=3130000000000000000&tag=googhydr-20&index=aps&hvadid=241665012902&hvpos=1t1&hvnetw=g&hvrnd=9652307566507543857&hvpo
Keyboard	Model #	List			Public Site to Verify Model #/List Price
Standard Keyboard- USB	KU200US	14.99	10.00%	13.49	https://www.amazon.com/s/ref=nb_sb_noss?url=search-alias%3Daps&field-keywords=KU200US&rh=i%3Aaps%2Ck%3AKU200US
Wireless Keyboard/Mouse Combo	Model #	List			Public Site to Verify Model #/List Price

Wireless keyboard and mouse USB interface	CKW200US	29.99	10.00%	26.99	https://www.amazon.com/s/ref=nb_sb_noss?url=search-alias%3Daps&field-keywords=CKW200US&rh=i%3Aaps%2Ck%3ACKW200US
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Patch Cables	Model #	List			Public Site to Verify Model #/List Price
10 ft CAT5e	N001-010-GY	5.94	10.00%	5.35	https://www.amazon.com/s/ref=nb_sb_noss_2?url=search-alias%3Daps&field-keywords=N001-010-GY&rh=i%3Aaps%2Ck%3AN001-010-GY
7 ft CAT5e	A3L791-07-BLU	5.99	10.00%	5.39	https://www.amazon.com/s/ref=nb_sb_noss_2?url=search-alias%3Daps&field-keywords=A3L791-07-BLU&rh=i%3Aaps%2Ck%3AA3L791-07-BLU
3 ft CAT6	A3L9002-03-BLUS	19.99	10.00%	17.99	https://www.amazon.com/s/ref=nb_sb_noss?url=search-alias%3Daps&field-keywords=A3L9002-03-BLUS
7' CAT6	A3L9002-07-REDS	19.99	10.00%	17.99	https://www.amazon.com/s/ref=nb_sb_noss?url=search-alias%3Daps&field-keywords=A3L9002-07-REDS&rh=i%3Aaps%2Ck%3AA3L9002-07-REDS
HDMI to HDMI M/M 6ft	F8V3311B06	9.99	10.00%	8.99	https://www.amazon.com/s/ref=nb_sb_noss?url=search-alias%3Daps&field-keywords=F8V3311B06&rh=i%3Aaps%2Ck%3AF8V3311B06

External Hard Drive	Model #	List			Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	STE1000400	89.99	10.00%	80.99	https://www.officedepot.com/a/products/716066/Seagate-STE1000400-1-TB-Hard-Drive/
1TB USB 3.0 (portable)	STE1000400	89.99	10.00%	80.99	https://www.officedepot.com/a/products/716066/Seagate-STE1000400-1-TB-Hard-Drive/
2 TB USB 3.0 (external desktop)	STEB2000100	119.99	10.00%	107.99	https://www.officedepot.com/a/products/723014/Seagate-STEB2000100-2-TB-Hard-Drive/
4 TB USB 3.0 (external desktop)	STEB4000100	159.99	10.00%	143.99	https://www.officedepot.com/a/products/714255/Seagate-STEB4000100-4-TB-Hard-Drive/

Web Cams	Model #	List			Public Site to Verify Model #/List Price
Color, Hi-speed USB, built-in microphone, 1920 x 1080 digital video resolution	960-001075	99.99	3.00%	96.99	https://www.cdw.com/product/Logitech-Webcam-C925e-web-camera/4117607?cm_cat=google&cm_ite=4117607&cm_pla=NA-NA-

Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000715	59.99	3.00%	58.19	https://www.cdw.com/product/Logitech-C525-HD-Web-Camera/2379489?enkwrld=960-000715
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USB Hubs	Model #	List			Public Site to Verify Model #/List Price
USB 3.0 7 port hub, power supply included	ST7300USB3B	64.99	10.00%	58.49	https://www.cdw.com/product/StarTech.com-7-Port-SuperSpeed-USB-3.0-Hub-Desktop-USB-Hub-with-Adapter/3393496?enkwrld=ST7300USB3B
Mini hub 4 port hi speed USB, no power supply needed	ST4300MINU3B	27.99	10.00%	25.19	https://www.cdw.com/search/?key=ST4300MINU3B&searchscope=all&sr=1

Speakers	Model #	List			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,	980-000800	29.99	3.00%	29.09	https://www.cdw.com/product/Logitech-Z200-2.0-Channel-Speaker-System-for-PC/3190941?enkwrld=980-000800
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	3.00%	67.89	https://www.cdw.com/product/Logitech-Z323-2.1-Channel-Speaker-System/1862296?enkwrld=980-000354

Label Printer	Model #	List			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	1752267	330.48	10.00%	297.43	https://www.cdw.com/search/?key=1752267&searchscope=all&sr=1

I. Battery Back Up Unit	Model #	List			Public Site to Verify Model #/List Price
UPS external, 550 VA power capacity, 3 min battery run time	BE600M1	102.00	10.00%	91.80	https://www.cdw.com/product/APC-Back-UPS-BE600M1-UPS-330-Watt-600-VA/4170648?enkwrld=BE600M1
UPS external, 1440 VA power capacity, 7 min battery run time	5P1500	928.00	10.00%	835.20	https://www.cdw.com/search/?key=5P1500&searchscope=all&sr=1
UPS 750 VA power capacity, 16 min battery run time	BE850M2	154.00	10.00%	138.60	https://www.cdw.com/product/APC-Back-UPS-BE850M2-UPS-450-Watt-850-VA/4383089?enkwrld=BE850M2

****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
HP	5.00%
Kingston	5.00%
Viewsonic	5.00%
Tripp Lite	5.00%
V7	5.00%
Belkin	5.00%
Seagate	5.00%
Western Digital	5.00%
StarTech	5.00%
Logitech	3.00%
APC	5.00%
Leibert	5.00%
Gamber and Johnson	5.00%
Bretford	5.00%
Panasonic	5.00%
Havis	5.00%
Jotto	5.00%
Epson	5.00%
Brother	5.00%
HiNT	5.00%
RAM	5.00%
Verbatim	5.00%
Microsoft	0.00%
Polycom	0.00%
Barco	0.00%
Sharp	0.00%
Peerless	0.00%
MPOW	0.00%
Fujitsu	0.00%
Axiom	0.00%
Eaton	0.00%
Vertiv	0.00%

Services and Warranty

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

Service or Warranty Description	Rate			
Systems Engineer - Senior - per hour	\$	190.00		
Systems Engineer - Intermediate - per hour	\$	165.00		
Systems Engineer - per hour	\$	140.00		
Computer Technician - Senior - per hour	\$	95.00		
Computer Technician - per hour	\$	75.00		
Project Manager - Senior - per hour	\$	145.00		
Project Manager - per hour	\$	125.00		
Network Cabling Technician - per hour	\$	125.00		
Network Cabling Drop. Includes connector, cable and/or jack up to 150ft for CAT5e/CAT6/RG6 cable.	\$	135.00		
Asset Disposition Technician - disposal/recycling	\$	75.00		
Managed Services Monitoring - per server per month	\$	75.00		
Managed Services Monitoring - per end-user device per month	\$	30.00		
Managed Services - SLA upgrade 2 hour	\$	400.00		
Managed Services - SLA upgrade 4 hour	\$	200.00		

List		Percentage Discount	Discounted Price	
Fujitsu Mobility 2 Yr standard extension + 3 yr Accidental Damage Protection	\$	279.00	13%	\$ 243.00
Fujitsu Mobility 1-year Keep Your Drive Program	\$	30.00	13%	\$ 26.00
Fujitsu Mobility 3-year Keep Your Drive Program	\$	90.00	13%	\$ 78.00
Fujitsu Enterprise PYRX2530 Series Warranty Uplift, 36 Months, Enhanced Plus Level, 24x7 4hr Onsite	\$	454.00	15%	\$ 534.00
Fujitsu Enterprise PYTX2550 M4 Warranty Uplift, 36 Months, Enhanced Plus Level, 24x7 4hr Onsite	\$	1,016.00	15%	\$ 864.00
Fujitsu Enterprise PYCX400 Series Warranty Uplift, 36 Months, Enhanced Plus Level, 24x7 4hr Onsite	\$	772.00	15%	\$ 656.00
Fujitsu Enterprise PYCX2550 M1 Warranty Uplift, 36 Months, Enhanced Plus Level, 24x7 4hr Onsite	\$	916.00	15%	\$ 779.00