

EXHIBIT C

Product Category: PC, AIO & MINI

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
<b>Desktop</b>	Dell/ OptiPlex 3060 SFF	998.57	18.00%	818.83	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</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						

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
<b>All-In-One</b>	Dell/ OptiPlex 5260 AIO	1,370.00	16.00%	1,150.80	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</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						

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
<b>Mini Desktop</b>	Dell/ OptiPlex 3060 MFF	1,055.72	16.00%	886.80	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</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

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

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
<b>Entry Workstation</b>	Dell/ Precision 3430	1,439.67	19.00%	1,166.13	4.00%	<a href="http://www.pcmq.com">www.pcmq.com</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						

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
<b>Performance Workstation - Single Socket</b>	Dell/ Precision 5820	2,352.96	20.00%	1,882.37	4.00%	<a href="http://www.pcmq.com">www.pcmq.com</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						

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
<b>Performance Workstation - Dual Socket</b>	Dell/ Precision 7820	3,841.53	20.00%	3,073.22	4.00%	<a href="http://www.pcmq.com">www.pcmq.com</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

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
<b>Mobile Workstation</b>	Dell/ Precision 5530	2,156.00	20.00%	1,724.80	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</a>
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
<b>Premium Mobile Workstation</b>	Dell/ Precision 5530	2,944.00	22.00%	2,296.32	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</a>
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
<b>Detachable Mobile Workstation</b>	Dell/ Precision 5530 2-in-1	2,957.57	22.00%	2,306.90	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</a>
8th gen Intel Core i5 or i7 processor						
8 GB DDR4 memory minimum						
Nvidia 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
<b>Performance Mobile Workstation</b>	Dell/ Precision 7530	2,536.06	22.00%	1,978.13	4.00%	<a href="http://www.pcmg.com">www.pcmg.com</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.

Minimum Percentage Discount for Mobile Workstation Accessories (see note #3)	Discounted Price	Teacher Discount from List (see note #2)
10.00%		
4.00%		<a href="http://www.pcmg.com">www.pcmg.com</a>

EXHIBIT C

Product Category: LAPTOP

Intel 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
<b>Laptop</b>	Dell/ Latitude 3490	1,435.86	14.00%	1,234.84	4.00%	<a href="http://www.pcmq.com">www.pcmq.com</a>
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						

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
<b>Convertible Laptop Offering</b>	Dell/ Latitude 7390 2-in-1	2,666.57	22.00%	2,079.92	4.00%	<a href="http://www.pcmq.com">www.pcmq.com</a>
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						

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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EXHIBIT C

Products Category: CHROMEBOOK

<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>	Dell/ Chromebook 3180	374.71	15.00%	318.50	<a href="http://www.pcmg.com">www.pcmg.com</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>	Dell/ Chromebook 3189 Convertible	503.28	15.00%	427.79	<a href="http://www.pcmg.com">www.pcmg.com</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

<b>Minimum Percentage Discount for Chromebook Accessories (see note #2)</b>	<b>8.00%</b>
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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 cases, docking stations, monitors, mice, keyboards. Items such as label printers, thumb drives, scanners will be awarded in the peripherals category.

EXHIBIT C

**Product Category: THIN CLIENT**

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>Thin Client</b>	Dell/ Wyse 5070 Thin Client	686.00	7.00%	637.98	<a href="http://www.pcmg.com">www.pcmg.com</a>
4 USB Ports					
AMD 2 GHz Pcessor					
10/100/1000 Base-T					
32GB Flash Storage					
8GB Memory DDR4 Memory					
USB Keyboard and Mouse					
Energy Star Qualified					
Windows 10 Professional					

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

EXHIBIT C

**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>	Dell/ Rugged 5420	2,801.57	22.00%	2,185.22	<a href="http://www.pcmg.com">www.pcmg.com</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" (2160 x 1440) 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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EXHIBIT C

**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>Dell/ Rugged 7212</b>	<b>2,862.86</b>	<b>22.00%</b>	<b>2,233.03</b>	<a href="http://www.pcmg.com">www.pcmg.com</a>
Mil-Std 810G Certified					
Intel or AMD Processor					
4GB RAM					
128GB Storage					
Microsoft Windows 7 Professional					
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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EXHIBIT C

Product Category: WINDOWS TABLET

<i>Minimum Configurations</i>	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
<b>Windows Tablet</b>	Dell/ Latitude 5290 2-in-1	2,330.43	22.00%	1,817.74	<a href="http://www.pcmg.com">www.pcmg.com</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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**EXHIBIT C**

**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	Kingston	12.99	10.00%	11.69	<a href="http://www.pcmg.com">www.pcmg.com</a>
16 GB	Kingston	16.99	10.00%	15.29	<a href="http://www.pcmg.com">www.pcmg.com</a>
32 GB	Kingston	32.99	10.00%	29.69	<a href="http://www.pcmg.com">www.pcmg.com</a>
8 GB Encrypted Drive	Kingston	25.99	0.1	23.391	<a href="http://www.pcmg.com">www.pcmg.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	M1F41A6#ABA	259.00	3.00%	251.23	<a href="http://www.pcmg.com">www.pcmg.com</a>
27" LCD	3CZ36UC#ABA	498.00	3.00%	483.06	<a href="http://www.pcmg.com">www.pcmg.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	18.99	10.00%	17.09	<a href="http://www.pcmg.com">www.pcmg.com</a>
8 Outlet 8ft cord 2500 Joule	TLP608TEL	24.99	12.00%	21.99	<a href="http://www.pcmg.com">www.pcmg.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	910-001439	18.99	10.00%	17.09	<a href="http://www.pcmg.com">www.pcmg.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	920-002478	19.99	10.00%	17.99	<a href="http://www.pcmg.com">www.pcmg.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	920-004536	29.99	10.00%	26.99	<a href="http://www.pcmg.com">www.pcmg.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	RJ45PATCH10	16.99	10.00%	15.29	<a href="http://www.pcmg.com">www.pcmg.com</a>
7 ft CAT5e	N001-007-WH	13.99	10.00%	12.59	<a href="http://www.pcmg.com">www.pcmg.com</a>
3 ft CAT6	C2G-00657	12.99	10.00%	11.69	<a href="http://www.pcmg.com">www.pcmg.com</a>
7' CAT6	C2G-27142	15.99	10.00%	14.39	<a href="http://www.pcmg.com">www.pcmg.com</a>
HDMI to HDMI M/M 6ft	P582-006	29.99	10.00%	26.99	<a href="http://www.pcmg.com">www.pcmg.com</a>

<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>
1 TB USB 3.0 (portable)					<a href="http://www.pcmg.com">www.pcmg.com</a>
1TB USB 3.0 (portable)	WDBYNN0010BR D-WESN	69.99	10.00%	62.99	<a href="http://www.pcmg.com">www.pcmg.com</a>
2 TB USB 3.0 (external desktop)	WDBS4B0020BBK WESN	86.99	10.00%	78.29	<a href="http://www.pcmg.com">www.pcmg.com</a>

**EXHIBIT C**

4 TB USB 3.0 (external desktop)					
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<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>960-000971</b>	119.99	8.00%	110.39	<a href="http://www.pcmg.com">www.pcmg.com</a>
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	<b>960-001105</b>	199.99	8.00%	183.99	<a href="http://www.pcmg.com">www.pcmg.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>	59.99	8.00%	55.19	<a href="http://www.pcmg.com">www.pcmg.com</a>
Mini hub 4 port hi speed USB, no power supply needed	<b>U222-004-R</b>	23.99	8.00%	22.07	<a href="http://www.pcmg.com">www.pcmg.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>980-000802</b>	44.99	12.00%	39.59	<a href="http://www.pcmg.com">www.pcmg.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>51MF1615AA002</b>	163.99	6.00%	154.15	<a href="http://www.pcmg.com">www.pcmg.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>GX43-102410-000</b>	629.37	10.00%	566.43	<a href="http://www.pcmg.com">www.pcmg.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>
UPS external, 550 VA power capacity, 3 min battery run time	<b>40122892</b>	92.99	10.00%	83.69	<a href="http://www.pcmg.com">www.pcmg.com</a>
UPS external, 1440 VA power capacity, 7 min battery run time	<b>40039569</b>	799.95	5.00%	759.95	<a href="http://www.pcmg.com">www.pcmg.com</a>
UPS 750 VA power capacity, 16 min battery run time	<b>SMT750C</b>	369.99	10.00%	332.99	<a href="http://www.pcmg.com">www.pcmg.com</a>

\*\*\*\*Additional shipping costs for UPS's must be pre-approved by Authorized User prior to shipment

\*\*\*\*PCMG will charge shipping for UPS power units above 100LBS

\*\*\*Warranty is manufacturer's warranty for all peripherals

## EXHIBIT C

**\*\*\*\*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**

**EXHIBIT C**

<b>MANUFACTURER</b>	<b>MINIMUM PERCENTAGE DISCOUNT FROM LIST</b>
HP	4.00%
Dell	4.00%
Lenovo	4.00%
Samsung	4.00%
Nortech	12.00%
Logic Supply	12.00%
18.1 Deal	12.00%
3M	12.00%
3M Corp	12.00%
Accu-Tech	12.00%
Activision	12.00%
Addlogix	12.00%
Addonics	12.00%
Adesso	12.00%
Adex Electronics	12.00%
ADS	12.00%
Adtran	12.00%
Advanced Industrial Compu	12.00%
Advanced Micro Devices	12.00%
AirTurn	12.00%
Alesis	12.00%
Allied Telesyn	12.00%
Altinex	12.00%
Altronix	12.00%
Aluratek	12.00%
Ambir Technology	12.00%
American Microsystems	12.00%
AMX	12.00%
Anchor Audio	12.00%
Anixter	12.00%
Apogee Electronics	12.00%
Apple	4.00%
Archos Inc	12.00%
Areca	12.00%
Aruba Networks	12.00%
Aten Technology	12.00%
Atlas Entertainment Group	12.00%
AV System Design & Integr	12.00%
Avid	12.00%
Avocent	12.00%
Axiom Memory	12.00%
Azden	12.00%
Balt	12.00%
Battery Technology inc	12.00%
Behringer	12.00%
Belkin	12.00%
Black Box	12.00%
Bogen	12.00%
Bosch	12.00%
Brady	12.00%

## EXHIBIT C

Brain Boxes	12.00%
Bretford Manufacturing	12.00%
Cables To Go	12.00%
Cables Unlimited	12.00%
Califone International	12.00%
Canon	12.00%
Card Scanning Solutions	12.00%
Chenbro America	12.00%
Cherry	12.00%
Citizen	12.00%
ClearOne	12.00%
Code Corporation	12.00%
Compaq	12.00%
Contex Americas	12.00%
CradlePoint	12.00%
Creative Labs	12.00%
CRU-DataPort	12.00%
Cybernet Manufacturing	12.00%
Da Lite	12.00%
Datalogic	12.00%
Denaq	12.00%
Dialogic	12.00%
Digi	12.00%
Digital Peripherals	12.00%
Digital Persona	12.00%
Digium	12.00%
D-Link	12.00%
dreamGEAR	12.00%
Dukane	12.00%
Dymo	12.00%
Eastman	12.00%
Eaton Corporation	12.00%
Electronic Arts	12.00%
ELO TouchSystems	12.00%
EMC	12.00%
Engenius Technologies	12.00%
Enterasys Networks	12.00%
Epson	12.00%
Esterline Technologies	12.00%
EverFocus	12.00%
Evolis	12.00%
Exhibio	12.00%
Fluke Networks	12.00%
Fonality	12.00%
Fujitsu	12.00%
Gamber Johnson	12.00%
Gee Three	12.00%
Gefen	12.00%
Gemalto	12.00%
Getac	12.00%
Global Marketing	12.00%
Goldtech Technology	12.00%
Hal Leonard Packages	12.00%
HID	12.00%
Honeywell Scanning and M	12.00%

**EXHIBIT C**

Humanscale	12.00%
IBM	12.00%
ID Technologies	12.00%
iHome	12.00%
IK Multimedia	12.00%
IKEY	12.00%
Infinite Peripherals Compar	12.00%
Innovative Card Scanning	12.00%
Intel	12.00%
Intermec	12.00%
logear	12.00%
iRecord	12.00%
iStarUSA	12.00%
ltronix	12.00%
ITS Enclosures	12.00%
j5create	12.00%
Jivo Technology	12.00%
Kaser	12.00%
Kensington	12.00%
Key Source International	12.00%
Keytronic	12.00%
Kinyo	12.00%
Koei Corporation	12.00%
KORG	12.00%
Kramer Electronics USA	12.00%
Lava Computer Manufactur	12.00%
Lexmark	12.00%
Lind	12.00%
Line 6	12.00%
Link Depot	12.00%
Listen & Live Audio	12.00%
Logic Controls	12.00%
Logitech	12.00%
M&A Technology	12.00%
MacAlly Peripherals	12.00%
Mackie	12.00%
Magma	12.00%
Man and Machine	12.00%
Manhattan Products	12.00%
Marantz	12.00%
Mark of the Unicorn	12.00%
Matrox	12.00%
M-Audio	12.00%
Maxell	12.00%
Meritline	12.00%
Middle Atlantic Products	12.00%
Native Instruments	12.00%
Neoware Systems	12.00%
Netapp	12.00%
Network Technology	12.00%
NOCS	12.00%
OMNIKEY	12.00%
Oracle	12.00%
Overland Storage	12.00%
PageFlip	12.00%

## EXHIBIT C

Panasonic	12.00%
Para	12.00%
Peripheral Logix	12.00%
Perle	12.00%
Phoenix Audio Technologie	12.00%
Plantronics	12.00%
PNY	12.00%
Pos Data	12.00%
Posturite	12.00%
Powercolor	12.00%
Powervar	12.00%
Prestige International	12.00%
Quality Computer Accessor	12.00%
Quantum	12.00%
Quatech	12.00%
Razer USA	12.00%
Recordex USA	12.00%
RF Ideas	12.00%
Roland	12.00%
Ruckus Wireless	12.00%
Rugged Notebooks	12.00%
Samlex America	12.00%
Sanford	12.00%
Sangoma Technologies	12.00%
Scale Computing	12.00%
SCM Microsytems	12.00%
Seal Shield	12.00%
Sega	12.00%
Sensaphone	12.00%
Server Technology	12.00%
Shuttle	12.00%
SIIG	12.00%
Sony	12.00%
Sophisticated	12.00%
SP Controls	12.00%
StarTech	12.00%
Steinberg	12.00%
Super Micro	12.00%
Syba Multimedia	12.00%
Symantec	12.00%
Symbol Technology	12.00%
Targus	12.00%
Tasq Technology	12.00%
Telex Communications	12.00%
ThermalTake	12.00%
Toshiba	12.00%
Transcend	12.00%
TRENDnet	12.00%
TrippLite	12.00%
Troy	12.00%
Trustin Technology	12.00%
Tyan	12.00%
Ubisoft	12.00%
Ultra Products	12.00%
Uniform Industrial	12.00%

## EXHIBIT C

Unirise Oncore USA	12.00%
Unitech America	12.00%
USA Vision Systems	12.00%
Valcom	12.00%
Veho	12.00%
Veramark Technologies	12.00%
Verifone	12.00%
Vigor Electronics	12.00%
Viking	12.00%
VuPoint Solutions	12.00%
Warner Home Video	12.00%
Wasp	12.00%
Weltron Products	12.00%
Wireless Computing	12.00%
Withings	12.00%
Xerox	12.00%
Yamaha	12.00%
Apple	12.00%
Lenovo	12.00%
HP	12.00%
Samsung	12.00%
Griffin	12.00%
Otterbox	12.00%
Belkin	12.00%
Targus	12.00%
Lifeproof	12.00%
Joy Factory	12.00%
Incipio	12.00%
ILUV	12.00%
ZAGG	12.00%
Logitech	12.00%
NLU Products	12.00%
Tucano	12.00%
Norazza	12.00%
Marware	12.00%
Kensington	12.00%
Incipio	12.00%
Microsoft	12.00%
ECO Style	12.00%
Skull Candy	12.00%
Case Logic	12.00%
Disney	12.00%
Codi	12.00%
MacAlly	12.00%
Digifit	12.00%
Fling	12.00%
Ctech	12.00%
Sanoxy	12.00%
Armor suit	12.00%
Snugg	12.00%
Case Crown	12.00%
Gearonic	12.00%
Speck	12.00%
Gumdrop	12.00%
Compulocks	12.00%

## EXHIBIT C

Gigeasy	12.00%
Kensington	12.00%
Skull Candy	12.00%
Codi	12.00%
Monster	12.00%
Glif	12.00%
iBike	12.00%
IPEVO	12.00%
Ballistic	12.00%
Bear Motion	12.00%
CTA	12.00%
RAM Mouning	12.00%
Kanex	12.00%
Trident	12.00%
Marware	12.00%
Technocel	12.00%
V7	12.00%
LUXA2	12.00%
STM	12.00%
ZeroChroma	12.00%
3M	12.00%
Merkury	12.00%
Pelican	12.00%
Skull Candy	12.00%
Codi	12.00%
Monster	12.00%
Cobra	12.00%
iLounge	12.00%
Logitech	12.00%
Trent	12.00%
Wacom	12.00%
Innergie	12.00%
Adonit	12.00%
Ionic	12.00%
Griffin	12.00%
Marware	12.00%
Zagg	12.00%
Bamboo	12.00%
V7	12.00%
Pelican	12.00%
Amzer	12.00%
Skull Candy	12.00%
Codi	12.00%
Monster	12.00%
Logitech	12.00%
Cimo	12.00%
Griffin	12.00%
Zagg	12.00%
Pelican	12.00%
Anthro	12.00%
Bretford	12.00%
Pelican	12.00%
Checkpoint	12.00%

**EXHIBIT C**

**Services and Warranty**

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

<b>Service or Warranty Description</b>	<b>Description</b>	<b>List</b>	<b>Percentage Discount</b>	<b>Discount Price</b>
IT Business Analyst I	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Business Analyst II	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Business Analyst III	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT PC/Support Technician	Professional Services: PCMG SVCS	\$150	4.00%	\$144
IT PC/Support Technician II	Professional Services: PCMG SVCS	\$175	4.00%	\$168
IT PC/Support Technician III	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Technical Support Supervisor	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Systems Engineer I	Professional Services: PCMG SVCS	\$255	4.00%	\$245
IT Systems Engineer II	Professional Services: PCMG SVCS	\$255	4.00%	\$245
IT Systems Engineer III	Professional Services: PCMG SVCS	\$275	4.00%	\$264

**EXHIBIT C**

IT Senior Systems Engineer	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT iSeries Systems Engineer I	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT iSeries Systems Engineer II	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT iSeries Systems Engineer III	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Senior iSeries Systems Engineer	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Network Engineer I	Professional Services: PCMG SVCS	\$225	4.00%	\$216
IT Network Engineer II	Professional Services: PCMG SVCS	\$250	4.00%	\$240
IT Network Engineer III	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Senior Network Engineer	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Data Warehouse Developer	Professional Services: PCMG SVCS	\$225	4.00%	\$216
IT Cognos BI Developer	Professional Services: PCMG SVCS	\$225	4.00%	\$216
IT Cognos Business Analyst	Professional Services: PCMG SVCS	\$225	4.00%	\$216

**EXHIBIT C**

IT Database Admin (My SQL)	Professional Services: PCMG SVCS	\$225	4.00%	\$216
IT Database Admin (DB2 for iSeries)	Services: PCMG	\$225	4.00%	\$216
IT Database Qadmin (MS SQL)	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Database Manager/Architect	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Documentation Specialist	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT E-Commerce Solutions Architect	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Web Application Developer (ColdFusion)	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Java Software Engineer I	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Java Software Engineer II	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Java Senior Software Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Python Software Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT NodeJS Software Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Angular Software Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226

**EXHIBIT C**

IT Software Development Supervisor	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT RPG Software Engineer I	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT RPG Software Engineer II	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT RPG Senior Software Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Oracle Server Admin	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Programmer Analyst I	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Programmer Analyst II	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Programmer Analyst III	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Project Director	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Project Manager	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Quality Assurance Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Quality Assurance Manager	Professional Services: PCMG SVCS	\$235	4.00%	\$226

**EXHIBIT C**

IT Quality Assurance/Systems Testing Analy	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Systems Security Engineer I	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Systems Security Engineer II	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT IT Systems Security Engineer III	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT IT Network Security Engineer I	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Network Security Engineer II	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Network Security Engineer III	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT Information Security Analyst III	Professional Services: PCMG SVCS	\$275	4.00%	\$264
IT IT Application Security Engineer III	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT IT Storage and Retrieval Systems Design	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT System Architect	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT IT Systems Project Manager	Professional Services: PCMG SVCS	\$235	4.00%	\$226

**EXHIBIT C**

IT Unified Communications Engineer	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Customer Support Technician I	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Customer Support Technician III	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Customer Support Technician III	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT Scrum Master	Professional Services: PCMG SVCS	\$235	4.00%	\$226
IT WEB Site Developer	Professional Services: PCMG SVCS	\$235	4.00%	\$226