Product Category: RUGGED TABLET - ANDROID - Samsung

	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Minimum Configurations	Samsung TAB ACTIVE2 LTE (SM-T397UZKAXAA) bundled with warranty sku P-GT-2PXXT0M	$723.98	18.00%	$593.66	www.shi.com
Rugged Tablet - Android					
Mil-Std 810G Certified					
Texas Instruments Processor	1.6 GHz 8-core processor				
1GB RAM	3GB included				
16GB Storage					
Android 4.1 OS	Android 7.1 (Nougat) included				
802.11a/g/n integrated wireless					
7 inch screen	8" TFT				

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

Minimum Percentage Discount for Rugged Tablets Android Accessories (see note #2)	10.00%

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.

Product Category: ANDROID TABLET - Samsung

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Android Tablet	**Samsung GALAXY TAB A (SM-T590NZKAXAR)**	**$395.99**	**20.00%**	**$316.79**	www.shi.com
Quad Core Processor	**8 Core included**				
2GB RAM	**3GB included**				
16GB Storage	**32GB included**				
Android 6.0 Marshmallow	**Android 8.0 (Oreo) included**				
802.11b/g/n integrated wireless					
SD Card Memory Expansion slot					
Front and rear camera					
8 inch screen	**10.5" included**				

Warranty is One Year NBD Exchange for all Android 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 Android Tablet Accessories (see note #2)	
	10.00%

EXHIBIT C

Product Category: WINDOWS TABLET - Samsung

Minimum Configurations	Brand/Model #	LIST	Percentage Discount (see note #1 below)	Discounted Price	Public Site to Verify Model #/List Price
Windows Tablet	**Samsung GALAXY BOOK12 (SM-W723NZKAXAR)**	**$1,715.99**	**16.00%**	**$1,441.43**	www.shi.com
Intel i5 7300U Dual Core or AMD Processor					
4GB Memory	**8GB included**				
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 -	**12" included**				

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%

Category: PERIPHERALS

Flash Drives	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
8 GB	DTIG4/8GB	$ 6.00	25%	$ 4.50	www.shi.com
16 GB	DTIG4/16GB	$ 6.00	25%	$ 4.50	www.shi.com
32 GB	DTIG4/32GB	$ 9.00	25%	$ 6.75	www.shi.com
8 GB Encrypted Drive	DTLPG3/8GB	$ 28.00	30%	$ 19.60	www.shi.com

Monitors *(wide aspect)*	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
19" LCD	VA1917A	$ 93.00	20.00%	$ 74.40	www.shi.com
27" LCD	VX2757-MHD	$ 235.00	20.00%	$ 188.00	www.shi.com

Power Strip	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
6 Outlet 6ft cord 790 Joule	TLP606B	$ 16.00	40.00%	$ 9.60	www.shi.com
8 Outlet 8ft cord 2500 Joule	TLP1008TELTV	$ 54.40	40.00%	$ 32.64	www.shi.com

Mouse	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Optical Scroll Mouse- USB	IMOUSEM6	$ 6.95	30.00%	$ 4.86	www.shi.com

Keyboard	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Standard Keyboard- USB	AKB-132UB	$ 12.99	30.00%	$ 9.09	www.shi.com

Wireless Keyboard/Mouse Combo	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
Wireless keyboard and mouse USB interface	920-007897	$ 29.99	30.00%	$ 20.99	www.shi.com

Patch Cables	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
10 ft CAT5e	M45PATCH10BL	$ 7.99	50.00%	$ 4.00	www.shi.com
7 ft CAT5e	M45PATCH7BL	$ 6.99	50.00%	$ 3.50	www.shi.com
3 ft CAT6	C6PATCH3BL	$ 6.99	50.00%	$ 3.50	www.shi.com
7' CAT6	C6PATCH7BL	$ 7.99	50.00%	$ 4.00	www.shi.com
HDMI to HDMI M/M 6ft	HDMM6	$ 9.99	50.00%	$ 5.00	www.shi.com

External Hard Drive	Model #	List	Discount %	Discounted Price	Public Site to Verify Model #/List Price
1 TB USB 3.0 (portable)	STDR1000103	$ 99.99	35.00%	$ 64.99	www.shi.com
2 TB USB 3.0 (external desktop)	STDR2000103	$ 109.99	25.00%	$ 82.49	www.shi.com
4 TB USB 3.0 (external desktop)	STEA4000400	$ 169.99	30.00%	$ 118.99	www.shi.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	20.00%	$ 63.99	www.shi.com
Color, Hi-Speed USB, 720p HD Widescreen, built-in microphone, 1280x720 digital video resolution	960-000694	$ 39.99	20.00%	$ 31.99	www.shi.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	40.00%	$ 38.99	www.shi.com
Mini hub 4 port hi speed USB, no power supply needed	ST4200MINI2	$ 18.99	50.00%	$ 9.49	www.shi.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,	980-000800	$ 29.99	20.00%	$ 23.99	www.shi.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	980-000354	$ 69.99	15.00%	$ 59.49	www.shi.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-500	$ 119.95	40.00%	$ 71.97	www.shi.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	BE600M1	$ 102.00	30.00%	$ 71.40	www.shi.com
UPS external, 1440 VA power capacity, 7 min battery run time	BR1500MS	$ 330.00	30.00%	$ 231.00	www.shi.com

UPS 750 VA power capacity, 16 min battery run time	SMT750C	$ 474.00	30.00%	$ 331.80	www.shi.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
3M	5%
Acer	5%
Actiontec	5%
Adesso	5%
Akai	5%
Alesis	5%
Alto	5%
APC	5%
Apple	0%
Apricorn	5%
Aten	5%
Avid	5%
Axiom	5%
Beamz	5%
Belkin	5%
BlueFlame	5%
BodyGuardz	5%
Bretford	5%
Brother	5%
Cables to Go	5%
Canon	5%
Casio	5%
Case Logic	5%
Cellebrite	5%
Centon	5%
chicBuds	5%
Chill Pill Audio	5%
CODi	5%
Copernicus	5%
ComXI World	5%
Cyber Acoustics	5%
CyberPower	5%
Dell	5%
Eizo	5%
EKG	5%
Epson	5%
Ergotron	5%
EX Dupe	5%
Fellowes	5%
Fujitsu	5%
Garmin	5%
GoGo Tech	5%
Gyration	5%
Griffin	5%
Havis	5%
HoverCam	5%
HP	5%
Humanetics	5%
iKey	5%
iLuv	5%

Image Mechanics	5%
Imation	5%
Innergie	5%
iO Gear	5%
Jabra	5%
Kanex	5%
Kanguru	5%
Kensington	5%
Kingston	5%
Lenovo	5%
Lind	5%
Livescribe	5%
Lock 'n' Charge	5%
Logitech	5%
Lon	5%
MakerBot	5%
Matias	5%
M-Audio	5%
Maxell	5%
Micro Innovations	5%
Microsoft	5%
Mimoco	5%
Moshi	5%
Motorola	5%
Native Instruments	5%
NEC	5%
Netgear	5%
Numark	5%
OnHand	5%
Otter	5%
Panasonic	5%
Plantronics	5%
PNY	5%
Professional Cable	5%
Promethean	5%
PSIBER	5%
RCA	5%
Robo 3D	5%
Rocky Mountain Ram	5%
RSA	5%
Safetyvision	5%
Samsung	5%
SanDisk	5%
Seagate	5%
Seal Shield	5%
Smartboard	5%
Sonivox	5%
Sony	5%
Startech	5%
SuperMicro	5%
Swiftpoint	5%
Swivl	5%
Targus	5%
TouchIT	5%
Toshiba	5%

Tribeca	5%
Tripp Lite	5%
Turning Technologies	5%
Uline	5%
Unitech	5%
Verbatim	5%
Verifone	5%
VieVu	5%
Viewsonic	5%
VisionTek	5%
Vxi	5%
Wacom	5%
Wasp Barcode	5%
ZipKord	5%
zMagik	5%

EXHIBIT C

Services and Warranty

SHI Integration Services

PC, AIO, Mini, Workstations, Laptops, Windows Tablets	Per Unit Services Cost	
Imaging	$22	
Asset Tagging	$3	*combined cost with
BIOS Adjustments	$6	*combined cost with
RAM install	$3	*combined cost with
Component Install	$6	*combined cost with
Encryption	$15	*combined cost with

Displays/Monitors	Per Unit Services Cost
Asset Tagging	$14

Chromebooks	Per Unit Services Cost	
Chromebook Enrollment	$18	
Asset Tagging	$3	*combined cost with
Laser Etching	$14	

Thin Clients	Per Unit Services Cost	
Imaging	$22	
Asset Tagging	$3	*combined cost with
BIOS Adjustments	$6	*combined cost with

Andriod Tablets	Per Unit Services Cost	
Zero Touch Imaging	$18	
Asset Tagging	$3	*combined cost with
Applying Cases/Peripherals	$6	*combined cost with
Screen Protector Application	$11	
Laser Etching	$14	

Servers	Per Unit Services Cost
HW Installation of 1-5 Components	$65
HW Installation of 6-10 Components	$94
HW Installation of 11-15 Components	$123
HW Installation of 16-24 Components	$151
HW Installation of 25+ Components	$194
Base Image Install	$79
Install Network OS	$94

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Peripherals	Per Unit Services Cost
Custom Kit Creation - Bundling Components	$3 * combined cost with

SHI Asset Recovery Program Pricing Table

Asset Type	National Processing Fee	International Processing Fee
Individual Hard Drives	$6.00	$12.00
Desktops / Laptops / Tablets	$10.00	$12.00
Phones	$10.00	$12.00
LCD Monitors	$10.00	$12.00
Other Serialized Assets	$10.00	$12.00
CRT Monitors	$18.00	$18.00
Servers	$15.00	$15.00
Printers/Fax/MFD's/Copiers	$12.00	$15.00
Networking Gear	$12.00	$15.00
Peripherals (Keyboards, Mice, Cables, etc.)	$0.40	$0.50

EXHIBIT C

Additional SHI Service Descriptions for the State	Minimum Requirements	Cost to the State
Alternate Procurement Model for the State: Device as a Service: **Full Device as a Service (DaaS)** SHI recognizes a DaaS approach can be an alternative to a traditional Lifecycle Services procurement approach. This approach potentially can include pricing for a true "Managed Services" solution for your client/desktop environment. This type of model allows for a per-unit, per-month fee for the term of the contract that will include the pricing of the hardware and all related services bundled together. Currently, we provide this type of managed service to a select few SHI clients today. These are extremely successful programs which ensure a total managed lifecycles for our clients assets and SLAs for all aspects of the procurement model (purchasing, deployment, break/fix, end-of-life services, etc). This services model provides some substantial benefits you may want to consider. Those benefits include the following: • Consistent budgeting request via the appropriations or budget setting process • Operational expenditures vs capital expenditures (which may be more difficult) • Consistent refresh of technology across the Enterprise on assets that have a finite, short lifecycle • Consistent Program and services delivery including optional SLAs • The ability to reassign/retrain current staff towards higher value work for the organization We urge you to consider this alternative approach to a more efficient operational model.	**500 unit deployment required, please call to discuss.**	**TBD based on scope of services required, please call discuss.**

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Based on your interested, SHI is happy to expand on this approach and lend further detail regarding this support model.			
SHI Lifecycle Services Defined for the State ***SHI Lifecycle Capabilities Statement:*** Servers, PC's, Laptops, Storage Devices and Mobile devices are the lifeline of our client's business operations. SHI understands the complexity and challenges involved in managing our clients IT Infrastructure. Through out Lifecycle Services Practice, we help our clients with the overall device management functions including Acquisition, Deployment, Device Installation, Device Support and Asset Recovery Services. The SHI team will leverage its agnostic approach throughout the Lifecycle process. SHI's Lifecycle Services Practice leverages over 25 years of combined support services experiences to help solve our client's most demanding requirements. SHI understands that purchasing new hardware equipment is only one aspect of the overall PC Lifecycle process. Integration Services becomes an integral part of the procurement process. The SHI team will help our clients with a full suite of Integration Services to help make the procurement process easier and simpler. SHI has a state-of-the-art Systems Integration Center located in Piscataway, NJ. This facility allows us to provide access to custom configured machines, pre-configured and ready-to-ship to ensure predictable just-in-time delivery upon request. Our 305,000 square foot facility is static-free; climate controlled, and is protected by the highest level of both physical and cyber-security. The Warehouse and Configuration Center are included under our ISO9001:2008 Registration and provide standardized processes, our commitment to quality control, as well as continual improvement.			

EXHIBIT C

Our Managed Services Support can be provided as a supplement to your current support infrastructure. Alternatively, through our Managed Services offerings, we can support your environment for you. Regardless of what the need is, SHI's goal is to support our clients throughout the lifecycle journey.

SHI Lifecycle Services include Moves, Adds and Change support to help manage your infrastructure once devices are initially deployed.

These services are typically performed for one or multiple users at a time and include:
1. Installation of new equipment
2. Equipment moves
3. Additions to existing devices
4. Configuration changes
5. Staff Augmentation
6. Help Desk/Remote Support
7. Network and Data Center Support
8. Completion of required documentation if applicable

As a part of SHI's Lifecycle offering, the SHI team can provide installation services on new assets. All assets will be loaded with a client-provided software image prior to delivery. Additionally, asset tags can be applied and recorded prior to packaging and preparation for shipment.

On-site installation services include:
1. Overall Project Management from start to finish
2. Unpacking new end user computing devices from shipping boxes, verify quantities and inspect components for any damages or shortages
3. Documenting and reporting any dead on arrival (DOA) or damaged devices
4. Organizing system components and peripherals (e.g., keyboards, power supplies, mice, and software) for deployment, if applicable
5. Stage the system for deployment
6. Perform administrative asset recording including required forms

EXHIBIT C

7. Completing designated installation instructions and install equipment at end user location 8. Mapping appropriate network printers to each new system 9. Completing secured device to device transfer of data from old to new system 10. Installing all specialty applications from tested and approved sources as specified in the User Installation Sheet 11. Completing validation & function test with the end user The SHI Team will provide De-installation Services on all legacy assets in our clients IT infrastructure prior to new assets being deployed into production. De-installation services include: 1. Performing de-installation work 2. Centralizing equipment in a client designated area 3. Completion of any required documentation 4. Single vendor management solution An integral part of the IT Lifecycle is Warranty Management. SHI's Warranty Management program is called SHI CompleteCare. SHI CompleteCare coverage offers protection for all of your business devices. Better protection equals device longevity, budget savings and reliable equipment when it matters the most. We offer expanded and extended warranties on nearly every product we sell. You get options such as speedier response times, accidental breakage coverage and onsite repairs. Additionally, with our custom maintenance contracts, you will have experts on call and break/fix agreements that cover repair or replacement of your hardware. Our protection plans are more comprehensive than any OEM on the market covering a vast array of items not limited to but including, Accidental Damage, Power Surge, Mechanical and electrical failure and Manufacturer defects all with a product repair or replacement guarantee!	**TBD based on scope of services required, please call discuss.**	TBD based on scope of services required, please call discuss.

EXHIBIT C

Standard product coverage includes:
1. Laptops
2. Desktops
3. Chromebooks
4. Smartphones
5. Printers
6. Scanners
7. MacBook
8. Cameras
9. Projectors
10. POS stations
11. Monitors
12. Keyboards, Headphones, Speakers, Mice
13. Projectors
14. POS stations
15. Monitors
16. Keyboards, Headphones, Speakers, Mice

Service options include:
1. Depot
2. Onsite
3. AX (Advanced Exchange)

Completing our Lifecycle Services approach is SHI's Asset Disposition Program. SHI understands that Environmental Sustainability is a primary goal for all of our clients. Additionally, SHI understands that 70-85% of electronic components are re-usable. As a result, SHI offers a complete range of asset recovery services that are designed to offer a cost effective and efficient asset re-deployment and disposal services for our clients. SHI's solution for testing/auditing, fair market evaluation and proper disposal includes the following services:

1. Logistics planning and support
2. Asset inspection/Test/Audit

3. Certified data destruction/DoD drive sanitization

4. Shipment of assets to appropriate partner with shipment manifest documentation
5. Certification of data destruction/disposal
6. Asset recovery reporting

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SHI believes that we have established a unique position in the asset recovery marketplace. We have developed a "hybrid" model of distributed processing capabilities directly connected via a common, distributed asset recovery management system. Our model leverages the best of both worlds: reduced freight costs through multiple, regional partners tightly integrated into a complete solution via SHI's Asset Disposition Management Systems.

In support of our Managed services, the SHI Team can provide ongoing service reporting, to ensure the services delivered meet or exceed our client's expectations. The SHI Team is prepared to develop and manage to any service levels agreed to by the SHI Team and our clients.

Our Monthly SLA reporting typically includes the following information:

1. Organization Name
2. Severity Level
3. Status
4. Address
5. Resolution Time (Hours)
6. Resolution Time (Minutes)
7. Hold Time
8. Service Element
9. Category
10. Subcategory
11. Resolution Action
12. SHI Service Request Number
13. Serial Number
14. Product Description
15. Ticket Number
16. Customer Date Time Opened
17. Customer Date Time Closed
18. Summary Reports

Based on your interested, SHI is happy to expand on any of the approaches above and lend further detail regarding our programs.

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Imaging
Imaging
Imaging
Imaging
Imaging

Enrollment

Imaging
Imaging

Imaging
Imaging

EXHIBIT C

additional services

What's Included?
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure (if applicable) ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure of 1 HDD (extra HDDs to be charged per HDD – see above price) ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure (if applicable) ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Offsite serial # capture ☐ Offsite HDD shred or erasure (if applicable) ☐ Asset Remarketing (if applicable) ☐ Recycling (if applicable)
☐ Recycling

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