

**BAND 6: RUGGEDIZED - Discount Structure**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**1. BASELINE PRICING**

IDENTIFY BASELINE/LIST PRICING UTILIZED:	NO OFFER
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**2. MINIMUM BAND DISCOUNT**

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

*PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.*

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	NO OFFER
ADDITIONAL CATEGORIES	DISCOUNT
NO OFFER	NO OFFER

**3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT**

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	NO OFFER
ADDITIONAL CATEGORIES	DISCOUNT
NO OFFER	NO OFFER

**4: OPTIONAL: LEASE RATES**

*Provide Current lease rates*

NO OFFER

### BAND 6: RUGGEDIZED - Volume Discounts

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

*Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)*

#### 1. Per Transaction Multiple Unit Discount

*Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

NO OFFER

#### 2. Cumulative

*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

NO OFFER

#### 3. Other Discounts

*Describe additional discounts available.*

NO OFFER

### BAND 6: RUGGEDIZED - Market Basket Pricing

Responder Name:

Hewlett-Packard Company

**Market Basket Pricing is used for EVALUATION PURPOSES ONLY.**

Please fill in the yellow cells.

#### Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	RB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00
Ruggedized	R1B-1	1	NO OFFER	NO OFFER-NO OFFER	NO OFFER	NO OFFER	#VALUE!
Ruggedized	R2B-1	1	NO OFFER	NO OFFER-NO OFFER	NO OFFER	NO OFFER	#VALUE!
<b>Total</b>							#VALUE!

#### OPTIONS/UPGRADES/PERIPHERALS

OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	R10-1	1	NO OFFER	Vehicle mount port replicator	NO OFFER	NO OFFER	#VALUE!
Upgrade	R10-2	1	NO OFFER	Port Replicator	NO OFFER	NO OFFER	#VALUE!
Upgrade	R10-3	1	NO OFFER	Upgrade to 500GB Drive, shock mounted	NO OFFER	NO OFFER	#VALUE!
Upgrade	R10-4	1	NO OFFER	Upgrade to total 8GB RAM	NO OFFER	NO OFFER	#VALUE!
Upgrade	R10-5	1	NO OFFER	Additional Battery	NO OFFER	NO OFFER	#VALUE!
Peripheral	R1P-1	1	NO OFFER	Color Printer	NO OFFER	NO OFFER	#VALUE!
Peripheral	R1P-2	1	NO OFFER	Black & White Printer	NO OFFER	NO OFFER	#VALUE!
Peripheral	R1P-3	1	NO OFFER	19" Monitor	NO OFFER	NO OFFER	#VALUE!
Peripheral	R1P-4	1	NO OFFER	24" Monitor	NO OFFER	NO OFFER	#VALUE!
<b>Total</b>							#VALUE!

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for R2B-1	NO OFFER
Calculate price for 100 units based on volume discount provided for R2B-1	NO OFFER
Calculate price for 1000 units based on volume discount provided for R2B-1	NO OFFER

**BAND 6: RUGGEDIZED - Market Basket Pricing**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

**SERVICES**

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
RS-1	1	Warranty Upgrade-2 yr	NO OFFER
RS-2	1	Warranty Upgrade-3 yr	NO OFFER
RS-3	1	Warranty Upgrade-AD	NO OFFER
RS-4	1	Break Fix - Non Warranty	NO OFFER
RS-5	1	Image Loading	NO OFFER
RS-6	1	Image Consulting	NO OFFER
RS-7	1	Asset Tagging	NO OFFER
RS-8	1	Installation	NO OFFER
RS-9	1	General Consulting	NO OFFER
RS-10	1	Training	NO OFFER
RS-11	1	Staging/Deployment	NO OFFER

BAND 6: RUGGEDIZED #1 - Market Basket Specs				
Responder Name:				
Hewlett-Packard Company				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
<i>Please fill in the yellow cells.</i>				
Base Equipment (Hardware)				
R1B-1	RUGGEDIZED 1 SKU:	NO OFFER	RUGGEDIZED 1 LIST PRICE:	NO OFFER
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Wireless	Integrated 802.11a/g/n wireless networking	NO OFFER	NO OFFER
	Optical Drive	CD-RW/DVD-ROM combo	NO OFFER	NO OFFER
	Weight	Weight maximum 9.5 pounds	NO OFFER	NO OFFER
	Slots	One Type II PC card slot OR one ExpressCard/54 slot	NO OFFER	NO OFFER
	Video - type	Intel HD Graphics	NO OFFER	NO OFFER
	<i>Video - memory type (shared or discrete)</i>	<i>Specify whether memory is shared or discrete</i>	NO OFFER	NO OFFER
	Video - maximum resolution	Specify maximum resolution (1024 x 768 minimum)	NO OFFER	NO OFFER
	Video - screen size and type	13.3" XGA or WXGA transmissive, daylight-readable, color LCD with 500 nit brightness touchscreen	NO OFFER	NO OFFER
	<i>Video ports</i>	<i>Specify all port types included (eg. VGA, DVI, DisplayPort)</i>	NO OFFER	NO OFFER
	Sound	Integrated sound & speaker, headphone/speaker jack, line-in and microphone jacks	NO OFFER	NO OFFER
	Keyboard	Plastic emissive 87-key and touchpad, moisture and dust resistant.	NO OFFER	NO OFFER
	USB	Two USB 3.0 ports	NO OFFER	NO OFFER
	<i>eSATA port</i>	<i>Specify included or not included</i>	NO OFFER	NO OFFER
	Warranty	Manufacturer's Warranty - Minimum 1 year	NO OFFER	NO OFFER
	Energy-Star	Energy Star 5.0 compliant	NO OFFER	NO OFFER
	EPEAT	EPEAT bronze level	NO OFFER	NO OFFER
	Bluetooth	Integrated Bluetooth	NO OFFER	NO OFFER
	Power	Specify battery type & # of cells. Includes AC adapter	NO OFFER	NO OFFER
	Security	Cable lock slot	NO OFFER	NO OFFER
	Durability Features	Moisture & dust resistant LCD, keyboard & touchpad, sealed port and connector covers, vibration & drop-shock resistant	NO OFFER	NO OFFER
	Environment: Dust & Water Resistance	MIL-STD 810G method 510.5 procedure 1 Sand & dust particle size as defined by MIL-STD-810G. MIL-STD 810G method 506.5 Procedure III (Drip) 15 min. exposure to dripping water.	NO OFFER	NO OFFER
	Environment: Temperature	MIL-STD 810G methods 501.5 & 502.5 procedures I & II Operating: 0°F to 140° F (-18° to 60° C). Storage: -40°F to 140° F (-40° to 60° C)	NO OFFER	NO OFFER
	Environment: Thermal Shock	1.5°C < 5°C/minute over -20°C to 60°C	NO OFFER	NO OFFER
	Environment: Humidity	MIL-STD 810G method 507.5 0 to 95% non-condensing RH	NO OFFER	NO OFFER
	Environment: Transit Shock	MIL-STD 810G method 516.6 procedure IV Up to 3' drop onto 2" of plywood, all surfaces, edges and corners. 26 drops total	NO OFFER	NO OFFER
Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
R10-1	Vehicle mount port replicator	Provide Description	NO OFFER	NO OFFER
R10-2	Port Replicator	Provide Description	NO OFFER	NO OFFER
R10-3	Upgrade to 500GB Drive, shock mounted	Provide Description	NO OFFER	NO OFFER
R10-4	Upgrade to total 8GB RAM	Provide Description	NO OFFER	NO OFFER
R10-5	Additional Battery	Provide Description	NO OFFER	NO OFFER

BAND 6: RUGGEDIZED #2 - Market Basket Specs				
Responder Name:				
Hewlett-Packard Company				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
<i>Please fill in the yellow cells.</i>				
Base Equipment (Hardware)				
R2B-1	RUGGEDIZED 2 SKU:	NO OFFER	RUGGEDIZED 2 LIST PRICE:	NO OFFER
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
R2B-1	Wireless	Integrated 802.11a/g/n wireless networking	NO OFFER	NO OFFER
	Optical Drive	CD-RW/DVD-ROM combo	NO OFFER	NO OFFER
	Weight	Weight maximum 9.5 pounds	NO OFFER	NO OFFER
	Slots	One Type II PC card slot OR one ExpressCard/54 slot	NO OFFER	NO OFFER
	Video - type	Intel HD Graphics	NO OFFER	NO OFFER
	Video - memory type (shared or discrete)	<i>Specify whether memory is shared or discrete.</i>	NO OFFER	NO OFFER
	Video - maximum resolution	Specify maximum resolution (1024 x 768 minimum)	NO OFFER	NO OFFER
	Video - screen size and type	13.3" XGA or WXGA transmissive, daylight-readable, color LCD with 500 nit brightness touchscreen	NO OFFER	NO OFFER
	Video ports	<i>Specify all port types included (eg. VGA, DVI, DisplayPort)</i>	NO OFFER	NO OFFER
	Sound	Integrated sound & speaker, headphone/speaker jack, line-in and microphone jacks	NO OFFER	NO OFFER
	Keyboard	Backlit plastic emissive 87-key and touchpad, moisture and dust resistant.	NO OFFER	NO OFFER
	USB	Two USB 2.0 ports	NO OFFER	NO OFFER
	eSATA port	<i>Specify included or not included</i>	NO OFFER	NO OFFER
	Warranty	Manufacturer's Warranty - Minimum 1 year	NO OFFER	NO OFFER
	Energy-Star	Energy Star 5.0 compliant	NO OFFER	NO OFFER
	EPEAT	EPEAT bronze level	NO OFFER	NO OFFER
	Bluetooth	Integrated Bluetooth	NO OFFER	NO OFFER
	Power	Specify battery type & # of cells. Includes AC adapter	NO OFFER	NO OFFER
	Security	Cable lock slot	NO OFFER	NO OFFER
	Durability Features	Moisture & dust resistant LCD, keyboard & touchpad, sealed port and connector covers, vibration & drop-shock resistant	NO OFFER	NO OFFER
Environment: Dust & Water Resistance	MIL-STD 810G method 510.5 procedure 1 Sand & dust particle size as defined by MIL-STD-810G. MIL-STD 810G method 506.5 Procedure III (Drip) 15 min. exposure to dripping water.	NO OFFER	NO OFFER	
Environment: Temperature	MIL-STD 810G methods 501.5 & 502.5 procedures I & II Operating: 0°F to 140° F (-18° to 60° C). Storage: -40°F to 140° F (-40° to 60° C)	NO OFFER	NO OFFER	
Environment: Thermal Shock	1.5°C < 5°C /minute over -20°C to 60°C	NO OFFER	NO OFFER	
Environment: Humidity	MIL-STD 810G method 507.5 0 to 95% non-condensing RH	NO OFFER	NO OFFER	
Environment: Transit Shock	MIL-STD 810G method 516.6 procedure IV Up to 3' drop onto 2" of plywood, all surfaces, edges and corners. 26 drops total	NO OFFER	NO OFFER	
OPTIONS/UPGRADES				
Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
R10-1	Vehicle mount port replicator	Provide Description	NO OFFER	NO OFFER
R10-2	Port Replicator	Provide Description	NO OFFER	NO OFFER
R10-3	Upgrade to 500GB Drive, shock mounted	Provide Description	NO OFFER	NO OFFER
R10-4	Upgrade to total 8GB RAM	Provide Description	NO OFFER	NO OFFER
R10-5	Additional Battery	Provide Description	NO OFFER	NO OFFER

**BAND 6: RUGGEDIZED - PERIPHERALS 1 & 2 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**BLACK & WHITE PRINTER**

R1P-1	PERIPHERAL 1 SKU:	NO OFFER	PERIPHERAL 1 LIST PRICE	NO OFFER
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
R1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	NO OFFER	NO OFFER
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	NO OFFER	NO OFFER
	Print speed (ppm)	20	NO OFFER	NO OFFER
	Minimum recommended print volume	250 pages per month	NO OFFER	NO OFFER
	Network Connection	Yes	NO OFFER	NO OFFER
	Two sided printing	Automatic	NO OFFER	NO OFFER
	Memory	32 MB	NO OFFER	NO OFFER
	Print resolution	600dpi	NO OFFER	NO OFFER
	Paper size	Letter	NO OFFER	NO OFFER
	Paper trays	250 sheets	NO OFFER	NO OFFER
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	NO OFFER	NO OFFER
	Warranty	minimum one (1) year warranty	NO OFFER	NO OFFER

**COLOR PRINTER**

R1P-2	PERIPHERAL 2 SKU:	NO OFFER	PERIPHERAL 2 LIST PRICE	NO OFFER
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
R1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	NO OFFER	NO OFFER
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	NO OFFER	NO OFFER
	Print speed (ppm)	20	NO OFFER	NO OFFER
	Minimum recommended print volume	250 pages per month	NO OFFER	NO OFFER
	Network Connection	Yes	NO OFFER	NO OFFER
	Two sided printing	Automatic	NO OFFER	NO OFFER
	Memory	128 MB	NO OFFER	NO OFFER
	Print resolution	600dpi	NO OFFER	NO OFFER
	Paper size	Letter	NO OFFER	NO OFFER
	Paper trays	250 sheets	NO OFFER	NO OFFER
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	NO OFFER	NO OFFER
	Warranty	minimum one (1) year warranty	NO OFFER	NO OFFER

**BAND 6: RUGGEDIZED - PERIPHERALS 3 & 4 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

**19" Monitor**

R1P-3	PERIPHERAL 3 SKU:	NO OFFER	PERIPHERAL 3 LIST PRICE:	NO OFFER
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
R1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	NO OFFER	NO OFFER
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	NO OFFER	NO OFFER
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	NO OFFER	NO OFFER
	Screen size (diagonal measure)	19 inches	NO OFFER	NO OFFER
	Format	Wide-Format, WSXGA compatible	NO OFFER	NO OFFER
	Resolution	1440 x 900	NO OFFER	NO OFFER
	Brightness	250 Nits / cd/m2	NO OFFER	NO OFFER
	Contrast	400 to 1	NO OFFER	NO OFFER
	Response Time	8 ms	NO OFFER	NO OFFER
	Pixel Policy	ISO-13406-2	NO OFFER	NO OFFER
	VGA interface	VGA interface required	NO OFFER	NO OFFER
	DVI interface	DVI interface required	NO OFFER	NO OFFER
	Display Port (DP) Interface	include DP interface	NO OFFER	NO OFFER
	Cables	include DVI cable	NO OFFER	NO OFFER
	Warranty	minimum one (1) year warranty	NO OFFER	NO OFFER
	Mounting Hole Pattern	VESA Compliant	NO OFFER	NO OFFER
	Stand	Height-adjustable stand	NO OFFER	NO OFFER
Energy-Star	Energy Star compliant per v4.1 Tier II standard	NO OFFER	NO OFFER	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	NO OFFER	NO OFFER	
EPEAT	EPEAT BRONZE level	NO OFFER	NO OFFER	
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	NO OFFER	NO OFFER	

**24" MONITOR**

R1P-4	PERIPHERAL 4 SKU:	NO OFFER	PERIPHERAL 4 LIST PRICE:	NO OFFER
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
R1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	NO OFFER	NO OFFER
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	NO OFFER	NO OFFER
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	NO OFFER	NO OFFER
	Screen size (diagonal measure)	24 inches	NO OFFER	NO OFFER
	Format	Wide-Format, WSXGA compatible	NO OFFER	NO OFFER
	Resolution	1920 x 1080	NO OFFER	NO OFFER
	Brightness	250 Nits / cd/m2	NO OFFER	NO OFFER
	Contrast	400 to 1	NO OFFER	NO OFFER
	Response Time	8 ms	NO OFFER	NO OFFER
	Pixel Policy	ISO-13406-2	NO OFFER	NO OFFER
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>	NO OFFER	NO OFFER
	DVI interface	DVI interface required	NO OFFER	NO OFFER
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>	NO OFFER	NO OFFER
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>	NO OFFER	NO OFFER
	Warranty	minimum one (1) year warranty	NO OFFER	NO OFFER
	Mounting Hole Pattern	VESA Compliant	NO OFFER	NO OFFER
	Stand	Height-adjustable stand	NO OFFER	NO OFFER
Energy-Star	Energy Star compliant per v4.1 Tier II standard	NO OFFER	NO OFFER	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	NO OFFER	NO OFFER	
EPEAT	EPEAT BRONZE level	NO OFFER	NO OFFER	
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	NO OFFER	NO OFFER	

**BAND 6: RUGGEDIZED - SERVICES - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
R1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Ruggedized 1	NO OFFER	NO OFFER
R1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Ruggedized 1	NO OFFER	NO OFFER
R1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Ruggedized 1	NO OFFER	NO OFFER
R1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Ruggedized 1	NO OFFER	NO OFFER
R1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	NO OFFER	NO OFFER
R1S-6	Image Consulting	Develop custom software image solution.	NO OFFER	NO OFFER
R1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	NO OFFER	NO OFFER
R1S-8	Installation	Describe equipment installation services available	NO OFFER	NO OFFER
R1S-9	General Consulting	Describe Consulting services available	NO OFFER	NO OFFER
R1S-10	Training	Describe Training Services Available	NO OFFER	NO OFFER
R1S-11	Staging/Deployment	Describe staging/deployment services	NO OFFER	NO OFFER

### BAND 1: DESKTOP - Discount Structure

Responder Name:

Hewlett-Packard Company

*Please fill in the yellow cells.*

#### 1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTILIZED:

HP US List Price

#### 2. MINIMUM BAND DISCOUNT

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

*PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.*

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	16%
ADDITIONAL CATEGORIES	DISCOUNT
<b>Desktops Entry-Level &amp; Specialty (includes AIO):</b> 6300 AIO, 8300 AIO, 3500, 3515, 4300, 600 AIO, 800 AIO	17%
<b>Desktops Mid-Range Level:</b> 6300, 6305, 600	21%
<b>Desktops High-End Level:</b> 8300, 800	23%
<b>Desktops Retail Solutions:</b> rp5800, HP Digital Signage Displays	18%
<b>Desktops CTO (Configure to Order Systems):</b> All desktop product models	17%
<b>Desktop Options/Accessories:</b> All Desktops	19%
<b>Workstations Entry/Value Level:</b> Z1, Z220, Z230, Z420	22%
<b>Workstations Mid-Range Level:</b> Z620	24%
<b>Workstations High-End Level:</b> Z820	26%
<b>Workstations CTO (Configure to Order Systems):</b> All Workstations	24%
<b>Workstation Options/Accessories:</b> All Workstations	24%
<b>Thin Clients:</b> HP MultiSeat ms6200 Desktop, HP Thin Client t510, t5335z, t5550z, t5565, t5565z, t5570, t5570e, t5740, t5740e, t5745, t610, t610 PLUS, 410, 410 AIO, 820	16%
<b>Thin Client Options/Accessories:</b> All Thin Clients	16%
<b>Monitors:</b> All HP Commercial Business LCD & Touchscreen Monitors	20%
<b>Monitor Options/Accessories</b>	20%
<b>Printers:</b> All HP Printers, including, but not limited to, All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models	28%
<b>Scanners:</b> All HP Scanners	28%
<b>Printer &amp; Scanner Options/Accessories</b>	28%
<b>Printer Supplies:</b> Inkjet Supplies, Media, LaserJet Supplies, Paper	10%

#### 3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	7%
ADDITIONAL CATEGORIES	DISCOUNT
<b>Hardware:</b> Third Party Manufacturer Based on approved Manufacturers by WSCA-NASPO Master Agreement Administrator	7%
<b>APC Hardware Manufacturer</b>	15%
<b>Software:</b> Off the Shelf Associated Software based on approved Manufacturers by WSCA-NASPO Master Agreement Administrator	5%

#### 4: OPTIONAL: LEASE RATES

*Provide Current lease rates*

HP offers various lease options based on a procuring entity's needs: 1) Fair Market Value (FMV)/True Lease; 2) Tax Exempt Tech Refresh; 3) Tax Exempt Installment (Purchase). As an example, the current lease rate for a 36-month FMV lease is 0.02546; for 48 months, the current rate is 0.02121. Please see Cost Proposal Section 16 for complete details and rates.

**BAND 1: DESKTOP - Volume Discounts**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

*Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)*

**1. Per Transaction Multiple Unit Discount**

*Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

Over 80% of the Desktop purchases have utilized HP's Big Deal Competitive Savings process with an average of 42% savings and up and beyond 55% or more depending on the desktop technology and volume purchased. Because many factors can impact special fixed pricing during a 5-year contract - such as product, configurations, supply costs, and transportation costs - HP provides firm fixed pricing based on a forward look at supply costs, so procuring entities can plan their budgets with a price that will not change when procuring from HP as negotiated based on the needs of that procuring entity during a time period that works for them, whether it is 30, 60, 90 days or the product life cycle, a year or even a longer period of time as seen in Iowa and other state standards. HP will continue to offer Per Transaction Volume Multiple Unit Volume fixed pricing based on a procuring entity's estimated technology purchases so the procuring entity can obtain the greatest savings for the full benefit of its budget dollars. Most procuring entities need the flexibility to cut multiple purchase orders at different volumes and still retain the savings not just per Purchase Order additional discounting, but the full volume. By purchasing off an awarded HP contract, procuring entities don't have to worry about an increase in price on what we negotiate for the Per Transaction Multiple Unit Volume special fixed price because their purchases are NOT tied to a specific volume on a single Purchase Order. HP volume pricing can be tied to multiple Purchase Orders for an entity - whether it is a university, a City, County, School, School District or Participating State that is planning multiple unit purchases, they can count on the stability of an HP offer and properly forecast the full expense of their purchase and achieve ongoing savings. Since technology is ever-changing, HP has provided an example seen in the Equipment Pricing Volumes for Evaluation Purposes Only. Further examples can be seen in the Cost Proposal Narrative on Per Transaction Multiple Unit Discounts. HP provides procuring entities with the most savings value with this aggressive special fixed pricing (HP calls a Big Deal) for Multiple Transaction Volume, which is priced based on the quantity and specific product or products purchased in a given time period. This gives agencies the most aggressive special fixed pricing rather than a set of discounts that may provide a perceived savings, but may actually create a fluctuation in the price per Purchase Order due to the volatility of the technology industry and a Manufacturer List Price. The Cost Proposal narrative includes an example of special fixed pricing provided for a city in Washington that had Multiple Transaction Volume purchases for its specific configurations; the example shows one purchase order savings even though this agency had multiple purchase orders. This gives you a true picture of HP's competitive pricing offering in this area and the potential savings that can be realized with an HP contract. Please note HP included estimated discounting for 100 and 1000 unit volumes for evaluation purposes only since HP provides at a fixed price.

**2. Cumulative**

*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

Under this response, HP has made significant increases in Band 1 – 3 for Quantity 1 purchases in comparison to the current contract based on the “cumulative” volume of this overall contract. During the term of a newly awarded contract and based on consistent annual volume increases in comparison to the current 2009-2014 annual volumes each year, HP will evaluate its pricing policies and structures as they apply to each product band category offered on our Pricing Schedule (“PSS”) prior to the renewal and each year thereafter. As deemed necessary based on the competitive nature of our industry, HP may offer additional discounts or special discounting for a specific time by a specific product series, peripheral, grouping or band as seen through the current contract term. After review and analysis of the cumulative purchases, if HP elects to provide additional cumulative discounts, these discounts will be passed directly to the WSCA-NASPO participants and procuring entities as additional cost savings on HP products. An example of potential additional cumulative discounting is noted below.

Annual Potential Discount Increase	Potential Additional Discount Per Series or Band	Potential Special Per Series or Band
\$900,000,000.00 to \$1,000,000,000 //	1%	// 5%
\$1,000,000,001 to \$1,200,000,000 //	1%	// 6%
\$1,200,000,000 to \$1,500,000,000 //	2%	// 8%
Over \$1,500,000,001 //	3%	// 10%

In the past year, HP reviewed the cumulative purchases of the PSP's and provided even deeper fixed pricing. HP's offer with the PSP Refresh Cycle covering November 1, 2013 through April 30, 2014 continues to show realized savings on the key PSP's standards that make up the majority of purchases as seen in the Cost Proposal Narrative.

**3. Other Discounts**

*Describe additional discounts available.*

**Bulk Purchases Volume-Based Administrative Fee Credits**

Upon state request and proper coordination with either the Primary Account Representative or Field Account Manager, HP may offer any state or procuring entity volume-based administration fees based on a "Bulk Buy" volume purchases for the desktop, notebook and tablet banded products during a pre-selected time period (60-90 days). For example, if a state or procuring entity decides to do a one-time "Bulk Buy" for the purchase of 5,000 select configuration(s), the state could qualify for a one-time credit through an administrative fee as mutually agreed and negotiated with that specific procuring entity. An example of a possible credit fee structure is noted below.

**Bulk Purchase Volume Based Administrative Fee Credit**

5,000 to 10,000 units	1%
10,001 to 15,000 units	1.5%
15,0001 units or more	2%

If an administration fee is agreed to by the parties, it will be credited within 30 days after the end of a "Bulk Buy" period. Actual administrative fee credits may vary depending on the overall purchase and as agreed upon by HP and the State Procurement Officer.

HP may also provide additional discounting for the PSP's or select configurations based on Bulk Purchases instead of a Volume Based Administrative Fee Credit as seen in a state's recent request for special pricing on PSP's for 10,000 unit sole Vendor selection.

HP provides procuring entities the flexibility for savings based on what meets their specific needs and requirements.

Another option is a Sole Vendor Selection administrative fee credit that may have been done based on a competitive quote award for configurations selected for standardization. Many agencies have preferred to obtain a more aggressive price but at times agencies have requested other items such as an additional administrative or technology fee credit towards technology for the agency or a loaner pool of systems. Below is an example of what may be provided as determined and as mutually agreed with the procuring entity during the competitive process and/or during the final award process for the select items when utilizing the WSCA-NASPO Computer contract.

State or Procuring Entity	// State or Procuring Entity Volume Minimums	// Volume Based Administrative Fee	// Sole Award All Products Add
Sole award for Band 1-3 Standard configurations only	// \$3-5M annually	// .25%	// .25%
Sole award for Band 1-3 Standard Configurations only	// \$5-15M annually	// .50%	// .25%
Sole Award for Band 1-3 Standard Configurations only	// \$15-25M annually	// .75%	// .25%
Sole Award for Band 1-3 Standard Configurations only	// Over \$26M annually	// 1%	// .25%

Again, HP is open and flexible to meeting the needs of procuring entities based on their Volume and Bulk purchase needs and requirements to find their savings solutions. HP works with procuring entities on their select volume or bulk configurations of HP products to show that HP is providing competitively aggressive price points for their overall savings. Market conditions affecting pricing are subject to some volatility due to the nature of the technology industry. HP's flexible options offer WSCA-NASPO procuring entities the best of both worlds by offering extremely aggressive "firm fixed" pricing covering Per Transaction Volume or Bulk Purchasing along with even more aggressive "minimum" guaranteed discount for Quantity 1. This allows procuring entities to maximize their budgets, plan technology for the fiscal year, and obtain ultimate savings.

**BAND 1: DESKTOP - EQUIPMENT - Market Basket Pricing**

Responder Name:

Hewlett-Packard Company

**Market Basket Pricing is used for EVALUATION PURPOSES ONLY.**

Please fill in the yellow cells.

**Base Equipment (Hardware)**

**BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER**

**PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB**

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	DOB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00
Desktop	D1B-1	1	C8N26AV#ABA	EliteDesk 800 G1 C8N26AV	\$ 1,259.00	23.00%	\$ 969.43
Desktop	D2B-1	1	C8N27AV#ABA	EliteDesk 800 G1 C8N27AV	\$ 1,808.00	23.00%	\$ 1,392.16
<b>Total</b>							<b>\$ 2,361.59</b>

**OPTIONS/UPGRADES/PERIPHERALS**

**OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS**

Classification	Spec Item #	QTY	MFG SKU#	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Option/Upgrade	D10-1	1	C8G08AV, AMD Radeon HD 8350 1GB PCIe x16 DH GFX	PCI Express x-16 512 MB discrete dual video	\$ 63.00	19.00%	\$ 51.03
Option/Upgrade	D10-2	1	Not available "no offer"	Upgrade to 500GB Solid State Drive	\$ -	0.00%	\$ -
Option/Upgrade	D10-3	1	Included in system	Upgrade to 500GB Self Encrypting Drive	\$ -	0.00%	\$ -
Option/Upgrade	D10-4	1	C8G20AV, 16GB DDR3-1600 DIMM (2x8GB) RAM	Upgrade to total 16GB RAM	\$ 222.00	19.00%	\$ 179.82
Peripheral	D1P-1	1	CE957A	Color Printer	\$ 637.00	28.00%	\$ 458.64
Peripheral	D1P-2	1	CF399A	Black & White Printer	\$ 445.94	28.00%	\$ 321.08
Peripheral	D1P-3	1	C9V75AA#ABA	23" Monitor	\$ 368.00	20.00%	\$ 294.40
Peripheral	D1P-4	1	D7P92A4#ABA	27" Monitor	\$ 899.00	20.00%	\$ 719.20
<b>Total</b>							<b>\$ 2,024.17</b>

**VOLUME DISCOUNTS**

Calculate price for 10 units based on volume discount provided for D2B-1	17% off HP US List Price
Calculate price for 100 units based on volume discount provided for D2B-1	30-40% off HP List Price (estimated) fixed price (Big Deal) volume offer
Calculate price for 1000 units based on volume discount provided for D2B-1	40-50% off HP List Price (estimated) fixed price (Big Deal) volume offer

**BAND 1: DESKTOP - SERVICES - Market Basket Pricing**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

**SERVICES**

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
S-1	1	Warranty Upgrade-2 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Most products come standard with a 3 year warranty
S-2	1	Warranty Upgrade-3 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Most products come standard with a 3 year warranty
S-3	1	Warranty Upgrade-AD	HP Care Packs for Upgrades such as Accidental Damage Protection is 20% off HP US List Price - Part Number U0A84E List price of \$49.00 providing a price of \$39.20
S-4	1	Break Fix - Non Warranty	Maintenance contracts available for Non warranty providing 18% plus additional aggregated discounts up to 25% additional discounting or \$135 to \$175 per hour plus materials and no contracted Non Warranty (Post Sales) Desktops only is \$350 up to \$700 per hour rates plus materials. Specific details can be seen on the Services section of the PSS Discount Summary
S-5	1	Image Loading	Factory Image Load at 10% off HP US List or Custom on-site Image Load at 7% off HP US List for Custom Services - Part Number AY100AV List price of \$20.00 providing a price of \$18.00
S-6	1	Image Consulting	Factory Image Consulting at 10% off HP US List or Custom Image Consulting on-site at 7% off HP US List for Custom Services - Part Number AY102AV List Price is \$35.00 providing a price of \$31.50
S-7	1	Asset Tagging	Factory Asset Tagging at 10% off HP US List or Custom Asset Tagging at 8% off H US List for Custom Services; Part Number AY111AV List price is \$10.00 providing a price of \$9.00
S-8	1	Installation	HP Care Pack Installation at 20% off HP List or Custom Installation at 7% off HP US List for Custom Services - Part Number YW037AA List Price of \$70.00 providing a price of \$56.00
S-9	1	General Consulting	General consulting based on specifics if available is at 10% off HP US List Price or through Custom Services specific to an procuring agency needs is at 7% off HP US List Price - Part Number YW081AA List Price of \$199.00 providing a price of \$179.10
S-10	1	Training	HP Care Packs for Training at 20% off HP US List Price or Custom training service at 7% off HP US List Price for Custom Services - Part Number YW081AA List Price of \$199.00 providing a price of \$159.20
S-11	1	Staging/Deployment	HP Care Pack for Installation/Staging/Deployment at 20% off HP List Price or Custom Services at 7% off HP US List Price for Custom Services; Part Number YW031AA List price of \$95.00 providing a price of \$76.00

**BAND 1: DESKTOP #1 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.

Please fill in the yellow cells.

**Base Equipment (Hardware)**

D1B-1	<b>DESKTOP 1 SKU:</b> C8N26AV#ABA		<b>DESKTOP 1 LIST PRICE:</b> \$	1,259.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
D1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	EliteDesk 800 G1	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C8N26AV	C8N26AV
	<b>Operating System</b>	<b>Windows 7 Professional 64-bit</b>	Windows 7 Professional 64-bit	C7T54AV#ABA
	<b>Intel Processor</b>	<b>Core i5-4440</b>	Intel Core i5-4570 3.2G 6M HD 4600 CPU	D8B67AV
	<b>Intel Core vPro Platform label</b>	<b>Intel Core vPro Processor</b>	Intel Core vPro Processor	included in system
	<i>Intel vPro Chipset</i>	<i>Specify chipset (i.e. Q67 Express or Q77 Express)</i>	Intel Q87 chipset	included in system
	<b>RAM - capacity, type and open slots</b>	<b>8GB, DDR3, two open slots</b>	8GB, DDR3, three open slots	C8G38AV
	<b>RAM - speed</b>	<b>1600 Mhz</b>	Up to 1600 MT/s	included in system
	<b>Hard Drive - capacity, type and rpms</b>	<b>250 GB SATA hard drive 7200 rpm</b>	500GB 7200 RPM SATA 2.5" Self-Encrypting (SED) Hard Disk Drive	C8N00AV
	<b>Hard Drive - bits per second and cache size</b>	<b>3 Gb/s / 32 MB cache</b>	3.0 Gb/s, 32 MB cache	included in system
	<b>Sound</b>	<b>Integrated sound</b>	Integrated sound	included in system
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	Integrated Intel I217LM Gigabit Network Controller (10/100/1000 NIC)	included in system
	<b>Optical Drive</b>	<b>DVD+/- RW</b>	Slim SuperMulti DVD Writer, DVD+/- RW	C8N65AV
	<i>Case</i>	<i>Specify least cost case type (desktop, SFF, etc.)</i>	Small form factor	included in system
	<i>PCI slots</i>	<i>Specify number and size (half/full)</i>	None	not applicable
	<i>PCI Express (PCIe) slots</i>	<i>Specify number and speed (x1/x16)</i>	(2) PCI Express x16 graphics connectors; one wired as a x4. (2) PCI Express x1 accessory connectors.	included in system
	<i>Bays - 5.25 and 3.5 inch</i>	<i>Specify # of open (unused) 5 1/4" and 3.5" bays</i>	(1) 2.5" internal storage drive bay (0) 3.5" internal storage drive bay - occupied by HDD (0) 5.25" storage drive bay	included in system
	<b>Video</b>	<b>HD graphics, dual digital video output</b>	Integrated Intel HD Graphics, dual digital video output	included in system
	<b>Keyboard</b>	<b>USB Standard 104-key keyboard</b>	USB Standard 104-key keyboard	E0N04AV#ABA
<b>Mouse</b>	<b>USB Optical mouse</b>	USB Optical mouse	C8N39AV	
<i>Input - Legacy Ports</i>	<i>Specify whether parallel and serial port available</i>	Parallel available as optional, serial available as standard	Parallel available as optional, serial included with systems	
<b>USB</b>	<b>Six USB ports 2.0 or greater, minimum one USB 3.0</b>	USB 2.0: 2 (front), 4 (rear) USB 3.0: 2 (front); 2 (rear)	included in system	
<b>Warranty</b>	<b>Manufacturer Warranty - minimum one year</b>	Three year next working day on site warranty	C8M86AV#ABA	
<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	Energy Star 5.0 compliant	NQ592AV	
<b>EPEAT</b>	<b>EPEAT BRONZE level</b>	EPEAT gold level	included in system	

**OPTIONS/UPGRADES**

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer SKU #	List Price
D10-1	PCI Express x-16 512 MB discrete dual video	Provide description	C8G08AV, AMD Radeon HD 8350 1GB PCIe x16 DH GFX	\$ 63.00
D10-2	Upgrade to 500GB Solid State Drive	Provide description	Not available "no offer"	\$ -
D10-3	Upgrade to 500GB Self Encrypting Drive	Provide description	Included in system	\$ -
D10-4	Upgrade to total 16GB RAM	Provide description	C8G20AV, 16GB DDR3-1600 DIMM (2x8GB) RAM	\$ 222.00

### BAND 1: DESKTOP #2 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.

Please fill in the yellow cells.

#### Base Equipment (Hardware)

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
D2B-1	DESKTOP 2 SKU: <b>C8N27AV#ABA</b>		DESKTOP 2 LIST PRICE: \$	1,808.00
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	EliteDesk 800 G1	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C8N27AV	C8N27AV
	<b>Operating System</b>	<b>Windows 7 Professional 64-bit</b>	Windows 7 Professional 64-bit	C7T54AV#ABA
	<b>Intel Processor</b>	<b>Core i7-4770</b>	Intel Core i7-4770 3.4G 8M HD 4600 CPU	C8N49AV
	<b>Intel Core vPro Platform label</b>	<b>Intel Core vPro Processor</b>	Intel Core vPro Processor	included with system
	<i>Intel vPro Chipset</i>	<i>Specify chipset (i.e. Q67 Express or Q77 Express)</i>	Intel Q87 chipset	included with system
	<b>RAM - capacity, type and open slots</b>	<b>16 GB, DDR3 two open slots</b>	16GB, DDR3, two open slots	C8G20AV
	<b>RAM - speed</b>	<b>1600 Mhz</b>	Up to 1600 MT/s	included with system
	<b>Hard Drive - capacity, type and rpms</b>	<b>250 GB SATA hard drive 7200 rpm</b>	500GB 10K RPM 6G 3.5 Hard Drive	C8M96AV
	<b>Hard Drive - bits per second and cache size</b>	<b>6 Gb/s / 64 MB cache</b>	6 Gb/s, 64 MB cache	included with system
	<b>Sound</b>	<b>Integrated sound</b>	Integrated sound	included with system
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	Integrated Intel I217LM Gigabit Network Controller (10/100/1000 NIC)	included with system
	<b>Optical Drive</b>	<b>DVD +/- RW</b>	Slim SuperMulti DVD Writer, DVD +/- RW	C8N65AV
	<i>Case</i>	<i>specify case</i>	Tower case	included with system
	<i>PCI slots</i>	<i>Specify number and size (half/full)</i>	None. (1) PCI accessory connector (optional)	optional to upgrade
	<i>PCI Express (PCIe) slots</i>	<i>Specify number and speed (x1/x16)</i>	(2) PCI Express x16 graphics connectors; one wired as a x4 (2) PCI Express x1 accessory connectors	included with system
	<i>Bays - 5.25 and 3.5 inch</i>	<i>Specify # of open (unused) 5 1/4" and 3.5" bays</i>	(1) 2.5" internal storage drive bay (1) 3.5" internal storage drive bay - one bay occupied by HDD (0) 5.25" storage drive bay	included with system
	<b>Video</b>	<b>PCI Express x-16 512 MB discrete dual video, dual digital video out</b>	AMD Radeon HD 8350 1GB PCIe x16 DH GFX, discrete dual video, dual digital video out	C8G08AV
	<b>Keyboard</b>	<b>USB Standard 104-key keyboard</b>	USB Standard 104-key keyboard	E0N04AV#ABA
	<b>Mouse</b>	<b>USB Optical mouse</b>	USB Optical mouse	C8N39AV
	<i>Input - Legacy ports</i>	<i>Specify whether parallel and serial port available</i>	Parallel available as optional, serial available as standard	parallel: not applicable; serial: included
	<b>USB</b>	<b>Six USB ports 2.0 or greater, minimum one USB 3.0</b>	USB 2.0: 2 (front), 4 (rear) USB 3.0: 2 (front); 2 (rear)	included with system
	<b>Warranty</b>	<b>Manufacturer Warranty - minimum one year</b>	Three year next working day on site warranty	C8M87AV#ABA
	<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	Energy Star 5.0 compliant	NQ592AV
	<b>EPEAT</b>	<b>EPEAT BRONZE level</b>	EPEAT gold level	included with system

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer SKU #	List Price
D20-1	Upgrade to 250GB Solid State Drive	Provide description	C8M79AV, 256GB SATA 2.5 SED SSD	\$ 398.00
D20-2	Upgrade to 500GB Solid State Drive	Provide description	Not available "no offer"	\$ -
D20-3	Upgrade to 500GB Self Encrypting	Provide description	C8N00AV, 500GB 7200 RPM SATA 2.5 SED HDD	\$ 100.00
D20-4	Upgrade to total 32GB RAM	Provide description	C8G27AV, 32GB DDR3-1600 DIMM (4x8GB) RAM	\$ 444.00

## BAND 1: DESKTOP - PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

### COLOR PRINTER

D1P-1	PERIPHERAL 1 SKU:	CE957A	PERIPHERAL 1 LIST PRICE:	\$ 637.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LJ Pro 400 Color Printer M451dn	LJ Pro 400 Color Printer M451dn
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CE957A	CE957A#BGJ
	Print speed (ppm)	20	21	included with system
	Minimum recommended print volume	250 pages per month	750 - 2,000	included with system
	Network Connection	Yes	Yes	included with system
	Two sided printing	Automatic	Automatic	included with system
	Memory	32 MB	128 MB	included with system
	Print resolution	600dpi	600x600	included with system
	Paper size	Letter	Letter	included with system
	Paper trays	250 sheets	300	included with system
Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	Yes	included with system	
Warranty	minimum one (1) year warranty	1 Year	included with system	

### BLACK & WHITE PRINTER

D1P-2	PERIPHERAL 2 SKU:	CF399A	PERIPHERAL 2 LIST PRICE:	\$ 445.94
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LaserJet Pro 400 Printer M401dne	LaserJet Pro 400 Printer M401dne
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CF399A	CF399A#BGJ
	Print speed (ppm)	20	35 ppm	included with system
	Minimum recommended print volume	250 pages per month	750 to 3,000 pages	included with system
	Network Connection	Yes	Yes	included with system
	Two sided printing	Automatic	Automatic	included with system
	Memory	128 MB	256MB	included with system
	Print resolution	600dpi	1200 x 1200 dpi	included with system
	Paper size	Letter	Letter	included with system
	Paper trays	250 sheets	300 sheets	included with system
Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	Yes	included with system	
Warranty	minimum one (1) year warranty	1 year	included with system	

**BAND 1: DESKTOP - PERIPHERALS 3 & 4 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

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*Please fill in the yellow cells.*

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

**23" Monitor**

D1P-3	PERIPHERAL 3 SKU:	C9V75AA#ABA	PERIPHERAL 3 LIST PRICE:	\$	368.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
D1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP EliteDisplay E231 23-inch LED Backlit Monitor		not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C9V75AA#ABA		C9V75AA#ABA
	Screen size (diagonal measure)	23 inches	23 inch widescreen, diagonally measured		included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
	Resolution	1920 x 1080	1920 x 1080		included with system
	Brightness	250 Nits / cd/m2	250 nits (cd/m2)		included with system
	Contrast	400 to 1	1000:1		included with system
	Response Time	8 ms	5 ms (on/off)		included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
	VGA interface	VGA interface required	VGA interface		included with system
	DVI interface	DVI interface required	DVI interface		included with system
	Display Port (DP) Interface	include DP interface	DisplayPort interface included		included with system
	Cables	include DVI cable	HP DVI to DVI Cable		DC198A
	Warranty	minimum one (1) year warranty	Three year warranty		included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
	Stand	Height-adjustable stand	Height-adjustable stand		included with system
Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system	
EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system	
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system	

**27" MONITOR**

D1P-4	PERIPHERAL 4 SKU:	D7P92A4#ABA	PERIPHERAL 4 LIST PRICE:	\$	899.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
D1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP Z27i 27-inch IPS Display		not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	D7P92A4#ABA		D7P92A4#ABA
	Screen size (diagonal measure)	27 inches	27 inch widescreen, diagonally measured		included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
	Resolution	2560 x 1440	2560 x 1440		included with system
	Brightness	250 Nits / cd/m2	350 nits (cd/m2)		included with system
	Contrast	400 to 1	1000:1		included with system
	Response Time	8 ms	8 ms (gray to gray)		included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
	VGA interface	<i>Specify whether VGA interface is included</i>	VGA interface included		included with system
	DVI interface	DVI interface required	DVI interface		included with system
	Display Port (DP) Interface	<i>Specify whether DP interface is included</i>	DisplayPort interface included		included with system
	Cables	<i>Specify whether DVI cable is included</i>	Dual Link DVI cable included		included with system
	Warranty	minimum one (1) year warranty	Three year warranty		included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
	Stand	Height-adjustable stand	Height-adjustable stand		included with system
Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system	
EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system	
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system	

**BAND 1: DESKTOP - SERVICES - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
D1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Desktop 1	Included with system; Three-year (3-3-3) limited warranty delivers three years of on-site, next business day service for parts and labor and includes free telephone support	exceeds requirements - system includes 3 year warranty
D1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Desktop 1	Included with system; Three-year (3-3-3) limited warranty delivers three years of on-site, next business day service for parts and labor and includes free telephone support	meets requirements - system includes 3 year warranty
D1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Desktop 1	For eligible products, specific service levels may be offered with protection against accidental damage from handling. When accidental damage protection applies, the Customer receives protection against accidental damage from handling to the covered hardware product as part of this service. Accidental damage from handling is defined as physical damage to a product caused by or resulting from a sudden and unforeseen incident, provided such damage occurs in the course of regular use. Covered perils include non-intentional liquid spills in or on the unit, drops, falls, and electrical surge, as well as damaged or broken liquid crystal displays (LCDs) and broken parts. (3 year) (Available up to 5 years)	U0A84E
D1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Desktop 1	Any service required that is not covered by the base warranty (such as a failure that occurs after the warranty has expired, physical damage, upgrading hardware, relocating equipment, etc) can be provided on a time & material basis.	This is a service that will require a custom quote based on the specific requirements of the particular service need.
D1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Install customer PC Software image on HP PC products during the manufacturing process.	AY100AV
D1S-6	Image Consulting	Develop custom software image solution.	Modify customer PC software image and install it on HP PC product during the manufacturing process.	AY102AV
D1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Affix standard asset labels with customizable features and tag strings into factory-printed artwork.	AY111AV
D1S-8	Installation	Describe equipment installation services available	Single unit fee for basic onsite installation of PC device during standard M-F business hours. Connect peripherals and ensure Windows OS successful boot process. Discounted rate above 10 units per site. Additional install services available for user settings configuration and data migration.	YW037AA
D1S-9	General Consulting	Describe Consulting services available	Per device fee to provide tailored deployment services per customer project. May include advanced user settings, onsite image installations, large data migration volumes, and basic onsite training.	YW081AA
D1S-10	Training	Describe Training Services Available	Per device fee to provide tailored deployment services per customer project. May include advanced user settings, onsite image installations, large data migration volumes, and basic onsite training.	YW081AA
D1S-11	Staging/Deployment	Describe staging/deployment services	Basic onsite desk-side delivery directly to the specified end-user. Additional staging and deployment services available for scheduled delivery, consolidated and pallet delivery, unpacking and waste removal, and non-workday delivery. Decommissioning for legacy devices also available.	YW031AA

## BAND 2: LAPTOP - Discount Structure

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

### 1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTILIZED:	HP US List Price
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### 2. MINIMUM BAND DISCOUNT

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

*PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.*

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	12%
ADDITIONAL CATEGORIES	DISCOUNT
<b>Notebooks Entry Level:</b> 250, 255, 430, 440 , 450, 455	17%
<b>Notebooks Mini:</b> Chromebook, 215	12%
<b>Notebooks Mid-Range Level:</b> 6470, 6475, 6570, 64X, 65X	21%
<b>Notebooks High-End Level:</b> 8470, 8570, 8770, 840, 850	23%
<b>Notebooks Configure to Order Systems (CTO):</b> All Notebook models	21%
<b>Notebooks Options/Accessories:</b> All Notebook models	21%
<b>Notebooks HP Branded Education Software:</b> All Notebook models	30%
<b>Notebooks Mobile Thin Clients:</b> mt40	16%
<b>Notebooks Mobil Thin Client Options/Accessories:</b> All thin client models	16%
<b>Monitors:</b> All HP Commercial Business LCD & Touchscreen Monitors	20%
<b>Monitor Options/Accessories</b>	20%
<b>Printers:</b> All HP Printers, including, but not limited to, All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models	28%
<b>Scanners:</b> All HP Scanners	28%
<b>Printer &amp; Scanner Options/Accessories</b>	28%
<b>Printer Supplies:</b> Inkjet Supplies, Media, LaserJet Supplies, Paper	10%

### 3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	7%
ADDITIONAL CATEGORIES	DISCOUNT
<b>Hardware:</b> Third Party Manufacturer Based on approved Manufacturers by WSCA-NASPO Master Agreement Administrator	7%
<b>APC Hardware Manufacturer</b>	15%
<b>GETAC Hardware Manufacturer</b>	10%
<b>Software:</b> Off the Shelf Associated Software based on approved Manufacturers by WSCA-NASPO Master Agreement Administrator	5%

### 4: OPTIONAL: LEASE RATES

*Provide Current lease rates*

HP offers various lease options based on a procuring entity's needs: 1) Fair Market Value (FMV)/True Lease; 2) Tax Exempt Tech Refresh; 3) Tax Exempt Installment (Purchase). As an example, the current lease rate for a 36-month FMV lease is 0.02563; for 48 months, the current rate is 0.02176. Please see Cost Proposal Section 16 for complete details and rates.

## BAND 2: LAPTOP -Volume Discounts

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

*Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)*

### 1. Per Transaction Multiple Unit Discount

*Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

Over 80% of the Desktop purchases have utilized HP's Big Deal Competitive Savings process with an average of 42% savings and up and beyond 55% or more depending on the desktop technology and volume purchased. Because many factors can impact special fixed pricing during a 5-year contract - such as product, configurations, supply costs, and transportation costs - HP provides firm fixed pricing based on a forward look at supply costs, so procuring entities can plan their budgets with a price that will not change when procuring from HP as negotiated based on the needs of that procuring entity during a time period that works for them, whether it is 30, 60, 90 days or the product life cycle, a year or even a longer period of time as seen in Iowa and other state standards. HP will continue to offer Per Transaction Volume Multiple Unit Volume fixed pricing based on a procuring entity's estimated technology purchases so the procuring entity can obtain the greatest savings for the full benefit of its budget dollars. Most procuring entities need the flexibility to cut multiple purchase orders at different volumes and still retain the savings not just per Purchase Order additional discounting, but the full volume. By purchasing off an awarded HP contract, procuring entities don't have to worry about an increase in price on what we negotiate for the Per Transaction Multiple Unit Volume special fixed price because their purchases are NOT tied to a specific volume on a single Purchase Order. HP volume pricing can be tied to multiple Purchase Orders for an entity - whether it is a university, a City, County, School, School District or Participating State that is planning multiple unit purchases, they can count on the stability of an HP offer and properly forecast the full expense of their purchase and achieve ongoing savings. Since technology is ever-changing, HP has provided an example seen in the Equipment Pricing Volumes for Evaluation Purposes Only. Further examples can be seen in the Cost Proposal Narrative on Per Transaction Multiple Unit Discounts. HP provides procuring entities with the most savings value with this aggressive special fixed pricing (HP calls a Big Deal) for Multiple Transaction Volume, which is priced based on the quantity and specific product or products purchased in a given time period. This gives agencies the most aggressive special fixed pricing rather than a set of discounts that may provide a perceived savings, but may actually create a fluctuation in the price per Purchase Order due to the volatility of the technology industry and a Manufacturer List Price. The Cost Proposal narrative includes an example of special fixed pricing provided for a city in Washington that had Multiple Transaction Volume purchases for its specific configurations; the example shows one purchase order savings even though this agency had multiple purchase orders. This gives you a true picture of HP's competitive pricing offering in this area and the potential savings that can be realized with an HP contract. Please note HP included estimated discounting for 100 and 1000 unit volumes for evaluation purposes only since HP provides at a fixed price.

### 2. Cumulative

*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

Under this response, HP has made significant increases in Band 1 - 3 for Quantity 1 purchases in comparison to the current contract based on the "cumulative" volume of this overall contract. During the term of a newly awarded contract and based on consistent annual volume increases in comparison to the current 2009-2014 annual volumes each year, HP will evaluate its pricing policies and structures as they apply to each product band category offered on our Pricing Schedule ("PSS") prior to the renewal and each year thereafter. As deemed necessary based on the competitive nature of our industry, HP may offer additional discounts or special discounting for a specific time by a specific product series, peripheral, grouping or band as seen through the current contract term. After review and analysis of the cumulative purchases, if HP elects to provide additional cumulative discounts, these discounts will be passed directly to the WSCA-NASPO participants and procuring entities as additional cost savings on HP products. An example of potential additional cumulative discounting is noted below.

Annual Potential Discount Increase	Potential Additional Discount Per Series or Band	Potential Special Per Series or Band
\$900,000,000.00 to \$1,000,000,000 //	1%	// 5%
\$1,000,000,001 to \$1,200,000,000 //	1%	// 6%
\$1,200,000,000 to \$1,500,000,000 //	2%	// 8%
Over \$1,500,000,001 //	3%	// 10%

In the past year, HP reviewed the cumulative purchases of the PSP's and provided even deeper fixed pricing. HP's offer with the PSP Refresh Cycle covering November 1, 2013 through April 30, 2014 continues to show realized savings on the key PSP's standards that make up the majority of purchases as seen in the Cost Proposal Narrative.

### 3. Other Discounts

*Describe additional discounts available.*

#### Bulk Purchases Volume-Based Administrative Fee Credits

Upon state request and proper coordination with either the Primary Account Representative or Field Account Manager, HP may offer any state or procuring entity volume-based administration fees based on a "Bulk Buy" volume purchases for the desktop, notebook and tablet banded products during a pre-selected time period (60-90 days). For example, if a state or procuring entity decides to do a one-time "Bulk Buy" for the purchase of 5,000 select configuration(s), the state could qualify for a one-time credit through an administrative fee as mutually agreed and negotiated with that specific procuring entity. An example of a possible credit fee structure is noted below.

Bulk Purchase	Volume Based Administrative Fee Credit
5,000 to 10,000 units	1%
10,001 to 15,000 units	1.5%
15,0001 units or more	2%

If an administration fee is agreed to by the parties, it will be credited within 30 days after the end of a "Bulk Buy" period. Actual administrative fee credits may vary depending on the overall purchase and as agreed upon by HP and the State Procurement Officer.

HP may also provide additional discounting for the PSP's or select configurations based on Bulk Purchases instead of a Volume Based Administrative Fee Credit as seen in a state's recent request for special pricing on PSP's for 10,000 unit sole Vendor selection.

HP provides procuring entities the flexibility for savings based on what meets their specific needs and requirements.

Another option is a Sole Vendor Selection administrative fee credit that may have been done based on a competitive quote award for configurations selected for standardization. Many agencies have preferred to obtain a more aggressive price but at times agencies have requested other items such as an additional administrative or technology fee credit towards technology for the agency or a loaner pool of systems. Below is an example of what may be provided as determined and as mutually agreed with the procuring entity during the competitive process and/or during the final award process for the select items when utilizing the WSCA-NASPO Computer contract.

State or Procuring Entity	// State or Procuring Entity Volume Minimums	// Volume Based Administrative Fee	// Sole Award All Products Add
Sole award for Band 1-3 Standard configurations only	// \$3-5M annually	// .25%	// .25%
Sole award for Band 1-3 Standard Configurations only	// \$5-15M annually	// .50%	// .25%
Sole Award for Band 1-3 Standard Configurations only	// \$15-25M annually	// .75%	// .25%
Sole Award for Band 1-3 Standard Configurations only	// Over \$26M annually	// 1%	// .25%

Again, HP is open and flexible to meeting the needs of procuring entities based on their Volume and Bulk purchase needs and requirements to find their savings solutions. HP works with procuring entities on their select volume or bulk configurations of HP products to show that HP is providing competitively aggressive price points for their overall savings. Market conditions affecting pricing are subject to some volatility due to the nature of the technology industry. HP's flexible options offer WSCA-NASPO procuring entities the best of both worlds by offering extremely aggressive "firm fixed" pricing covering Per Transaction Volume or Bulk Purchasing along with even more aggressive "minimum" guaranteed discount for Quantity 1. This allows procuring entities to maximize their budgets, plan technology for the fiscal year, and obtain ultimate savings.

### BAND 2: LAPTOP - Market Basket Pricing

**Responder Name:**

Hewlett-Packard Company

**Market Basket Pricing is used for EVALUATION PURPOSES ONLY.**

Please fill in the yellow cells.

#### Base Equipment (Hardware)

**BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER**

**PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB**

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	LB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00
Laptop	L1B-1	1	D9R55AV#ABA	HP-HP ProBook 640 G1 Notebook PC	\$ 1,494.00	21.00%	\$ 1,180.26
Laptop	L2B-1	1	D9S34AV#ABA	HP ProBook 650 G1 Notebook PC-D9S34AV	\$ 1,671.00	21.00%	\$ 1,320.09
<b>Total</b>							<b>\$ 2,500.35</b>

#### OPTIONS/UPGRADES/PERIPHERALS

**OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS**

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	L10-1	1	H1L07AA#ABA, HP USB 2.0 Port Replicator US	Port Replicator	\$ 149.00	21.00%	\$ 117.71
Upgrade	L10-2	1	A7E32AA#ABA, HP 90W Dock Station	Docking Station	\$ 214.00	21.00%	\$ 169.06
Upgrade	L10-3	1	D9S01AV, 256GB SATA-3 Self Encrypted Drive Solid State Drive	Upgrade to 250GB Solid State Drive	\$ 400.00	21.00%	\$ 316.00
Upgrade	L10-4	1	D9R69AV, 500GB 7200RPM Self Encrypted Drive	Upgrade to 500GB Self Encrypting Drive	\$ 115.00	21.00%	\$ 90.85
Upgrade	L10-5	1	H2P64AA, 4GB PC3-12800 (DDR3 1600 MHz)	Upgrade to total 12GB RAM	\$ 99.00	21.00%	\$ 78.21
Upgrade	L10-6	1	E7U21AA, HP CA06XL Notebook Battery (Primary)	Additional Battery	\$ 139.00	21.00%	\$ 109.81
Peripheral	L1P-1	1	CE957A	Color Printer	\$ 637.00	28.00%	\$ 458.64
Peripheral	L1P-2	1	CF399A	Black & White Printer	\$ 445.94	28.00%	\$ 321.08
Peripheral	L1P-3	1	C9V73AA#ABA	19" Monitor	\$ 278.00	20.00%	\$ 222.40
Peripheral	L1P-4	1	A9P21AA#ABA	24" Monitor	\$ 429.00	20.00%	\$ 343.20
<b>Total</b>							<b>\$ 2,226.96</b>

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for L2B-1	21% off HP US List Price
Calculate price for 100 units based on volume discount provided for L2B-1	30-40% off HP US List Price (estimated) fixed price (Big Deal) volume offer
Calculate price for 1000 units based on volume discount provided for L2B-1	40-45% off HP US List Price (estimated) fixed price (Big Deal) Volume offer

### BAND 2: LAPTOP - Market Basket Pricing

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

#### SERVICES

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
1	1	Warranty Upgrade-2 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Part Number UE323E at List Price of \$79.00 providing a price of \$63.20
2	1	Warranty Upgrade-3 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Part Number U4395E List Price of \$119.00 providing a price of \$95.20
3	1	Warranty Upgrade-AD	HP Care Packs for Upgrades such as Accidental Damage Protection is 20% off HP US List Price - Part Number U4399E List Price of \$49.00 providing a price of \$39.20
4	1	Break Fix - Non Warranty	Maintenance contracts available for Non warranty providing 18% plus additional aggregated discounts up to 25% additional discounting or \$135 to \$175 per hour plus materials and no contracted Non Warranty (Post Sales) Desktops only is \$350 up to \$700 per hour rates plus materials. Specific details can be seen on the Services section of the PSS Discount Summary
5	1	Image Loading	Factory Image Load at 10% off HP US List or Custom on-site Image Load at 7% off HP US List for Custom Services - Part Number AY100AV List price of \$20.00 providing a price of \$18.00
6	1	Image Consulting	Factory Image Consulting at 10% off HP US List or Custom Image Consulting on-site at 7% off HP US List for Custom Services - Part Number AY102AV List Price is \$35.00 providing a price of \$31.50
7	1	Asset Tagging	Factory Asset Tagging at 10% off HP US List or Custom Asset Tagging at 8% off H US List for Custom Services; Part Number AY111AV List price is \$10.00 providing a price of \$9.00
8	1	Installation	HP Care Pack Installation at 20% off HP List or Custom Installation at 7% off HP US List for Custom Services - Part Number YW037AA List Price of \$70.00 providing a price of \$56.00
9	1	General Consulting	General consulting based on specifics if available is at 10% off HP US List Price or through Custom Services specific to an procuring agency needs is at 7% off HP US List Price - Part Number YW081AA List Price of \$199.00 providing a price of \$179.10
10	1	Training	HP Care Packs for Training at 20% off HP US List Price or Custom training service at 7% off HP US List Price for Custom Services - Part Number YW081AA List Price of \$199.00 providing a price of \$159.20
11	1	Staging/Deployment	HP Care Pack for Installation/Staging/Deployment at 20% off HP List Price or Custom Services at 7% off HP US List Price for Custom Services; Part Number YW031AA List price of \$95.00 providing a price of \$76.00

Responder Name:  
**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.

Please fill in the yellow cells.

**Base Equipment (Hardware)**

L1B-1	LAPTOP 1 SKU:	D9R55AV#ABA	LAPTOP 1 LIST PRICE:	\$ 1,494.00
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Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
L1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP	Not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP ProBook 640 G1 Notebook PC	Not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	D9R55AV	D9R55AV
	<b>Dockable</b>	<b>Laptop must be dockable</b>	Dockable	included with system
	<b>Operating System</b>	<b>Windows 7 Professional 32-bit</b>	Windows 7 Professional 64-bit	D9Y84AV#ABA
	<b>Intel Processor</b>	<b>Core i5-4300U</b>	Intel Core i5-4300M (2.60 GHz w/Turbo, 3 MB L3 Cache) Processor	F3H79AV
	<b>Intel Core vPro Platform label</b>	<b>Intel Core vPro Processor</b>	Intel Core vPro Processor	D5U71AV
	<i>Intel vPro Chipset</i>	<i>Specify chipset (QM67/QS67, QM77/QS77 Express)</i>	Mobile Intel QM87	included with system
	<b>RAM - capacity, type and open slots</b>	<b>6 GB, DDR3, specify # of open slots</b>	8 GB, DDR3L, one open slot	D3B08AV
	<b>RAM - speed</b>	<b>1600 Mhz</b>	1600 MHz	included with system
	<b>Hard Drive</b>	<b>300 GB SATA hard drive 5400 rpm</b>	320 GB SATA hard drive 5400 rpm	D9R64AV
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	Integrated Intel I218LM Gigabit Network Controller (10/100/1000 NIC)	included with system
	<b>Wireless</b>	<b>Integrated 802.11a/g/n wireless networking</b>	Integrated Intel 6205 802.11abgn 2x2 wireless networking	D3B15AV
	<i>Optical Drive</i>	<i>specify if optical drive is included</i>	Not included (but supported)	D9R84AV
	<b>Weight</b>	<b>Weight maximum 4.5 pounds, specify actual weight including battery</b>	Starting at 4.40 lb (2.0 kg) (weight will vary by configuration)	included with system
	<i>Slots</i>	<i>Specify slots (such as Type II PC card OR Express Card/54)</i>	Media Card Reader - supports SD, SDHC, SDXC	included with system
	<b>Video</b>	<b>HD Graphics</b>	HD Graphics	included with system
	<i>Video - memory type (shared or discrete)</i>	<i>Specify whether memory is shared or discrete</i>	Shared	included with system
	<b>Video</b>	<b>1920 x 1080</b>	VGA port supports resolutions up to 1920 x 1200 external resolution @75 Hz; DisplayPort 1.2 supports resolutions up to 2560 x 1600, 30-bit color depth at 60 Hz, and full HD (1920 x 1080) monitors, 24-bit color depth at 120 Hz; DVI-D (single link) video signal available through DVI port in optional HP Docking Station (sold separately), supports resolutions up to 1600 x 1200 at both full and reduced blanking, and 1920 x 1200 at reduced blanking	included with system
	<b>Video - screen size and type</b>	<b>14" WXGA TFT or WLED HD</b>	14" diagonal LED-backlit HD anti-glare SVA display (1366 x 768)	D9R75AV
<b>Sound</b>	<b>Integrated sound and stereo speakers, headphone/speaker jack, line-in and microphone jacks</b>	Integrated sound and stereo speakers, headphone/line-out jack, stereo microphone in jack	included with system	
<b>Keyboard</b>	<b>Full size keyboard with pointing device or specify alternate pointing functionality</b>	Full size keyboard with touchpad	E5V23AV#ABA	
<b>USB</b>	<b>Two USB 3.0 ports</b>	Three USB 3.0 ports	included with system	
<b>Warranty</b>	<b>Manufacturer's Warranty - Minimum 1 year</b>	One year parts and labor warranty	E1L86AV#ABA	
<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	Energy Star 5.0 compliant	XU979AV	
<b>EPEAT</b>	<b>EPEAT bronze level</b>	EPEAT gold level	included with system	
<b>Primary Battery</b>	<b>Minimum 6-cell, specify battery type &amp; WHr</b>	6-cell Lithium-Ion Battery (55 WHr)	D9R49AV	

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
L10-1	Port Replicator	Provide Description	H1L07AA#ABA, HP USB 2.0 Port Replicator US	149
L10-2	Docking Station	Provide Description	A7E32AA#ABA, HP 90W Dock Station	214
L10-3	Upgrade to 250GB Solid State Drive	Provide Description	D9S01AV, 256GB SATA-3 Self Encrypted Drive Solid State Drive	400
L10-4	Upgrade to 500GB Self Encrypting Drive	Provide Description	D9R69AV, 500GB 7200RPM Self Encrypted Drive	115
L10-5	Upgrade to total 12GB RAM	Provide Description	H2P64AA, 4GB PC3-12800 (DDR3 1600 MHz)	99
L10-6	Additional Battery	Provide Description	E7U21AA, HP CA06XL Notebook Battery (Primary)	139

**BAND 2: LAPTOP #2 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.

Please fill in the yellow cells.

**Base Equipment (Hardware)**

L2B-1	LAPTOP 2 SKU:	D9S34AV#ABA	LAPTOP 2 LIST PRICE:	\$ 1,671.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP ProBook 650 G1 Notebook PC	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	D9S34AV	D9S34AV
	<b>Dockable</b>	<b>Laptop must be dockable</b>	Dockable	included with system
	<b>Operating System</b>	<b>Windows 7 Professional 32-bit</b>	Windows 7 Professional 64-bit	E0X29AV#ABA
	<b>Intel Processor</b>	<b>Core i7-4600U</b>	Intel Core i7-4600M (2.90 GHz w/Turbo, 4 MB L3 Cache) Processor	E5T61AV
	<i>Intel Core vPro Platform label</i>	<i>Intel Core vPro Processor</i>	Intel Core vPro Processor	D5U73AV
	<b>Intel vPro Chipset</b>	<b>Specify chipset (QM67/QS67, QM77/QS77 Express)</b>	Mobile Intel QM87	included with system
	<b>RAM - capacity, type and open slots</b>	<b>8 GB, DDR3, specify # of open slots</b>	8 GB, DDR3L, one open slot	D3B20AV
	<b>RAM - speed</b>	<b>1600 Mhz</b>	1600 MHz	included with system
	<b>Hard Drive</b>	<b>300 GB SATA hard drive 5400 rpm</b>	320 GB SATA hard drive 5400 rpm	D9S41AV
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	Integrated Intel I218LM Gigabit Network Controller (10/100/1000 NIC)	included with system
	<b>Wireless</b>	<b>Integrated 802.11a/g/n wireless networking</b>	Integrated Intel 6205 802.11abgn 2x2 wireless networking	D3B25AV
	<b>Optical Drive</b>	<b>specify if optical drive is included</b>	Not included (but supported)	D9S57AV
	<b>Weight</b>	<b>Weight must be less than 6 pounds, specify actual weight including battery</b>	Starting at 5.1 lb (2.32 kg) (weight will vary by configuration)	included with system
	<i>Slots</i>	<i>Specify slots (such as Type II PC card OR Express Card/54)</i>	Media Card Reader - supports SD, SDHC, SDXC	included with system
	<b>Video</b>	<b>512 MB discrete graphics</b>	AMD Radeon HD 8750M discrete graphics with 1 GB dedicated GDDR5 video memory	included with system
L2B-1	<b>Video - memory type</b>	<b>Discrete video memory</b>	Discrete video memory	included with system
	<b>Video</b>	<b>1920 x 1080</b>	VGA port supports resolutions up to 1920 x 1200 external resolution @75 Hz; DisplayPort 1.2 supports resolutions up to 2560 x 1600, 30-bit color depth at 60 Hz, and full HD (1920 x 1080) monitors, 24-bit color depth at 120 Hz; DVI-D (single link) video signal available through DVI port in optional HP Docking Station (sold separately), supports resolutions up to 1600 x 1200 at both full and reduced blanking, and 1920 x 1200 at reduced blanking	included with system
	<b>Video - screen size and type</b>	<b>15" WXGA TFT or WLED HD. Multi-Touch enabled</b>	15.6 inch LED HD SVA Anti-Glare (1366x768). From Addendum 5 Question and Answer document, Question 24 indicates that the Multi-Touch enabled requirement has been removed.	D9S52AV
	<b>Sound</b>	<b>Integrated sound and stereo speakers, headphone/speaker jack, line-in and microphone jacks</b>	Integrated sound and stereo speakers, headphone/line-out jack, stereo microphone in jack	included with system
	<b>Keyboard</b>	<b>Full size keyboard with pointing device or specify alternate pointing functionality</b>	Full size keyboard with touchpad	E5V26AV#ABA
	<b>USB</b>	<b>Two USB 3.0 ports</b>	Four USB 3.0 ports	included with system
	<b>Warranty</b>	<b>Manufacturer's Warranty - Minimum 1 year</b>	One year parts and labor warranty	E5T76AV#ABA
	<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	Energy Star 5.0 compliant	XU979AV
	<b>EPEAT</b>	<b>EPEAT bronze level</b>	EPEAT gold level	included with system
	<b>Primary Battery</b>	<b>Minimum 6-cell, specify battery type &amp; wHr</b>	6-cell Lithium-Ion Battery (55 WHr)	D9S29AV

### PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

#### COLOR PRINTER

L1P-1	PERIPHERAL 1 SKU:	CE957A	PERIPHERAL 1 LIST PRICE:	\$ 637.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
L1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LJ Pro 400 Color Printer M451dn	LJ Pro 400 Color Printer M451dn
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CE957A	CE957A#BGJ
	<b>Print speed (ppm)</b>	<b>20</b>	21 ppm	included with system
	<b>Minimum recommended print volume</b>	<b>250 pages per month</b>	750 - 2,000	included with system
	<b>Network Connection</b>	<b>Yes</b>	Yes	included with system
	<b>Two sided printing</b>	<b>Automatic</b>	Automatic	included with system
	<b>Memory</b>	<b>32 MB</b>	128 MB	included with system
	<b>Print resolution</b>	<b>600dpi</b>	600x600	included with system
	<b>Paper size</b>	<b>Letter</b>	Letter	included with system
	<b>Paper trays</b>	<b>250 sheets</b>	300 sheets	included with system
	<b>Energy Star compliance (verified at www.energystar.gov)</b>	<b>Yes</b>	Yes	included with system
<b>Warranty</b>	<b>minimum one (1) year warranty</b>	1 Year	included with system	

#### BLACK & WHITE PRINTER

L1P-2	PERIPHERAL 2 SKU:	CF399A	PERIPHERAL 2 LIST PRICE:	\$ 445.94
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
L1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LaserJet Pro 400 Printer M401dne	LaserJet Pro 400 Printer M401dne
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CF399A	CF399A#BGJ
	<b>Print speed (ppm)</b>	<b>20</b>	35 ppm	included with system
	<b>Minimum recommended print volume</b>	<b>250 pages per month</b>	750 to 3,000 pages	included with system
	<b>Network Connection</b>	<b>Yes</b>	Yes	included with system
	<b>Two sided printing</b>	<b>Automatic</b>	Automatic	included with system
	<b>Memory</b>	<b>128 MB</b>	256MB	included with system
	<b>Print resolution</b>	<b>600dpi</b>	1200 x 1200 dpi	included with system
	<b>Paper size</b>	<b>Letter</b>	Letter	included with system
	<b>Paper trays</b>	<b>250 sheets</b>	300 sheets	included with system
	<b>Energy Star compliance (verified at www.energystar.gov)</b>	<b>Yes</b>	Yes	included with system
<b>Warranty</b>	<b>minimum one (1) year warranty</b>	1 year	included with system	

PERIPHERALS 3 & 4 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

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Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

19" Monitor

3	L1P-3	PERIPHERAL 3 SKU:	C9V73AA#ABA	PERIPHERAL 3 LIST PRICE:	\$	278.00
	Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
		<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
		<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	EliteDisplay E201 20-inch LED Backlit Monitor		not applicable
		<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C9V73AA#ABA		C9V73AA#ABA
		Screen size (diagonal measure)	19 inches	20 in widescreen, diagonally measured		included with system
		Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
		Resolution	1440 x 900	1600 x 900		included with system
		Brightness	250 Nits / cd/m2	250 Nits / cd/m2		included with system
		Contrast	400 to 1	1000:1		included with system
		Response Time	8 ms	5 ms (on/off)		included with system
		Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
		VGA interface	VGA interface required	VGA interface		included with system
	L1P-3	DVI interface	DVI interface required	DVI interface		included with system
		Display Port (DP) Interface	include DP interface	DisplayPort interface included		included with system
		Cables	include DVI cable	HP DVI to DVI Cable		DC198A
		Warranty	minimum one (1) year warranty	Three year warranty		included with system
		Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
		Stand	Height-adjustable stand	Height-adjustable stand		included with system
		Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system
		<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system
		EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system
		<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system

24" MONITOR

4	L1P-4	PERIPHERAL 4 SKU:	A9P21AA#ABA	PERIPHERAL 4 LIST PRICE:	\$	429.00
	Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
		<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
		<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP Compaq LA2405x 24-inch LED Backlit LCD Monitor		not applicable
		<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	A9P21AA#ABA		A9P21AA#ABA
		Screen size (diagonal measure)	24 inches	24 in widescreen, diagonally measured		included with system
		Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
		Resolution	1920 x 1080	1920 x 1200		included with system
		Brightness	250 Nits / cd/m2	250 nits (cd/m2)		included with system
		Contrast	400 to 1	1000:1		included with system
		Response Time	8 ms	5 ms (on/off)		included with system
		Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
		<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>	VGA interface included		included with system
	L1P-4	DVI interface	DVI interface required	DVI interface		included with system
		Display Port (DP) Interface	Specify whether DP interface is included	DisplayPort interface included		included with system
		Cables	Specify whether DVI cable is included	DVI cable included		included with system
		Warranty	minimum one (1) year warranty	Three year warranty		included with system
		Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
		Stand	Height-adjustable stand	Height-adjustable stand		included with system
		Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system
		<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system
		EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system
		<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system

**BAND 2: LAPTOP - SERVICES - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

*Please fill in the yellow cells.*

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

Spec #	Description	Minimum Requirements	SERVICES	
			Manufacturer's Proposal	Manufacturer SKU #
L1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Laptop 1	If HP determines that the problem cannot be resolved remotely, HP will direct the Customer to return the defective hardware product to an HP designated repair center, where HP will provide technical support. HP will provide HP-supported parts and materials necessary to return the hardware product to operating condition. HP may, at its sole discretion, elect to replace such hardware products in lieu of repairing them. Replacement parts and products are new or functionally equivalent to new in performance. Replaced parts and products become the property of HP.	UE323E or UQ854E
L1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Laptop 1	If HP determines that the problem cannot be resolved remotely, HP will direct the Customer to return the defective hardware product to an HP designated repair center, where HP will provide technical support. HP will provide HP-supported parts and materials necessary to return the hardware product to operating condition. HP may, at its sole discretion, elect to replace such hardware products in lieu of repairing them. Replacement parts and products are new or functionally equivalent to new in performance. Replaced parts and products become the property of HP.	U4395E
L1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Laptop 1	For eligible products, specific service levels may be offered with protection against accidental damage from handling. When accidental damage protection applies, the Customer receives protection against accidental damage from handling to the covered hardware product as part of this service. Accidental damage from handling is defined as physical damage to a product caused by or resulting from a sudden and unforeseen incident, provided such damage occurs in the course of regular use. Covered perils include non-intentional liquid spills in or on the unit, drops, falls, and electrical surge, as well as damaged or broken liquid crystal displays (LCDs) and broken parts. (3 year) (Available up to 5 years)	U4399E
L1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Laptop 1	Any service required that is not covered by the base warranty (such as a failure that occurs after the warranty has expired, physical damage, upgrading hardware, relocating equipment, etc) can be provided on a time & material basis.	This is a service that will require a custom quote based on the specific requirements of the particular service need.
L1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Install customer PC Software image on HP PC products during the manufacturing process.	AY100AV
L1S-6	Image Consulting	Develop custom software image solution.	Modify customer PC software image and install it on HP PC product during the manufacturing process.	AY102AV
L1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Affix standard asset labels with customizable features and tag strings into factory-printed artwork.	AY111AV
L1S-8	Installation	Describe equipment installation services available	Single unit fee for basic onsite installation of PC device during standard M-F business hours. Connect peripherals and ensure Windows OS successful boot process. Discounted rate above 10 units per site. Additional install services available for user settings configuration and data migration.	YW037AA
L1S-9	General Consulting	Describe Consulting services available	Per device fee to provide tailored deployment services per customer project. May include advanced user settings, onsite image installations, large data migration volumes, and basic onsite training.	YW081AA
L1S-10	Training	Describe Training Services Available	Per device fee to provide tailored deployment services per customer project. May include advanced user settings, onsite image installations, large data migration volumes, and basic onsite training.	YW081AA
L1S-11	Staging/Deployment	Describe staging/deployment services	Basic onsite desk-side delivery directly to the specified end-user. Additional staging and deployment services available for scheduled delivery, consolidated and pallet delivery, unpacking and waste removal, and non-workday delivery. Decommissioning for legacy devices also available.	YW031AA

### BAND 3: TABLET - Discount Structure

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

#### 1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTILIZED:

HP US List Price

#### 2. MINIMUM BAND DISCOUNT

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

*PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.*

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	20%
ADDITIONAL CATEGORIES	DISCOUNT
<b>Tablets Specialty, Mini, Elite pad:</b> Slate, ElitePad 900	20%
<b>Tablets Ultra Light &amp; Tablet PCs:</b> 2170p, 2570, 9470m, Elitebook 810, 820	23%
<b>Tablets CTO (Configure to Order) Systems:</b> All Tablets	21%
<b>Tablet Options/Accessories:</b> All Tablets	21%
<b>Tablets HP Branded Education Software:</b> All Tablets	30%
<b>Monitors:</b> All HP Commercial Business LCD & Touchscreen Monitors	20%
<b>Monitor Options/Accessories</b>	20%
<b>Printers:</b> All HP Printers, including, but not limited to, All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models	28%
<b>Scanners:</b> All HP Scanners	28%
<b>Printer &amp; Scanner Options/Accessories</b>	28%
<b>Printer Supplies:</b> Inkjet Supplies, Media, LaserJet Supplies, Paper	10%

#### 3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	7%
ADDITIONAL CATEGORIES	DISCOUNT
<b>Hardware:</b> Third Party Manufacturer Based on approved Manufacturers by WSCA-NASPO Master Agreement Administrator	7%
<b>APC Hardware Manufacturer</b>	15%
<b>GETAC Hardware Manufacturer</b>	10%
<b>Software:</b> Off the Shelf Associated Software based on approved Manufacturers by WSCA-NASPO Master Agreement Administrator	5%

#### 4: OPTIONAL: LEASE RATES

*Provide Current lease rates*

HP offers various lease options based on a procuring entity's needs: 1) Fair Market Value (FMV)/True Lease; 2) Tax Exempt Tech Refresh; 3) Tax Exempt Installment (Purchase). As an example, the current lease rate for a 36-month FMV lease is 0.02563; for 48 months, the current rate is 0.02176. Please see Cost Proposal Section 16 for complete details and rates.

**BAND 3: TABLET - Volume Discounts**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

*Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)*

**1. Per Transaction Multiple Unit Discount**

*Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

Over 80% of the Desktop purchases have utilized HP's Big Deal Competitive Savings process with an average of 42% savings and up and beyond 55% or more depending on the desktop technology and volume purchased. Because many factors can impact special fixed pricing during a 5-year contract - such as product, configurations, supply costs, and transportation costs - HP provides firm fixed pricing based on a forward look at supply costs, so procuring entities can plan their budgets with a price that will not change when procuring from HP as negotiated based on the needs of that procuring entity during a time period that works for them, whether it is 30, 60, 90 days or the product life cycle, a year or even a longer period of time as seen in Iowa and other state standards. HP will continue to offer Per Transaction Volume Multiple Unit Volume fixed pricing based on a procuring entity's estimated technology purchases so the procuring entity can obtain the greatest savings for the full benefit of its budget dollars. Most procuring entities need the flexibility to cut multiple purchase orders at different volumes and still retain the savings not just per Purchase Order additional discounting, but the full volume. By purchasing off an awarded HP contract, procuring entities don't have to worry about an increase in price on what we negotiate for the Per Transaction Multiple Unit Volume special fixed price because their purchases are NOT tied to a specific volume on a single Purchase Order. HP volume pricing can be tied to multiple Purchase Orders for an entity - whether it is a university, a City, County, School, School District or Participating State that is planning multiple unit purchases, they can count on the stability of an HP offer and properly forecast the full expense of their purchase and achieve ongoing savings. Since technology is ever-changing, HP has provided an example seen in the Equipment Pricing Volumes for Evaluation Purposes Only. Further examples can be seen in the Cost Proposal Narrative on Per Transaction Multiple Unit Discounts. HP provides procuring entities with the most savings value with this aggressive special fixed pricing (HP calls a Big Deal) for Multiple Transaction Volume, which is priced based on the quantity and specific product or products purchased in a given time period. This gives agencies the most aggressive special fixed pricing rather than a set of discounts that may provide a perceived savings, but may actually create a fluctuation in the price per Purchase Order due to the volatility of the technology industry and a Manufacturer List Price. The Cost Proposal narrative includes an example of special fixed pricing provided for a city in Washington that had Multiple Transaction Volume purchases for its specific configurations; the example shows one purchase order savings even though this agency had multiple purchase orders. This gives you a true picture of HP's competitive pricing offering in this area and the potential savings that can be realized with an HP contract. Please note HP included estimated discounting for 100 and 1000 unit volumes for evaluation purposes only since HP provides at a fixed price.

**2. Cumulative**

*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

Under this response, HP has made significant increases in Band 1 - 3 for Quantity 1 purchases in comparison to the current contract based on the "cumulative" volume of this overall contract. During the term of a newly awarded contract and based on consistent annual volume increases in comparison to the current 2009-2014 annual volumes each year, HP will evaluate its pricing policies and structures as they apply to each product band category offered on our Pricing Schedule ("PSS") prior to the renewal and each year thereafter. As deemed necessary based on the competitive nature of our industry, HP may offer additional discounts or special discounting for a specific time by a specific product series, peripheral, grouping or band as seen through the current contract term. After review and analysis of the cumulative purchases, if HP elects to provide additional cumulative discounts, these discounts will be passed directly to the WSCA-NASPO participants and procuring entities as additional cost savings on HP products. An example of potential additional cumulative discounting is noted below.

Annual Potential Discount Increase	Potential Additional Discount Per Series or Band	Potential Special Per Series or Band
\$900,000,000.00 to \$1,000,000,000 //	1%	// 5%
\$1,000,000,001 to \$1,200,000,000 //	1%	// 6%
\$1,200,000,000 to \$1,500,000,000 //	2%	// 8%
Over \$1,500,000,001 //	3%	// 10%

In the past year, HP reviewed the cumulative purchases of the PSP's and provided even deeper fixed pricing. HP's offer with the PSP Refresh Cycle covering November 1, 2013 through April 30, 2014 continues to show realized savings on the key PSP's standards that make up the majority of purchases as seen in the Cost Proposal Narrative.

### 3. Other Discounts

*Describe additional discounts available.*

#### Bulk Purchases Volume-Based Administrative Fee Credits

Upon state request and proper coordination with either the Primary Account Representative or Field Account Manager, HP may offer any state or procuring entity volume-based administration fees based on a "Bulk Buy" volume purchases for the desktop, notebook and tablet banded products during a pre-selected time period (60-90 days). For example, if a state or procuring entity decides to do a one-time "Bulk Buy" for the purchase of 5,000 select configuration(s), the state could qualify for a one-time credit through an administrative fee as mutually agreed and negotiated with that specific procuring entity. An example of a possible credit fee structure is noted below.

Bulk Purchase	Volume Based Administrative Fee Credit
5,000 to 10,000 units	1%
10,001 to 15,000 units	1.5%
15,0001 units or more	2%

If an administration fee is agreed to by the parties, it will be credited within 30 days after the end of a "Bulk Buy" period. Actual administrative fee credits may vary depending on the overall purchase and as agreed upon by HP and the State Procurement Officer.

HP may also provide additional discounting for the PSP's or select configurations based on Bulk Purchases instead of a Volume Based Administrative Fee Credit as seen in a state's recent request for special pricing on PSP's for 10,000 unit sole Vendor selection.

HP provides procuring entities the flexibility for savings based on what meets their specific needs and requirements.

Another option is a Sole Vendor Selection administrative fee credit that may have been done based on a competitive quote award for configurations selected for standardization. Many agencies have preferred to obtain a more aggressive price but at times agencies have requested other items such as an additional administrative or technology fee credit towards technology for the agency or a loaner pool of systems. Below is an example of what may be provided as determined and as mutually agreed with the procuring entity during the competitive process and/or during the final award process for the select items when utilizing the WSCA-NASPO Computer contract.

State or Procuring Entity	// State or Procuring Entity Volume Minimums	// Volume Based Administrative Fee	// Sole Award All Products Add
Sole award for Band 1-3 Standard configurations only	// \$3-5M annually	// .25%	// .25%
Sole award for Band 1-3 Standard Configurations only	// \$5-15M annually	// .50%	// .25%
Sole Award for Band 1-3 Standard Configurations only	// \$15-25M annually	// .75%	// .25%
Sole Award for Band 1-3 Standard Configurations only	// Over \$26M annually	// 1%	// .25%

Again, HP is open and flexible to meeting the needs of procuring entities based on their Volume and Bulk purchase needs and requirements to find their savings solutions. HP works with procuring entities on their select volume or bulk configurations of HP products to show that HP is providing competitively aggressive price points for their overall savings. Market conditions affecting pricing are subject to some volatility due to the nature of the technology industry. HP's flexible options offer WSCA-NASPO procuring entities the best of both worlds by offering extremely aggressive "firm fixed" pricing covering Per Transaction Volume or Bulk Purchasing along with even more aggressive "minimum" guaranteed discount for Quantity 1. This allows procuring entities to maximize their budgets, plan technology for the fiscal year, and obtain ultimate savings.

### BAND 3: TABLET - Market Basket Pricing

Responder Name:

Hewlett-Packard Company

**Market Basket Pricing is used for EVALUATION PURPOSES ONLY.**

Please fill in the yellow cells.

#### Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	TB-1	1	ABC123	Acme - Coyote IV	\$ 1,000.00	75.00%	\$ 250.00
Tablet	T1B-1	1	B6A69AV#ABA	HP-HP ElitePad	\$ 1,071.00	20.00%	\$ 856.80
Tablet	T2B-1	1	B6A72AV#ABA	HP ElitePad-B6A72AV	\$ 1,246.00	20.00%	\$ 996.80
<b>Total</b>							<b>\$ 1,853.60</b>

#### OPTIONS/UPGRADES/PERIPHERALS

OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	T10-1	1	E5L02AA, HP ElitePad Slip Case	Case/Sleeve option - no keyboard	\$ 49.00	21.00%	\$ 38.71
Upgrade	T10-2	1	D6S54AA#ABA, HP Productivity Jacket for HP ElitePad	Case/Sleeve option - with keyboard	\$ 249.00	21.00%	\$ 196.71
Upgrade	T10-3	1	COM84AA#ABA, HP ElitePad Docking Station	Charging dock	\$ 149.00	21.00%	\$ 117.71
Upgrade	T10-4	1	A361564 Trip Lite Power Inverter 150W, H3N47AA HP ElitePad Smart AC Adapter	Car charger	\$ 86.00	21.00%	\$ 67.94
Peripheral	T1P-1	1	CE957A	Color Printer	\$ 637.00	28.00%	\$ 458.64
Peripheral	T1P-2	1	CF399A	Black & White Printer	\$ 445.94	28.00%	\$ 321.08
Peripheral	T1P-3	1	C9V73AA#ABA	19" Monitor	\$ 278.00	20.00%	\$ 222.40
Peripheral	T1P-4	1	A9P21AA#ABA	24" Monitor	\$ 429.00	20.00%	\$ 343.20
<b>Total</b>							<b>\$ 1,766.39</b>

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for T2B-1	20% off HP US List Price
Calculate price for 100 units based on volume discount provided for T2B-1	21-30% off HP US List Price (estimated) fixed price (Big Deal) Volume offer
Calculate price for 1000 units based on volume discount provided for T2B-1	30-40% off HP US List Price (estimated) fixed price (Big Deal) Volume offer

### BAND 3: TABLET - Market Basket Pricing

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

#### SERVICES

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
31.2S-1	1	Warranty Upgrade-2 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price; Part Number U0W24E List price of \$39.00 providing a price of \$31.20
31.2S-2	1	Warranty Upgrade-3 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Part Number HR205E List price of \$69.00 providing a price of \$55.20
31.2S-3	1	Warranty Upgrade-AD	HP Care Packs for Upgrades such as Accidental Damage Protection is 20% off HP US List Price - Part Number of U7C47E List Price of \$49.00 providing a price of \$39.20
31.2S-4	1	Break Fix - Non Warranty	Maintenance contracts available for Non warranty providing 18% plus additional aggregated discounts up to 25% additional discounting or \$135 to \$175 per hour plus materials and no contracted Non Warranty (Post Sales) Desktops only is \$350 up to \$700 per hour rates plus materials. Specific details can be seen on the Services section of the PSS Discount Summary
31.2S-5	1	Image Loading	Factory Image Load at 10% off HP US List or Custom on-site Image Load at 7% off HP US List for Custom Services - Part Number AY100AV List price of \$20.00 providing a price of \$18.00
31.2S-6	1	Image Consulting	Factory Image Consulting at 10% off HP US List or Custom Image Consulting on-site at 7% off HP US List for Custom Services - Part Number AY102AV List Price is \$35.00 providing a price of \$31.50
31.2S-7	1	Asset Tagging	Factory Asset Tagging at 10% off HP US List or Custom Asset Tagging at 8% off H US List for Custom Services; Part Number AY111AV List price is \$10.00 providing a price of \$9.00
31.2S-8	1	Installation	HP Care Pack Installation at 20% off HP List or Custom Installation at 7% off HP US List for Custom Services - Part Number YW037AA List Price of \$70.00 providing a price of \$56.00
31.2S-9	1	General Consulting	General consulting based on specifics if available is at 10% off HP US List Price or through Custom Services specific to an procuring agency needs is at 7% off HP US List Price - Part Number YW081AA List Price of \$199.00 providing a price of \$179.10
31.2S-10	1	Training	HP Care Packs for Training at 20% off HP US List Price or Custom training service at 7% off HP US List Price for Custom Services - Part Number YW081AA List Price of \$199.00 providing a price of \$159.20
31.2S-11	1	Staging/Deployment	HP Care Pack for Installation/Staging/Deployment at 20% off HP List Price or Custom Services at 7% off HP US List Price for Custom Services; Part Number YW031AA List price of \$95.00 providing a price of \$76.00

**Responder Name:**  
**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.**

*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

T1B-1      **TABLET 1 SKU:** B6A69AV#ABA      **TABLET 1 LIST PRICE:** \$ 1,071.00

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	<i>Manufacturer Name</i>	<i>Specify manufacturer (must be manufactured by proposer)</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP ElitePad	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	B6A69AV	B6A69AV
	<b>Operating System</b>	<b>iOS7, Android 4.1 or Windows 8.0 pro</b>	Windows 8 Pro	C2Q30AV#ABA
	<i>Processor</i>	<i>Specify Processor</i>	Intel® Atom™ Z2760 (1.5 GHz, up to 1.8 GHz using Intel Burst Technology and Intel Hyper-Threading Technology, 1 MB cache, 2 cores)	included with system
	<b>RAM - capacity</b>	<b>1 GB</b>	2 GB	included with system
	<i>RAM - speed</i>	<i>Specify memory speed</i>	533 MHz	included with system
	<b>Storage</b>	<b>16 GB</b>	32 GB	included with system
	<b>Wireless</b>	<b>Integrated 802.11n wireless networking</b>	Integrated 802.11a/b/g/n wireless networking	B3L32AV
	<b>Video</b>	<b>1280 x 800</b>	1280 x 800	included with system
	<b>Video - screen size</b>	<b>Minimum 7-inch screen</b>	10.1-inch diagonal WXGA wide-viewing angle display	B3L31AV
T1B-1	<i>Sound</i>	<i>Specify</i>	Intel Smart Audio DSP with Realtek ALC5642 codec Integrated stereo speakers Integrated microphone (dual-microphone array) (noise cancelling and beam forming) Combo stereo/headphone/microphone jack	included with system
	<b>Camera/video</b>	<b>Camera/video capability included</b>	Integrated 1080p with LED (front-facing), 8MP (rear facing)	B6A81AV
	<b>Keyboard / Touch Interface</b>	<b>Touch Interface</b>	Capacitive multi-touch screen with digitizer	WK823AV
	<b>USB</b>	<b>Specify number and type of USB ports</b>	One USB 2.0 port via HP ElitePad USB Adapter (included with unit)	C4G72AV
	<b>Warranty</b>	<b>Manufacturer Warranty - Minimum 1 year</b>	One year warranty	B6A79AV#ABA
	<b>Environmental</b>	<b>Describe Environmental Efforts</b>	IT ECO declaration, EU Directive 2006/66/EC, ROHS compliant, Waste Electrical and Electronic Equipment (WEEE) Directive - 2002/96/EC compliant	included with system
	<i>Primary Battery</i>	<i>Specify battery type and expected battery life &amp; wHr</i>	2-cell (25 WHr) polymer HP Long Life battery, Battery life up to 10 hours and 30 minutes	B3L26AV

**OPTIONS/UPGRADES**

Spec #	Options	Minimum Requirements	Manufacturer's SKU #	List price
T10-1	Case/Sleeve option - no keyboard	Provide description	E5L02AA, HP ElitePad Slip Case	49
T10-2	Case/Sleeve option - with keyboard	Provide description	D6S54AA#ABA, HP Productivity Jacket for HP ElitePad	249
T10-3	Charging dock	Provide description	C0M84AA#ABA, HP ElitePad Docking Station	149
T10-4	Car charger	Provide description	A361564 Trip Lite Power Inverter 150W, H3N47AA HP ElitePad Smart AC Adapter	86

### BAND 3: TABLET #2 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

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Please fill in the yellow cells.

#### Base Equipment (Hardware)

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T2B-1	TABLET 2 SKU: <b>B6A72AV#ABA</b>		TABLET 2 LIST PRICE: \$ <b>1,246.00</b>	
	<i>Manufacturer Name</i>	<i>Specify manufacturer (must be manufactured by proposer)</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP ElitePad	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	B6A72AV	B6A72AV
	<b>Operating System</b>	<b>iOS7, Android 4.1 or Windows 8.0 pro</b>	Windows 8 Pro	D3X46AV#ABA
	<i>Processor</i>	<i>Specify Processor</i>	Intel® Atom™ Z2760 (1.5 GHz, up to 1.8 GHz using Intel Burst Technology and Intel Hyper-Threading Technology, 1 MB cache, 2 cores)	included with system
	<b>RAM - capacity</b>	<b>2 GB</b>	2 GB	included with system
	<i>RAM - speed</i>	<i>Specify memory speed</i>	533 MHz	included with system
	<b>Storage</b>	<b>64 GB</b>	64 GB	included with system
	<b>Wireless</b>	<b>Integrated 802.11n wireless networking</b>	Integrated 802.11a/b/g/n wireless networking	B3L32AV
	<b>Additional Wireless</b>	<b>3G, 4G, LTE</b>	HP hs3120 HSPA+ Mobile Broadband	D3X45AV
	<b>Bluetooth</b>	<b>Bluetooth ability</b>	Bluetooth 4.0 included	included with system
	<b>Video</b>	<b>1280 x 800</b>	1280 x 800	included with system
T2B-1	<b>Video - screen size</b>	<b>Minimum 10-inch screen</b>	10.1-inch diagonal WXGA wide-viewing angle display	B3L31AV
	<i>Sound</i>	<i>Specify</i>	Intel Smart Audio DSP with Realtek ALC5642 codec Integrated stereo speakers Integrated microphone (dual-microphone array) (noise cancelling and beam forming) Combo stereo/headphone/microphone jack	included with system
	<b>Camera/video</b>	<b>Camera/video capability included</b>	Integrated 1080p with LED (front-facing), 8MP (rear facing)	B6A81AV
	<b>Keyboard / Touch Interface</b>	<b>Touch Interface</b>	Capacitive multi-touch screen with digitizer	WK823AV
	<b>USB</b>	<b>Specify number and type of USB ports</b>	One USB 2.0 port via HP ElitePad USB Adapter (included with unit)	C4G72AV
	<b>Warranty</b>	<b>Manufacturer Warranty - Minimum 1 year</b>	One year warranty	B6A79AV#ABA
	<b>Environmental</b>	<b>Describe Environmental Efforts</b>	IT ECO declaration, EU Directive 2006/66/EC, ROHS compliant, Waste Electrical and Electronic Equipment (WEEE) Directive - 2002/96/EC compliant	included with system
	<i>Primary Battery</i>	<i>Specify battery type and expected battery life &amp; wHr</i>	2-cell (25 WHr) polymer HP Long Life battery, Battery life up to 10 hours and 30 minutes	B3L26AV

#### OPTIONS/UPGRADES

Spec #	Options	Minimum Requirements	Manufacturer & SKU #	List Price
T20-1	Case/Sleeve option - no keyboard	Provide description	E5L02AA, HP ElitePad Slip Case	49
T20-2	Case/Sleeve option - with keyboard	Provide description	D6S54AA#ABA, HP Productivity Jacket for HP ElitePad	249
T20-3	Charging dock	Provide description	C0M84AA#ABA, HP ElitePad Docking Station	149
T20-4	Car charger	Provide description	A361564 Trip Lite Power Inverter 150W, H3N47AA HP ElitePad Smart AC Adapter	86

## PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

### COLOR PRINTER

T1P-1	<b>PERIPHERAL 1 SKU:</b>	<b>CE957A</b>	<b>PERIPHERAL 1 LIST PRICE:</b>	<b>\$ 637.00</b>
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Mfg SKU#</b>
T1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LJ Pro 400 Color Printer M451dn	LJ Pro 400 Color Printer M451dn
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CE957A	CE957A#BGJ
	<b>Print speed (ppm)</b>	20	21 ppm	included with system
	<b>Minimum recommended print volume</b>	250 pages per month	750 - 2,000	included with system
	<b>Network Connection</b>	Yes	Yes	included with system
	<b>Two sided printing</b>	Automatic	Automatic	included with system
	<b>Memory</b>	32 MB	128 MB	included with system
	<b>Print resolution</b>	600dpi	600x600	included with system
	<b>Paper size</b>	Letter	Letter	included with system
	<b>Paper trays</b>	250 sheets	300 sheets	included with system
	<b>Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a>)</b>	Yes	Yes	included with system
<b>Warranty</b>	minimum one (1) year warranty	1 Year	included with system	

### BLACK & WHITE PRINTER

T1P-2	<b>PERIPHERAL 2 SKU:</b>	<b>CF399A</b>	<b>PERIPHERAL 2 LIST PRICE:</b>	<b>\$ 445.94</b>
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Mfg SKU#</b>
T1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LaserJet Pro 400 Printer M401dne	LaserJet Pro 400 Printer M401dne
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CF399A	CF399A#BGJ
	<b>Print speed (ppm)</b>	20	35 ppm	included with system
	<b>Minimum recommended print volume</b>	250 pages per month	750 to 3,000 pages	included with system
	<b>Network Connection</b>	Yes	Yes	included with system
	<b>Two sided printing</b>	Automatic	Automatic	included with system
	<b>Memory</b>	128 MB	256MB	included with system
	<b>Print resolution</b>	600dpi	1200 x 1200 dpi	included with system
	<b>Paper size</b>	Letter	Letter	included with system
	<b>Paper trays</b>	250 sheets	300 sheets	included with system
	<b>Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a>)</b>	Yes	Yes	included with system
<b>Warranty</b>	minimum one (1) year warranty	1 year	included with system	

**PERIPHERALS 3 & 4 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

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Please fill in the yellow cells.

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**19" Monitor**

T1P-3	<b>PERIPHERAL 3 SKU:</b>	<b>C9V73AA#ABA</b>	<b>PERIPHERAL 3 LIST PRICE:</b>	<b>\$ 278.00</b>
Spec #	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Mfg SKU#</b>
T1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	EliteDisplay E201 20-inch LED Backlit Monitor	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C9V73AA#ABA	C9V73AA#ABA
	Screen size (diagonal measure)	19 inches	20 in widescreen, diagonally measured	included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible	included with system
	Resolution	1440 x 900	1600 x 900	included with system
	Brightness	250 Nits / cd/m2	250 Nits / cd/m2	included with system
	Contrast	400 to 1	1000:1	included with system
	Response Time	8 ms	5 ms (on/off)	included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)	included with system
	VGA interface	VGA interface required	VGA interface	included with system
	DVI interface	DVI interface required	DVI interface	included with system
	Display Port (DP) Interface	include DP interface	DisplayPort interface included	included with system
	Cables	include DVI cable	HP DVI to DVI Cable	DC198A
	Warranty	minimum one (1) year warranty	Three year warranty	included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant	included with system
	Stand	Height-adjustable stand	Height-adjustable stand	included with system
Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)	included with system	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included	included with system	
EPEAT	EPEAT BRONZE level	EPEAT gold level	included with system	
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	RoHS compliant	included with system	

**24" MONITOR**

T1P-4	<b>PERIPHERAL 4 SKU:</b>	<b>A9P21AA#ABA</b>	<b>PERIPHERAL 4 LIST PRICE:</b>	<b>\$ 429.00</b>
Spec #	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Mfg SKU#</b>
T1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP	not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP Compaq LA2405x 24-inch LED Backlit LCD Monitor	not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	A9P21AA#ABA	A9P21AA#ABA
	Screen size (diagonal measure)	24 inches	24 in widescreen, diagonally measured	included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible	included with system
	Resolution	1920 x 1080	1920 x 1200	included with system
	Brightness	250 Nits / cd/m2	250 nits (cd/m2)	included with system
	Contrast	400 to 1	1000:1	included with system
	Response Time	8 ms	5 ms (on/off)	included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)	included with system
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>	VGA interface included	included with system
	DVI interface	DVI interface required	DVI interface	included with system
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>	DisplayPort interface included	included with system
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>	DVI cable included	included with system
	Warranty	minimum one (1) year warranty	Three year warranty	included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant	included with system
	Stand	Height-adjustable stand	Height-adjustable stand	included with system
Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)	included with system	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included	included with system	
EPEAT	EPEAT BRONZE level	EPEAT gold level	included with system	
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	RoHS compliant	included with system	

**BAND 3: TABLET - SERVICES - Market Basket Specs**

Responder Name:  
**Hewlett-Packard Company**  
*Please fill in the yellow cells.*  
**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**  
**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**  
**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

Spec #	Description	Minimum Requirements	SERVICES	
			Manufacturer's Proposal	Manufacturer SKU #
T1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Tablet 1	If HP determines that the problem cannot be resolved remotely, HP will direct the Customer to return the defective hardware product to an HP designated repair center, where HP will provide technical support. HP will provide HP-supported parts and materials necessary to return the hardware product to operating condition. HP may, at its sole discretion, elect to replace such hardware products in lieu of repairing them. Replacement parts and products are new or functionally equivalent to new in performance. Replaced parts and products become the property of HP.	U0W24E
T1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Tablet 1	If HP determines that the problem cannot be resolved remotely, HP will direct the Customer to return the defective hardware product to an HP designated repair center, where HP will provide technical support. HP will provide HP-supported parts and materials necessary to return the hardware product to operating condition. HP may, at its sole discretion, elect to replace such hardware products in lieu of repairing them. Replacement parts and products are new or functionally equivalent to new in performance. Replaced parts and products become the property of HP.	HR205E
T1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Tablet 1	For eligible products, specific service levels may be offered with protection against accidental damage from handling. When accidental damage protection applies, the Customer receives protection against accidental damage from handling to the covered hardware product as part of this service. Accidental damage from handling is defined as physical damage to a product caused by or resulting from a sudden and unforeseen incident, provided such damage occurs in the course of regular use. Covered perils include non-intentional liquid spills in or on the unit, drops, falls, and electrical surge, as well as damaged or broken liquid crystal displays (LCDs) and broken parts. (3 year) (Available up to 5 years)	U7C47E
T1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Tablet 1	Any service required that is not covered by the base warranty (such as a failure that occurs after the warranty has expired, physical damage, upgrading hardware, relocating equipment, etc) can be provided on a time & material basis.	This is a service that will require a custom quote based on the specific requirements of the particular service need.
T1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Install customer PC Software image on HP PC products during the manufacturing process.	AY100AV
T1S-6	Image Consulting	Develop custom software image solution.	Modify customer PC software image and install it on HP PC product during the manufacturing process.	AY102AV
T1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Affix standard asset labels with customizable features and tag strings into factory-printed artwork.	AY111AV
T1S-8	Installation	Describe equipment installation services available	Single unit fee for basic onsite installation of PC device during standard M-F business hours. Connect peripherals and ensure Windows OS successful boot process. Discounted rate above 10 units per site. Additional install services available for user settings configuration and data migration.	YW037AA
T1S-9	General Consulting	Describe Consulting services available	Per device fee to provide tailored deployment services per customer project. May include advanced user settings, onsite image installations, large data migration volumes, and basic onsite training.	YW081AA
T1S-10	Training	Describe Training Services Available	Per device fee to provide tailored deployment services per customer project. May include advanced user settings, onsite image installations, large data migration volumes, and basic onsite training.	YW081AA
T1S-11	Staging/Deployment	Describe staging/deployment services	Basic onsite desk-side delivery directly to the specified end-user. Additional staging and deployment services available for scheduled delivery, consolidated and pallet delivery, unpacking and waste removal, and non-workday delivery. Decommissioning for legacy devices also available.	YW031AA

BAND 4: SERVER - Discount Structure	
<b>Responder Name:</b>	
Hewlett-Packard Company	
<i>Please fill in the yellow cells.</i>	
<b>1. BASELINE PRICING</b>	
IDENTIFY BASELINE/LIST PRICING UTILIZED:	HP US List
<b>2. MINIMUM BAND DISCOUNT</b>	
<i>PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.</i>	
<i>PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.</i>	
<b>CATEGORY NAME</b>	<b>DISCOUNT</b>
MINIMUM DISCOUNT FOR BAND	14%
<b>ADDITIONAL CATEGORIES</b>	<b>DISCOUNT</b>
<b>Servers Entry Level Industry Standard:</b> ML110, ML115	14%
<b>Servers Entry Level Industry Standard:</b> DL120, DL140, DL145, DL160, DL165, DL180, DL185, DL320, ML310; Manufacturing Services, Factory Express	20%
<b>Servers Entry Level Industry Standard-Core Servers and Options; Blade Servers and Options (including Virtual Connect); Scaleable Datacenter Infrastructure; Volume Software:</b> DL360, DL380, DL385, DL580, DL585, ML350, ML370, ML570; BL260c, BL460c, BL465c, BL480c, BL680c, BL685c; SGI, Moonshot; ProLiant Essentials	27%
<b>Servers Entry Level Business Critical-Integrity Products &amp; Cross Entry Level Integrity Accessories:</b> rx16x0 & Integrity Entry Level Accessories; rx26x0/rx36x0 & Related Accessories; cx26x0/cc33x0 & Related Accessories; rx2800 & Related Accessories	20%
<b>Servers Entry Level Business Critical-Integrity Products &amp; Cross Entry Level Integrity Accessories:</b> rx46x0/rx66x0 & Related Accessories	26%
<b>Servers Entry Level Business Critical-PA Risk Products &amp; Cross Entry Level PA Risk Accessories:</b> rp34x0 & PA Entry Level Accessories; rp44x0 & Related Accessories	35%
<b>Servers Mid-Range Level Business Critical-Integrity Cell Based Servers - Products &amp; Cross Integrity Accessories:</b> rx76x0 & Integrity Mid Range Accessories (rx7620, rx7640 Server); rx86x0 & Related Accessories (rx8620, rx8640); Mid Range IA iCAP & Related Accessories; Cell-Bladed Servers & Accessories SD2; rx26xx, rx66xx, Telco Accessories; Integrity Serv Opt - Enterprise - Memory, Open VMS Layered Software, rx86xx; Open VMS Operating Systems, Integrity Software - Windows, 9000/Integrity SW - Linux - 3rd Party, HP-UX Software - Enterprise	30%
<b>Servers Mid-Range Level Business Critical-PA Risk Products &amp; Cross Mid Range PA Risk Accessories:</b> rp74xx & HP9000 Mid Range Accessories (rp7420 , rp7440); rp84xx & Related Accessories (rp8420, rp8440, iCAP); Mid Range PA iCAP & Related Accessories; Legacy rp74xx / 84xx & Related Accessories (Upgrades & Re-marketed Products Only)	32%
<b>Servers High-End Level Business Critical-Cell Based &amp; Cross High End PA Risk &amp; IA Accessories:</b> PA Superdome SD1; IA Superdome & Shared PA / IA Superdome Accessories; Superdome iCAP & Related Accessories	32%
<b>Servers High-end Level Business Critical-Cross Integrity and PA Risk Accessory Products:</b> Miscellaneous Options & Accessory Products High; Miscellaneous Options & Accessory Products Mid	30%
<b>Servers High-end Level Business Critical-PA Risk &amp; IA Blade Servers &amp; Accessories:</b> BL60p & Related Accessories; BL860c, BL860 i2, BL460c & Related Accessories; BL870c, BL870 i2 & Related Products; BL890 i2 Products; BL8x0 i2 Family Common Accessories	30%
<b>Servers High-End Level Business Critical:</b> DL785 Servers and DL980 Servers	20%
<b>Servers SAP HANA:</b> App System SAP Hana	26%
<b>Monitors:</b> All HP Commercial Business LCD & Touchscreen Monitors	20%
<b>Monitor Options/Accessories</b>	20%
<b>Printers:</b> All HP Printers, including, but not limited to, All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models	28%
<b>Scanners:</b> All HP Scanners	28%
<b>Printer &amp; Scanner Options/Accessories</b>	28%
<b>Printer Supplies:</b> Inkjet Supplies, Media, LaserJet Supplies, Paper	10%
<b>HP Branded Software:</b> Client Software Licenses and Support, Per Socket 8, 16 & 32 Socket Sized Server Licenses	30%
<b>HP Branded Software:</b> Per Socket 2 and 4 Socket Tier Licenses	25%
<b>3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT</b>	
<b>CATEGORY NAME</b>	<b>DISCOUNT</b>
THIRD PARTY MINIMUM DISCOUNT FOR BAND	7%
<b>ADDITIONAL CATEGORIES</b>	<b>DISCOUNT</b>
Third Party Hardware Manufacturer Products	7%
APC Third Party Manufacturer Products	15%
Third Party Software Manufacturer Products	5%
Server Operating Environments & Layered Software	27%
<b>4: OPTIONAL: LEASE RATES</b>	
<i>Provide Current lease rates</i>	
HP offers various lease options based on a procuring entity's needs: 1) Fair Market Value (FMV)/True Lease; 2) Tax Exempt Tech Refresh; 3) Tax Exempt Installment (Purchase). As an example, the current lease rate for a 36-month FMV lease is 0.02505; for 48 months, the current rate is 0.02034. Please see Cost Proposal Section 16 for complete details and rates.	

**BAND 4: SERVER - Volume Discounts**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

*Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)*

**1. Per Transaction Multiple Unit Discount**

*Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

Server/Storage Average discount Per Transaction Multiple Unit Discount has been 43% or more utilizing HP's Big Deal Savings process depending on the technology purchased and volume. Because many factors can impact special fixed pricing during a 5-year contract - such as product, configurations, supply costs, and transportation costs - HP provides firm fixed pricing based on a forward look at supply costs, so procuring entities can plan their budgets with a price that will not change when procuring from HP as negotiated based on the needs of that procuring entity during a time period that works for them, whether it is 30, 60, 90 days or the product life cycle, a year or even a longer period of time as mutually agreed. HP will continue to offer Per Transaction Volume Multiple Unit Volume fixed pricing based on a procuring entity's estimated technology purchases so the procuring entity can obtain the greatest savings for the full benefit of its budget dollars. Most procuring entities need the flexibility to cut multiple purchase orders at different volumes and still retain the savings not just per Purchase Order additional discounting, but the full volume. By purchasing off an awarded HP contract, procuring entities don't have to worry about an increase in price on what we negotiate for the Per Transaction Multiple Unit Volume special fixed price because their purchases are NOT tied to a specific volume on a single Purchase Order. HP volume pricing can be tied to multiple Purchase Orders for their entity - whether it's a University, a City, County, School, School District or Participating State that is planning multiple unit purchases, they can count on the stability of an HP offer and properly forecast the full expense of their purchase and achieve ongoing savings. Discounts for Per Transaction Multiple Unit Discounts are deeper and can go deeper depending on the product, volume and other required items at the time of the purchase. Since technology is ever-changing HP has provided an example seen in the Equipment Pricing Volumes for Evaluation Purposes Only.

**2. Cumulative**

*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

During the term of a newly awarded contract and based on consistent annual volume increases in comparison to the current 2009-2014 annual volumes each year, HP will evaluate its pricing policies and structures as they apply to each product band category offered on our Pricing Schedule ("PSS") prior to the renewal and each year thereafter. As deemed necessary based on the competitive nature of our industry, HP may offer additional discounts or special discounting for a specific time by a specific product series, peripheral, grouping or band as seen through the current contract term. After review and analysis of the cumulative purchases, if HP elects to provide additional cumulative discounts, these discounts will be passed directly to the WSCA-NASPO participants and procuring entities as additional cost savings on HP products. An example of potential additional cumulative discounting is noted below.

Annual Potential Discount Increase	Potential Additional Discount Per Series or Band	Potential Special Per Series or Band
\$900,000,000.00 to \$1,000,000,000 //	1%	// 5%
\$1,000,000,001 to \$1,200,000,000 //	1%	// 6%
\$1,200,000,000 to \$1,500,000,000 //	2%	// 8%
Over \$1,500,000,001 //	3%	// 10%

**3. Other Discounts**

*Describe additional discounts available.*

Server Band products are typically purchased in a project based solution. HP would agree to make available special volume pricing (Big Deal) upon request for large bulk or Project based purchases.

### BAND 4: SERVER - Market Basket Pricing

**Responder Name:**

Hewlett-Packard Company

**Market Basket Pricing is used for EVALUATION PURPOSES ONLY.**

Please fill in the yellow cells.

#### Base Equipment (Hardware)

**BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER**

**PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB**

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE	
Example	SEB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00	
Server	SE1B-1	1	653200-B21	SERVER 1	\$ 2,869.00	27.00%	\$ 2,094.37	
Server	SE2B-1	1	686792-B21	SERVER 2	\$ 5,265.00	27.00%	\$ 3,843.45	
<b>Total</b>							<b>\$</b>	<b>5,937.82</b>

#### OPTIONS/UPGRADES/PERIPHERALS

**OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS**

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE	
Option	SE10-1	16	647899-B21	Upgrade to 128 GB installed RAM	\$ 200.00	27.00%	\$ 146.00	
Peripheral	SE1P-1	1	CE957A	Black & White Printer	\$ 637.00	28.00%	\$ 458.64	
Peripheral	SE1P-2	1	CF399A	Color Printer	\$ 445.94	28.00%	\$ 321.08	
Peripheral	SE1P-3	1	C9V73AA#ABA	19" Monitor	\$ 278.00	20.00%	\$ 222.40	
Peripheral	SE1P-4	1	A9P21AA#ABA	24" Monitor	\$ 429.00	20.00%	\$ 343.20	
<b>Total</b>							<b>\$</b>	<b>1,491.32</b>

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for SE2B-1	Server Band products are typically purchased in a project based solution. HP would agree to provide special volume pricing (Big Deal) available upon request for large bulk or Project based purchases
Calculate price for 100 units based on volume discount provided for SE2B-1	Server Band products are typically purchased in a project based solution. HP would agree to provide special volume pricing (Big Deal) available upon request for large bulk or Project based purchases
Calculate price for 1000 units based on volume discount provided for SE2B-1	Server Band products are typically purchased in a project based solution. HP would agree to provide special volume pricing (Big Deal) available upon request for large bulk or Project based purchases

### BAND 4: SERVER - Market Basket Pricing

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

#### SERVICES

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
SES-1	1	Warranty Upgrade-2 yr	Most Systems include a 3 year standard warranty; HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price
SES-2	1	Warranty Upgrade-3 yr	Most Systems include a 3 year standard warranty; HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price
SES-3	1	Warranty Upgrade-AD	Not applicable to this product; HP Care Packs for Upgrades such as Accidental Damage Protection is 20% off HP US List Price
SES-4	1	Break Fix - Non Warranty	Maintenance contracts available for Non warranty providing 18% plus additional aggregated discounts up to 25% additional discounting or \$135 to \$175 per hour plus materials and no contracted Non Warranty (Post Sales) Desktops only is \$350 up to \$700 per hour rates plus materials. Specific details can be seen on the Services section of the PSS Discount Summary
SES-5	1	Image Loading	Factory Image Load at 10% off HP US List or Custom on-site Image Load at 7% off HP US List for Custom Services; Part Number HA843A1 List Price at \$85.00 providing a price of \$76.50
SES-6	1	Image Consulting	Factory Image Consulting at 10% off HP US List or Custom Image Consulting on-site at 7% off HP US List for Custom Services
SES-7	1	Asset Tagging	Factory Asset Tagging at 10% off HP US List or Custom Asset Tagging at 8% off H US List for Custom Services; Part Number HA840A1 List Price of \$11.00 providing a price of \$9.90
SES-8	1	Installation	HP Care Pack Installation at 20% off HP List or Custom Installation at 7% off HP US List for Custom Services - HP Part HA114A1 5A6 List Price at \$1675.00 providing a price of \$1,340.00
SES-9	1	General Consulting	General consulting based on specifics if available is at 7% off HP US Commercial List Price ; HP Part H7B28A1 List Price at \$13,400 providing a price of \$12,462.00
SES-10	1	Training	HP Care Packs for Training at 20% off HP US List Price or Custom training service at 7% off HP US List Price for Custom Services; Part Number UC818E List Price of \$100.00 providing a price of \$80.00
SES-11	1	Staging/Deployment	HP Care Pack for Installation/Staging/Deployment at 20% off HP List Price or Custom Services at 7% off HP US List Price for Custom Services; Part Number HA113A1 5A6 List Price of \$1,675.00 providing a price of \$1,340.00

### BAND 4: SERVER #2 - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.

*Please fill in the yellow cells.*

#### Base Equipment (Hardware)

SE1B-1	SERVER 2 SKU:	653200-B21	SERVER 2 LIST PRICE:	\$ 2,869.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Processor Socket(s)	Two	Two	System Specification- included with system
	Processor	Two Intel Xeon E5-2600 series (2.6GHz, 8-core)	HP DL380p Gen8 Intel® Xeon® E5-2670 (2.6GHz/8-core/20MB/ 115W) Processor Kit	662240-B21
	RAM - Installed Capacity, type and speed	64 GB DDR3	(8) HP 8GB 1Rx4 PC3-12800R-11 Kit	647899-B21
	RAM - Minimum expansion capability	768 GB	Maximum Capacity (LRDIMM) 768GB (24 x 32GB LRDIMM @1066MHz)	System Specification- included with system
	RAM - memory slots	24 slots total	Up to 24 DIMM slots available for higher Memory capacity	System Specification- included with system
	Hard Drive(s) installed	None required	No drive installed	No drives installed
	Internal disk capability	Capable of housing 2 or more internal hard disks	Standard: 8SFF drive bays total with Optical Bay Optional: +8SFF drive bay (total of 16SFF drive bays)	System Specification- included with system
	Disk Controller	Included (specify type)	HP Smart Array P420i/ZM (RAID 0/1/1+0)	Included with system
	Optical Drive	DVD-ROM drive	HP 12.7mm SATA DVD ROM Jb Kit	652232-B21
	Network	Dual Port GB Ethernet network interface(10/100/1000)	HP Ethernet 1GbE 4P 331T Adptr	647594-B21
	Slots	2 or more PCIe 3.0 x16 slots	4 PCIe 3.0 x16 slots	System Specification- included with system
	Full or Half - height slots	Half-height slots	1 PCIe 3.0 X16 X16 7 Full Length, Full Height Slot Proc 1 2 PCIe 3.0 X8 X8 10 Half Length, Full Height Slot Proc 1 3 PCIe 2.0 X4 X8 13 Half Length, Full Height Slot Chipset	System Specification- included with system
	video	HD Graphics	NVIDIA Quadro 4000 2GB PCI-E Adapter	WS095AA
	USB Ports - total	4 USB 2.0 Ports	4 USB 2.0 Ports	System Specification- included with system
	<i>USB Ports - front side and internal</i>	<i>Specify number of USM ports front side and internal</i>	Up to 7 total: up to 2 front, 4 back, 1 internal	System Specification- included with system
	Warranty	Manufacturer Warranty Minimum 1 year	3-year Parts and On-site Labor, Next Business Day	System Specification- included with system
	Form Factor	Rack Mountable	Rack Mountable	System Specification- included with system
	<i>Device Height</i>	<i>Specify Height in "U"</i>	2U	System Specification- included with system
	Rack Hardware (rails)	Included (specify type)	HP 2U Small Form Factor ball Bearing Gen 8 Rail Kit with CMA	663478-B21
	<i>Energy Star</i>	<i>Specify if Energy Star 1.0 Tier 1 compliant</i>	Energy Star 1.0 Tier 1 Compliant	System Specification- included with system
	<i>Power</i>	<i>Specify Power Connect Type (NEMA of IEC)</i>	HP ProLiant servers ships with an IEC-IEC power cord used for rack mounting with Power Distribution Units (PDUs).	System Specification- included with system

SE1B-1	<i>Power - BTU Rating</i>	<i>Specify BTU Rating</i>	For 1200 W Power Supply: 3530 BTU/hr (at 100 VAC), 4600 BTU/hr (at 200 VAC) For 750 W Power Supply: 2925 BTU/hr (at 100 VAC), 2812 BTU/hr (at 200 VAC) For 460 W Power Supply: 1794 BTU/hr (at 100 VAC), 1725 BTU/hr (at 200 VAC)	System Specification- included with system
	<i>Power - Watts</i>	<i>Specify Watts (min. and max.)</i>	Rated Steady-State Power For 1200 W Power Supply: 800 W (at 100 VAC), 900 W (at 120 VAC), 1200 W (at 200 to 240 VAC) For 750 W Power Supply: 750 W (at 100 to 120 VAC), 750 W (at 200 to 240 VAC) For 460 W Power Supply: 460 W (at 100 to 120 VAC), 460 W (at 200 to 240 VAC) Maximum Peak Power For 1200 W Power Supply: 800 W (at 100 VAC), 900 W (at 120 VAC), 1200 W (at 200 to 240 VAC) For 750 W Power Supply: 750 W (at 100 to 120 VAC), 750 W (at 200 to 240 VAC) For 460 W Power Supply: 460 W (at 100 to 120 VAC), 460 W (at 200 to 240 VAC)	System Specification- included with system
	<i>Power - Single Phase</i>	<i>Specify Single Phase Standard</i>	HP 8.3kVA 40A Single Input Single Phase NA/JP Monitored Power Distribution Unit	AF520A
	<i>Power - Three phase</i>	<i>Specify Three phase is available</i>	HP 8.6kVA 24A Single Input Three Phase NA/JP Monitored Power Distribution Unit	AF522A
	<b>Power Redundancy</b>	<b>Dual Power Supply capable</b>	(2) HP 460W Common Slot Gold Hot Plug Power Supply Kit	503296-2PS
	<i>Operating Systems Supported</i>	<i>Specify What is supported</i>	Microsoft Windows Server Canonical Ubuntu Red Hat Enterprise Linux (RHEL) SUSE Linux Enterprise Server (SLES) Oracle Solaris	System Specification- included with system
	<i>Automated Deployment Kit</i>	<i>Specify what is provided</i>	HP Install DL38x(p) Service	U4554E

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
SE10-1	<b>Upgrade to 128 GB installed RAM</b>	<b>Provide description and SKU</b>	HP 8GB 1Rx4 PC3-12800R-11 Kit ( 647899-B21)	<b>200</b>

**BAND 4: SERVER #2 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.

*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

SE2B-1	SERVER 2 SKU:	686792-B21	SERVER 2 LIST PRICE:	\$	5,265.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #	
	Processor Socket(s)	Four	Four	System Specification- included with system	
	Processor	<b>Four Intel Xeon E5-4640 series (2.4Ghz, 8-core)</b>	Intel® Xeon® E5-4640 (2.4GHz/8-core/20MB/95W) Processor	686845-L21	
	RAM - Installed Capacity, type and speed	64 GB DDR3	(8) HP 8GB 1Rx4 PC3-12800R-11 Kit	690802-B21	
	RAM - Minimum expansion capability	192 GB	1.5TB (48x 32GB RDIMM @1600MHz)	647903-B21	
	RAM - memory slots	24 slots total	48 (12 DIMM slots per processor /4 channels per processor/3 DIMMs per channel)	System Specification- included with system	
	Hard Drive(s) installed	None required	Non installed	Non installed	
	Internal disk capability	Capable of housing 2 or more internal hard disks	5SFF drive bays total	System Specification- included with system	
	Disk Controller	Included (specify type)	HP Smart Array P420i/ZM	System Specification- included with system	
	Optical Drive	DVD-ROM drive	HP Mobile USB Non Leaded System DVD RW Drive	701498-B21	
	Network	Dual Port GB Ethernet network interface(10/100/1000)	HP Ethernet 1GB 4-port 366FLR FIO Adapter	684217-B21	
	Slots	2 or more PCIe 3.0 x16 slots	3 PCIe 3.0x16	System Specification- included with system	
	Full or Half - height slots	Half-height slots	1 PCIe 3.0 X16 X16 7 Full Length, Full Height Slot Proc 1 2 PCIe 3.0 X8 X8 10 Half Length, Full Height Slot Proc 1 3 PCIe 2.0 X4 X8 13 Half Length, Full Height Slot Chipset	System Specification- included with system	
	video	HD Graphics	Matrox G200 video standard	Included with system	
	USB Ports - total	4 USB 2.0 Ports	7 USB 2.0 Ports	System Specification- included with system	
SE2B-1	<i>USB Ports - front side and internal</i>	<i>Specify number of USM ports front side and internal</i>	2 front, 4 back, 1 internal	System Specification- included with system	
	Warranty	Manufacturer Warranty Minimum 1 year	3yr Parts and On-site Labor, Next Business Day	System Specification- included with system	
	Form Factor	Rack Mountable	Rack Mountable	System Specification- included with system	
	<i>Device Height</i>	<i>Specify Height in "U"</i>	2U	System Specification- included with system	
	Rack Hardware (rails)	Included (specify type)	HP Ball Bearing Rail Kit/Cable Management Arm Standard	Included with system	
	<i>Energy Star</i>	<i>Specify if Energy Star 1.0 Tier 1 compliant</i>	Energy Star 1.0 Tier 1 Compliant	System Specification- included with system	

<i>Power</i>	<i>Specify Power Connect Type (NEMA or IEC)</i>	NEMA	System Specification- included with system
<i>Power - BTU Rating</i>	<i>Specify BTU Rating</i>	For 1200 W Power Supply: 3530 BTU/hr (at 100 VAC), 4600 BTU/hr (at 200 VAC)	System Specification- included with system
<i>Power - Watts</i>	<i>Specify Watts (min. and max.)</i>	Rated Steady-State Power For 1200 W Power Supply: 800 W (at 100 VAC), 900 W (at 120 VAC), 1200 W (at 200 to 240 VAC) Maximum Peak Power For 1200 W Power Supply: 800 W (at 100 VAC), 900 W (at 120 VAC), 1200 W (at 200 to 240 VAC) For 750 W Power Supply: 750 W (at 100 to 120 VAC), 750 W (at 200 to 240 VAC) For 460 W Power Supply: 460 W (at 100 to 120 VAC), 460 W (at 200 to 240 VAC)	System Specification- included with system
<i>Power - Single Phase</i>	<i>Specify Single Phase Standard</i>	HP 4.9kVA 24A Single Phase NA/JP Core Intelligent Modular Power Distribution Unit	AF520A
<i>Power - Three phase</i>	<i>Specify Three phase is available</i>	HP 8.6kVA 24A Three Phase NA/JP Core Intelligent Modular Power Distribution Unit	AF522A
<b>Power Redundancy</b>	<b>Dual Power Supply capable</b>	(2) HP 1200W CS Platinum Plus Hot Plug Power Supply	656364-B21
<i>Operating Systems Supported</i>	<i>Specify What is supported</i>	Microsoft Windows Server Red Hat Enterprise Linux (RHEL) SUSE Linux Enterprise Server (SLES) Oracle Solaris VMware Citrix XenServer	System Specification- included with system
<i>Automated Deployment Kit</i>	<i>Specify what is provided</i>	HP Install DL38x(p) Service	U6H58E

**BAND 4: SERVER - PERIPHERALS 1 & 2 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**BLACK & WHITE PRINTER**

SE1P-1	PERIPHERAL 1 SKU:	CE957A	PERIPHERAL 1 LIST PRICE:	\$ 637.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
SE1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LJ Pro 400 Color Printer M451dn	LJ Pro 400 Color Printer M451dn
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CE957A	CE957A#BGJ
	Print speed (ppm)	20	21 ppm	included with system
	Minimum recommended print volume	250 pages per month	750 - 2,000	included with system
	Network Connection	Yes	Yes	included with system
	Two sided printing	Automatic	Automatic	included with system
	Memory	32 MB	128 MB	included with system
	Print resolution	600dpi	600x600	included with system
	Paper size	Letter	Letter	included with system
	Paper trays	250 sheets	300 sheets	included with system
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	Yes	included with system
Warranty	minimum one (1) year warranty	1 Year	included with system	

**COLOR PRINTER**

SE1P-2	PERIPHERAL 2 SKU:	CF399A	PERIPHERAL 2 LIST PRICE:	\$ 445.94
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
SE1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LaserJet Pro 400 Printer M401dne	LaserJet Pro 400 Printer M401dne
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CF399A	CF399A#BGJ
	Print speed (ppm)	20	35 ppm	included with system
	Minimum recommended print volume	250 pages per month	750 to 3,000 pages	included with system
	Network Connection	Yes	Yes	included with system
	Two sided printing	Automatic	Automatic	included with system
	Memory	128 MB	256MB	included with system
	Print resolution	600dpi	1200 x 1200 dpi	included with system
	Paper size	Letter	Letter	included with system
	Paper trays	250 sheets	300 sheets	included with system
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	Yes	included with system
Warranty	minimum one (1) year warranty	1 year	included with system	

**BAND 4: SERVER - PERIPHERALS 3 & 4 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

**19" Monitor**

SE1P-3	PERIPHERAL 3 SKU:	C9V73AA#ABA	PERIPHERAL 3 LIST PRICE:	\$	278.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	c9v73aa#aba		not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	EliteDisplay E201 20-inch LED Backlit Monitor		not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C9V73AA#ABA		C9V73AA#ABA
	Screen size (diagonal measure)	19 inches	20 in widescreen, diagonally measured		included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
	Resolution	1440 x 900	1600 x 900		included with system
	Brightness	250 Nits / cd/m2	250 Nits / cd/m2		included with system
	Contrast	400 to 1	1000:1		included with system
	Response Time	8 ms	5 ms (on/off)		included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
	VGA interface	VGA interface required	VGA interface		included with system
	DVI interface	DVI interface required	DVI interface		included with system
	Display Port (DP) Interface	include DP interface	DisplayPort interface included		included with system
	Cables	include DVI cable	HP DVI to DVI Cable		DC198A
	Warranty	minimum one (1) year warranty	Three year warranty		included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
	Stand	Height-adjustable stand	Height-adjustable stand		included with system
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system
	EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system

**24" MONITOR**

SE1P-4	PERIPHERAL 4 SKU:	A9P21AA#ABA	PERIPHERAL 4 LIST PRICE:	\$	429.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP Compaq LA2405x 24-inch LED Backlit LCD Monitor		not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	A9P21AA#ABA		A9P21AA#ABA
	Screen size (diagonal measure)	24 inches	24 in widescreen, diagonally measured		included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
	Resolution	1920 x 1080	1920 x 1200		included with system
	Brightness	250 Nits / cd/m2	250 nits (cd/m2)		included with system
	Contrast	400 to 1	1000:1		included with system
	Response Time	8 ms	5 ms (on/off)		included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
	VGA interface	<i>Specify whether VGA interface is included</i>	VGA interface included		included with system
	DVI interface	DVI interface required	DVI interface		included with system
	Display Port (DP) Interface	<i>Specify whether DP interface is included</i>	DisplayPort interface included		included with system
	Cables	<i>Specify whether DVI cable is included</i>	DVI cable included		included with system
	Warranty	minimum one (1) year warranty	Three year warranty		included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
	Stand	Height-adjustable stand	Height-adjustable stand		included with system
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system
	EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system

### BAND 4: SERVER - SERVICES - Market Basket Specs

Responder Name:

**Hewlett-Packard Company**

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
S1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Server 1	exceeds specification since HP's system offers a 3 year warranty; HP offers 1-year and 3-year uplifted support options	System includes a 3 year warranty
S1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Server 1	meets expectations system includes 3-year 4h 24x7 HW Support	System includes a 3 year warranty
S1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Server 1	This falls under HP's time and material services	This falls under HP's time and material services
S1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Server 1	This falls under HP's time and material services	This falls under HP's time and material services
S1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	HP has many different options available for image load at the Factory through HP Directly. One option is a manual image load for a custom software image.	HA843A1
S1S-6	Image Consulting	Develop custom software image solution.	HP has several options available through HP's Factory Express Services offering that are custom services	This option is available through HP's Factory Express Services with a custom part number.
S1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	HP has many options available covering asset tagging at the factory. The standard asset tagging HP printed option is provided.	HA840A1
S1S-8	Installation	Describe equipment installation services available	HP Installation and Startup Service	HA114A1 5A6
S1S-9	General Consulting	Describe Consulting services available	HP offers general professional units of service	H7B28A1
S1S-10	Training	Describe Training Services Available	HP offers training units of service.	UC818E
S1S-11	Staging/Deployment	Describe staging/deployment services	HP Installation and Startup Service	HA114A1 5A6

BAND 5: STORAGE - Discount Structure	
<b>Responder Name:</b>	
Hewlett-Packard Company	
<i>Please fill in the yellow cells.</i>	
<b>1. BASELINE PRICING</b>	
IDENTIFY BASELINE/LIST PRICING UTILIZED:	HP US List Price
<b>2. MINIMUM BAND DISCOUNT</b>	
<i>PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.</i>	
<i>PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.</i>	
<b>CATEGORY NAME</b>	<b>DISCOUNT</b>
MINIMUM DISCOUNT FOR BAND	20%
<b>ADDITIONAL CATEGORIES</b>	<b>DISCOUNT</b>
<b>Storage XP Storage Solutions:</b> XP Software - 12000, 10000, 1024/128, 512/48; XP Arrays - 12000, 10000, 1024/128; XP Array Upgrades - 12000, 10000, 1024/128, 512/48/256	40%
<b>Storage XP 20000/24000 &amp; P9xx Storage Solutions:</b> XP 20000/24000 & P9xxx Software, Hardware and Upgrades	35%
<b>Storage Enterprise Virtual Array - Enterprise and X400 Solutions:</b> EVA 4100/6x00; EVA Cabinets & Accessories, EVA HDD's, EVA 4400, 6400, 8400 & P6xxx Hardware / Software Products	35%
<b>Storage 3PAR StorageWorks Products:</b> All 3PAR Products	35%
<b>Storage Hardware - Enterprise:</b> Clustered Gateway, WAN Accelerator, X9000 Family (IBRIX); Enterprise Switches and Host Bus Adapters; EML, ESL and VLS Tape Libraries, D2D; ESL G3 Libraries	35%
<b>Storage Virtual Array and DS Hardware/Software Products:</b> Virtual Arrays, DS Hardware and Power Accessories	20%
<b>Storage Hardware-Commercial:</b> HP LeftHand P4000 SAN Solutions	22%
<b>Storage Hardware-Commercial:</b> Entry NAS & All in One Storage; D2000/P2000 MSA HW & SW, MSA HDD's, Scalable File Share; Blade System Storage Switches, Commercial Switches and Switch SW, Commercial Host Bus Adapters; Tape Drives and Accessories (DDS, DAT, SDLT, Ultrium); MSL & VSL Tape Libraries, Autoloaders	20%
<b>Storage Media:</b> Storage Media Products	30%
<b>Storage Cross-ESS Accessory Products:</b> Selected HP Rack & Power-Related Products	20%
<b>Storage Cross-ESS Accessory Products:</b> Server Rack & Rack Accessories	27%
<b>Storage Cross-ESS Solution Products:</b> Selected MSA Products and Related Options	20%
<b>Monitors:</b> All HP Commercial Business LCD & Touchscreen Monitors	20%
<b>Monitor Options/Accessories</b>	20%
<b>Printers:</b> All HP Printers, including, but not limited to, All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models	28%
<b>Scanners:</b> All HP Scanners	28%
<b>Printer &amp; Scanner Options/Accessories</b>	28%
<b>Printer Supplies:</b> Inkjet Supplies, Media, LaserJet Supplies, Paper	10%
<b>3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT</b>	
<b>CATEGORY NAME</b>	<b>DISCOUNT</b>
THIRD PARTY MINIMUM DISCOUNT FOR BAND	7%
<b>ADDITIONAL CATEGORIES</b>	<b>DISCOUNT</b>
Third Party Hardware Manufacturer Products	7%
APC Third Party Manufacturer Products	15%
Third Party Software Manufacturer Products	5%
<b>4: OPTIONAL: LEASE RATES</b>	
<i>Provide Current lease rates</i>	
HP offers various lease options based on a procuring entity's needs: 1) Fair Market Value (FMV)/True Lease; 2) Tax Exempt Tech Refresh; 3) Tax Exempt Installment (Purchase). As an example, the current lease rate for a 36-month FMV lease is 0.02505; for 48 months, the current rate is 0.02034. Please see Cost Proposal Section 16 for complete details and rates.	

## BAND 5: STORAGE - Volume Discounts

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

*Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)*

### 1. Per Transaction Multiple Unit Discount

*Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

Server/Storage Average discount Per Transaction Multiple Unit Discount has been 43% or more utilizing HP's Big Deal Savings process depending on the technology purchased and volume. Because many factors can impact special fixed pricing during a 5-year contract - such as product, configurations, supply costs, and transportation costs - HP provides firm fixed pricing based on a forward look at supply costs, so procuring entities can plan their budgets with a price that will not change when procuring from HP as negotiated based on the needs of that procuring entity during a time period that works for them, whether it is 30, 60, 90 days or the product life cycle, a year or even a longer period of time as mutually agreed. HP will continue to offer Per Transaction Volume Multiple Unit Volume fixed pricing based on a procuring entity's estimated technology purchases so the procuring entity can obtain the greatest savings for the full benefit of its budget dollars. Most procuring entities need the flexibility to cut multiple purchase orders at different volumes and still retain the savings not just per Purchase Order additional discounting, but the full volume. By purchasing off an awarded HP contract, procuring entities don't have to worry about an increase in price on what we negotiate for the Per Transaction Multiple Unit Volume special fixed price because their purchases are NOT tied to a specific volume on a single Purchase Order. HP volume pricing can be tied to multiple Purchase Orders for their entity - whether it's a University, a City, County, School, School District or Participating State that is planning multiple unit purchases, they can count on the stability of an HP offer and properly forecast the full expense of their purchase and achieve ongoing savings. Discounts for Per Transaction Multiple Unit Discounts are deeper and can go deeper depending on the product, volume and other required items at the time of the purchase. Since technology is ever-changing HP has provided an example seen in the Equipment Pricing Volumes for Evaluation Purposes Only.

### 2. Cumulative

*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

During the term of a newly awarded contract and based on consistent annual volume increases in comparison to the current 2009-2014 annual volumes each year, HP will evaluate its pricing policies and structures as they apply to each product band category offered on our Pricing Schedule ("PSS") prior to the renewal and each year thereafter. As deemed necessary based on the competitive nature of our industry, HP may offer additional discounts or special discounting for a specific time by a specific product series, peripheral, grouping or band as seen through the current contract term. After review and analysis of the cumulative purchases, if HP elects to provide additional cumulative discounts, these discounts will be passed directly to the WSCA-NASPO participants and procuring entities as additional cost savings on HP products. An example of potential additional cumulative discounting is noted below.

Annual Potential Discount Increase	Potential Additional Discount Per Series or Band	Potential Special Per Series or Band
\$900,000,000.00 to \$1,000,000,000 //	1%	// 5%
\$1,000,000,001 to \$1,200,000,000 //	1%	// 6%
\$1,200,000,000 to \$1,500,000,000 //	2%	// 8%
Over \$1,500,000,001 //	3%	// 10%

### 3. Other Discounts

*Describe additional discounts available.*

Storage Band products are typically purchased in a project based solution. HP would agree to make available special volume pricing (Big Deal) upon request for large bulk or Project based purchases.

### BAND 5: STORAGE - Market Basket Pricing

Responder Name:

Hewlett-Packard Company

**Market Basket Pricing is used for EVALUATION PURPOSES ONLY.**

Please fill in the yellow cells.

#### Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	STB-1	1	ABC123	Acme Coyote III	\$ 1,000.00	75.00%	\$ 250.00
Storage	ST1B-1	1	QR483A	STORAGE 1	\$ 21,443.00	28.00%	\$ 15,438.96
Storage	ST2B-1	1	QR483A	STORAGE 2	\$ 21,443.00	28.00%	\$ 15,438.96
<b>Total</b>							<b>\$ 30,877.92</b>

#### OPTIONS/UPGRADES/PERIPHERALS

OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	ST10-1	3	HP 3PAR StoreServ M6720 4TB 6G 7.2K LFF(3.5-in) SAS Nearline Hard Drive (H6Z87A)	Upgrade to 12TB Installed Raw Capacity	\$ 1,830.00	28.00%	\$ 1,317.60
Option	ST20-1	4	HP 3PAR StoreServ M6720 4TB 6G 7.2K LFF(3.5-in) SAS Nearline Hard Drive (H6Z87A)	Upgrade to 16TB Installed Raw Capacity	\$ 1,830.00	28.00%	\$ 1,317.60
Peripheral	ST1P-1	1	CE957A	Black & White Printer	\$ 637.00	28.00%	\$ 458.64
Peripheral	ST1P-2	1	CE399A	Color Printer	\$ 445.94	28.00%	\$ 321.08
Peripheral	ST1P-3	1	C9V73AA#ABA	19" Monitor	\$ 278.00	20.00%	\$ 222.40
Peripheral	ST1P-4	1	A9P21AA#ABA	24" Monitor	\$ 429.00	20.00%	\$ 343.20
<b>Total</b>							<b>\$ 3,980.52</b>

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for ST2B-1

Storage Band products are typically purchased in a project based solution. HP would agree to provide special volume pricing (Big Deal) available upon request for large bulk or Project based purchases.

Calculate price for 100 units based on volume discount provided for ST2B-1

Storage Band products are typically purchased in a project based solution. HP would agree to provide special volume pricing (Big Deal) available upon request for large bulk or Project based purchases.

Calculate price for 1000 units based on volume discount provided for ST2B-1

Storage Band products are typically purchased in a project based solution. HP would agree to provide special volume pricing (Big Deal) available upon request for large bulk or Project based purchases.

**BAND 5: STORAGE - Market Basket Pricing**

**Responder Name:**

Hewlett-Packard Company

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

**SERVICES**

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
0S-1	1	Warranty Upgrade-2 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Part Number HA104A1 1N7 List Price of \$935.00 providing a price of \$748.00
0S-2	1	Warranty Upgrade-3 yr	HP Care Packs for Uplifted or extended warranty is 20% off HP US List Price - Part Number HA104A3 1N7 List price of \$2,721.00 providing a price of \$2,176.80
0S-3	1	Warranty Upgrade-AD	Not applicable to this product; HP Care Packs for upgrades such as Accidental Damage Protection is 20% off HP US List Price
0S-4	1	Break Fix - Non Warranty	Maintenance contracts available for non warranty providing 18% plus additional aggregated discounts up to 25% additional discounting or \$135 to \$175 per hour plus materials and no contracted non warranty (Post Sales) Desktops only is \$350 up to \$700 per hour rates plus materials. Specific details can be seen on the Services section of the PSS Discount Summary.
0S-5	1	Image Loading	Factory Image Load at 10% off HP US List or Custom on-site Image Load at 7% off HP US List for Custom Services
0S-6	1	Image Consulting	Factory Image Consulting at 10% off HP US List or Custom Image Consulting on-site at 7% off HP US List for Custom Services
0S-7	1	Asset Tagging	Factory Asset Tagging at 10% off HP US List or Custom Asset Tagging at 8% off H US List for Custom Services; Part Number HA840A1 List Price of \$11.00 providing a price of \$9.90
0S-8	1	Installation	HP Care Pack Installation at 20% off HP List or Custom Installation at 7% off HP US List for Custom Services - Part Number HA114A1 5J0 List Price of \$2,850.00 providing a price of \$2,280.00
0S-9	1	General Consulting	General consulting based on specifics if available is at 7% off HP US Commercial List Price; Part Number H7B28A1 List Price of \$13,400.00 providing a price of \$12,462.00
0S-10	1	Training	HP Care Packs for Training at 20% off HP US List Price or Custom training service at 7% off HP US List Price for Custom Services; Part Number UC818E List Price of \$100.00 providing a price of \$80.00
0S-11	1	Staging/Deployment	HP Care Pack for Installation/Staging/Deployment at 20% off HP List Price or Custom Services at 7% off HP US List Price for Custom Services; Part Number HA114A1 5A6 List Price of \$1,675.00 providing a price of \$1,340.00

**BAND 5: STORAGE - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.

*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

ST1B-1	STORAGE 1 SKU: QR483A		STORAGE 1 LIST PRICE:	\$	21,443.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #	
	<b>Architecture</b>	<b>Specify</b>	HP 3Par Proprietary Architecture	System Specification	
	<b>Raw Disk Capacity - Base</b>	<b>4 TB</b>	HP 3PAR StoreServ M6720 4TB 6G 7.2K LFF(3.5-in) SAS Nearline Hard Drive	H6Z87A	
	<b>Effective Capacity - Maximum</b>	<b>128 TB</b>	Up to 1.1 Petabytes Raw with 4 controllers	System Specification	
	<b>Maximum Cache</b>	<b>32 GB</b>	32GB-64GB	System Specification	
	<b>Minimum number of Drives</b>	<b>4</b>	8	System Specification	
	<b>Raid Options</b>	<b>1, 3, 5, 10</b>	Array exceeds Requirements RAID: 0,10,50,60	System Specification	
	<b>Back end disk channel interface</b>	<b>SAS</b>	SAS	System Specification	
	<b>Drive Types Supported</b>	<b>SATA , SAS</b>	SAS	System Specification	
	<b>Sdrives Supported - fully expanded</b>	<b>60</b>	480 disk	System Specification	
	<b>Shelves</b>	<b>1 shelf</b>	Ability to support up to 20 shelves	System Specification -included with solution	
	<b>Protocol Support</b>	<b>TCP/IP</b>	TCP/IP	System Specification -included with solution	
	<b>Chassis - rack mount rails</b>	<b>Yes</b>	Yes	System Specification -included with solution	
	<i>Controller type</i>	<i>Specify</i>	HP 3PAR Gen4 ASICs	System Specification- included with solution	
	<i>Controller Host Interface - speed and number of ports</i>	<i>Specify Speed and Number</i>	Fibre Channel Host Ports 4 - 24 ports 10Gb/s iSCSI and FCoE Host Ports 0 - 8 ports	System Specification	
	<i>Controllers - Dual Controller Support</i>	<i>Yes or No</i>	Yes	System Specification	
	<i>Storage Replication Support</i>	<i>Specify</i>	HP 3PAR 7450 Replication Software Suite Drive E-LTU	BC893AAE	
	<i>Chassis - Height (U)</i>	<i>Specify height (U)</i>	42U	System Specification	
	<i>Chassis - Rack Hole Type</i>	<i>Specify round or square</i>	Square	Square	
	<i>Power single phase standard</i>	<i>Specify</i>	Single Phase high voltage	AF556A	
	<i>Power - Three Phase availability</i>	<i>Yes or no</i>	No	System Specification	
	<i>Power - Redundancy</i>	<i>Yes or no</i>	Yes	System Specification- included with solution	
	<i>Power Type</i>	<i>Specify</i>	NEMA	System Specification- included with solution	
	<i>Power - BTU Rating</i>	<i>Specify</i>	Maximum <u>For 1200 W Power Supply:</u> 3530 BTU/hr (at 100 VAC), 4600 BTU/hr (at 200 VAC) <u>For 750 W Power Supply:</u> 2925 BTU/hr (at 100 VAC), 2812 BTU/hr (at 200 VAC) <u>For 460 W Power Supply:</u> 1794 BTU/hr (at 100 VAC), 1725 BTU/hr (at 200 VAC)	System Specification- included with solution	

ST1B-1	Power - Amps/Voltage	Specify	<p><b>Rated Line Voltage</b> 100 to 120 VAC 200 to 240 VAC</p> <p><b>Rated Input Current</b> <u>For 1200 W Power Supply:</u> 10 A (at 100 VAC), 4.9 A (at 200 VAC)</p> <p><u>For 750 W Power Supply:</u> 8.9 A (at 100 VAC), 4.3 A (at 200 VAC)</p> <p><u>For 460 W Power Supply:</u> 5.5 A (at 100 VAC), 2.6 A (at 200 VAC)</p> <p><b>Rated Input Frequency</b> 50 to 60 Hz</p> <p><b>Rated Input Power</b> <u>For 1200 W Power Supply:</u> 930 W (at 100 VAC), 1348 W (at 200 VAC)</p> <p><u>For 750 W Power Supply:</u> 857 W (at 100 VAC), 824 W (at 200 VAC)</p> <p><u>For 460 W Power Supply:</u> 526 W (at 100 VAC), 505 W (at 200 VAC)</p>	System Specification- included with solution
	Power - Watts	Specify	<p><b>Rated Line Voltage</b> 100 to 120 VAC 200 to 240 VAC</p> <p><b>Rated Input Current</b> <u>For 1200 W Power Supply:</u> 10 A (at 100 VAC), 4.9 A (at 200 VAC)</p> <p><u>For 750 W Power Supply:</u> 8.9 A (at 100 VAC), 4.3 A (at 200 VAC)</p> <p><u>For 460 W Power Supply:</u> 5.5 A (at 100 VAC), 2.6 A (at 200 VAC)</p> <p><b>Rated Input Frequency</b> 50 to 60 Hz</p> <p><b>Rated Input Power</b> <u>For 1200 W Power Supply:</u> 930 W (at 100 VAC), 1348 W (at 200 VAC)</p> <p><u>For 750 W Power Supply:</u> 857 W (at 100 VAC), 824 W (at 200 VAC)</p> <p><u>For 460 W Power Supply:</u> 526 W (at 100 VAC), 505 W (at 200 VAC)</p>	System Specification- included with solution
	Warranty on above hardware and software	Manufacturer Warranty - Minimum one year	(3 years parts exchange, 3 years labor and 3 years onsite, next business day response)	System Specification- included with solution
<b>Spec #</b>	<b>Options/Upgrades</b>	<b>Minimum Requirements</b>	<b>Manufacturer &amp; SKU #</b>	<b>List Price</b>
ST10-1	Upgrade to 12TB Installed Raw Capacity	Provide description and SKU	HP 3PAR StoreServ M6720 4TB 6G 7.2K LFF(3.5-in) SAS Nearline Hard Drive (H6Z87A)	\$ 1,830.00

**BAND 5: STORAGE - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.

*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

ST2B-1	STORAGE 2 SKU:	QR483A	STORAGE 2 LIST PRICE:	\$	21,443.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #	
	<b>Architecture</b>	<b>Specify</b>	HP 3Par Proprietary Architecture	System Specification	
	<b>Raw Disk Capacity - Base</b>	<b>8 TB</b>	(2)HP 3PAR StoreServ M6720 4TB 6G 7.2K LFF(3.5-in) SAS Nearline Hard Drive	H6Z87A	
	<b>Effective Capacity - Maximum</b>	<b>256 TB</b>	Max raw capacity limit for HP 3PAR StoreServ 7400 - 1100TB	System Specification	
	<b>Maximum Cache</b>	<b>64 GB</b>	32GB-64GB	System Specification	
	<b>Minimum number of Drives</b>	<b>8</b>	8	System Specification	
	<b>Raid Options</b>	<b>1, 3, 5, 10</b>	Array exceeds Requirements RAID: 0,10,50,60	System Specification- included with solution	
	<b>Back end disk channel interface</b>	<b>SAS</b>	SAS	System Specification	
	<b>Drive Types Supported</b>	<b>SATA , SAS</b>	SAS	System Specification	
	<b>Sdrives Supported - fully expanded</b>	<b>60</b>	480 disk	System Specification	
	<b>Shelves</b>	<b>1 shelf</b>	Ability to support up to 20 shelves	System Specification -included with solution	
	<b>Protocol Support</b>	<b>TCP/IP</b>	TCP/IP	System Specification -included with solution	
	<b>Chassis - rack mount rails</b>	<b>Yes</b>	Yes	System Specification	
	<i>Controller type</i>	<i>Specify</i>	HP 3PAR Gen4 ASICs	System Specification- included with solution	
	<i>Controller Host Interface - speed and number of ports</i>	<i>Specify Speed and Number</i>	Fibre Channel Host Ports 4 - 24 ports 10Gb/s iSCSI and FCoE Host Ports 0 - 8 ports	System Specification	
	<i>Controllers - Dual Controller Support</i>	<i>Yes or No</i>	Yes	System Specification	
	<i>Storage Replication Support</i>	<i>Specify</i>	HP 3PAR 7450 Replication Software Suite Drive E-LTU	BC893AAE	
	<i>Chassis - Height (U)</i>	<i>Specify height (U)</i>	42U	System Specification	
	<i>Chassis - Rack Hole Type</i>	<i>Specify round or square</i>	Square	Square	
	<i>Power single phase standard</i>	<i>Specify</i>	Single Phase high voltage	AF556A	
	<i>Power - Three Phase availability</i>	<i>Yes or no</i>	No	System Specification	
	<i>Power - Redundancy</i>	<i>Yes or no</i>	Yes	System Specification- included with solution	
	<i>Power Type</i>	<i>Specify</i>	NEMA	System Specification- included with solution	
	<i>Power - BTU Rating</i>	<i>Specify</i>	Maximum For 1200 W Power Supply: 3530 BTU/hr (at 100 VAC), 4600 BTU/hr (at 200 VAC) For 750 W Power Supply: 2925 BTU/hr (at 100 VAC), 2812 BTU/hr (at 200 VAC) For 460 W Power Supply: 1794 BTU/hr (at 100 VAC), 1725 BTU/hr (at 200 VAC)	System Specification- included with solution	

ST2B-1	Power - Amps/Voltage	Specify	<p><b>Rated Line Voltage</b> 100 to 120 VAC 200 to 240 VAC</p> <p><b>Rated Input Current</b> <u>For 1200 W Power Supply:</u> 10 A (at 100 VAC), 4.9 A (at 200 VAC) <u>For 750 W Power Supply:</u> 8.9 A (at 100 VAC), 4.3 A (at 200 VAC) <u>For 460 W Power Supply:</u> 5.5 A (at 100 VAC), 2.6 A (at 200 VAC)</p> <p><b>Rated Input Frequency</b> 50 to 60 Hz</p> <p><b>Rated Input Power</b> <u>For 1200 W Power Supply:</u> 930 W (at 100 VAC), 1348 W (at 200 VAC) <u>For 750 W Power Supply:</u> 857 W (at 100 VAC), 824 W (at 200 VAC) <u>For 460 W Power Supply:</u> 526 W (at 100 VAC), 505 W (at 200 VAC)</p>	System Specification- included with solution
	Power - Watts	Specify	<p><b>Rated Line Voltage</b> 100 to 120 VAC 200 to 240 VAC</p> <p><b>Rated Input Current</b> <u>For 1200 W Power Supply:</u> 10 A (at 100 VAC), 4.9 A (at 200 VAC) <u>For 750 W Power Supply:</u> 8.9 A (at 100 VAC), 4.3 A (at 200 VAC) <u>For 460 W Power Supply:</u> 5.5 A (at 100 VAC), 2.6 A (at 200 VAC)</p> <p><b>Rated Input Frequency</b> 50 to 60 Hz</p> <p><b>Rated Input Power</b> <u>For 1200 W Power Supply:</u> 930 W (at 100 VAC), 1348 W (at 200 VAC) <u>For 750 W Power Supply:</u> 857 W (at 100 VAC), 824 W (at 200 VAC) <u>For 460 W Power Supply:</u> 526 W (at 100 VAC), 505 W (at 200 VAC)</p>	System Specification- included with solution
	Warranty on above hardware and software	Manufacturer Warranty - Minimum one year	(3 years parts exchange, 3 years labor and 3 years onsite, next business day response)	System Specification- included with solution
Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
ST20-1	Upgrade to 16TB Installed Raw Capacity	Provide description and SKU	HP 3PAR StoreServ M6720 4TB 6G 7.2K LFF(3.5-in) SAS Nearline Hard Drive (H6Z87A)	\$ 1,830.00

**PERIPHERALS 1 & 2 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**BLACK & WHITE PRINTER**

ST1P-1	<b>PERIPHERAL 1 SKU:</b>	<b>CE957A</b>	<b>PERIPHERAL 1 LIST PRICE:</b>	<b>\$ 637.00</b>
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Mfg SKU#</b>
ST1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LJ Pro 400 Color Printer M451dn	LJ Pro 400 Color Printer M451dn
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CE957A	CE957A#BGJ
	Print speed (ppm)	20	21 ppm	included with system
	Minimum recommended print volume	250 pages per month	750 - 2,000	included with system
	Network Connection	Yes	Yes	included with system
	Two sided printing	Automatic	Automatic	included with system
	Memory	32 MB	128 MB	included with system
	Print resolution	600dpi	600x600	included with system
	Paper size	Letter	Letter	included with system
	Paper trays	250 sheets	300 sheets	included with system
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	Yes	included with system
Warranty	minimum one (1) year warranty	1 Year	included with system	

**COLOR PRINTER**

ST1P-2	<b>PERIPHERAL 2 SKU:</b>	<b>CE399A</b>	<b>PERIPHERAL 2 LIST PRICE:</b>	<b>\$ 445.94</b>
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Mfg SKU#</b>
ST1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LaserJet Pro 400 Printer M401dne	LaserJet Pro 400 Printer M401dne
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	CF399A	CF399A#BGJ
	Print speed (ppm)	20	35 ppm	included with system
	Minimum recommended print volume	250 pages per month	750 to 3,000 pages	included with system
	Network Connection	Yes	Yes	included with system
	Two sided printing	Automatic	Automatic	included with system
	Memory	128 MB	256MB	included with system
	Print resolution	600dpi	1200 x 1200 dpi	included with system
	Paper size	Letter	Letter	included with system
	Paper trays	250 sheets	300 sheets	included with system
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes	Yes	included with system
Warranty	minimum one (1) year warranty	1 year	included with system	

**PERIPHERALS 3 & 4 - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**19" Monitor**

ST1P-3	PERIPHERAL 3 SKU:	C9V73AA#ABA	PERIPHERAL 3 LIST PRICE:	\$	278.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	EliteDisplay E201 20-inch LED Backlit Monitor		not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	C9V73AA#ABA		C9V73AA#ABA
	Screen size (diagonal measure)	19 inches	20 in widescreen, diagonally measured		included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
	Resolution	1440 x 900	1600 x 900		included with system
	Brightness	250 Nits / cd/m2	250 Nits / cd/m2		included with system
	Contrast	400 to 1	1000:1		included with system
	Response Time	8 ms	5 ms (on/off)		included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
	VGA interface	VGA interface required	VGA interface		included with system
	DVI interface	DVI interface required	DVI interface		included with system
	Display Port (DP) Interface	include DP interface	DisplayPort interface included		included with system
	Cables	include DVI cable	HP DVI to DVI Cable		DC198A
	Warranty	minimum one (1) year warranty	Three year warranty		included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
	Stand	Height-adjustable stand	Height-adjustable stand		included with system
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system
	EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	ROHS compliant		included with system

**24" MONITOR**

ST1P-4	PERIPHERAL 4 SKU:	A9P21AA#ABA	PERIPHERAL 4 LIST PRICE:	\$	429.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal		Mfg SKU#
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	HP		not applicable
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	HP Compaq LA2405x 24-inch LED Backlit LCD Monitor		not applicable
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	A9P21AA#ABA		A9P21AA#ABA
	Screen size (diagonal measure)	24 inches	24 in widescreen, diagonally measured		included with system
	Format	Wide-Format, WSXGA compatible	Wide-Format, WSXGA compatible		included with system
	Resolution	1920 x 1080	1920 x 1200		included with system
	Brightness	250 Nits / cd/m2	250 nits (cd/m2)		included with system
	Contrast	400 to 1	1000:1		included with system
	Response Time	8 ms	5 ms (on/off)		included with system
	Pixel Policy	ISO-13406-2	ISO 9241-307 certified (replaces ISO-13406-2 standard)		included with system
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>	VGA interface included		included with system
	DVI interface	DVI interface required	DVI interface		included with system
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>	DisplayPort interface included		included with system
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>	DVI cable included		included with system
	Warranty	minimum one (1) year warranty	Three year warranty		included with system
	Mounting Hole Pattern	VESA Compliant	VESA Compliant		included with system
	Stand	Height-adjustable stand	Height-adjustable stand		included with system
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star compliant (per Displays Specification Version 6.0, which supersedes v4.1)		included with system
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Security lock slot included		included with system
	EPEAT	EPEAT BRONZE level	EPEAT gold level		included with system
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	RoHS compliant		included with system

**BAND 5: STORAGE - SERVICES - Market Basket Specs**

Responder Name:

**Hewlett-Packard Company**

*Please fill in the yellow cells.*

**A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM**

**B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.**

**C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES**

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Storage 1	HP offers 1-year and 3-year uplifted support options	HA104A1 1N7
ST1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Storage 1	HP 3-year 4-hour 24x7 HW Support	HA104A3 1N7
ST1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Storage 1	Not applicable	Not applicable
ST1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Storage 1	This falls under HP's time and material services	This falls under HP's time and material services
ST1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	This option is available through HP's Factory Express Services for simply image options otherwise image load would be done on-site.	Custom part number is provided for this type of service
ST1S-6	Image Consulting	Develop custom software image solution.	Image Consulting would be provided on-site and would be available as a custom service	Custom part number is provided for this type of service
ST1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	HP has many options available covering asset tagging at the factory. The standard asset tagging HP printed option is provided.	HA840A1
ST1S-8	Installation	Describe equipment installation services available	HP Installation and Startup Service will configure the storage and verify communication with the server	HA114A1 5J0
ST1S-9	General Consulting	Describe Consulting services available	HP offers general professional units of service	H7B28A1
ST1S-10	Training	Describe Training Services Available	HP offers training units of service.	UC818E
ST1S-11	Staging/Deployment	Describe staging/deployment services	Staging and deployment falls under HP's installation and startup services (see below)	Staging and deployment falls under HP's installation and startup services (see below)
ST1S-12	System and Server Configuration	Describe system and server configurations services	HP Installation and Startup Service will configure the storage and verify communication with the server	HA114A1 5A6
ST1S-13	Rack and Stack Configuration	Describe Rack and Stack configurations services	HP Installation and Startup Service will configure the storage and verify communication with the server	HA114A1 5A6