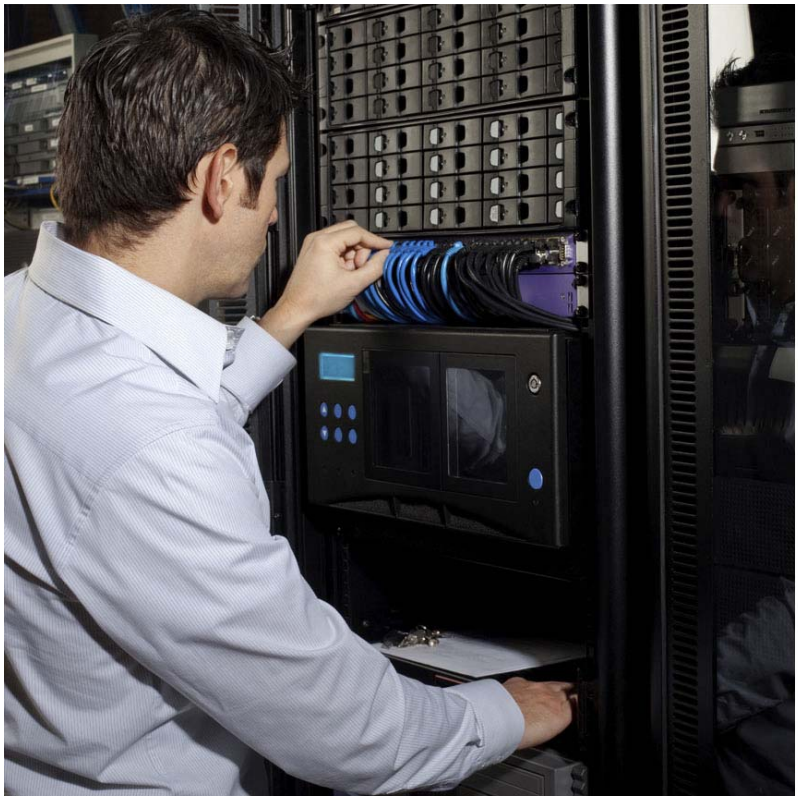
Minnesota WSCA-NASPO Master Agreement

Computer Equipment
January 29, 2014



One Dell Way
Round Rock
TX 78682, USA

www.dell.com

January 27, 2014

Susan Kahle
WSCA-NASPO and the State of Minnesota
50 Sherburne Avenue
112 Administration Building
St. Paul Minnesota 55155

Dear Ms.Kahle

Thank you for this opportunity to submit a proposal for WSCA-NASPO and the State of Minnesota's forthcoming technology project. We have studied the information provided to us about your business requirements and carefully analyzed your technology needs. The solution recommended for WSCA-NASPO has been designed to meet your needs in the most cost effective way without compromising on quality, service or ongoing support.

Per the RFP response instructions, Dell is including our cost response and the associated documents in a separate binder.

Please note that due to the size of the Dell Pricelist and the sample PSS, Dell has provided just one copy. In lieu of hard copies, Dell has provided additional CDs with the price list and sample PSS. If necessary, Dell can provide additional copies.

Sincerely,

Meghan Flisakowski
Proposal Consultant

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Cost Response 1

Appendix.....15

Cost Response

<table>
<tr><th></th><th>COST PROPOSAL</th><th>M = MANDATORY</th><th>MEETS UNDERSTAND & WILL COMPLY?</th></tr>
<tr><td>1</td><td>PRICE STRUCTURE. This RFP will employ a MINIMUM discount-off list price structure with categorized exceptions for each band. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops “Laptop Brand X” at 45% and “Laptop Brand Y” at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all “quantity one” procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The responder must designate a “Base Line Price List e.g. MSRP, education price list. The price list submitted must be dated: November 15, 2013. A discount schedule is to be provided for each band in the Price Workbook. Responders may define additional categories within a band. The category discounts may be higher or lower than the than the band discount. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc.

Dell Response:

Dell defines the baseline price as the Dell pricelist which is available at:

http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf

Dell is proposing the following discounts for the bands defined in the RFP:
<table>
<tr><th>WSCA Band</th><th>Dell Categories</th></tr>
<tr><td>Band 1: Desktop</td><td>Category A, H, Z, W</td></tr>
<tr><td>Band 2: Laptop</td><td>Category A, H, S</td></tr>
<tr><td>Band 3: Tablet</td><td>Category A, H, S</td></tr>
<tr><td>Band 4: Server</td><td>Category A, S</td></tr>
<tr><td>Band 5: Storage</td><td>Category S</td></tr>
</table></td><td>M</td><td>YES ☒ NO ☐</td></tr>
</table>

<table>
<tr><th></th><th>COST PROPOSAL</th><th>M = MANDATORY</th><th>MEETS UNDERSTAND & WILL COMPLY?</th></tr>
<tr><td></td><td>
<table>
<tr><td>Band 6: Ruggedized Devices</td><td>Category A, H, Z, W</td></tr>
</table>
Dell’s proposed discounts.
<table>
<tr><th>Category</th><th>WSCA 4</th><th>WSCA 4 Online</th></tr>
<tr><td>Category A</td><td>13.50%</td><td>14.00%</td></tr>
<tr><td>Category F</td><td>1.50%</td><td>2.00%</td></tr>
<tr><td>Category H</td><td>6.00%</td><td>6.50%</td></tr>
<tr><td>Category M</td><td>5.5%</td><td>6.00%</td></tr>
<tr><td>Category O</td><td>13.3%</td><td>13.5%</td></tr>
<tr><td>Category S</td><td>2.5%</td><td>3.0%</td></tr>
<tr><td>Category X</td><td>0.5%</td><td>1.0%</td></tr>
<tr><td>Category Z1</td><td>0.5%</td><td>1.0%</td></tr>
<tr><td>Category ZS</td><td>0.5%</td><td>1.0%</td></tr>
<tr><td>Category Z</td><td>0.5%</td><td>1.0%</td></tr>
<tr><td>Category R</td><td>5.0%</td><td>5.5%</td></tr>
<tr><td>Category U</td><td>0.5%</td><td>1.0%</td></tr>
</table>
Dell’s pricing for certain services is dependent on the scope of the overall solution and may be provided in terms of hourly fee or a fixed price. For services, Dell will work with each customer on their customized solution. For this response, Dell is offering a 1% discount on all related services.
</td><td></td><td></td></tr>
<tr><td>2</td><td>
PRICE WORKBOOKS.

Price Workbooks will be used to evaluate. Responders will be evaluated on the Price Workbook which includes a market basket for each band. For each band proposed, the Responder must complete the Price Workbook which includes several worksheets. The market basket includes selected configurations, services, peripherals, third party products to fairly evaluate discounted pricing.

The Contract Vendor will maintain the discount structure as bid throughout the term of the Master Agreement.

For the purpose of comparing pricing across a standard group of products, the prices provided by the responder in the Price Workbooks will be utilized to calculate cost points. Vendors must use the minimum percentage discount stated from a published or base line price listing for a “quantity one”
</td><td>M</td><td>YES ☒ NO ☐</td></tr>
</table>

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	purchase in the Pricing Workbook. Minimum specifications are provided in the PriceWorkbook. Manufacturer specific items may be substituted for the minimum specification if the manufacturer is able to provide an approved equal. The lead state reserves the right to reject any or all responses that are not an approved equal. SAMPLE Price Workbooks are located in Section 6: Attachments for responders review and comment. Addendum 3 provides the links to the Pricing Workbooks **FINAL EXCEL PRICE WORKBOOKS WILL BE PUBLISHED VIA AN ADDENDUM.** There are a total of six workbooks: Band 1: Desktop: Band 2: Laptop Band 3: Tablets Band 4: Server: Band 5: Storage Band 6: Ruggedized: INSTRUCTIONS: 1. Each workbook contains several tabs. Responder is to fill in the yellow highlighted areas. Once filled in the yellow highlight disappears. 2. The workbooks are locked, however there is not a password and responder may revise as needed ensuring they supply yellow highlighted fields. 3. It is understood that different components may make up a total configuration for the market basket item. The responder may provide additional detail to how the discount provided in the market basket was calculated. The Lead State reserves the right to request additional pricing , if in the best interest of the state or to clarify pricing responses. Dell Response: Dell acknowledges this requirement and has included as part of the cost response our complex worksheets. To complete the workbook Dell provided a sku for each system. This sku reflects the base unit and does not include		

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	other items that encompass a complete system such as operating system or power cords which have individual skus. Dell has included sample quotes in the Appendix of this response that show a complete system quote with all the associated skus required to complete a system.		
3	**BASELINE PRICING VERIFICATION.** The responder must designate a Base Line Price e.g. MSRP, education price list in the price workbook. The price list submitted is to be dated: November 15, 2013. Describe how the designated Base Line Price List will be accessed and verified by potential end users, contract administrators, etc. All historic versions of the Baseline Price List must be made available upon request pursuant to the audit provisions. The responder must provide ONE HARD COPY and ONE ELECTRONIC COPY (USB DRIVE OR CD) of the dated Baseline Price List with the response. The dated Baseline Price List provided shall be used for completing the price workbook when "List/MSRP" price is requested. Dell Response: Per instructions, Dell has included a softcopy and a hard copy of our list price dated 11/14/2013. Dell's pricelist is updated every two weeks and is available at the following link. http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf	M	YES ☒ NO ☐
4	**MINIMUM DISCOUNTS.** The Contract Vendor will provide a **MINIMUM** discount off base line price list for each band with categorized exceptions. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops "Laptop Brand X" at 45% and "Laptop Brand Y" at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The named category exception discounts may be higher or lower than the than the minimum band discount. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master	M	YES ☒ NO ☐

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line pricing and minimum discounts and categorized exceptions provided. Dell Response: Dell acknowledges and will comply with this request.		
5	**THIRD PARTY PRODUCTS.** Third party products may be offered as peripherals and options in the Price Workbook. Third Party products will be approved upon finalization of the PSS. Contract Vendors are not able to offer another Contract Vendor's product as a third party without approval. If third party products are offered, a third party product minimum discount will be stated in the price workbook. Dell Response: Dell acknowledges and will comply with this request. Most of Dell's third party product offerings are in Cat M.		YES ☒ NO ☐
6	**REFRESH STRATEGY.** Describe your recommended refresh strategy for your product line. Dell Response: Dell believes in leading the transition to relevant new technologies that enhance the lifetime value of the system. New technologies are introduced to market every day within this industry. Some of them are long-term technologies, while others are short-term in the marketplace. Dell's role as a systems supplier is to distinguish between the two and to provide solutions with long lifetimes. Dell's transition to new and evolving technology—such as Intel's Pentium line of processors, Windows 7, and others—exemplifies Dell's commitment to maximizing product lifetimes while maintaining superior quality. **Lifecycle Management** In today's IT environment, Dell is acutely aware of the importance of product stability and lifecycle management. We believe that customers benefit from our standard capabilities through: • Regular updates on product lifecycle status • Regular account performance reviews • Proactive change notification • Synchronized product transitions process These services contribute to effective product standardization and management, which in turn help drive business		YES ☒ NO ☐

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	efficiencies and reduce the total ownership cost of IT products. **Global Standard Platforms** Global Standard Platforms (GSP) help customers to reduce the number of configurations managed on a worldwide basis and support standards efforts by locking-in specific product configurations worldwide. This approach encourages synchronized transitions and allows adequate time to plan for product changes. Global Standard Platforms offer a minimum 60-90 day overlap between a system that is due to become end-of-life and its successor. This minimum is regularly exceeded. Dell targets an 18-month lifecycle for its GSPs and often exceeds this goal. **Global Product Roadmaps** Global Product Roadmaps provide details of upcoming product transitions, future products (by family), and future Global Standard Platforms. These roadmaps can be regularly reviewed at by NASPO/WSCA and the Dell Account Team. New products can be provided (as required) for test and approval purposes. **ImageWatch** This service can help manage TCO by: • Supplying introduction, transition and end-of-life information for system platforms, peripherals and software in line with the advance notice period requested by • Classifying image impact of technology transitions • Providing a six-month forecast of product and image changes Latitude provides long product lifecycles and stable image solutions through: • 15-18 Month Product Life • 60-90 Day Transitions • Dell's Stable Image Assurance Program – automatic image updating in the event of forced image changes The Dell OptiPlex provides long lifecycles with a target of greater than 15 months. The OptiPlex mainstream products have met and exceeded this goal. Managed transitions with ImageWatch provide proactive notification with our standard transition time of 60-90 days, simplifying lifecycle management.		

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	• Long lifecycles ranging from 15 to 36 months • Managed 60 to 90 Day Transitions Part of Dell's PowerEdge product strategy includes extending server lifecycles an average of 12 - 21 months. The typical transition period lasts anywhere from 90 - 120 days to allow for proper evaluation of the new products, matching the needs of customers. This commitment to long product lifecycles comes directly from the feedback of our Enterprise Customers. Dell realizes the time and money involved in managing images, IT costs associated with system and component changes, etc… This includes keeping Server components stable and consistent, down to the bios and the driver level. The components are all industry standard. In addition, when a transition finally occurs, Dell attempts to keep as many components consistent from one generation to the next.		
7	**MAINTAINING COMPETITIVE PRICING**. Proposers will provide an initial **MINIMUM** discount with categorized exceptions off baseline price list for a quantity of one unit. Proposers are to base discounts on the collective volume of potential purchases by the participating entities. Further bulk/quantity savings may be obtained when additional quantities are requested. In order to maintain competitive pricing throughout the full life of the Master Agreement, Contract Vendor and Participating entities must understand it is the expectation to provide competitive pricing at the quantity one level. Additional savings are expected when recompeting the awarded vendors for volume pricing. Dell Response: Dell acknowledges and will continue to work to maintain the best overall competitive pricing.	M	YES ☒ NO ☐
8	**PRODUCTS AND SERVICES SCHEDULE (PSS). Responders must submit with their COST proposal a proposed Product and Services Schedule including all the products and services offered within each band for this solicitation.** The PSS should be submitted in Excel format. A sample has been provided in the attachments for reference, but is only an example. Other formats are acceptable. Submission of a product and/or service on the sample PSS does not guarantee that it will automatically be approved as being included in the resulting Master Agreement. The products, services and format for the final PSS will be finalized during negotiations. Dell Response: Dell acknowledges this request and have provided as part of this request a sample PSS. Dell acknowledges that during negotiations, changes may be made to the format of the PSS.	M	YES ☒ NO ☐

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9	**BULK PRICING**. Utilize the Price Workbook to provide additional volume based pricing for consideration. These will allow for deeper discounts for per transaction and cumulative volume purchases. Examples of bulk pricing models are included in Section 6. Responders must propose how they will provide deeper discount including, but not limited to: **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. **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. **3. Other Discounts** Describe additional discounts available to States or Participating Entities. Dell Response: Dell will review all large orders and when possible provide additional discounts. **Per Transaction Multiple Unit Discount:** **PO Level Discounts:** **Category A Only, Single Purchase Order, Maximum of 10 ship-to Location**	M	YES ☒ NO ☐

Minimum Dollar Volume Associated with Single Transaction	Maximum Dollar Volume Associated with Single Purchase Order	Category A Discount in addition to the Initial Pricing Level Discount
$50,000	$99,999	Greater than or equal to 1%
$100,000	$199,999	Greater than or equal to 2%
$200,000	$499,999	Greater than or equal to 4%
$500,000	$999,999	Greater than or equal to

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	<table><tr><td></td><td></td><td>6%</td></tr><tr><td>$1,000,000</td><td>No Maximum</td><td>Greater than or equal to 8%</td></tr></table> **Cumulative:** During the course of the Master Agreement Dell shall increase the base Category A discount by ½% within fifteen business days after submission of quarterly reporting period indicating sales threshold of $2B / $4B / $6B has been achieved. **Other Discounts:** For purchases made online via dell.com, Dell is offering an additional .5% discount per category, for example, Category A products have a discount of 13.5% but if purchased online the discount is 14%. Please see the cost response for the complete listing of Dell product categories and discounts.		
10	**PREMIUM SAVINGS PACKAGE PROGRAM.** Contract Vendors are encouraged to participate in the Premium Savings Package (PSP) Program. If intending to participate, propose and describe commitment to offer and maintain deeply discounted standard configurations. Participants in the PSP program will commit to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals, as determined by the Participating Entities. The standards currently are refreshed every six months (May and November). Refresh schedule is subject to change. See current configurations: http://www.wnpsp.com/index.html. States and other Participating Entities can choose to purchase these packages without any signing additional documents. Contract Vendors may provide Premium Savings & Packages in the bands awarded and comply with the following: a. Provide a WSCA-NASPO Premium Savings Packages-specific SKU for each proposed product. Discount must be provided on Contract Vendor related SKU as well. b. Standard configurations cannot change or be upgraded during the entire refresh period for any reason other than end-of-life issues (e.g., swapping of processor, motherboard, etc. is prohibited). c. Prices offered must be offered at a better than the quantity one Master Agreement discount. d. Pricing increases are generally not allowed unless		YES ☒ NO ☐ ☐ n/a for server storage vendors

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	there is documentation and justification provided. e. Provide marketing plan of the PSP Program including lead with PSP Program and display prominently on websites to market aggressively to all States. f. Submit quarterly usage reports broken out by State to the WSCA-NASPO Premium Savings Packages team lead and to the WSCA-NASPO PC Master Agreement Administrator. Individual reports to each State may also be required. The format for the reports must follow the current WSCA-NASPO PC reporting format. Dell Response: Dell acknowledges and will participate in the PSP program during the duration of the Master Agreement.		
11	**PROMOTIONAL OFFERS:** Contract Vendors will be allowed to provide promotions for deeply discounted products based on their inventory and sales. Promotions will also provide increased savings to States and other Participating Entities. The Contract Vendors will be responsible to market these offers. Describe what kind of promotions will be available and how marketing will be conducted. Dell Response: From time to time Dell may offer promotions such as additional discounts or discounts when certain products are purchased together. When these promotions are available, Dell account teams will inform their customers.		YES ☒ NO ☐
12	**Describe the Prompt Payment Terms (if available**) to be offered: ☐__% 30;☐__% 15/Net 30;☐__% 10/Net 30, ☐ Other (specify):_____ Dell Response: At this time, Dell is not offering a prompt payment discount.		YES ☒ NO ☐
13	**ADDED VALUE.** Responders may propose suggestions on improvements and/or alternatives for doing business with your company that will make this contract more cost effective for your company and participating public agencies. Dell Response: Increased complexity of the operational requirements of this WSCA 4 Program result in costs to the Vendor community. Dell would welcome the opportunity to discuss reduction in complexity of these operational elements, while ensuring compliance with the Program. The operational elements which have increased under this WSCA 4 Program include PSS		YES ☒ NO ☐

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	on a state-by-state basis.		
14	**TRADE-IN.** The Participating Addendum by each State will identify if and how trade-in or take back terms will be conducted. If trade in program will be offered, provide pricing. Dell Response: Dell delivers Asset Resale & Recycling Services across all business segments – from collections of just 10 assets, to large scale multi-geography project managed recoveries. Dell's Asset Resale & Recycling Services offer the choice to recycle, re-use or sell retired hardware that still has value. All service offerings include transportation, flexible logistics, equipment processing and disposition, with detailed security and environmental reports. Equipment covered includes desktops, notebooks, servers, storage, networking, monitors, printers, projectors, and peripherals such as keyboards and mice, from any major IT manufacturer. Standard Offers: • IT Asset Recycling: For greater peace of mind or to dispose of obsolete equipment, some customers choose our recycling-only service. Dell will handle the proper disposal of your used equipment in an environmentally sensitive way. Data Security for hard drives received under this service is managed in line with our standard policy. See Section 5.0 for more details. • IT Asset Resale: Dell collects the equipment at your designated location, ships to our facilities, cleanses the systems of all data, and audits the equipment to determine the remaining value against our monthly Used Equipment Purchase Pricelist (UEPP). Equipment that has no residual value is recycled. • A choice of On-site or Off-site data wiping is available with our standard offers. Please see Section 5.0 for more details on our standard data security protocols. Other Solutions • IT Asset Return to Lease: Dell can manage the logistics and processing of your equipment for return to your leasing vendor. Custom options ranging from Transportation Only, to full processing with on-site or off-site data wipe before returning to your leasing company are available upon request. • Non-Standard Services: For customers who require a		YES ☒ NO ☐

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	non-standard service or integrated deployments, Dell can provide flexible services, including custom Asset Resale & Recycling solutions. Contact your Dell sales representative to discuss your specific requirements. Data Security Options In conjunction with each of the service offerings listed above, we help protect sensitive data by removing identifying tags and labels from equipment, overwriting functional seated hard drives and shredding inoperable or loose disks. • Offsite data wipe option: We perform a 3-pass wipe using an automated script that overwrites every sector of a functional and properly seated hard drive. Sector verification is performed. If a drive cannot be 100% overwritten, the drive is physically destroyed. • Onsite data wipe option: To provide an extra level of security, we can perform the 3 pass data wipe at your location before the equipment leaves the site. This option is available for desktops and notebook equipment only. Important Additional Benefits Brand Protection – Dell Asset Resale & Recycling Services can help customers avoid negative publicity resulting from a disposal process that goes wrong. Environmental Stewardship – Assets not suitable for resale markets are recycled in adherence with local regulatory guidelines such as the EPA and WEEE legislation and waste regulations. Reduced Overall Costs – The service delivers value back for qualifying systems that are resold and eliminates the cost of storing, licensing and supporting excess equipment. Improved Focus for IT resources – Relieves you of the headache of managing the complex end of life process for your computer equipment. Pricing Overview Please note that pricing will vary per customer and customer requirements. Outlined below is just an overview of how pricing is determined. Customer will be charged on a per Piece basis subject to the minimum collection quantity indicated in the Dell Region matrix below. For quantities below the regional minimum, a charge equivalent to the cost of the stated minimum will be charged per collection.		

<table>
<tr><th></th><th>COST PROPOSAL</th><th>M = MANDATORY</th><th>MEETS UNDERSTAND & WILL COMPLY?</th></tr>
<tr><td></td><td>
<table>
<tr><th>Dell Region*</th><th>United States/Canada</th><th>Europe, Middle East, Africa</th><th>APJ</th></tr>
<tr><td>Minimum Pieces per Collection</td><td>25 Pieces</td><td>20 Pieces</td><td>30 Pieces</td></tr>
</table>
*Geographic Limitations may apply
The per Piece price will be set forth in a Quote generated by Dell and includes the associated cables, peripherals, docking stations, port replicators, external drives, keyboards and mice.
Miscellaneous items will be aggregated, weighed and billed at the rate of one Piece for every 40 lbs or 18 Kg. of weight.
Pick Up and/or recycling of Customer’s packaging/boxes are not included in the cost of this Service and will incur additional charges.
Customer hereby agrees to pay the price for each Piece per the applicable Dell order confirmation, as well as any additional fees/charges and costs set forth in this Service Description.
<h3>Additional Fees</h3>

Services rendered by Dell for Pieces in excess of the amount ordered will be billed at the per Piece price for the associated Service.
Standard transportation fees are included in the Service.
Piece(s) weighing more than 40 lbs or 18 Kg may incur additional transportation charges.
Pick Ups in offshore territories, islands and other remote locations will incur additional charges.
If Customer, the Site and/or the Equipment does not conform to the requirements set forth in this Service Description, the applicable Services may need to be rescheduled and/or additional fees and charges will apply.
Access, time or vehicle restrictions may incur additional charges.
Failed Pick Up attempts by Dell’s Logistics Provider where the Customer or Equipment (e.g. Equipment is packed by Customer prior to Pick Up) is not ready at agreed upon date of the Pick Up may result in additional fees.

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	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	• Customer will be responsible for any costs incurred if incorrect Equipment is identified for Pick Up.		
16	**SERVICES.** Services are at the option of the Participating Entity. The Participating Addendum by each State will address service agreement terms and related travel. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc. Dell Response: Dell acknowledges that each State will address a service agreement within their Participating Addendum. As part of this response, Dell has offered a category discount for services. This discount is the minimum discount. Additional discounts may be offered; however most of the services being offered are customized and unique to each customer's requirements. Dell will evaluate each engagement and provide the best applicable discount.		YES ☒ NO ☐
17	**LEASING.** Responders are not required to provide leasing. Individual Participating States and Participating Entities may enter in to lease agreements for the products covered in the Master Agreements resulting from the RFP, if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted. Leasing will be at the option of each participating addendum. If leasing will be offered, provide rates. Do not submit lease documents or corresponding lease terms as these documents should be addressed in a State's Participating addendum if applicable. Dell Response: Dell acknowledges and will provide additional leasing agreements and related information with the States' participating addendum. Per instructions, Dell has provided sample leasing information in the workbooks.		YES ☒ NO ☐

Appendix

Dell completed the workbooks provided but the workbooks only allowed to show one sku per system. To help WSCA complete their comparison, Dell used the base sku for each system. The discount associated with the base sku is the same discount that would be used for the complete quote. Immediately following are sample quotes that illustrate all the skus required to complete a system.

Dell Latitude Laptop Quote

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: $1,772.53 GROUP TOTAL: $1,772.53	
Description	**Quantity**
Latitude E7440 (210-AAWJ)	1
8GB (2x4GB) 1600MHz DDR3L Memory (370-AAPE)	1
Internal English Dual Pointing Keyboard (580-ABFH)	1
No External Monitor (480-ABST)	1
Intel Integrated HD 4400 Graphics (490-BBJL)	1
Dell Wireless 1506 Driver (555-BBDN)	1
320GB 5400rpm Hard Drive (400-AAVZ)	1
Windows 7 Professional, 64-bit, No Media, Latitude, English (421-8067)	1
Non-Canada Orders only (332-1286)	1
Primary 4-cell 47W/HR Battery (451-BBCT)	1
No Wireless Wan Card (362-BBBB)	1
NO mSATA Interposer (400-ABKR)	1
No Modem (530-BBBD)	1
4th Gen Intel Core i5-4200U Processor (1.6 GHz, 3M Cache) (338-BCKJ)	1
Intel Core i5-4200U Processor Base without Smart Card Reader (329-BBMY)	1
Dell Wireless 1506 802.11g/n Single Band Wi-Fi Half Mini Card (555-BBCZ)	1
US Power Cord (537-BBBD)	1
No Media (620-AAOH)	1
Standard Shipment (800-BBFW)	1
System Documentation, English (340-ACOS)	1
No Camera Software (319-BBBK)	1
No Warranty beyond initial term (988-7347)	1
Dell ProSupport Service Offering Declined (991-2878)	1
Dell Limited Hardware Warranty Plus Service Initial Year (995-7344)	1
Basic Hardware Service: Next Business Day Limited Onsite Service After Remote Diagnosis Initial Year (995-7984)	1
No UPC/POD Label (389-BCGW)	1
Intel Management Engine 9.5 Components Installer (631-AABN)	1
No Resource DVD (430-XXYG)	1
No Fingerprint Reader and No Smart Card Reader (Contact and Contactless) Palmrest (346-BBDP)	1
English Setup And Features Guide (340-ABKF)	1
Energy Star (387-BBDI)	1
No DDPE Encryption Software (954-3465)	1
Not Selected in this Configuration (817-BBBC)	1

No Webcam and No Microphone (325-BBCJ)	1
SHIP,NBK,E7440,DAO,SHUTTLE (340-AFYL)	1
Dell Docking Spacer for E7x40 (452-BBDB)	1
Regulatory Label, Latitude E7440 (389-BCDP)	1
NO INTEL RESPONSIVE (551-BBBJ)	1
Intel Core i5 Processor Label (389-BCMQ)	1
No Label (389-BDBY)	1
14.0 FHD (1920x1080) Wide View Anti-Glare WLED-backlit (391-BBFB)	1
Microsoft Office Trial, MUI, OptiPlex, Precision, Latitude (630-AABP)	1
Windows 7 Label (389-BCNL)	1
Thank you for buying Dell (421-9982)	1
Dell Data Protection System Tools Digital Delivery/NB (422-0007)	1
System Driver, Latitude E7440 (551-BBBM)	1
Dell Backup and Recovery Basic (637-AAAD)	1
Adobe Reader 11 (640-BBDI)	1
Dell Data Protection | Protected Workspace (640-BBEU)	1
Not Selected in this Configuration (640-BBHQ)	1
Visit www.dell.com/encryption (640-BBHR)	1
No Anti-Virus Software (650-AAAM)	1
E5 65W AC Adapter, 3-pin (492-BBEM)	1

***Total Purchase Price:**	$1,772.53
Product Subtotal:	$1,772.53
Tax:	$0.00
Shipping & Handling:	$0.00
State Environmental Fee:	$0.00
Shipping Method:	LTL 5 DAY OR LESS

Dell OptiPlex Desktop Quote

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: $974.85 GROUP TOTAL: $974.85	
Description	**Quantity**
OptiPlex 9020 Mini Tower (210-AATM)	1
8GB (2x4GB) 1600MHz DDR3 Non-ECC (370-AAMG)	1
US English (QWERTY) Dell KB212-B QuietKey USB Keyboard Black (580-AAQX)	1
No Monitor (480-ABHJ)	1
Intel Integrated Graphics, Dell OptiPlex (490-BBFG)	1
NO-WIRELESS (555-BBFO)	1
2.5 inch 500GB Solid State Hybrid Drive (400-AANE)	1
Cable, SATA, 280MM, Black (470-AAED)	1
Cable for SATA HDD, OptiPlex (470-AAEF)	1
Bracket for 2.5inch HDD, OptiPlex (575-BBBR)	1
Thank You for Choosing Dell (340-ADBJ)	1
Windows 7 Professional,No Media, 64-bit, OptiPlex, English (421-5606)	1
Non-Canada Orders only (332-1286)	1
OptiPlex 9020 MT Standard Base Mini Tower Chassis (329-BBID)	1
Dell USB Optical Mouse MS111 (570-AACR)	1
No ESTAR (387-BBCG)	1
No Bcom required (555-BBKH)	1
16X Half Height DVD+/-RW Drive (429-AAED)	1
Internal Dell Business Audio Speaker (520-AABP)	1
NO-WIRELESS (555-BBFO)	1
System Power Cord (Philipine/TH/US) (450-AAOJ)	1
OS-Windows Media Not Included for N-Series (620-AALW)	1
Dell Back-up and Recovery Manager for Windows 7, Multiple Language (637-AAAK)	1
No Quick Reference Guide (340-ABKW)	1
Microsoft Office Trial, MUI, OptiPlex, Precision, Latitude (630-AABP)	1
Dell Limited Hardware Warranty Plus Service Initial Year (935-6177)	1
Basic Hardware Service: Next Business Day Onsite Service After Remote Diagnosis Initial Year (939-2501)	1
No Warranty beyond initial term (988-7347)	1
Dell ProSupport Service Offering Declined (991-2878)	1
No Bios Required (696-BBBC)	1
Intel Standard Manageability (631-AABD)	1
No Diagnostic/Recovery CD media (340-ABJI)	1
No Quick Reference Guide (340-ABKW)	1
No Internal Optical Drive (429-AAHB)	1
NO ADAPTER (470-AAJL)	1
Windows 7 Label, OptiPlex, Fixed Precision, Vostro Desktop (389-BCCZ)	1
Dell Digital Delivery Client (421-4047)	1
Thank you for buying Dell (421-9982)	1
Dell Data Protection System Tools Digital Delivery/DT (422-0008)	1
Visit www.dell.com/encryption (632-BBBZ)	1

Thank you for buying Dell (632-BBCB)	1
Adobe Reader 11 (640-BBDF)	1
Dell Data Protection | Protected Workspace (640-BBEV)	1
Enable Low Power Mode (658-BBMQ)	1
Dell Client System (658-BBMT)	1
Waves Maxx Audio (658-BBNH)	1
NO RAID (817-BBBN)	1
No Anti-Virus SW (650-AAHJ)	1
Intel Core i5-4570 Processor (Quad Core, 6MB Cache, 3.2GHz, w/HD Graphics 4600) (338-BCCE)	1
No DDPE Encryption Software (954-3465)	1
Chassis Intrusion Switch (461-AAAZ)	1
NO INTEL RESPONSIVE (551-BBBJ)	1
Minitower Chassis Mainstream Heatsink (95watts) (412-AAAV)	1
Shipping Material for System,Minitower,Dell OptiPlex (340-ABVE)	1
PowerDVD Software not included (429-AAGQ)	1
Thank You for Choosing Dell (340-ADBJ)	1
Thank You for Choosing Dell (340-ADBJ)	1
Regulatory Label (389-BCCV)	1
No Add On Card (382-BBBZ)	1
Intel Core I5 Label (389-BBWP)	1

***Total Purchase Price:**	$974.85
Product Subtotal:	$974.85
Tax:	$0.00
Shipping & Handling:	$0.00
State Environmental Fee:	$0.00
Shipping Method:	LTL 5 DAY OR LESS