BAND 5: STORAGE - Discount Structure

Responder Name:

Dell Marketing LP

Please fill in the yellow cells.

1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTIILIZED:	pricelist

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	13.50%
ADDITIONAL CATEGORIES	**DISCOUNT**
Category S	2.50%

3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	5.50%
ADDITIONAL CATEGORIES	**DISCOUNT**

4: OPTIONAL: LEASE RATES

Provide Current lease rates

DFS is including sample lease rates. These rates are based on like term T-Bills + 5.50%. Rates are always good for 90 days. Rates are based on equipment and the entity that will be leasing. The chart below demonstrates current rates.

Standard FMV Dell Client/Enterprise/Tier 1 DT & NB

Term	24	36	48
LRF $100,000+	0.03630	0.02665	0.02285

Standard FMV Non-Dell Client/Enterprise

Term	24	36	48
LRF $100,000+	0.03640	0.02875	0.02315

BAND 5: STORAGE - Volume Discounts

Responder Name:

Dell Marketing LP

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.

For Category A only, single purchase order, maximum of 10 ship-to-locations

Minimum Dollar Value Associated with Single Transaction (Column 1)
Maximum Dollar Value Associated with Single Purchase Order (Column 2)
Category A Discount in Addition to the Initial Pricing Level Discount (Column 3)

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.

Dell will review such deals on a case by case basis and if possible provide an additional discount.

3. Other Discounts

Describe additional discounts available.

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.

BAND 5: STORAGE - Market Basket Pricing

Responder Name:

Dell Marketing LP

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	210-ABIR*this sku reflects the base unit and does not include other items that encompass a complete system such as operating system or power cords which have individual skus. An example is provided in the cost response.	Base, PV MD3260i Dense, 1G iSCSI	$ 16,856.00	13.50%	$ 14,580.44
Storage	ST2B-1	1	210-ABIR*this sku reflects the base unit and does not include other items that encompass a complete system such as operating system or power cords which have individual skus. An example is provided in the cost response.	Base, PV MD3260i Dense, 1G iSCSI	$ 16,856.00	13.50%	$ 14,580.44
						Total	$ 29,160.88

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	ST1O-1	12	342-5217	Upgrade to 12TB Installed Raw Capacity	$ 329.00	13.50%	$ 284.59
Option	ST2O-1	16	342-5217	Upgrade to 16TB Installed Raw Capacity	$ 329.00	13.50%	$ 284.59
Peripheral	ST1P-1	1	210-ABPD	Color Printer	$ 359.99	2.50%	$ 350.99
Peripheral	ST1P-2	1	224-4035	Black & White Printer	$ 279.99	2.50%	$ 272.99
Peripheral	ST1P-3	1	320-9715	19" Monitor	$ 179.99	13.50%	$ 155.69
Peripheral	ST1P-4	1	320-9794	24" Monitor	$ 279.99	13.50%	$ 242.19
						Total	$ 1,591.03

VOLUME DISCOUNTS	
Calculate price for 10 units based on volume discount provided for ST2B-1	Dell volume discounts are on tab 2. Additional discounts will be reviewed on a per deal basis.
Calculate price for 100 units based on volume discount provided for ST2B-1	Dell volume discounts are on tab 2. Additional discounts will be reviewed on a per deal basis.
Calculate price for 1000 units based on volume discount provided for ST2B-1	Dell volume discounts are on tab 2. Additional discounts will be reviewed on a per deal basis.

BAND 5: STORAGE - Market Basket Pricing

Responder Name:

Dell Marketing LP

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
STS-1	1	Warranty Upgrade-2 yr	0.50%
STS-2	1	Warranty Upgrade-3 yr	0.50%
STS-3	1	Warranty Upgrade-AD	0.50%
STS-4	1	Break Fix - Non Warranty	0.50%
STS-5	1	Image Loading	0.50%
STS-6	1	Image Consulting	0.50%
STS-7	1	Asset Tagging	0.50%
STS-8	1	Installation	0.50%
STS-9	1	General Consulting	0.50%
STS-10	1	Training	0.50%
STS-11	1	Staging/Deployment	0.50%

BAND 5: STORAGE - Market Basket Specs

Responder Name:

Dell Marketing LP

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:	210-ABIR	STORAGE 1 LIST PRICE:	$ 16,856.00
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Manufacturer SKU #**
ST1B-1	**Architecture**	**Specify**	**Dell MD.3260i 60 drive iSCSI storage array**	**210-ABIR**
	Raw Disk Capacity - Base	**4 TB**	**10 TB**	**20 x 500gb SATA drives / 342-5217**
	Effective Capacity - Maximum	**128 TB**	**240tb using 4tb drives**	
	Maximum Cache	**32 GB**	**4gb cache per controller**	
	Minimum number of Drives	**4**	**20**	
	Raid Options	**1, 3, 5, 10**	**Support for RAID levels 0, 1, 10, 5, 6**	
	Back end disk channel interface	**SAS**	**SAS**	
	Drive Types Supported	**SATA , SAS**	**SATA, SAS**	
	Sdrives Supported - fully expanded	**60**	**60**	
	Shelves	**1 shelf**	**1 Shelf**	
	Protocol Support	**TCP/IP**	**iSCSI**	
	Chassis - rack mount rails	**Yes**	**Yes**	
	Controller type	*Specify*	**Dual 4gb CACHE Controller**	
	Controller Host Interface - speed and number of ports	*Specify Speed and Number*	**Dual 1gb iSCSI**	
	Controllers - Dual Controller Support	*Yes or No*	**Yes**	
	Storage Replication Support	*Specify*	**Yes via replicaion software add on**	**421-6037**
	Chassis - Height (U)	*Specify height (U)*	**4U**	
	Chassis - Rack Hole Type	*Specify round or square*	Square or Round	
	Power single phase standard	*Specify*	Single Phase Standard	
	Power - Three Phase availability	*Yes or no*	No	
	Power - Redundancy	*Yes or no*	**Redundant Power Standard**	
	Power Type	*Specify*	AC - 1755 W	
	Power - BTU Rating	*Specify*	27968.0 BTU/hr	
	Power - Amps/Voltage	*Specify*	3.8 amps	
	Power - Watts	*Specify*	820.0 watts	
	Warranty on above hardware and software	**Manufacturer Warranty - Minimum one year**	**3 Year Next Business Day Pro Support**	**967-4534 / 967-4535 / 967-4598 / 967-4601 / 967-4614**

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
ST1O-1	**Upgrade to 12TB Installed Raw Capacity**	**Provide description and SKU**	**12 x 342-5217**	**329.00**

BAND 5: STORAGE - Market Basket Specs

Responder Name:

Dell Marketing LP

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Please fill in the yellow cells.

Base Equipment (Hardware)

ST2B-1	STORAGE 2 SKU:	210-ABIR	STORAGE 2 LIST PRICE:	$ 16,856.00
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Manufacturer SKU #**
ST2B-1	**Architecture**	**Specify**	**Dell MD.3260i 60 drive iSCSI storage array**	**210-ABIR**
	Raw Disk Capacity - Base	**8 TB**	**10TB**	
	Effective Capacity - Maximum	**256 TB**	**240tb using 4tb drives**	
	Maximum Cache	**64 GB**	**4gb cache per controller**	
	Minimum number of Drives	**8**	**20**	
	Raid Options	**1, 3, 5, 10**	**Support for RAID levels 0, 1, 10, 5, 6**	
	Back end disk channel interface	**SAS**	**SAS**	
	Drive Types Supported	**SATA , SAS**	**SATA, SAS**	
	Sdrives Supported - fully expanded	**60**	**60**	
	Shelves	**1 shelf**	**1**	
	Protocol Support	**TCP/IP**	**iSCSI**	
	Chassis - rack mount rails	**Yes**	**Yes**	
	Controller type	*Specify*	**Dual 4gb CACHE Controller**	
	Controller Host Interface - speed and number of ports	*Specify Speed and Number*	**Dual 1gb iSCSI**	
	Controllers - Dual Controller Support	*Yes or No*	**Yes**	
	Storage Replication Support	*Specify*	**Yes via replicaion software add on**	**421-6037**
	Chassis - Height (U)	*Specify height (U)*	**4U**	
	Chassis - Rack Hole Type	*Specify round or square*	Square or Round Hole	
	Power single phase standard	*Specify*	Single Phase Standard	
	Power - Three Phase availability	*Yes or no*	No Three Phase Power	
	Power - Redundancy	*Yes or no*	**Redundant Power Standard**	
	Power Type	*Specify*	AC - 1755 W	
	Power - BTU Rating	*Specify*	27968.0 BTU/hr	
	Power - Amps/Voltage	*Specify*	3.8 amps	
	Power - Watts	*Specify*	820.0 watts	
	Warranty on above hardware and software	**Manufacturer Warranty - Minimum one year**	**3 Year Next Business Day Pro Support**	**967-4534 / 967-4535 / 967-4598 / 967-4601 / 967-4614**

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
ST2O-1	**Upgrade to 16TB Installed Raw Capacity**	**Provide description and SKU**	**210-ABIR**	**$38,153.00**

PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

Dell Marketing LP

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Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

Color PRINTER

ST1P-1	**PERIPHERAL 1 SKU:**	210-ABPD	**PERIPHERAL 1 LIST PRICE:**
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**
ST1P-1	*Manufacturer Base Model Name*	*Specify the base model name*	Dell
	Manufacturer Base Model #	*Specify the base model number*	Dell C2660DN Color Laser Printer
	Print speed (ppm)	**20**	28 ppm
	Minimum recommended print volume	**250 pages per month**	750 - 3000 duty cycle
	Network Connection	**Yes**	yes
	Two sided printing	**Automatic**	automatic
	Memory	**32 MB**	512mb
	Print resolution	**600dpi**	yes 600dpi
	Paper size	**Letter**	yes drawers will extend to legal size
	Paper trays	**250 sheets**	yes 250 drawer with optional 550
	Energy Star compliance (verified at www.energystar.gov)	**Yes**	yes
	Warranty	**minimum one (1) year warranty**	yes

Black and White PRINTER

ST1P-2	**PERIPHERAL 2 SKU:**	224-4035	**PERIPHERAL 2 LIST PRICE:**
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**
ST1P-2	*Manufacturer Base Model Name*	*Specify the base model name*	Dell
	Manufacturer Base Model #	*Specify the base model number*	Dell B2360db
	Print speed (ppm)	**20**	40ppm
	Minimum recommended print volume	**250 pages per month**	750-7200 duty cycle
	Network Connection	**Yes**	Yes
	Two sided printing	**Automatic**	Automatic
	Memory	**128 MB**	128MB expandable to 256

PERIPHERALS 3 & 4 - Market Basket Specs

Responder Name:

Dell Marketing LP

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Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

19" Monitor

ST1P-3	**PERIPHERAL 3 SKU:**	320-9798	**PERIPHERAL 3 LIST PRICE:**	$ 179.99
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Mfg SKU#**
ST1P-3	*Manufacturer Name*	*Specify manufacturer*	P2014H Dell	320-9798
	Manufacturer Base Model Name	*Specify the base model name*	P2014H	320-9798
	Manufacturer Base Model #	*Specify the base model number*	19.5" (19.5-inch wide viewable image size)	n/a
	Screen size (diagonal measure)	**19 inches**	widescreen	n/a
	Format	**Wide-Format, WSXGA compatible**	1600 x 900 at 60 Hz	n/a
	Resolution	**1440 x 900**	250 cd/m2 (typical)	n/a
	Brightness	**250 Nits / cd/m2**	1000: 1 (typical)	n/a
	Contrast	**400 to 1**	8 ms (gray to gray with Overdrive)	n/a
	Response Time	**8 ms**	yes	n/a
	Pixel Policy	**ISO-13406-2**	yes	n/a
	VGA interface	**VGA interface required**	yes	n/a
	DVI interface	**DVI interface required**	yes	n/a
	Display Port (DP) Interface	**include DP interface**	yes	n/a
	Cables	**include DVI cable**	yes	n/a
	Warranty	**minimum one (1) year warranty**	yes	n/a
	Mounting Hole Pattern	**VESA Compliant**	yes	n/a
	Stand	**Height-adjustable stand**	yes	n/a
	Energy-Star	**Energy Star compliant per v4.1 Tier II standard**	yes	n/a
	Security lock slot	*Specify whether monitor has security lock slot*	yes	n/a
	EPEAT	**EPEAT BRONZE level**	yes	n/a
	Environmental	*Specify whether monitor is RoHS compliant*	yes	n/a

24" MONITOR

ST1P-4	**PERIPHERAL 4 SKU:**	320-9776	**PERIPHERAL 4 LIST PRICE:**	$ 279.99
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Mfg SKU#**
ST1P-4	*Manufacturer Name*	*Specify manufacturer*	Dell	n/a
	Manufacturer Base Model Name	*Specify the base model name*	P2414H	320-9776
	Manufacturer Base Model #	*Specify the base model number*	P2414H	320-9776
	Screen size (diagonal measure)	**24 inches**	24 inches	n/a
	Format	**Wide-Format, WSXGA compatible**	widescreen	n/a
	Resolution	**1920 x 1080**	1920 x 1080 at 60 Hz	n/a
	Brightness	**250 Nits / cd/m2**	250 cd/m2 (typical)	n/a
	Contrast	**400 to 1**	1000 to 1 (typical)	n/a
	Response Time	**8 ms**	8 ms (gray to gray)	n/a
	Pixel Policy	**ISO-13406-2**	yes	n/a
	VGA interface	*Specify whether VGA interface is included*	yes	n/a
	DVI interface	**DVI interface required**	yes	n/a
	Display Port (DP) Interface	*Specify whether DP interface is included*	yes	n/a
	Cables	*Specify whether DVI cable is included*	yes	n/a
	Warranty	**minimum one (1) year warranty**	yes	n/a
	Mounting Hole Pattern	**VESA Compliant**	yes	n/a
	Stand	**Height-adjustable stand**	yes	n/a
	Energy-Star	**Energy Star compliant per v4.1 Tier II standard**	yes	n/a
	Security lock slot	*Specify whether monitor has security lock slot*	yes	n/a
	EPEAT	**EPEAT BRONZE level**	yes	n/a
	Environmental	*Specify whether monitor is RoHS compliant*	yes	n/a

BAND 5: STORAGE - SERVICES - Market Basket Specs

Responder Name:

Dell Marketing LP

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	What is covered by this limited warranty ? This limited warranty covers defects in materials and workmanship in your — our end-user customer's — Dell-branded hardware products, including Dell-branded peripheral products. What is not covered by this limited warranty? This limited warranty does not cover: ● Software, including the operating system and software added to the Dell-branded hardware products through our factory-integration system, third-party software, or the reloading of software ● Non-Dell branded and Solution Provider Direct products and accessories ● Problems that result from: o External causes such as accident, abuse, misuse, or problems with electrical power o Servicing not authorized by Dell o Usage that is not in accordance with product instructions o Failure to follow the product instructions or failure to perform preventive maintenance o Problems caused by using accessories, parts, or components not supplied by Dell ● Products with missing or altered Service Tags or serial numbers ● Products for which Dell has not received payment ● Normal wear and tear Service Level Upgrades Dell provides various options for upgraded	

ST1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Storage 1	What is covered by this limited warranty ? This limited warranty covers defects in materials and workmanship in your — our end-user customer's — Dell-branded hardware products, including Dell-branded peripheral products. What is not covered by this limited warranty? This limited warranty does not cover: ● Software, including the operating system and software added to the Dell-branded hardware products through our factory-integration system, third-party software, or the reloading of software ● Non-Dell branded and Solution Provider Direct products and accessories ● Problems that result from: o External causes such as accident, abuse, misuse, or problems with electrical power o Servicing not authorized by Dell o Usage that is not in accordance with product instructions o Failure to follow the product	
ST1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Storage 1	Not available	
ST1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Storage 1	Not available	
ST1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	With Dell's Image Management Services, customers can reduce or eliminate the time-consuming work of developing, validating and maintaining images for new systems. Dell provides an integrated suite of solutions that can help achieve platform stability and consistency without compromising the level of control demanded by specific business requirements. ● X-Image – Dell specialist creates platform independent images ● ImageDirect – Cloud-based management tool ● Imaging Load for KACE/SCCM/MDT Integration and allows for deployment in remote environments ● Factory Image Load – Replicate standard images on all new systems	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties

ST1S-6	Image Consulting	Develop custom software image solution.	X-Image - Professional specialist-level service for cross-platform imaging - Legacy system support plus current/future - Highly customised images - Up to 4 X-Image updates per year included, plus all Dell driven changes - Localisation for departmental application loads - Supports 64-bit OS	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties
ST1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	All Dell OptiPlex, Latitude, and Precision Workstation systems are integrated with a unique service tag number, provided as a physical bar-coded asset label on the outside of each system chassis. Asset Data Services involves the application of standard or custom asset tags for systems, monitors, and packing boxes. Dell's MIAS (Manufacturing Integrated Asset Services) tool integrates asset tagging into our standard manufacturing process by leveraging Dell's existing processes and incorporating new state-of-the-art software and database technology. A variety of options are available for the asset tagging: ● Dell-generated asset tags are available in three sizes: — 5"x5" (large box – matte white paper) — 1.5"x3" (medium – matte platinum polyester) — 1"x2" (small – glossy white polyester — Font:: Zebra Triumvirate	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties

ST1S-8	Installation	Describe equipment installation services available	Dell Installation Services provides the expert knowledge and the resources to get your new systems up and running quickly. Dell Certified Technicians use proven methodologies to minimize installation time. We give you a wide range of standard Client and Enterprise Installation options to meet your specific needs, no matter how many locations you have throughout the world. If needed, Dell can design Custom Installation services to meet your unique requirements. On-site Expertise – Dell will send our technicians to your locations to manage every aspect of installing your new systems, from planning and managing the schedule to installing each PC, server or switch. Efficient Remote Deployments – By using Dell Certified Technicians located near your remote sites, we increase the efficiency of installing systems throughout your organization and save you travel costs	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties
ST1S-9	General Consulting	Describe Consulting services available	Unlike traditional IT projects that are accompanied by lengthy and expensive consulting engagements, we leverage the Dell Consulting Solution Lifecycle — a targeted consulting methodology based on experience gained through customer engagements to deliver predictable outcomes on defined timelines. By pinpointing areas for improved efficiency and presenting recommendations and solutions that include hardware, software and services, Your customers will quickly realize the cost benefits and reduced burden by simplifying IT — from the data center to the desktop. Meeting customer needs with: ● Data Center services simplify and transform your customer's network, storage, server and overall function of data center. ● Enterprise Architecture address overarching enterprise issues including strategy, application management, and disaster recovery. ● End User Computing empower your	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties

ST1S-10	Training	Describe Training Services Available	Dell can be your trusted partner by offering training and education services for Dell products as well as other key technology areas. Training can be delivered through various options including: ● Online ● Classroom-based ● On-site courses ● Live Distance Learning Our training portfolio includes classes on storage (Dell, Compellent, EqualLogic and Server); official Microsoft and VMware virtualization courses; and other key technology based offerings that can be customizable to meet your organization's unique environment and tailored specifically to the audience learning objectives. All instructor led courses can be customized such as adding more content, reducing class length, combing classes or focusing on only a couple of key concepts that are relevant to the student's daily duties. Visit the following links to view our	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties
ST1S-11	Staging/Deployment	Describe staging/deployment services	In addition to pre-installation services (Image Management, Configuration Services and Asset Management), Dell offers a range of installation and deployment services to simplify the management and accountability issues. Assessments - Strategic guidance to make informed decisions about the scope of your deployment requirements and the benefits of an optimized approach. Design - Preparation of detailed plans for optimized deployment of customized hardware including ongoing management and support, to help ensure achievement of business objectives. Implementation - A managed deployment, delivered on time and within budget, ensuring mitigation of risk and achievement of business objectives as well as an enhanced user experience. Management - Lifecycle management of services based on industry best practice, delivering a stable and	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties

ST1S-12	System and Server Configuration	Describe system and server configurations services	Our services include a broad range of configurable IT and business services, including infrastructure technology, consulting and applications, and product-related support services. We are transitioning to new classifications for our services business that are aligned with the types of service offerings we provide our customers. This change reinforces our commitment to developing and delivering innovative solutions that meet our customers' needs. We classify our services into four categories: ● Support and Deployment Services—Support and deployment services are closely tied to the sale of our servers, storage, networking, and client offerings as well as multivendor support services. They are designed to maximize availability of compute capacity—whether in a data center or on individual devices. Services provide customer technical support, service delivery (parts and labor), custom factory integration	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties
ST1S-13	Rack and Stack Configuration	Describe Rack and Stack configurations services	Dell Installation Services provides the expert knowledge and the resources to get your new systems up and running quickly. Dell Certified Technicians use proven methodologies to minimize installation time. We give you a wide range of standard Client and Enterprise Installation options to meet your specific needs, no matter how many locations you have throughout the world. And if our standard offerings do not match your requirements, we can design Custom Installation services to meet your unique requirements. ● On-site Expertise – Dell will send our technicians to your locations to manage every aspect of installing your new systems, from planning and managing the schedule to installing each PC, server or switch. ● Single Point of Accountability – As the one resource to go to for all of your installation needs, Dell ensures high quality implementation. ● Frees Up Internal Resources –	Because of the variables associated with the delivery of services, standard SKUs are not available. All services provided by Dell will be described in one or more of the following: (i) "Service Descriptions" used to describe any services purchased by an entity; (ii) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (iii) any "Technical Specification Form" approved by the parties