BAND 4: SERVER - 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 4: SERVER - 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 4: SERVER - 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	*SEB-1*	*1*	*ABC123*	*Acme Roadrunner XI*	*$ 1,000.00*	*75.00%*	*$ 250.00*
Server	SE1B-1	1	210-ABVQ*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.	PowerEdge R620,IB	$ 1,332.00	13.50%	$ 1,152.18
Server	SE2B-1	1	225-2607*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.	PowerEdge R820	$ 2,795.00	13.50%	$ 2,417.68
						Total	$ 3,569.86

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	SE1O-1	1	319-1812	Upgrade to 128 GB installed RAM	$ 325.00	13.50%	$ 281.13
Peripheral	SE1P-1	1	210-ABPD	Color Printer	$ 359.99	2.50%	$ 350.99
Peripheral	SE1P-2	1	224-4035	Black & White Printer	$ 279.99	2.50%	$ 272.99
Peripheral	SE1P-3	1	320-9715	19" Monitor	$ 179.99	13.50%	$ 155.69
Peripheral	SE1P-4	1	320-9794	24" Monitor	$ 279.99	13.50%	$ 242.19
						Total	$ 1,302.99

VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for SE2B-1	Dell volume discounts are on tab 2. Additional
Calculate price for 100 units based on volume discount provided for SE2B-1	Dell volume discounts are on tab 2. Additional
Calculate price for 1000 units based on volume discount provided for SE2B-1	Dell volume discounts are on tab 2. Additional

BAND 4: SERVER - 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
SES-1	1	Warranty Upgrade-2 yr	2 Year warranty is not available on servers.
SES-2	1	Warranty Upgrade-3 yr	3 Year warranty is standard on servers (.5%)
SES-3	1	Warranty Upgrade-AD	N/A
SES-4	1	Break Fix - Non Warranty	N/A
SES-5	1	Image Loading	0.50%
SES-6	1	Image Consulting	0.50%
SES-7	1	Asset Tagging	0.50%
SES-8	1	Installation	0.50%
SES-9	1	General Consulting	Free via account team
SES-10	1	Training	0.50%
SES-11	1	Staging/Deployment	0.50%

BAND 4: SERVER #2 - Market Basket Specs

Responder Name:

Dell Marketing LP

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Please fill in the yellow cells.

Base Equipment (Hardware)

SE1B-1	SERVER 2 SKU:	210-ABVQ	SERVER 2 LIST PRICE:	$ 1,332.00
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**.**
SE1B-1	**Processor Socket(s)**	**Two**	Dell Poweredge R620	210-ABVQ
	Processor	**Two Intel Xeon E5-2600 series (2.6GHz, 8-core)**	2 x Intel E5-2650 v2 2.60ghz , 20m cache, 8.0GT/s 8 core , 95 watt , 1866mhz memory speed	338-BDBD / 338-BDBS
	RAM - Installed Capacity, type and speed	**64 GB DDR3**	64gb DDR 3 1666mhz speed. 4 x 16gb dimms	319-1812
	RAM - Minimum expansion capability	**768 GB**	Server can scale to 768gb ram	
	RAM - memory slots	**24 slots total**	Server has 24 DIMM slots	
	Hard Drive(s) installed	**None required**	No drives quoted	
	Internal disk capability	**Capable of housing 2 or more internal hard disks**	Up to 10 drive dependent up on the backplane chosen.	
	Disk Controller	**Included (specify type)**	Embedded SATA	
	Optical Drive	**DVD-ROM drive**	DVD ROM SATA Internal	318-1390
	Network	**Dual Port GB Ethernet network interface(10/100/1000)**	Broadcom 5720 Quad Port Network Daughter Card	430-4418
	Slots	**2 or more PCIe 3.0 x16 slots**	Server has 3 x PCIe 3.0 slots	
	Full or Half - height slots	**Half-height slots**	Server has half height slots	
	video	**HD Graphics**	2D Matrox G200	
	USB Ports - total	**4 USB 2.0 Ports**	Server has 4 x USB 2.0 ports	
	USB Ports - front side and internal	*Specify number of USM ports front side and internal*	2 front / 2 rear ports	
	Warranty	**Manufacturer Warranty Minimum 1 year**	3 Year Next Business day Pro Support	926-2979/936-1787/936-9493/939-4668/989-3439/989-5221/936-9503
	Form Factor	**Rack Mountable**	Server is rack mountable	
	Device Height	*Specify Height in "U"*	1U	
	Rack Hardware (rails)	**Included (specify type)**	Sliding Ready Rails	331-4765 / sliding ready rails with cable management arm
	Energy Star	*Specify if Energy Star 1.0 Tier 1 compliant*	Server is Energy Star 2.0 compliant	
	Power	*Specify Power Connect Type (NEMA of IEC)*	IEC	
	Power - BTU Rating	*Specify BTU Rating*	1595.1 btu/hr maximum	
	Power - Watts	*Specify Watts (min. and max.)*	200 watts minimum / 467.50 watts maximum	
	Power - Single Phase	*Specify Single Phase Standard*	Server is single phase power	
	Power - Three phase	*Specify Three phase is availabel*	Three phase power is not available except via a UPS or PDU	
	Power Redundancy	**Dual Power Supply capable**	Dual Hot Plug Redundant Power Supplies 1 + 1 750 watts	331-4605
	Operating Systems Supported	*Specify What is supported*	Microsoft® Windows® Server 2008 R2 SP1 x64 (including Hyper-V) Microsoft Windows Server 2008 SP2 x32 and x64 (including Hyper-V) Microsoft Windows Small Business Server 2011 Novell® SUSE® Linux Enterprise Server 10 SP4 x64 Novell SUSE Linux Enterprise Server 11 SP2 x64 Red Hat® Enterprise Linux® 5.7 x32 and x64 Red Hat Enterprise Linux 6.1 x64 Oracle Solaris x64	
	Automated Deployment Kit	*Specify what is provided*	Dell Open Manage Deployment Toolkit	Comes standard with the server

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
SE1O-1	**Upgrade to 128 GB installed RAM**	**Provide description and SKU**	**319-1812**	**$ 325.00**

BAND 4: SERVER #2 - Market Basket Specs

Responder Name:

Dell Marketing LP

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Please fill in the yellow cells.

Base Equipment (Hardware)

SE2B-1	**SERVER 2 SKU:**	225-2607	**SERVER 2 LIST PRICE:**	$ 2,795.00
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Manufacturer SKU #**
SE2B-1	**Processor Socket(s)**	**Four**	Dell R820	225-2607
	Processor	**Xeon E5-2600 series**	4 x Intel Xeon E5-4640 2.4 ghz Processors, 20m Cache 8.0 GT/s, 8 Core, 130 watt max , 1600mhz memory speed	317-9328 / 317-9336
	RAM - Installed Capacity, type and speed	**64 GB DDR3**	4 x 16gb RDIMM DDR3 1600mhz speed	319-1943
	RAM - Minimum expansion capability	**192 GB**	Server can scale to 1.5tb of ram	
	RAM - memory slots	**24 slots total**	24 slots with 2 processors. 48 slots with 4 processors	
	Hard Drive(s) installed	**None required**	None installed	
	Internal disk capability	**Capable of housing 2 or more internal hard disks**	2.5" chassis with up to 8 hard drives	331-6517
	Disk Controller	**Included (specify type)**	Embedded SATA	341-3933
	Optical Drive	**DVD-ROM drive**	DVD ROM, SATA internal	313-7541
	Network	**Dual Port GB Ethernet network interface(10/100/1000)**	Broadcom 5720 Quad Port Network Daughter card	430-4418
	Slots	**2 or more PCIe 3.0 x16 slots**	Six PCIe Gen 3 slots, plus one slot for the PERC controller (Full Height x8 slot) The six PCIe slots are: Two x16 Full Height slots One x8 Full Height slot Three x8 Low Profile slots All six slots have x16 physical connectors	
	Full or Half - height slots	**Half-height slots**	Mix of half height and full height	
	video	**HD Graphics**	2D Matrox G200	
	USB Ports - total	**4 USB 2.0 Ports**	Front Ports: 2x USB (2.0), 1x VGA, 1x vFlash Rear Ports: 2x USB (2.0), 1x VGA, 1x DB9, up to 4x RJ45 (10/100/1000), 1x RJ45 (iDrac7 Enterprise) Internal Ports: 1x USB (2.0), 1x IDSDM, 1x SATA	
	USB Ports - front side and internal	*Specify number of USM ports front side and internal*	2 x Front, 2 x rear USB ports	
	Warranty	**Manufacturer Warranty Minimum 1 year**	3 Year Next Business Day Pro Support	926-2979/936-1997 /937-0503 / 939-4938 / 989-3439 / 989-6501 / 937-0513
	Form Factor	**Rack Mountable**	Rack Mount 2U	
	Device Height	*Specify Height in "U"*	2U	
	Rack Hardware (rails)	**Included (specify type)**	Sliding Ready Rails with Cable Management Arm	331-4433
	Energy Star	*Specify if Energy Star 1.0 Tier 1 compliant*	Energy Star 1.0 tier 1 compliant	
	Power	*Specify Power Connect Type (NEMA of IEC)*	IEC	
	Power - BTU Rating	*Specify BTU Rating*	2767.6 BTU/hr maximum	
	Power - Watts	*Specify Watts (min. and max.)*	200 watts minimum / 811.1 watts maximum	
	Power - Single Phase	*Specify Single Phase Standard*	Single Phase Power	
	Power - Three phase	*Specify Three phase is availabel*	Three Phase Power via UPS or PDU only.	
	Power Redundancy	**Dual Power Supply capable**	Dual, Hot Plug, Redundant Power Supplies, 1 + 1, 1100 watt	
	Operating Systems Supported	*Specify What is supported*	Microsoft® Windows® Server 2008 R2 SP1 x64 (including Hyper-V) Microsoft Windows Server 2008 SP2 x32 and x64 (including Hyper-V) Microsoft Windows Small Business Server 2011 Novell® SUSE® Linux Enterprise Server 10 SP4 x64 Novell SUSE Linux Enterprise Server 11 SP2 x64 Red Hat® Enterprise Linux® 5.7 x32 and x64 Red Hat Enterprise Linux 6.1 x64 Oracle Solaris x64	
	Automated Deployment Kit	*Specify what is provided*	Dell Open Manage Deployment Toolkit	Comes Standard with the Server

BAND 4: SERVER - PERIPHERALS 1 & 2 - Market Basket Spe

Responder Name:

Dell Marketing LP

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Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

Color PRINTER

SE1P-1	**PERIPHERAL 1 SKU:**	210-ABPD	**PERIPHERAL 1 LIST PRICE:**
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**
SE1P-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

SE1P-2	**PERIPHERAL 2 SKU:**	224-4035	**PERIPHERAL 2 LIST PRICE:**
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**
SE1P-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

BAND 4: SERVER - 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

SE1P-3	PERIPHERAL 3 SKU:	320-9798	PERIPHERAL 3 LIST PRICE:	$ 179.99
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Mfg SKU#**
SE1P-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

SE1P-4	PERIPHERAL 4 SKU:	320-9776	PERIPHERAL 4 LIST PRICE:	$ 279.99
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Mfg SKU#**
SE1P-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 4: SERVER - 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. STATES MAY REQUEST TO BE MODIFIED ONE WEEK PRIOR TO THE SUPPLIER'S ADDENDUM.
C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, DOLLAR AMOUNT OR FREE SERVICE

SERVICES				
Item #	Description	Minimum Requirements	Minimum Price/ Percent of	Minimum Price/ UNIT
SVS-1	Warranty Upgrade-2 yr	Describe two year warranty on Server 1	Not available	
SVS-2	Warranty Upgrade-3 yr	Describe three year warranty on Server 1	Standard	
SVS-3	Warranty Upgrade-All	Describe accidental damage protection on Server 1	Not available	
SVS-4	Break Fix- Non Warranty	Describe break-fix non warranty on Server 1	Not available	
SVS-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 building, testing and deploying software 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. Dell's image specialist creates a deliverable independent image: ● ImageDirect – Cloud-based management tool ● Imaging Land for KACE/SCCM/WDT 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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties
SVS-6	Image Consulting	Develop custom software image solution.	0-Image - Professional specialist level service to develop customer images - Legacy system support plan current/future - Highly customized images - Up to 4X-Image updates per year included, plus all Dell drivers changes - Localization 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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties
SVS-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Our OEM Logistics, Customer, and Provision Workstation systems are integrated with a unique servicing number, provided as a physical bar-coded asset label on the outside of each system chassis. Asset Data Services receives the application of customer-specified asset tags to systems, monitors, and packing boxes. Dell's MAS (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. Dell's asset tags 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 paper) – 0.5x2" (small – glossy white paper) ● Customer-specified asset tags are available in two sizes: – 1.5"x3" (large box – matte white paper) – 0.5x2" (medium – matte platinum paper)	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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties
SVS-8	Installation	Describe equipment installation services available	Customized on-site equipment use 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-ranging portfolio of Dell 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. Dell's Certified IT Pros and our technicians in 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 our Remote Installation, located many your remote sites, we increase the efficiency of installing systems throughout your organization and save you travel costs. Our installation process uses proven	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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties
SVS-9	General Consulting	Describe Consulting services available	Under Traditional IT projects that are accompanied by lengthy and expensive consulting engagements, we offer a "Dell Way" approach to the sales cycle — 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 productivity, we recommend solutions that include hardware, software and services. Your customers will quickly realize the cost benefits and reduced burdens by simplifying IT — from the data center to the desktop. Meeting customer needs with comprehensive services simplify and transform your customer's network, storage, server and overall function of data center. ● Enterprise Architecture addresses cross-thing enterprise issues including strategy, application management, and disaster recovery. ● End User Computing empowers your customers to maximize productivity	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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties
SVS-10	Training	Describe Training Services Available	Dell offers a variety of training and education services for Dell products as well as other key technology areas. Training can be delivered through various options including: ● Online ● Instructor-based ● On-site courses ● Live Distance Learning Our training portfolio includes classes on storage (Dell, Compellent, EqualLogic and Server), official Microsoft and VMware virtualization classes, and Dell Way Sales Training 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, adjusting the audience to focus only a couple of key concepts that are relevant to the student's daily duties.	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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties
SVS-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 provide 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 hardware, software and 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 reliable 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: (1) "Service Descriptions" used to describe any services purchased by an entity; (2) any mutually agreed upon "Statement of Work" ("SOW") executed by the parties; or (3d) any "Technical Specification Form" approved by the parties