

January 7, 2014

Susan Kahle  
Acquisition Management Specialist  
50 Sherburne Avenue  
112 Administration Building  
St. Paul, MN 55155

Dear Ms. Kahle:

Fujitsu America, Inc. (hereafter "Fujitsu") is pleased to submit a "Narrative Proposal" for the Minnesota WSCA/NASPO Master Agreement for Computer Equipment Project (hereafter "WSCA/NASPO").

Fujitsu welcomes the opportunity to be of service to WSCA/NASPO and believes it is well positioned to provide the requisite level of technical skills and experience for the successful completion of this effort.

As a long-time supplier to WSCA/NAPO, Fujitsu understands that your goal is to continually improve your hardware capabilities and lower acquisition costs. If selected, Fujitsu plans to work with you as a trusted partner to help you reach your business goals and improve efficiency in the long-run.

Fujitsu values our relationship and welcomes this opportunity to continue meeting your business requirements. The attached RFP addresses your hardware needs and confirms our commitment to you.

Thank you for your consideration of our proposal. Please contact me anytime should any questions arise during the review and decision making process.

Sincerely,

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# State of Minnesota WSCA-NASPO Master Agreement for Computer Equipment-Narrative RFP 19512 January 7, 2014





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## EXECUTIVE SUMMARY

Fujitsu is pleased to offer this response to the Request for Proposal, The State of Minnesota, the Western States Contracting Alliance and the National Association of State Procurement Officials Master Agreement for Computer Equipment, we are confident that after reviewing this proposal you will fully understand how Fujitsu will offer award winning computer systems at deep discounts and will provide unmatched service and support to all Participating Entities.

### **State-Local Government and Education History**

Fujitsu has been providing technologically advanced Personal Computer, Server and Storage products to State and Local Governments and Educational entities for over 30 years. Our products are sold through our nationwide network of resellers, in recent years we have built a “direct” sales channel, where we can offer an even better value to our customers. We participate in the PEPPM Multi-state Technology Bidding and Purchasing Program, and have many customers across the US that purchase our products without the benefit of a State Contract or other purchasing agreement, and many more that would like to, however, State Purchasing regulations have prevented many Governmental and Educational entities from purchasing our complete, affordable solutions. It is our desire to meet the demand of these customers through the WSCA/NASPO contract.

### **Infrastructure**

We have built a solid infrastructure with a mature sales organization, technical support centers, parts and repair centers, field engineers and customer support centers strategically located across the United States. Our distribution network ensures each of our customers will receive on-time delivery of new systems, as well as, repair parts and replacements. Fujitsu employs thousands of sales and support people in the United States.

### **Business Model**

Our Business model is a little different from your typical computer manufacturer, rather than having a large call center where you are never sure who will answer the phone, we have developed a network of regional sales offices and local sales and service personnel. This model allows us to be much closer to our customers, more invested in their success, and gives us the opportunity to give back to the communities in which we operate, not only by increasing the local tax base, but also by our involvement in local communities. Of course we are supported by our world-wide headquarters in Sunnyvale, CA and our Technical Support Call Center in Memphis, TN, but our real focus is to develop the best solutions on a local basis, where we understand the challenges our customers face.

### **World-wide, World-Class**

Fujitsu is a wholly-owner subsidiary of Fujitsu Limited a world leader providing IT products and services, providing us access to thousands of engineers around the world, supported by a company that is financially sound, selling over \$53 billion in IT products and services annually and spends in excess of \$2.5 Billion per year in Research and Development. Fujitsu has the infrastructure, financial health and the desire to meet the technology needs of WSCA/NASPO participating entities.

### **Product Quality and Reliability**

The quality and reliability of our products is unmatched, in a PC Magazine customer satisfaction survey, our mobile products, were named least likely to need repair, had the highest marks of all manufacturers in “Likelihood of Recommending” and “Highest Reliability” as well as achieving the “Best Overall Score”.

### **Why Fujitsu?**

WSCA/NASPO Participating Entities demand the most reliable, cost effective technology available, backed by world-class service and support. With Fujitsu you can be assured of receiving the best technology, the best support, shipments that arrive on time and support that is there when you need it. Fujitsu is the perfect alternative to the vendors that have historically participated in the WSCA/NASPO contract. We are uniquely positioned to provide you with a different, and we think better, level of service and support. Customers in WSCA/NASPO States are demanding our high quality products and services, our desire is to make it easier and more cost effective for these customers to purchase from us.

## A. RESPONSE REQUIREMENTS: BUSINESS

### A.1 PROPOSED BANDS

*PROPOSED BANDS. Responders may response to any or all bands. Responder must identify the bands they will be proposing (check all that apply).*

*Band 1: Desktop*

*Band 2: Laptop*

*Band 3: Tablet*

*Band 4: Server*

*Band 5: Storage*

*Band 6: Ruggedized Devices*

*Responder must verify they are a manufacturer of each band proposed and describe their manufacturing process and facilities.*

Fujitsu will be responding to Bands 1 through 5. We are the primary manufacturer of our products.

Fujitsu Ltd., as the largest IT services provider in Japan and 4th position in global IT service industry, has approximately 170,000 employees supporting customers in over 100 countries.

Fujitsu America is a subsidiary of Fujitsu Ltd and is one of the top IT companies in North America. We bring to our clients world-class operational efficiencies from an organization that is strategically focused, simple in structure, and effective in operation by focusing on Business Consulting Services, Application Services, Cloud Solutions, Hardware and Software Solutions, Industry Solutions, Dynamic Infrastructure Services.

Personal IT client devices (including PCs, Tablets, and SmartPhones) are one of the most important verticals in our IT solution portfolio, it contributes about 23%, or \$12 billion in revenue for Fujitsu's total business.

Our PC business is primarily tailored for commercial customers that believe reliability, quality and flexibility are a critical component of their whole IT system.

Our PC R&D team is positioned right in the center of over 9,000 developers at our R&D campus in Kawasaki City, Japan. They bring together state of the art technology and proven quality assurance standards in support of business units such as super computer, middleware, networking, and the Fujitsu laboratory HQ.

Our teams work to ensure that the reliability and quality of our product align with the mission critical system implementation required by our clients. A majority of the PC products (labeled as Made in Japan) are developed at this R&D Campus with engineers developing our own BIOS, firmware, driver, applications, motherboards, mechanical components, and accessories.

By following the same principle pursuing outstanding quality and reliability, the PCs are manufactured in three of our 100% owned facilities located in Fukushima, Shimane, and Kobe.

## A.2 MANUFACTURER VERIFICATION

*The manufacturer's name shall appear on the computer equipment. The Contract Vendors shall provide the warranty service and maintenance for equipment on a Master Agreement. Describe proposed warranty in Section 3A6 in accordance to WSCA-NASPO warranty term.*

All our products proudly bear the name Fujitsu as a sign of confidence that our customers are using the most advanced and high quality equipment available. As a leading provider of Tablet PCs, Slate PCs, Notebooks, Storage and Servers for businesses and consumers, Fujitsu 's products have become the standard in a wide variety of environments including Government, Healthcare, Sales Force Automation, and Education. In addition, customers have come to depend on the reliability, quality and innovation of our products.

### **Extended Warranty**

The Standard International Limited Warranty is the base warranty program included with the unit. The standard warranty covers defects in materials and workmanship for a period of one year or three years from the date of unit purchase, depending on the configuration. If the unit becomes defective during the warranty period, Fujitsu will repair or replace it. If the unit needs to be sent out for repair, Fujitsu pays shipping to and from the Fujitsu depot. By purchasing the Extended Warranty, the customer can extend coverage up to five years total on select configurations.

### **Onsite Plan**

Onsite Plan coverage provides next business day onsite non-physical damage related warranty repairs within the contiguous U.S., plus most parts of Alaska and Hawaii and most Canadian population centers. If in the event an onsite repair has been attempted and there was no resolution, Fujitsu reserves the right to request that the failed machine be sent to the Fujitsu Repair Depot for repair. This minimizes the downtime for the customer and ensures that the machine is promptly repaired. Fujitsu will pay for shipping to and from the Fujitsu depot. The Standard International Limited Warranty is also included in this program. Customer can extend coverage up to five years total on select configurations.

### **Accidental Damage Protection Program**

The Accidental Damage Protection (ADP) program covers damage caused by unintentional mishap. One incident per major part is covered per year. "Major parts" include such components as the screen (LCD), DVD/CD ROM drive, hard disk drive, memory, CPU, and Motherboard. Non-major parts are also covered and are not subject to the one incident per year restriction. If the unit needs to be sent out for repair, Fujitsu pays shipping to and from the Fujitsu depot. The Standard International Limited Warranty is also included in this program. Customer can extend coverage up to five years total on select configurations. (Available only in U.S. and Canada.)

### **Onsite plus ADP**

The Onsite plus ADP plan includes all of the features of the Onsite plan as well as the Accidental Damage Protection program. Customer can extend coverage up to five years total on select configurations.

## A.3 THIRD PARTY PRODUCTS

*Products offered may be manufactured by a third party; however, Contract Vendor must provide the warranty service and maintenance for all third party products on the Master Agreement. Contract Vendor may not offer another manufacture's product holding a Master Agreement without prior approval. Warranty documents for Products manufactured by a third party are preferred to be delivered to the Participating Entity with the Products. Contract Vendor can only offer third party products in a band they have been awarded. Describe proposed warranty in Section 3A6 accordance to WSCA-NASPO warranty term.*

Fujitsu understands and will comply

## A.4 PRODUCT RESTRICTIONS

*Responder must agree to adhere to the restrictions in the Scope of Work throughout the life of the Master Agreement. Describe thoroughly how Contract Vendor will manage product restrictions for Participating States.*

Fujitsu agrees and will comply. There are no known product restrictions to be managed.

## A.5 MAINTAINING THE PRODUCT AND SERVICE SCHEDULE (PSS)

*Contract Vendors will develop and maintain an electronic Product and Service Schedule (PSS) which identifies a complete listing of all products and services included in the awarded Master Agreement as well as individual Participating State's PSS's. It is understood that manufacturer's pricing models will vary and final negotiation of how the PSS is presented will be finalized upon award. The PSS will be available for audit purposes and end users to verify pricing based on the minimum discounts with categorized exceptions provided off a designated base line price list. The minimum discounts with categorized exceptions and designated price list must be provided upon request. The PSS may contain the following information:*

- *Band number*
- *Category*
- *Product Brand*
- *Item number*
- *Item description*
- *List Price*
- *Discount provided*
- *Discounted price*

*PSS is to be maintained as follows:*

1. *The PSS prices for Products and services will conform to the guaranteed minimum discount with categorized exception levels*
2. *The Contract Vendor may make model changes; add new Products, and Product upgrades or Services to the PSS.*
3. *The Contract Vendor agrees to delete obsolete and discontinued Products from the PSS*
4. *The Contract Vendor will work with each State to develop a satisfactory PSS reflecting the individual States restrictions.*

*The state reserves the right to make PSS format changes throughout the life of the master agreement.*

*Contract Vendor will request changes to the PSS utilizing an Action Request Form (ARF). A sample has been provided in the Section 6. This ARF will be finalized upon negotiations and reaffirms and tracks changes made to the Master Agreement. Changes may be made quarterly.*

Fujitsu understands and will comply

## A.6 WARRANTY AND MAINTENANCE

*The Contract Vendor shall ensure warranty service and maintenance for all equipment, including third party products provided. Describe in detail how the responder will secure warranty for all products and services. The Contract vendor agrees to facilitate the Manufacturer or Publisher warranty and maintenance of third party products furnished through the Master Agreement. Describe in detail how the responder will secure warranty for all products and services.*

### **Extended Warranty**

The Standard International Limited Warranty is the base warranty program included with the unit. The standard warranty covers defects in materials and workmanship for a period of one year or three years from the date of unit purchase, depending on the configuration. If the unit becomes defective during the warranty period, Fujitsu will repair or replace it. If the unit needs to be sent out for repair, Fujitsu pays shipping to and from the Fujitsu depot. By purchasing the Extended Warranty, the customer can extend coverage up to five years total on select configurations.

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Onsite Plan coverage provides next business day onsite non-physical damage related warranty repairs within the contiguous U.S., plus most parts of Alaska and Hawaii and most Canadian population centers. If in the event an onsite repair has been attempted and there was no resolution, Fujitsu reserves the right to request that the failed machine be sent to the Fujitsu Repair Depot for repair. This minimizes the downtime for the customer and ensures that the machine is promptly repaired. Fujitsu will pay for shipping to and from the Fujitsu depot. The Standard International Limited Warranty is also included in this program. Customer can extend coverage up to five years total on select configurations.

### **Accidental Damage Protection Program**

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### **Onsite plus ADP**

The Onsite plus ADP plan includes all of the features of the Onsite plan as well as the Accidental Damage Protection program. Customer can extend coverage up to five years total on select configurations.

Fujitsu will pass on third party product warranties to our customers.

## A.7 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.*

Fujitsu Financial Services offers a complete portfolio of financial solutions enabling the planning, transitioning, acquiring, managing, and retiring of your dynamic IT infrastructure. Our strong global presence allows us to provide financial solutions in all key international markets. We cooperate with select leading global IT financing partners to offer custom solutions based on customer, local, and regional requirements. We would be pleased to work with Individual Participating States and Participating Entities to ascertain their individual requirements, terms and rates applicable.

## A.8 DELIVERY

*Delivery of ordered product should be completed within thirty (30) calendar days after receipt of an order, unless otherwise agreed to by the ordering agency.*

Fujitsu understands and will comply

## A.9 FREIGHT

*All prices shall be FOB Destination, prepaid and allowed (with freight included in the price), to the address, receiving dock or warehouse as specified on the ordering agency's purchase order. In those situations in which the "deliver-to" address has no receiving dock or agents, the Contract Vendor must be able to deliver to the person specified on the PO without additional cost. If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance in order for the customer to determine if the additional cost will affect the decision to utilize the Contract Vendor.*

Fujitsu understands and will comply

## A.10 VENDOR PERFORMANCE MEETING

*An annual vendor performance meeting may be held each year with the WSCA-NASPO Sourcing Team. Participation by the Contract Vendor is mandatory. Historically vendor performance meetings have been held in the State of Minnesota.*

Fujitsu understands and will comply

## A.11 AUDITING

*Contract Vendors agree to audits, including but not limited to the Lead State or 3rd party to ensure products sold, pricing and administrative fees are compliant with Master Agreement terms and conditions.*

*Responders must describe:*

- *How the responder regularly self audits the Master Agreement to ensure compliance*
- *How an end user will be able to self audit to ensure quotes provided are at the minimum discount off list price*
- *How often the web pricing and invoicing is audited to insure contractual compliance.*
- *reporting mechanisms available such as Invoice reports which will assist in State's ability to audit the Master Agreement through vendor supplied reporting tools.*
- *How the responder ensures that States with multiple Master Agreements are monitored to ensure purchases are correctly booked with the correct Master Agreement.*

Fujitsu commits to regular self audits, generally conducted during monthly or quarterly reporting to ensure that those sales that reported as contract sales are compliant with the terms of the contract.

The end user may audit discount levels by comparing the quote against the price listed on the web portal. The web pricing and invoicing are audited monthly or at other times when a price or product offer change is initiated. The invoice reports for purchases made under the contract are available to WSCA/NASPO or Participating Entities upon request.

## A.12 SELF AUDIT

*Vendors are required to conduct at a minimum a quarterly self-audit, unless approved by the Lead State. The audit will sample a minimum of one tenth of one percent (.001) of orders with a maximum of 100 audits per quarter conducted. For example: Up to 1,000 sales = 1 audit; 10,000 sales = 10 audits; Up to 100,000 sales = 100 audits. This will be a random sample of orders and invoices and must include documentation of pricing. Summary findings are to be reported to Lead State with actions to correct documented findings.*

Fujitsu understands and will comply

## A.13 PREFERENCE PROGRAMS

*Vendors Describe experience and capacity to meet minority and women business enterprises and other local purchasing preferences that vary among potential Participating Entities, including but not limited to the use of these businesses in their partner relationships.*

Fujitsu has a Small Business Subcontracting Plan on file with the US General Services Administration under Schedule Contract GS-35F-0600V and GS-35F0411L. Under the WCSA/NASPO contract we will agree to the same commitment levels as detailed in our Federal Subcontracting plan:

Planned subcontracting to all small business concerns:  
10% of total expenditures relating to this contract

Planned subcontracting to hub zone small business concerns:  
1% of total expenditures relating to this contract

Planned subcontracting to small disadvantaged business concerns:  
2% of total expenditures relating to this contract

Planned subcontracting to women-owned small business concerns:  
3% of total expenditures relating to this contract

Planned subcontracting to veteran-owned small business concerns:  
1% of total expenditures relating to this contract

Planned subcontracting to service-disabled veteran-owned small business:  
1% of total expenditures relating to this contract

Planned subcontracting to service-disabled veteran-owned small business:  
2% of total expenditures relating to this contract

## A.14 GEOGRAPHIC OFFERING

*While the primary purpose of this solicitation is to select a Responders who can offer all products and services within a band for all Participating States, to encourage small business participation Responders are permitted to submit a proposal on more limited geographical areas.*

*Clearly describe the geographical limits (e.g. by State name) if proposing a geographical area less than that of all Participating States. Identify at least one State. If a Proposer elects to submit a Proposal for a single State then the Proposer will be willing to supply the entire State. The option to grow the business to other States may be allowed upon approval of the WSCA-NASPO Management Board.*

*The proposer will be evaluated on the same criteria as all other vendors and referred to the identified State for consideration of a Master Agreement.*

There are no geographical limitations within the Continental United States, Hawaii and Alaska.

## A.15 MASTER AGREEMENT TERMINATION

*Upon termination or expiration of the Master Agreement awarded from this RFP the following will occur:*

- All websites, on-line offering systems and Electronic Catalog functions supported and/or available as part of the Master Agreement will cease and be removed from public viewing access without redirecting to another website.*
- If approved by the Lead State, Customer data/user accounts acquired during the term of the Master Agreement shall be destroyed or returned to the State at the request of the Participating State's administrator unless required to maintain per audit.*
- No references to the Master Agreement shall be made on the Contract Vendor's commercial website without permission by the Lead State.*
- If approved by the Lead State, hard copy catalogs and promotional literature shall be destroyed or returned to the Participating State at the end of the Master Agreement term upon the request of the Participating State.*

Fujitsu understands and will comply

## A.16 PREMIUM SAVINGS PACKAGE PROGRAM

*Contract Vendors who participate in the PSP program 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. Provide marketing plan of the PSP Program including leading with PSP Program and displaying prominently on websites to market aggressively to all States.*

In accordance with the Premium Savings Package (PSP) requirements, we will provide deeply discounted standard configurations available to Purchasing Entities using the Master Agreement. We will make a commitment to maintain and upgrade the standard configurations for a stated period of time or intervals. We will display this information prominently on our websites to market aggressively to all the states involved.

In addition, our Sales team will embark on a campaign of letter writing, email and phone communication and in-person visits, connecting the customers with our teams. Our Marketing and Advertising departments will assist in providing general awareness through targeted mailings and advertising efforts.

We will use a variety of methods including Webinars, Product Road shows, trade shows, and personal visits to identify or create demand for products and services, supported by appropriate marketing and advertising.

We commit to marketing the benefits of the Premium Savings Package (PSP) using similar strategies for the life of the contract, this will include not only seeking out new participants but creating targeting marketing to other segments such as Higher Education, K-12 Education, Counties, Cities, Towns and non-Executive branches of State Governments.

## A.17 PROMOTIONS

*Contract Vendors are allowed to provide promotions for deeply discounted products based on their inventory and sales. Promotions will also provide increased savings to States. The Contract Vendors will be responsible to market these offers. Describe what kind of promotions will be available and how marketing will be conducted.*

Fujitsu is a leading provider of Tablet PCs, Slate PCs, Notebooks and Servers for businesses and consumers. Fujitsu Tablet PCs have become the standard in a wide variety of environments including Government, Healthcare, Sales Force Automation, and Education. In addition, customers have come to depend on the reliability, quality and innovation of Fujitsu products.

We offer promotions on our products periodically in the form of extended warranties, rebates, educational discounts, free shipping and others.

We will use a variety of methods to inform the states of promotions like webinars, product road shows, trade shows, eBlasts, social media and direct mail. We can also do a co-branded advertising campaign to identify or create demand for products and services.

## B. RESPONSE REQUIREMENTS: ENVIRONMENTAL

### B.1 ENVIRONMENTALLY PREFERABLE PURCHASING COMMITMENT

*Explain commitment to environmentally preferable purchase specifically in the areas below.*

*a. End of life management: Include detailed information regarding takeback, recycling and trade in programs available*

Fujitsu recognizes the importance of environmental protection to our business partners, our customers, our employees, and the communities in which we do business. We are committed to continual improvement in the reduction of pollution and the conservation of energy and natural resources. We strive to contribute to the protection and preservation of the environment for future generations and we consider environmental impact in all that we do. We are committed to comply both with our ethical responsibilities and all legal requirements.

- We practice the 3 “R’s” (Reduce – Reuse – Recycle) in our day to day operations.
- We will improve environmental efficiencies through our internal processes, customer offerings, products and solutions.
- We disclose environment related information on our business activities, products and services.
- We encourage our employees to work to protect and to improve the environment, keeping in mind the impact of their business activities and their civic responsibilities.
- We encourage our employees to work on global environmental conservation including activities that address issues related to climate change, social responsibility, and the preservation of biodiversity through their business, social, and civic activities so as to be role models in their communities.

#### B.1.1 END OF LIFE MANAGEMENT

##### B.1.1.1 Fujitsu Trade-In Program

The Fujitsu Authorized Trade-In Program is designed to provide Fujitsu customers the opportunity of upgrading old computer equipment with the latest Fujitsu products. Our customers will receive cash back from AnythingIT® for trading in old products. By participating in the Fujitsu Authorized Trade-In Program, old equipment will be put to good use in schools and other institutions. This easy-to-use program provides high resale values to maximize the return on functional units. This is accomplished by monitoring both domestic and international market prices, and negotiating with used equipment wholesalers based on large total consolidated returns.

##### Benefits

- Provides cash back for old products of any brand, including peripherals
- Ensures old products go to good use such as in schools and other institutions
- Prevents products from going to a landfill
- Eliminates the fee required by many competitive programs to dispose equipment
- Ensures data security with Forensic Data Formatting Services
- Provides logistical services such as onsite packaging and removal
- Includes asset audits for larger quantities. An audit will be performed on each asset which will be reported back with all asset information, serial and model numbers, asset tags, and configuration

## **About Anything IT- Our Trade In Partner**

AnythingIT has been a leading full service e-waste and IT Asset management solution provider since 1991. The choice of many corporations, organizations, government agencies, leveraging its GSA Schedule, as well as VARs, and OEMs, AnythingIT holds all major e-waste certifications including E-Stewards, R2, ISO 14001 and 9001 which enables an organization to utilize the best practice of the asset disposition space, thereby realizing controlled costs, the value of ROI, and the ability to mitigate risks via its Department of Defense Data Wiping standards that are traditionally associated with information technology products.

### **B.1.1.2 Free Recycling Program**

For over 10 years, AnythingIT and Fujitsu America, Inc. have been partners in offering clients the highest possible return for trade-ins as well as compliant e-waste recycling services.

In extending the Fujitsu commitment to both customers and the environment, this joint venture with AnythingIT has evolved into a solution with which customers can address the environmental concerns their legacy IT equipment poses. Through this FREE RECYCLING PROGRAM, customers can now have their legacy products recycled for FREE.

In partnership with Federal Express (fedex.com), customers can now ship their legacy and outdated desktops, monitors, and displays free of charge to AnythingIT for environmentally-compliant recycling.

## B.1.2 ENVIRONMENTAL SOLUTIONS

*b. Environmental solutions: Provide detail on how additional value is provided regarding environmental solutions such as selling refurbished/remanufactured toner and equipment. Outline how your company is willing to work with the State and the manufacturers to minimize impact on the environment. Specifically address:*

*MATERIALS - manufacturer declaration on reduction / elimination of hazardous materials i.e.; mercury and lead.*

*PRODUCT – In general how does the responder identify product longevity, percent of packaging and packing materials that are recycled/reusable, availability of replacement parts for life extension, cost, and complication to upgrade.*

*CORPORATE – detail if company has in place regarding sell/procurement of refurbished/remanufactured products.*

We provide solutions that support implementing and improving environmental management so that our customers can achieve both business growth and reduced environmental burdens.

### **Our Approach**

In the context of increasingly severe environmental problems, our customers must promote environmental management that aims at achieving business growth and reductions in environmental burdens. Both are essential if they are to conduct sustainable business.

We at Fujitsu provide environmental solutions to support our customers' environmental management. We evaluate their environmental activities and allow them to visualize what can be improved in an integrated manner from a management standpoint. We propose measures that resolve environmental issues in a way that conforms to our customers' business strategies. Furthermore, our efforts are not limited to evaluating the current situation and proposing measures; we also support continuously increasing the level of our customers' environmental management by iterating the PDCA cycle

### **Restriction of Hazardous Substances (RoHS)**

To further strengthen environmental consideration in product development, the Fujitsu Group has eliminated the use of hazardous chemical substances in mobile computing products. We met the requirements of the European Union's RoHS directive, the use of lead, mercury, cadmium, and hexavalent chromium is currently being eliminated. Substances containing PBB (Polybrominated biphenyls) and PBDE (Polybrominated diphenyl ethers) have already been eliminated from mobile components as part of the Fujitsu Group Environmental Protection Program.

### **California RoHS (SB20/SB50)**

On Jan. 1, 2007, the California Department of Toxic Substances Control enforced a law similar to the EU Directive 2002/95/EC (RoHS). The law contains "RoHS-equivalency" measures, which prohibit the sale of covered electronic devices in the state that would be prohibited from sale in the EU because of the presence of hazardous materials.

Fujitsu offers customers products that will comply with, or exceed these guidelines. All of our covered electronic devices manufactured on or after January 1, 2007 satisfy the RoHS standard.

### **Eco-Friendly Product Development**

The Fujitsu Group has adopted a unified Group-wide approach to eco-design for newly designed products and works to improve environmental performance throughout the product life cycle. We have been implementing our own environmental assessments for all of our products since 1993, and strive to develop eco-friendly products that reflect environmental considerations in such areas as energy saving, 3R design\*1, non-use of hazardous chemical substances, packaging materials, and information disclosure.

\*1 3R design:

Design based on the principles of reduce, reuse and recycle

### **Refurbished Products**

All Fujitsu refurbished products listed are thoroughly tested to meet published specifications, are backed by a 90-day International Limited Warranty and are not returnable.

### B.1.3 ENVIRONMENTAL CERTIFICATIONS

*c. Environmental certifications. Describe how certifications/registrations are identified on the website; as well as labels on equipment and/or packing list.*

We actively disclose environmental information on our products, both via the Internet and in the form of environmental labels.

Since the end of FY 2006, we have registered notebook PCs under the EPEAT (Electronic Products Environmental Assessment Tool) system, which encourages the purchase of green PCs and is used chiefly by US government bodies.

- [EPEAT website](#): Information on the US Institute of Electrical and Electronics Engineers' (IEEE) EPEAT standard.
- [International ENERGY STAR Program website](#): Information on products conforming with the International ENERGY STAR Program

#### Environmental Labeling

The main environmental labels displayed by the Fujitsu Group.

<p>International Energy Star program</p> <p>The International Energy Star Program label is displayed on computers (PCs, workstations), displays, printers, and scanners registered with the program.</p>	
<p>Energy Efficiency Labeling System</p> <p>This label is displayed on products meeting standards prescribed by Japan's Act on the Rational Use of Energy.</p>	
<p>PC Green Label System</p> <p>For PCs, Fujitsu displays this mark on products meeting standards stipulated by the PC3R Promotion Association.</p>	

## B.2 EPEAT REGISTRATION

*Responder agrees that applicable products offered that have EPEAT Standards provided under the Master Agreements resulting from this RFP are to have achieved a minimum EPEAT Bronze registration. .*

Fujitsu Agrees and will comply

## B.3 TOTAL COST OF OWNERSHIP

*Describe how your company can provide users information to assist in evaluating the Total Cost of Ownership in utilizing products. E.g. equipment that runs more efficiently, with less supplies, etc.*

When mobile workforces are equipped with mobile computers, employees can be productive anywhere, anytime. But most portable computers are not designed for work outside the office and are at a significantly greater risk of being damaged. Damage can occur in a number of ways: drops, spills, dirt, dust, extreme temperatures and vibration. If a computer fails, there can be significant repercussions. Even a brief period of downtime has a ripple effect that can impact productivity and customer satisfaction.

Most mobile computers are not built with the outside world in mind. In fact, industry research indicates that average annual failure rates are significantly higher for ordinary laptop deployments.\* When downtime and repairs are figured into the lifetime costs of ordinary laptops, the ultimate price of those laptops increases substantially.

Low Failure Rates: The annual failure rate of LIFEBOOK® mobile computers is less than the industry average.

Not only are the costs of computer failures substantial, but also the negative effects on business processes are often under-reported. While most organizations are cognizant of the direct costs of mobile computer repair, few organizations understand the indirect costs to the IT organization and the opportunity costs to the enterprise.

Designed for unparalleled performance and durability, Fujitsu LIFEBOOKS® are the mobile professional's best defense against downtime and data loss. Fujitsu LIFEBOOK® durable computers have been tested and carry Mil Spec 810G. LIFEBOOK® computers deliver maximum uptime and productivity at a lower total cost of ownership. With shock mounted hard drives, spill resistant keyboards and magnesium housings the Fujitsu LIFEBOOKS® are built to reduce failures and allow maximum uptime.

## B.4 ENERGY STAR COMPLIANT PRODUCT

*Describe manufacturer commitment to Energy Star Program .*

Fujitsu participates in the Global Energy Star program and makes strides to design its products to be compliant with Energy Star 5.0 Standards

## B.5 ENVIRONMENTAL IMPROVEMENT PROGRAM

*Describe Product environmental improvement program for products that have not yet received the applicable standards or certification. In addition, describe environmental efforts in each of the following areas: reduction/minimization/avoidance of the use of toxic and hazardous constituents (cadmium, chromium, mercury, and/or lead); compliance with international directives such as the European Union's WEEE Directive on reduction of chlorinated plastics (PVC) and brominated flame retardants*

Green Policy 21 is a bold concept for action that embodies efforts by Fujitsu since its establishment to move beyond declarations of intent and entrench the idea of "manufacturing in harmony with nature" in the mindset and day-to-day activities of Group employees. Bonded by the slogan, "We make every activity green," Fujitsu is working to implement this environmental concept in all of its business domains.

In Green Policy 21 our global scale environmental activities are positioned centrally, under the title Green Policy Earth. Meanwhile our practical activities for realizing Green Policy Earth are organized under the headings Green Policy Products, Green Policy Factories, and Green Policy Solutions. The underlying support structure for these activities is called Green Policy Management.



### Green Policy Products

We are promoting production of a product which considered environment in the whole life cycle through creation of new technologies for environmentally conscious products, and providing "Super Green Products" which boast at least one of various best-of-breed environmentally conscious qualities, and also reusing.

### Green Policy Factories

We strive toward actualization of environmentally conscious manufacturing, through "Green Process" activities that limit resource consumption that leads to environmental burden, and through "Green Facility" activities to reduce emissions.

### **Green Policy Solutions**

We are contributing to reducing the environmental burden imposed by society through "Environmentally Conscious Solutions" which are highly effective in reducing environmental burden. We help reduce the environmental burden by improving our client companies' operating efficiency.

### **Green Policy Earth**

We are promoting enhancement of environmental education and the voluntary environmental activities by employees. Every employee is playing a leading role and contributing to the global environment.

### **Green Policy Management**

We established an environmental management system in accordance with the international standard(ISO14001), as the basis of all activities. We are strengthening Group-Wide "Sustainable management" and aim to improvement in the environmental performance.

### **Restriction of Hazardous Substances (RoHS)**

To further strengthen environmental consideration in product development, the Fujitsu Group has eliminated the use of hazardous chemical substances in mobile computing products. We met the requirements of the European Union's RoHS directive, the use of lead, mercury, cadmium, and hexavalent chromium is currently being eliminated. Substances containing PBB (Polybrominated biphenyls) and PBDE (Polybrominated diphenyl ethers) have already been eliminated from mobile components as part of the Fujitsu Group Environmental Protection Program.

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Fujitsu offers customers products that will comply with, or exceed these guidelines. All of our covered electronic devices manufactured on or after January 1, 2007 satisfy the RoHS standard.

## C. RESPONSE REQUIREMENTS: QUALIFICATIONS

### C.1 COMPANY HISTORY

*COMPANY HISTORY. Responders must provide a brief history and description of their company detailing how they will support this Master Agreement:*

Fujitsu America, Inc., located in Sunnyvale, California, provides a complete portfolio of business technology services, computing platforms, and industry solutions. Fujitsu platform products are based on scalable, reliable and high-performance server, storage, point-of-sale, and mobile technologies. Fujitsu combines its renowned platform offerings with a full suite of onshore, nearshore and offshore system integration, outsourcing, and datacenter services covering applications, operations, infrastructure, client service, and multi-vendor lifecycle services.

Fujitsu provides industry-specific solutions for retail, manufacturing, healthcare, government, education, financial services, and telecommunications sectors.

For more information about the Fujitsu business scope, visit <http://www.fujitsu.com/us/>

Fujitsu Limited, our parent company in Tokyo, Japan, was established in June 1935. Since its foundation, Fujitsu has been a provider of IT infrastructure solutions and has contributed to society and to the success of its customers through its technology solutions. Fujitsu is a global company and the 3rd largest IT services organization in the world. Fujitsu seeks to create an environment where everyone can enjoy the benefits of a networked society that is rewarding and secure. Through the constant pursuit of new possibilities enabled by IT, Fujitsu aims to continuously create new value, bringing about a prosperous future that fulfills the dreams of people throughout the world.

#### C.1.1 FACILITIES

*Facilities. Responders must indicate number and location of manufacturing plants, distribution outlets, and support centers, as appropriate. Provide information on facility production volume in Calendar Year 2012. Please indicate which facilities have been ISO 14001 certified.*

Fujitsu employs over 7,000 US based employees, maintains US based Technical Support, Depot Repair, and Sales offices across the United States, supported by field sales, field technical support, and on-site installation and repair technician located throughout the United States.

Fujitsu mobile PCs offer solid quality due to an extremely high degree of automation, experience, and assembly-line efficiency. Our production is certified in accordance to ISO9001 and ISO14001, evidence of our factory's high quality and environmental standards.

Close collaboration between the Fujitsu R&D, Product Management, and Manufacturing teams reduces the reaction times to technological changes and new market requirements.

Our primary manufacturing facilities are located in Shimane, Japan and Memphis, Tennessee.

#### **Around-the-Clock Technical Support**

With just a phone call, our technical support staff is available for assistance 24 hours a day, 7 days a week within the United States and Canada during the term of the warranty. International help is available up to 12 hours a day, Monday through Friday.

#### **Self-Help on the World Wide Web**

Get fast technical support from our state-of-the-art Service and Support Web site, including answers to Frequently Asked Questions (FAQs), driver downloads, service locations and more.

### Convenient Service

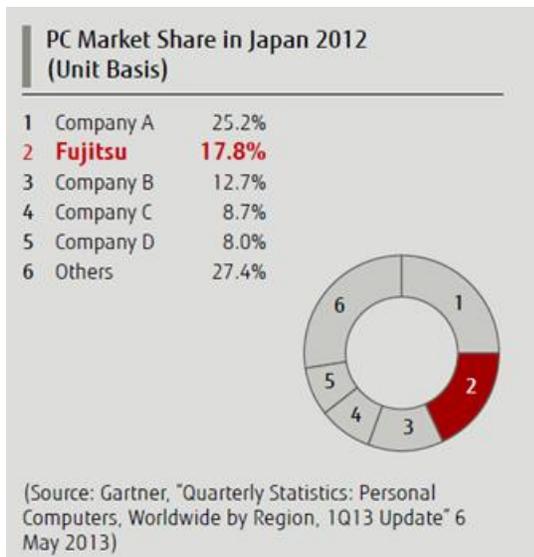
If in the event an onsite warranty service has been attempted and there was no resolution, or if Fujitsu determines that onsite repair is impractical for any reason, Fujitsu reserves the right to request that the failed machine be sent to the Fujitsu Repair Depot for warranty service. Fujitsu will pay for shipping to and from the Fujitsu depot. This will minimize the downtime for the customer as well as ensure that the machine is promptly repaired. Fujitsu Repair Depot, staffed by certified specialists, provides fast, high-quality repair.

### International Help Desks

No matter where you are in the world, Fujitsu International Help Desks will assist in troubleshooting any problems that occur and can identify the service depot nearest you.

### Production

Fujitsu is the world's fourth-largest IT services provider and No.1 in Japan. Fujitsu is also among the world's top five providers of servers. As you can see from the graphs below, we are one of the largest manufacturers of IT products and devices in the world.



### C.1.2 PERSONNEL

*Personnel. Responders must include a map or other documentation that indicates by state the number and type of sales, support personnel, or other resources that are employed to service purchase orders and/or equipment for non-federal governmental customers.*

Fujitsu employs 7,000 US based employees, maintains US based Technical Support, Depot Repair, and Sales offices across the United States, supported by field sales, field technical support, and on-site installation and repair technician located throughout the United States.

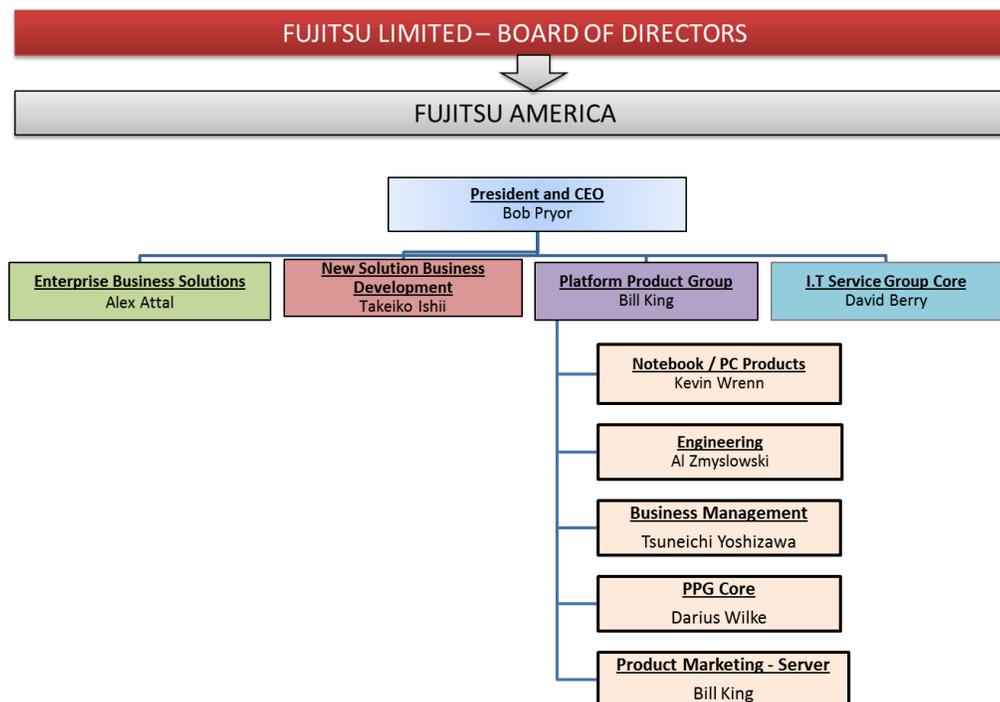
Fujitsu America, Inc. has over 30 offices in the United States with additional offices in Canada, Mexico, Caribbean, Philippines, and Costa Rica. Our sales offices are provided on our website at [http://solutions.us.fujitsu.com/www/content/contact/sales\\_office\\_locations/](http://solutions.us.fujitsu.com/www/content/contact/sales_office_locations/). Other subsidiaries of the Fujitsu Group have numerous locations around the world.

Please refer to our website at [www.fujitsu.com/global/worldwide/](http://www.fujitsu.com/global/worldwide/) for a detailed list of our parent company's office locations.

### C.1.3 ORGANIZATION

*Organization. Responders must include an organization chart and a thorough narrative describing how the Master Agreement will be supported from senior management down to field technicians including the use of any wholly owned subsidiaries or subcontractors*

Fujitsu is dedicated to the success of the WSCA/NASPO contract from the top management to the local sales and support personnel. We understand what a great opportunity the WSCA/NASPO contract is for us and you can rest assured that the entire organization is providing the resources to provide exceptional products, world class service and competitive pricing to every WSCA/NASPO participant. We have an outstanding team ready to serve you and are continually bringing on additional personnel that have experience with the WSCA/NASPO contract to ensure that we can quickly become a major supplier of the best technology products to State and Local Governments and Educational Institutions across the US. We understand the issues that customers are facing every day, Fujitsu will provide the very best quality products at an affordable price, a company that is financially stable that can and will provide consistent warranty support, caring local sales and support people and a sincere dedication to the success of this contract. We have included an organizational chart of the core team that will support this contract, but understand that all departments from Product Design, to Sales along with IT, Finance, Support, Marketing, and Operations have pledged their support and will take extraordinary steps to insure that we are providing the best possible products, service and support to every WSCA/NASPO participant.



### C.1.4 STATE CONTRACTS

In addition to many contracts held by Fujitsu resellers, including Texas DIR, Alabama Joint Purchasing, and PEPPM, Fujitsu hold the contracts below directly with the States:

State	Primary Contract	Secondary Contract
AK	WSCA-NASPO B27162	
CA	WSCA-NASPO B27162	
CO	WSCA-NASPO B27162	
DE	WSCA-NASPO B27162	
FL	WSCA-NASPO B27162	State Term Contract 250-000-09-1
HI	WSCA-NASPO B27162	
IA	WSCA-NASPO B27162	
ID	WSCA-NASPO B27162	
IA	WSCA-NASPO B27162	
KS	WSCA-NASPO B27162	
MS	EPL 3658	
MO	WSCA-NASPO B27162	
MT	WSCA-NASPO B27162	
NE	WSCA-NASPO B27162	
NV	WSCA-NASPO B27162	
NJ	WSCA-NASPO B27162	
NM	WSCA-NASPO B27162	
NY	PT65341	
ND	WSCA-NASPO B27162	
OK	WSCA-NASPO B27162	
SD	WSCA-NASPO B27162	
VT	WSCA-NASPO B27162	
WA	WSCA-NASPO B27162	

State	Primary Contract	Secondary Contract
WI	WSCA-NASPO B27162	

## C.2 CONTRACT VENDOR RESPONSIBILITY

*Contract Vendors shall be responsible for successful performance of the Master Agreement and also for the successful performance of any and all of their partners.*

*The Contract Vendor is to be the sole point of contact as applicable by Master Agreement with regard to contractual matters, payment of any and all charges resulting from the purchase of the equipment and maintenance of the equipment for the term of the Master Agreement unless otherwise specified by a Participating State in a Participating Addendum and/or the Master Agreement.*

*The Contract Vendor must be able to receive, process, and invoice orders unless the Participating State has agreed to assign these functions to a partner. The Contract Vendors will be responsible for compliance with requirements under the Master Agreement, even if requirements are delegated to partners. The Contract Vendors and partners must not in any way represent themselves in the name of the Lead State, WSCA-NASPO or Participating States.*

Fujitsu agrees and will comply

## C.3 PARTNER UTILIZATION

*If utilizing partners, the Contract Vendor is responsible for the partners providing products and services, as well as warranty service and maintenance for equipment the partner provides.*

*Each state represented by WSCA-NASPO that chooses to participate in this Master Agreement independently has the option of utilizing partners. Only partners approved by the Participating State may be deployed. The participating State will define the process to add and remove partners in their participating addendum.*

*If partners are proposed, describe:*

- *process to qualify partners and sales personnel to represent the product.*
- *business relationship between partners and the manufacturer and services to be performed; for example, if partners will only be used for assistance in locating products/services; or if partners will be used to accept orders and payments (with the agreement of the Participating State).*
- *how partners are certified*
- *how partners are contractually bound to the Master Agreement terms and conditions; and*
- *how partner sales will be accurately tracked and reported.*
- *Remedy plan if the partner or sales personnel are not in compliance.*

### **Process to qualify partners and sales personnel to represent the product:**

Fujitsu America uses its channel program, SELECT Partner Program for recruiting partners to sell Mobile and Enterprise products. Resellers are approved to participate in the program and then are encouraged to participate in training programs to enhance their product knowledge and technical skills. At Fujitsu, we believe that the SELECT Partner Program is one of the best value channel partner programs in the industry. It makes working with us and selling our portfolio straightforward. It helps differentiate your business to customers. It gives you access to a wide range of outstanding resources and support. But most importantly, the SELECT Partner Program helps you build a profitable business with us. And the more commitment you demonstrate

the greater your benefits become. Fujitsu offers channel partners professional, qualified resources to address any area of concern when closing the deal. Depending on your partnership level, Fujitsu provides partners with a range of support, from standard telephone assistance to customized, on-site support, from resource gathering to product installation assistance.

### **Business Relationship:**

The most important reason to join the SELECT Partner Program is to grow your business. And the most effective way to do that is by developing your expertise in Fujitsu products and solutions through certification as a SELECT Partner or SELECT Expert. This will give you the opportunity to apply for access to incremental programs such as the Growth Bonus and Marketing Development Fund that help you stimulate demand. You may also be eligible for a special incentives scheme and rebates that reward you for establishing a successful long-term relationship with us. You'll have access to a variety of marketing tools to build your sales pipeline. And as a SELECT Expert, you can even participate in joint lead-generation programs with us.

### **Partner Certification:**

Once Fujitsu Authorized Resellers sign up to sell Fujitsu Mobile and/or Enterprise Solutions, they are initially tiered at the Fujitsu Partner Level. The Select Partner Program is based on partners earning points on the Fujitsu International Online Learning Academy (FiOLA). The Fujitsu International Online Learning Application (FiOLA) is a free online training and certification center, enabling partners of all membership levels to get certified quickly and conveniently. For the partner, this equates into a more educated understanding of why Fujitsu should be the first solution for all business-imperative computing needs; for Fujitsu, this empowers Account Managers to better assist resellers who put forth the effort to know our products. It's a win-win!

## **C.4 EQUIPMENT AND SERVICES OVERVIEW**

*Describe ability to provide computer equipment and the services related to supporting the equipment. Include an overview of how the equipment is delivered and serviced. Thoroughly describe offerings and the ability to provide these services (not all services may be applicable to each band):*

- *Warranty - Break Fix – Non-Warranty*
- *Standard non customized Training*
- *Installation/de-installation*
- *Support*
- *Migration*
- *Asset Tagging*
- *Staging/Deployment*
- *Image loading*
- *Image Consulting*
- *System and Server Configuration*
- *Rack and Stack Configuration*
- *Maintenance*
- *Custom service solutions*
- *Asset Management*
- *Recycling/disposal*
- *Training and Certification*
- *Other services available as allowed in the solicitation*

Fujitsu Professional Services provides the expertise when and where you need it for as long as it's required. Fujitsu offers broad-based services such as total asset planning, consulting services, and system administration. Our Fujitsu Professional Services group can give you more time to concentrate on your business by facilitating OS migrations, gold imaging, and product performance tuning. Our team of dedicated, seasoned professionals will help you to improve your bottom line by optimizing your infrastructure investment.

## **Warranty - Break Fix - Non-Warranty**

Fujitsu America, Inc. warrants the Product against defects in material or workmanship under normal use for the applicable warranty period (1 to 3 years), beginning from the date of original purchase by Purchaser. If the Product becomes defective during the Warranty Period, Fujitsu America, Inc. will, at its option and without charge, repair the Product with new or reconditioned components or parts, or replace the Product with a reconditioned product of the same or functionally equivalent model.

At Fujitsu break fix maintenance of our own product as well as OEM break fix maintenance is a core competency of our IT services portfolio. We are in continuous review cycles (semi-annually and annual) to understand the current and future landscape of the services we currently provide and the potential service needs of our clients in the future. We believe that building solutions for our clients that maximize cost savings while minimizing down time is a key area of focus. Fujitsu service offerings such as Service Desk, on-site break fix maintenance, Installation–Move–Add–Change in a bundled environment will provide our customers with the highest possible returns on investments to their infrastructure.

## **Training**

Fujitsu offers a wide variety of training and installation services, ranging from simple familiarization training to train-the-trainer, to customized CBT courses, all the way to full hands-on training.

Fujitsu agents are trained in various tech support courses appropriate to level-1 resolution, Customer Service soft skills (QA, CSAT), Fujitsu tools, Customer tools and ITIL process.

## **Installation & De-Installation Services**

Fujitsu can provide installation services across the globe, using local Fujitsu engineers and select organizations that can provide skilled technicians to augment our own staff when a rollout requires resources within a geographic area where Fujitsu do not have a field service organization of their own. Fujitsu is fully accustomed to providing all the typical installation and de-installation services a large enterprise requires. A mass deployment of any solution requires defined processes and procedures so each installation is carried out under a managed and structured process.

## **Support**

Our policy for service and support is to provide our clients with a single point of contact and accountability for our systems and other vendor's products that are associated with our systems.

No matter where you are in the world, Fujitsu international help desks will assist in troubleshooting any mobile and desktop problems that occur and can identify the authorized solutions provider or service depot nearest you. Authorized international mobile and desktop repair facilities are located in Asia, Japan, Korea, Canada, and the US. Server manufacturing facilities are located in Japan, Singapore, China, USA, UK, UAE, and Germany. Server capabilities throughout these locations include:

- Offices in more than 70 countries
- Distribution in more than 180 countries
- Own or partner service delivery capacity in more than 180 countries
- Manufacture and research sites in FTS Augsburg, Fujitsu Numazu, Fujitsu Kawasaki, Fujitsu Sunnyvale (CA), FTS Sömmerda, Shimane Fujitsu Ltd., Paderborn Flextronics, and Fujitsu Kazashina

Since 2007, Fujitsu Limited has implemented enhanced initiatives to ensure the stable provision of its products and services by strengthening the business continuity capabilities of its suppliers in the event of natural disasters or other contingencies. In addition to evaluating the business continuity capabilities of suppliers with its proprietary assessment model, based on those evaluations Fujitsu will also help suppliers reinforce their business continuity readiness, thereby enhancing the continuity of its own supply chain.

## Migration

Fujitsu technicians on installations work closely with a temporary centralized install support desk or existing Service Desk in order to ensure the install and any data migration processes, or additional software component loads are managed and installed correctly. The instructions for the technician for the deployment will be well documented in an installation guide and will be automated as much as possible.

## Asset Tagging

Most companies are interested in asset tracking or asset management of deployed equipment. Fujitsu can provide a variety of options for the retailer.

In the modern day of PC technology, assets are typically tracked at the major component level – the processor level of the PC or server. Internal and connected external peripherals are often swapped out as whole unit replacements via a depot service or on-site maintenance, and the tracking of such assets is meaningless when they become another unit in a large pool of common spares that re-circulate through many potential customer sites.

Where Fujitsu provides complete system hardware integration and software staging services for the customer, it is an ideal opportunity to capture the asset information of the equipment. Asset information can be the OEM's serial number that can be tied to a customer's -provided asset tag supplied to Fujitsu. The rules for positioning and placement of such tags are agreed in advance. Fujitsu can also arrange to have tags manufactured to the customer's specifications. This data can be channeled to the customer via spreadsheet, or database, and/or added to the equipment invoice.

If Fujitsu is not providing the staging services, and the data is not captured at this point in time, then there is a second opportunity to capture the data at the time of installation or shortly after as part of a post-install survey. This is normally a more time consuming operation and not an ideal environment to capture the data accurately. Centralized staging operations are closely controlled environments with a smaller number of skilled individuals that can perform these types of operations. The execution of asset tracking at the time of install will rely on a wider variety of individuals, and more errors generally occur in this environment.

## Image loading

We will load your custom software image onto your Fujitsu notebooks or Tablet PCs. After acceptance testing in your working environment, all units will be loaded with the assurance the image operates reliably and effectively on your new Fujitsu products.

Why needlessly burden your IT staff with the tedious task of copying a master file image (MFI) to all of your new systems? When you use the Fujitsu Software Image Management Service, your busy IT staff can focus on more important issues. This service configures your systems to "ready-to-go" status out of the box, allowing increased productivity while augmenting the return on your hardware investment.

- Fujitsu systems engineers will work on-site with your IT team to develop a customized software image based on your unique requirements
- Quality assurance testing on the software image either at our facilities or at your site to verify the image is good prior to volume loading
- The Fujitsu factory will load all units with your final "gold" image
- The master or "gold" image can be extended to units requiring services

## System and Server Configuration / Rack and Stack Configuration

The PRIMERGY® Rack Server QuickStart Services provide for a single or multiple system integration for fast and efficient configuration of your PRIMERGY RX Series Server. The Cloning Service provides for the configuration of twenty PRIMERGY RX Servers based upon an installed operating system reference image.

### Benefits

- Reduces risk
- Expedites a server-ready environment
- Delivers proactive implementation planning
- Maximizes the Fujitsu PRIMERGY Rack servers
- Implemented by trained technical staff
- Transfers actual implementation and configuration data to your staff

## Maintenance

Fujitsu offers an on-site service solution for clients requiring this level of service. We have a help desk in Memphis, TN that operates 7:00 AM – 7:00 PM C.S.T. (Monday through Friday, excluding normal holidays). This help desk will receive calls from clients, validate on-site entitlement and then triage the machine. As long as the machine has not been physically damaged and part(s) can be identified that would cause the failure, part(s) and a technician will be dispatched for arrival as soon as the next business day. In this case, the call must be received by the help desk prior to 3:00 PM local time, and the technician and client must agree upon a scheduled appointment time.

This help desk monitors the repair activity so the appointment is met and the repair is effective. They follow up with a telephone call to the client to confirm satisfaction with the repair.

### Self-Maintenance

Fujitsu offers Self-Maintenance to organizations that request that ability and qualify for the training. To support this type of service, Fujitsu has created an organization that is available 7:00 AM – 7:00 PM C.S.T. (Monday through Friday, excluding normal holidays). This organization is in place to assist self-maintainers should there be questions or needs that cannot be (or are not being) met by the system designed to be used by the self-maintainer. This organization has direct contact with support levels and engineering should questions necessitate escalation to these levels.

## Custom Service Solutions

Fujitsu will design a customized package of technical consulting services to meet your specific needs. Our consulting services can address optimized form factor deployments and a wide array of other mobile computing issues.

### Benefits

Fujitsu leverages the maximum value from your applications. We will save you from the hassle of assembling all the pieces of your complex technical puzzle by helping your organization design complete solutions—from choosing the right software to setting up wireless network connectivity to incorporating third-party peripherals. By delivering a fast and successful technology rollout or conducting product training on Fujitsu products and solutions, we can help you accomplish a quick return on your IT investment.

### Features

- Enhance your most popular and productive applications
- Seamlessly integrate third party peripherals to enable all parts of your technical landscape to work together
- Choose from a complete choice of services including but not limited to:

- Image creation and duplication
- Solution rollout
- Packaging and mechanical design
- Wireless network integration
- Driver modification and/or enhancement
- Choose from staging services such as peripheral integration, inventory control, and asset tagging
- Help your IT resources that are stretched too thin with:
  - Technical consulting assistance
  - Speeding up software development
  - Optimizing Fujitsu products
  - Customizing user interfaces

### **Asset Management**

Fujitsu has the ability to track customer assets by serial number through our Oracle incident management system. The starting point of asset tracking begins with the customer providing a list of the current assets installed in their shops. If one is not available, Fujitsu can collect that data through a manual audit process at an additional charge. The audit charge would be based on the amount of inventory to audit and the number of sites. The audit or provided list will establish the initial install base. Changes are tracked throughout the call handling process. As our service technicians resolve the hardware problems at the end user's site, they report the serial number in and the serial number out on all components used. Asset tracking is done at the whole unit level (i.e., Printers, Keyboards, Monitors, and Slices). Reporting is available to list the serial number and location of the entire install base, or down to the location of a particular serial number.

### **Recycling/disposal**

Our customers who are upgrading their technology invariably require help in the removal and disposal of the old or obsolete equipment. Fujitsu will work with our customers to define the right scope of work from simple disconnection and removal of the old equipment to extended services so the old equipment is palletized or repacked in new or existing packaging for pick-up and environmental / secure disposal.

For over 10 years, AnythingIT and Fujitsu America, Inc. have been partners in offering clients the highest possible return for trade-ins as well as compliant e-waste recycling services.

In extending the Fujitsu commitment to both customers and the environment, this joint venture with AnythingIT has evolved into a solution with which customers can address the environmental concerns their legacy IT equipment poses. Through this FREE RECYCLING PROGRAM, customers can now have their legacy products recycled for FREE.

In partnership with Federal Express (fedex.com), customers can now ship their legacy and outdated desktops, monitors, and displays free of charge to AnythingIT for environmentally-compliant recycling.

### **Training and Certification**

Fujitsu works with a number of software, hardware, and services vendors as well as with Fujitsu products and services from around the world. The Fujitsu North America business has documented processes for all ITIL based events (problem, change, incident, service request, project, ...). Those processes are either implemented manually or leverage partial to complete automation. All processes include controls to help ensure they are correctly followed. The staff is trained on general Fujitsu processes as well as those specific services that are required for the services and/or customers they support. Internal and external audits are performed based on internal business need, customer obligations, or audit / certification requirements.

## Other Services Available

### Fujitsu Hardware and Software Bundling Services

Through Fujitsu Hardware and Software Bundling Service, we can construct a high-quality, cost-effective solution to meet your exact bundling requirements; from monitors, printers, and bar code scanners to digital cameras, USB adapters, and vehicle mounts.

#### Benefits

We will take your bundling specifications and construct a high-quality, cost-effective solution to meet your exacting standards; from monitors, printers, and bar code scanners to digital cameras, USB adapters, and vehicle mounts. Not sure which bundle best meets your needs? Let our experts create a comprehensive solution featuring quality components, cost-effective selections, and timely delivery.

#### Features

- Customized bundling includes: installation documentation, user training, and networking and wireless solutions
- Optimized Fujitsu notebook or Tablet PC with quality hardware, software, and accessories
- Asset tags applied to meet inventory control and security requirements
- Electronic asset inventory lists

### ETERNUS SAN Architecture Service

Highly available data storage is often considered the luxury of a medium to large enterprise. The resources and expertise required to deliver and support such a scalable storage infrastructure prevents those, who possibly need it most, from even considering a Storage Areas Network (SAN). However, there is hope. The San Architecture Service can provide a cost-effective way to improve the availability of your storage enterprise via a well-defined SAN storage architecture.

#### Benefits

- Improves sharing storage between mission critical applications and corporate data
- Effectively consolidates storage assets
- Provides interconnection of Fujitsu servers to ETERNUS® storage elements
- Improves the manageability of storage by making IT resources more effective
- Provides redundancy of storage paths to achieve performance targets, high availability and data access flexibility
- Helps exploit the value of your business's information through a high-speed data storage network
- Facilitates scalability of storage elements to help achieve business goals
- Reduces complexity of the SAN architecture by working with a trusted and reliable partner
- Implemented by a highly trained technical staff

### Multi-Vendor Enterprise Services

Your company's success depends on the strength, stability, and flexibility of your IT infrastructure. Managing that infrastructure is a complex, difficult, and often unpredictable task that is made even more difficult by ever changing, multiple location, and heterogeneous IT infrastructures. How do you minimize the costs of managing these systems while supporting your company's core business?

Fujitsu has the answer. For more than 30 years we have provided IT infrastructure services and support to some of the world's largest, most successful corporations. The cornerstone of our business is mission critical support delivered by world-class engineers and backed by an ISO 9001 certified Global Service Center that operates 24 hours a day, 7 days a week, 365 days a year.

We provide flexible, customized support solutions for your OS/390®, UNIX®, and Microsoft® environments as well as IT operational services that can improve the day-to-day management of your IT environments.

### **Benefits**

- Technical support and hardware service for multiple platforms and multiple vendor operating environments
- Ready access to specialist technical resources
- Reduction of complexity across multi-vendor environments
- Cost effective, flexible solutions that meet business requirements
- Mission critical service ethic, attitude and culture
- Proactive, predictive services that help you realize more value from your IT investments

### **Features**

Under a Mission Critical Support contract, Fujitsu takes responsibility for all multi-vendor maintenance, availability issues, and problem management.

- Technical support and hardware service for multi-platform/multi-vendor products
- Problem management with time based escalations and dedicated service managers
- Global Service Center with 24x7x365 support
- ISO 9001 Certified Customer Support and Logistics Management
- Service level monitoring, reporting, and metrics
- Consolidated Invoicing
- Installations, adds, moves, and changes

In addition Fujitsu Professional Services will offer:

## C.5 REFERENCES

Submit five (5) examples of current or previous states or other larger governmental entities and/or large educational institutions that have or are currently receiving similar products and services to those proposed by the Responder for this solicitation. List any contracts where the responder has been awarded a statewide price agreement for computer equipment by a central purchasing authority. These must be for Contracts that have been in place during the past three years. The information required in response to this specification should include the name and telephone number of the Contract Administrator, the dollar value of the Contract, plus the effective dates of the contract(s). The State reserves the right to contact these entities.

Reference #1	
Name	University of South Dakota
Contract Administer	Rodney Bernstrauch 605-677-6462
Dollar Value:	\$2,904,632
Effective Dates	8/9/09 8/31/14
Program	Nursing, OT, PT, Med School and Internal purchases
# of Units	1800 units installed

Reference #2	
Name	Dakota State University Madison, SD
Contract Administer	David Overby 605-256-5262
Dollar Value:	\$2,521 941
Effective Dates	8/9/09 8/31/14
Program	1:1 Student Tablet Program
# of Units	1200+ tablets units installed

Reference #3	
Name	South Dakota School of Mines and Technology, SD
Contract Administer	Neal Hodges 605-394-1298
Dollar Value:	\$5,931,078
Effective Dates	8/9/09 8/31/14
Program	Engineering School.
# of Units	3500 units of the T5010, T900, T901 & T902 tablets

Reference #4	
Name	Anthony Marano and Company

Reference #4	
Contract Administer	Chris Nowak, CTO (773) 321-7500
Dollar Value:	\$1,500,000
Effective Dates	2008-present
Department	IT
# of Units	100 Servers

Reference #5	
Name	WE Energies
Contract Administer	Dale Kandziora Team Lead (262) 544-7241
Dollar Value:	\$2,000,000
Effective Dates	2008-Present
Department	IT
# of Units	100 Servers

## C.6 CUSTOMER SATISFACTION

*Describe success in customer satisfaction. This could include current customer satisfaction statistics or survey results concerning the quality of the Products and services offered..*

### PERFORMANCE STANDARDS METHODOLOGY:

- Key objectives have been documented for each member of our top management in an online Executive KPI Scorecard. Each objective is tied to one or more metrics and tracked through the Scorecard. As the Executive Scorecard is a monthly report, top management has frequent opportunities to make timely decisions based on factual information and take appropriate actions to correct negative trends as they are identified.
- In addition, for large accounts and/or major programs or projects at key accounts, Fujitsu prepares quarterly reports in the form of a Quarterly Business Review that outlines the required metrics to manage and track our business relationship. Included in this review will be introduction of key executives in attendance, discussion of agenda topics, follow up of action items from previous meetings, key points of interest, SLA and customized reporting, and other items of interest. Each QBR is customized based on the requirements of the specific customer/project.

### CUSTOMER SATISFACTION:

- Fujitsu maintains a Customer Complaint database where every customer complaint is entered. A complaint cannot be closed until the customer is satisfied with the resolution. This database is monitored and tracked by the FAI Quality Council.

- Fujitsu has an Event-Driven Customer Satisfaction survey that is triggered on every third customer problem. We continually review and improve our Customer Satisfaction Survey process, monitor and report results to top management.
- Process improvement and increased customer satisfaction is a direct result of actions taken in response to survey results. Our current quality objective for event-driven Customer Satisfaction Ratings is 4.6 on a scale of 1 to 5, 1 being poor, and 5 being excellent. We continually endeavor to meet and surpass this goal. Whenever we do that for a period of time, we raise the bar a little higher for ourselves. The continual improvement process ensures our customers that their voice is heard.
- We receive event-driven customer survey results on a monthly basis. These surveys are conducted based on problem incidents that are called in to the Help Desk. Survey results are reported to the CEO and the Leadership Team. Survey results are reported in the Executive KPI Scorecard.
- Fujitsu believes overall customer satisfaction to be the most critical performance metric. The reports are used by management to determine our abilities and the data can be used to give performance measurements of a support team, an individual technician, product families or individual products. These are used to measure mobile technical support as well as mobile depot repair giving Fujitsu a competitive advantage.

## D. RESPONSE REQUIREMENTS: CUSTOMER SUPPORT AND MASTER AGREEMENT MANAGEMENT

### D.1 ORDERING AND PAYMENT PROCESS

*The ordering and payment process for Products or Services is to be defined in the Participating Addendum. This process may be unique to each State.*

Fujitsu understands and will comply

### D.2 SALES SUPPORT TRAINING

*Detail how the responder will train sales staff and partners to ensure they are well versed in the terms and conditions of the WSCA-NASPO Master Agreement. Detail a remedy plan for sales staff and partners who do not comply with Master Agreement terms and conditions.*

Fujitsu will comply. Fujitsu Contract Manager will provide training the sales staff and Partners, Through a regular auditing process, the Fujitsu Contract Manager will identify any deficiencies and either retrain the sales person or Partner, Should a sales person continue not to comply, Contract Manager will escalate through the sales person's management for appropriate corrective action. Should a Partner have multiple instances of non-compliance Fujitsu will revoke the Partner's authorization as a Partner under the contract.

### D.3 CONTRACTING PERSONNEL

*Responder must provide contracting personnel to assist states with the completing and processing Participating Addenda. Experience has shown that an adequate number of trained contracting personnel are key to the success of a Master Agreement. Detail how many personnel will be dedicated to provide support to States in securing Participating Addendums with contracting personnel who understand the cooperative purchasing concepts and challenges of signing participating addendums with States who have a variety of additional terms and conditions. Detail how the Contract personnel are chosen and provided training.*

The primary point of contact for contractual matters relating to the WSCA/NASPO contract is:

**Duane Wichman**

Commercial and Contract Manager

Fujitsu Corporation

180 Suncoast Drive

McCook Lake, SD 57049

(712) 389-6209

Email: duane.wichman@us.fujitsu.com

Mr. Wichman has over 15 years of experience in the State and Local Government and Education sectors. He was responsible for writing Gateway's response to the original WSCA RFP in 1999 and was responsible for executing the roll-out and marketing plan proposed by Gateway. In 2002, he joined the Contract Management Organization at Gateway and was responsible for managing a team of Contract Administrators and Program Managers that provided contract administration, web site compliance, reporting and administrative fee payments for all Public Sector Contracts, including the WSCA/NASPO contract. Prior to joining Gateway, he served in various Management roles for Grainger, PBX, and Direct Transit. He is also a part-time business instructor. Mr. Wichman earned a Bachelor of Science in Operations and Production Management from Arizona State University in 1988, a Master of Business Administration from the University of Phoenix in 1992,

and a Master's Certificate in Contract Management from Villanova University in 2006. Mr. Wichman is a member of the National Contract Management Association.

## D.4 PRIMARY ACCOUNT REPRESENTATIVE

*Responder Responders must provide a Primary Account Representative to work with the WSCA-NASPO Master Agreement Administrator on all aspects of the Master Agreement. This account representative is responsible for the performance of the Master Agreement and must provide timely response to all requests from WSCA-NASPO Master Agreement Administrator and Participating State. Detail how the account representative is chosen and provided training.*

NAME:

TELEPHONE #:

EMAIL ADDRESS:

Jim Merrill, Sr. Client Executive

Direct: 815-741-0105

Mobile: 630-240-9062

E-mail: [jmerrill@us.fujitsu.com](mailto:jmerrill@us.fujitsu.com)

## D.5 COMPLAINT RESOLUTION

*Responders must thoroughly describe their procedures for addressing and resolving customer problems and complaints regarding service, equipment, or billing. Include timelines and escalation process.*

Fujitsu maintains a Customer Complaint database where every customer complaint is entered. A complaint cannot be closed until the customer is satisfied with the resolution. This database is monitored and tracked by the FAI Quality Council.

Fujitsu has an Event-Driven Customer Satisfaction survey that is triggered on every third customer problem. We continually review and improve our Customer Satisfaction Survey process, monitor and report results to top management.

Process improvement and increased customer satisfaction is a direct result of actions taken in response to survey results. Our current quality objective for event-driven Customer Satisfaction Ratings is 4.6 on a scale of 1 to 5, 1 being poor, and 5 being excellent. We continually endeavor to meet and surpass this goal. Whenever we do that for a period of time, we raise the bar a little higher for ourselves. The continual improvement process ensures our customers that their voice is heard.

We receive event-driven customer survey results on a monthly basis. These surveys are conducted based on problem incidents that are called in to the Help Desk. Survey results are reported to the CEO and the Leadership Team. Survey results are reported in the Executive KPI Scorecard.

Fujitsu believes overall customer satisfaction to be the most critical performance metric. The reports are used by management to determine our abilities and the data can be used to give performance measurements of a support team, an individual technician, product families or individual products. These are used to measure mobile technical support as well as mobile depot repair giving Fujitsu a competitive advantage.

As the world's third largest IT services provider, Fujitsu focuses on keeping IT and business objectives aligned through close collaboration with our customers. The cornerstone of our business is Mission Critical Support delivered by experienced engineers and backed by an ISO 9001 certified Global Delivery Centers that operate 24 hours a day, 7 days a week, 365 days a year. For over 30 years Fujitsu has provided IT infrastructure services and support to some of the world's largest, most successful corporations.

Close collaboration means being geographically convenient. The Fujitsu network of open service areas across North America allows us to quickly deploy technicians and spares for prompt troubleshooting and repair. For global corporations, Fujitsu has over 65,000 service representatives worldwide, ready to apply their expertise to whatever your IT requirements may be.

Fujitsu offers Premium and Enhanced Service to support the operational objectives of the most demanding mission-critical environments. Our onsite response times of 2 or 4 hours (Premium and Enhanced respectively), are available in defined major metropolitan service areas. These services are also offered as warranty uplifts and as post-warranty support services.

### D.5.1 SERVICE ESCALATION PROCEDURES

The Fujitsu Global Deliver Center (GDC) staffed 24 x 7 x 365 is virtually connected via a sophisticated phone system to all FCS support tools and infrastructure. Integrated tools and tracking systems utilized by FCS provide a single, support center network where all calls are logged.

Fujitsu's Global Support Center (GSC) provides initial call determination to ascertain specific customer problem type, equipment type, and problem severity. After call screening and logging, the GSC immediately

forward calls to the appropriate level of service. Known hardware failure problems, defined by the customer, will receive immediate escalation for parts repair or replacement.

If the GSC determines that a hardware problem exists or if other problems require on-site service, FCS dispatches a technician. The technician will arrive on-site within the contracted service level agreement response time.

A key element of the entire Enterprise technical and management escalation process is the Customer Care Duty Manager (CCM). The CCM proactively monitors and tracks escalations to ensure adherence to the escalation process. The customer can contact the on call CCM any time by calling 1-800-962-8709. They are available to obtain status, provide feedback, and/or escalate the problem from a technical or management perspective.

Time-based commitment (TBC) alerts are also in place that will automatically invoke problem analysis and escalation procedures that will involve GSC technical support as well as site team technical support. Based on the problem analysis, and necessary fix activity, the escalation procedure automatically entails the escalation of the problem through the GSC Technical Support Management Team and the site Field Support Management team.

## **D.5.2 PROBLEM SEVERITY DEFINITIONS**

**Severity 1** - A critical system component is non-operational and the customer cannot continue to operate. A problem that severely impacts the customer's operation and the customer is willing to commit the system and resources to fix the Problem.

**Severity 2** - The system, network or critical application has a problem but is able to operate in a degraded fashion. The system, network or critical application has an intermittent problem that has a high negative impact on customer operations.

**Severity 3** - non-critical problem, one which does not keep the customer from running his critical applications. This could also be an information request or a documentation question. Response can be deferred to a mutually agreeable time.

Fujitsu has an established global service account management structure. Fujitsu operates a Global Service Office that spans all "theaters" - AMERICAS, APAC and EMEA. Each of these regions has an established service management structure defined and generally available 24 x 7. This office is responsible and accountable for global support of global customers of the Fujitsu group.

Fujitsu appreciates the investment our customers make in their IT infrastructure. To that end, Fujitsu has established relationships with key service providers across all industry segments that are capable of delivering the level of service required by customers in today's global environment. Fujitsu enjoys a 30+ year reputation as one of the industry's leading service delivery providers.

## **D.5.3 CUSTOMER SERVICE, BILLING, PRODUCT AND COMPLIANCE ISSUES**

Addressing external customer issues is of highest priority. A corrective action plan should address the root cause of a problem and ensure that there is no reoccurrence.

For a customer issue, the department manager documents a corrective action plan and a target close date in the appropriate reporting system. In addition, in the case of external customers, the manager communicates

the plan and target end date. Any external customer issue that may affect future business should be escalated to next level management and marketing.

For an audit finding, the plan and plan end date is submitted to the Quality Office by the department manager within 30 days of receiving the audit report. The Quality Office updates the audit finding in the Quality database. In addition, in the case of external audits, the Quality Office will send the plan and plan end date to the BSI auditor for approval.

### D.5.3.1 Implement Corrective Action Plan

Having identified the root cause of the issue or audit finding, the corrective action is then implemented within the target close date.

All activity and follow up activity (customer communications, etc.) is documented in the appropriate database.

### D.5.3.2 Validate Implementation

Customer concurrence with the resolution must be obtained prior to closing a customer issue.

Notify the Auditor/Quality Office when the audit finding has been resolved. The Quality Office will close the audit finding upon Auditor/Quality Office verification and concurrence with the resolution.

If the requester does not agree with the corrective action plan, then:

- The issue is escalated to next level management by the internal requester
- All issues must be escalated to next level management by the department manager if the requester is an external customer.

## D.6 REPORTING

*Describe how Contract Vendor adheres to reporting requirements as stated in the Terms and Conditions and ensure accurate reporting to each State. The goals of reporting include:*

1. *Summary Reporting to calculate Administrative Fees to WSCA-NASPO and as required by Participating Entities*
2. *Detailed Product Reporting to manage contract to WSCA-NASPO and as required by Participating Entities*

*Participating States may require additional reporting requirements and will address through their Participating Addendum. Responders must identify below a primary contact responsible for providing the mandatory usage reports*

*NAME:*

*TELEPHONE #:*

*EMAIL ADDRESS:*

Fujitsu will comply with reporting requirements.

Primary reporting contact:

Duane Wichman

712-389-6209

[duane.wichman@us.fujitsu.com](mailto:duane.wichman@us.fujitsu.com)

## D.7 COMMERCIAL OFF THE SHELF AND OPERATING SYSTEM SOFTWARE

*Upon request the Software License Agreement is to be presented to the ordering agency at the time of quote. Provide updated releases of licenses originally purchased through the entire contract term if applicable. Provide details regarding operating system and maintenance updates on products sold and detail process to communicate updates to users.*

Fujitsu will make commercially reasonable efforts to obtain the license agreements for any commercial off the shelf software at the time of quote, where available.

In addition to the automatic updating utilities provided in many software products. Software updates are available on Fujitsu's support page: <http://www.fujitsu.com/us/support/>

## D.8 WEBSITE

- *WEBSITE. Describe commitment to maintaining a website in adherence to the items provided below. Contract Vendors shall develop and maintain a URL to a web site specific to the awarded Master Agreement that MAY provide:*
- *Copy of Solicitation & Response*
- *Signed Master Agreement*
- *Signed Participating Addendums*
- *Designated Baseline price list (MSRP, List, Education)*
- *Product and Service Schedule (PSS)*
- *Product specifications, pricing, and configuration aids for the major product categories proposed that can be used to obtain an on-line quote,*
- *Online ordering capability with the ability to remember multiple ship to locations if applicable to product*
- *Service options, service agreements*
- *Contact information for order placement, service concerns (warranty and maintenance), problem reporting, and billing concerns*
- *Sales representatives for participating entities*
- *Purchase order tracking*
- *Links to environmental certification, including but not limited to take-back/recycling programs, EPEAT, Energy Star, etc.*
- *Information on accessibility and accessible products*

*If elements of the website require a secure log-in, Responder to provide listing of item that would require a secure sign-in option e.g. reprinting of invoices, or purchase order tracking. THE REQUESTED WCAG VPAT APPLIES TO THE RESPONDER'S WEBSITE TO BE OFFERED UNDER THE CONTRACT. Responder to provide completed VPAT forms found in the FORMS section of the RFP.*

*The Master Agreement website shall offer twenty-four (24) hours per day, seven (7) days per week availability, except for regularly scheduled maintenance times. The website must be separate from the Contract Vendor's commercially available (i.e., public) on-line catalog and ordering systems. No other items or pricing may be shown on the website without written approval from the Lead State*

*Within 30 calendar days of Master Agreement award, the Contract Vendor must provide a sample URL of the Master Agreement webpage to the Lead State for review and approval. The Lead State will review and determine acceptability of the website format and data. If the information is determined to be unacceptable or*

*incorrect, the Contract Vendor will have 15 calendar days to provide revisions to the Lead State. Once the website is approved, the Contract Vendor may not make material changes to the website without notifying the Lead State and receiving written approval of the changes.*

*Describe commitment to maintaining a website in adherence to the above requirements.*

Fujitsu will comply with the web-site terms. Fujitsu currently has a WSCA/NSAPO web portal that complies in all material respects to the specified requirements; however, the portal only maintains purchase order history only for orders placed through it.

## **D.9 EMARKETCENTER**

*The Contractor agrees to cooperate with WSCA-NASPO and SciQuest (and any authorized agent or successor entity to SciQuest) with uploading a hosted catalog or integrating a punchout site. Review the eMarket Center requirements provided on next page and confirm adherence.*

Fujitsu agrees and will comply

## **D.10 IMPLEMENTATION PLAN AND MARKETING METHODOLOGY**

*Describe a thorough implementation rollout plan for the first year as part of the proposal. At a minimum, the response should include a description of the methodology (mailings, meetings, seminars, press releases, personal contacts) proposed, estimated dates and location of activities, including tasks to be performed and the timeframe for the completion of each task. Include sample rollout and follow-up marketing materials with their proposals. Responders are reminded that once a statewide participating addendum is in place, nearly every governmental entity, public school and university within the state may use the Contract Vendor's Master Agreement.*

### **D.10.1 PLAN AND METHODOLOGY**

Fujitsu's roll-out and marketing plan will focus on the following primary areas:

- Securing Participating Addendums with States and other entities that are current WSCA participants
- Converting our current customer base into WSCA/NASPO participants
- Gaining acceptance of our products and services with participants
- On-growing growth of participants and products purchased.

#### **D.10.1.1 Securing Participating Addendums**

Securing Participating Addendums will be critical to our success on the contract; our plan is begin early, initially gaining acceptance with purchasing officials from the various WSCA/NASPO States and other entities. Once Participating Addendums are secured we will begin to market aggressively the products and services we offer based on the scope of the Participating Addendum. Our approach will integrate the efforts of Sales, Marketing and Contracts to ensure we secure the maximum number of Participating Addendums and remain in compliance with the contract. Our Sales team will embark on a campaign of letter writing, email and phone communication and person visits, connecting the customers with our Contract Manager to negotiate and execute participating addendums. Our Marketing and Advertising departments will assist in providing general awareness through targeted mailings and advertising efforts.

### D.10.1.2 Converting Our Customer Base to WSCA/NASPO

Concurrently with our effort to secure Participating Addendums with current WSCA/NASPO Participants we will educate our non-WSCA/NASPO customers to the value of the contract, and guide them through the Participating Addendum process. Our Sales team will educate their current customers on benefits of the WSCA/NASPO contract in much the same way as we pursue the current WSCA/NASPO participants adjusting the message to focus on the benefits of the contract. Our Contract Manager will serve an even more important role in this process proactively contacting these entities to explain the contract, negotiate and execute participating addendums. Our Marketing and Advertising departments will create messaging and materials designed to convert these customers

### D.10.1.3 Gaining Acceptance of Our Products and Services

Gaining a more widespread acceptance of our products and services is our “bottoms-up” portion of the strategy. We will use a variety of methods including Webinars, Product Road shows, trade shows, and personal visits to identify or create demand for products and services, supported by appropriate marketing and advertising. These efforts will not only create more participants but will also grow the volume with the current participants.

### D.10.1.4 On-growing Growth of Participants and Products Purchased

We understand that the initial roll-out is certainly important; however, we believe that it is equally important to continue our efforts over the life of the contract. We will continue to aggressively pursue additional participants and built demand with the entities that have participating addendums. We commit to marketing the benefits of the WSCA/NASPO contract using similar strategies for the life of the contract, this will include not only seeking out new participants but creating targeting marketing to other segments such as Higher Education, K-12 Education, Counties, Cities, Towns and non-Executive branches of State Governments.

### D.10.1.5 Events Schedule

Responsible	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
Sales	Finalize Web Site	Execute Letter writing, email, phone and inperson presentations													
		Prepare Product Webinar	Product Webinars	Product Webinars	Product Webinars							Product Webinars	Product Webinars		
			Product Roadshows												
Contracts		Negotiate Final Contract; Negotiate and execute participating addendums													
			Contract Webinars	Contract Webinars	Contract Webinars										
Public Relations		Create and issue Press Release					Create and issue Press Release								
Marketing / Advertising			Create and Place WSCA/NASPO Specific Advertising												

## D.11 ECOMMERCE

*Thoroughly describe the ability or commitment to accept and process purchase orders electronically, as well as online payment via a purchase card. The ability to provide electronic funds transfer and/or a seamless electronic interface to governmental accounting systems should be thoroughly described.*

Fujitsu currently has a long term relationship with WSCA/NASPO and is committed to continuing its chosen payment options. We will work with each state to determine the most convenient process for them to purchase our products and services. We currently have the capability to accept and process purchase orders electronically and to transact electronic funding via wire and or ACH payment. If a state chooses to process payments in a specific manner other than the previously mentioned, we will work with them to comply with their requirements.

*Employee purchase programs are within the scope of this procurement. If provided for by an Entity's Participating Addendum, the Contractor may offer discounted products, within the scope of the contract, to employees of that WSCA participating entity as Individual Liabile (IL) accounts ("Employee Purchase Program"). This may include, but not limited to Bring Your Own Devise (BYOD) programs. All terms and conditions, related to the Employee Purchase Program will be detailed in the entities Participating Addendum.*

The Corporate Employee Purchase Program allows Corporations to offer their employees special pricing on Fujitsu mobile computing products. This program can be a great employee perk, is easy to setup and there are no costs or minimum commitments.

### **The CEPP program provides:**

- Significant discounts on Fujitsu mobile products and accessories
- Configure-to-order program allows you to order the configuration that meets your needs
- The ability to purchase via various payment options:
  - Credit Card (Visa, MasterCard, Discover, American Express)
  - PayPal
  - Bill Me Later Financing

## E. APPENDICES

APPENDIX 1 – CORPORATE PROFILE ..... 50

## APPENDIX 1 – CORPORATE PROFILE

### ABOUT FUJITSU LIMITED

The parent company of Fujitsu America is one of the most successful engineering and electronics organizations in the world. Founded in 1935 in Kawasaki, Japan, Fujitsu Limited has grown into a thriving global network.

Fujitsu Limited is a leading provider of Information and Communications Technology (ICT)-based business solutions for the global marketplace. With over 170,000 employees supporting clients in 100 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to clients.

Fujitsu also recognizes that environmental protection is a vitally important business issue. As well as reducing the environmental load that our own company imposes, the mainstays of our contributions to clients and society will be the reformation of Fujitsu itself and the provision of information technology and the creation of ICT solutions, contributing environmental innovations not confined to Fujitsu but extending to the world beyond it. We will seek to maximize the volume of such contributions.

Fujitsu is recognized as a leader in sustainability and corporate responsibility and is included in the Dow Jones Sustainability and FTSE4Good Index Series.

Fujitsu is the world's 3rd largest IT services provider with over \$25B in IT Services revenue. Gartner released a report in April 2012 placing Fujitsu in the #3 spot in its worldwide ranking of IT service providers.

For more information, please see: [www.fujitsu.com](http://www.fujitsu.com).

### ABOUT FUJITSU AMERICA, INC.

Fujitsu America, Inc., located in Sunnyvale, California, provides a complete portfolio of business technology services, computing platforms, and industry solutions. Fujitsu platform products are based on scalable, reliable and high-performance server, storage, point-of-sale, and mobile technologies. Fujitsu combines its renowned platform offerings with a full suite of onshore, nearshore and offshore system integration, outsourcing, and datacenter services covering applications, operations, infrastructure, client service, and multi-vendor lifecycle services.

Fujitsu provides industry-specific solutions for retail, manufacturing, healthcare, government, education, financial services, and telecommunications sectors.

For more information about the Fujitsu business scope, visit <http://www.fujitsu.com/us/>.

### COMPANY HISTORY

**Fujitsu Limited**, the parent company in Tokyo, Japan, was established in June 1935. Since its foundation, Fujitsu has been a provider of IT infrastructure solutions and has contributed to society and to the success of its customers through its technology solutions. Fujitsu is a global company and the 3rd largest IT services organization in the world. Fujitsu seeks to create an environment where everyone can enjoy the benefits of a networked society that is rewarding and secure. Through the constant pursuit of new possibilities enabled by IT, Fujitsu aims to continuously create new value, bringing about a prosperous future that fulfills the dreams of people throughout the world.

In 2009, three distinct Fujitsu entities in North America merged into a new company called Fujitsu America, Inc. The new organization unifies the services, products, and solutions of Fujitsu Consulting, Fujitsu Computer Systems, and Fujitsu Transaction Solutions. The most recent generation of companies was incorporated September 28, 2000.

**Fujitsu Consulting Inc.** - DMR, a consulting company ultimately acquired by Fujitsu, began in Canada in 1973, incorporated in the U.S. in 1985, and eventually became Fujitsu Consulting Inc., which provided IT services since its inception. In 1983 Fujitsu Consulting established its first application outsourcing clients in Canada and expanded its client base to the US in the late 1990's. Since 1994 the company continued to formalize its global outsourcing practice providing thought leadership and oversight for the sharing of best practices and continuous improvement. As the North American consulting and services arm, Fujitsu

Consulting integrated the core expertise of the Fujitsu companies and its partners to deliver complete solutions in the areas of enterprise information management, packaged application implementation, legacy systems modernization, IT governance, managed services and business process services through its full range of IT consulting, implementation and management services and its industry-recognized strategic approach, MacroScope®.

**Fujitsu** - As a North American distributor for Fujitsu products, our roots extend back to the early 1970's. Today's computer platforms have become essential components in almost all businesses and industrial processes. Heavy dependence on their operation has created additional consequences; in particular loss of business and customer trust that can arise as a result of system faults. To match this growing dependence on system platforms, Fujitsu Limited has been actively innovating its enterprise computer product lines for 58 years, resulting in today's highly reliable mission critical systems. Today, Fujitsu has a rich variety of successful technologies which ensure top line reliability and performance in today's business environments.

**Fujitsu Transaction Solutions** - Fujitsu has been a leader in the Retail Industry for over 40 years, developing and introducing many new generations of Point of Sale Terminals for the retail market. We are annually one of the top 3 companies for shipping and installing terminals for retailers. Our terminals are provided in 3 families and offer a variety of options/features, flexibility and the best TCO. These models are based on Open System Architecture utilizing PC technology. The models offer flexibility in I/O configuration, memory, Hard Disk Drive, and Compact Disk options.

## MISSION STATEMENT

To provide innovative business and IT solutions that increase our customers' competitiveness.

## VISION STATEMENT

Fujitsu America aims to be recognized as a top-tier provider of innovative business technology solutions that generate value and help our customers achieve their goals.

The quality of our solutions and our solid relationships will create customers for life who regard Fujitsu America as their provider of choice.

As a successful, growing company, Fujitsu America will provide a competitive career experience for employees, with opportunities to grow and excel in a collaborative environment where everyone is valued and empowered to realize their potential.

## FUJITSU: FINANCIAL INFORMATION

Fujitsu America, Inc. is a wholly owned subsidiary of Fujitsu Limited. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of US\$46.6 billion (4.4 trillion yen) for the fiscal year ended March 31, 2013.

Complete Fujitsu annual reports are publicly available on our website for view or download <http://www.fujitsu.com/global/about/ir/annualrep/>.

## CORE COMPETENCIES

Fujitsu America is one of the top ICT companies in North America. We bring to our clients world-class operational efficiencies from an organization that is strategically focused, simple in structure, and effective in operation by focusing on:

- Business Consulting Services
- Application Services
- Cloud Solutions
- Hardware and Software Solutions
- Industry Solutions
- Dynamic Infrastructure Services



## BUSINESS CONSULTING SERVICES

Fujitsu helps you respond to the challenge of planning, delivering, and operating your ICT systems in a complex, ever-changing business environment. Partnering with teams from your ICT and business departments, we can deliver value to your clients, employees, and stakeholders. We work with you to identify key business outcomes, and then create a roadmap so you can achieve these outcomes by removing obstacles in the areas of processes and technology.

## APPLICATION SERVICES

Fujitsu understands the need to deploy and upgrade business applications quickly, securely, efficiently, and inexpensively. We also know you want better control over your application portfolio, while reducing operational costs. In response, we have developed a broad range of Dynamic Application Services that can be used to improve or transform your applications.

## CLOUD SOLUTIONS

Fujitsu provides a complete range of cloud solutions and services. We offer a trusted Infrastructure-as-a-Service (IaaS), private hosted IaaS, on-premises private cloud options, Software-as-a-Service (SaaS), and Platform as a Service (PaaS). To help guide you through all the options and develop cloud solutions that are aligned with your business strategy, we also offer advisory services.

These services and solutions are only the beginning. Fujitsu is committed to its cloud vision, has a comprehensive and coordinated global and regional cloud strategy, and will continue to deliver on that strategy.

## **HARDWARE AND SOFTWARE SOLUTIONS**

Fujitsu America offers a wide range of enterprise hardware and software products designed to help you maximize the value of your ICT infrastructures. Through our TRIOLE® strategy, we offer a complete line of scalable and reliable servers, storage, and software solutions, providing an adaptive and flexible ICT infrastructure. We also offer quality, mobile computers for those who demand only the best from their computer investment.

## **INDUSTRY SOLUTIONS**

In this rapidly changing world economy, efficient and timely investments are key to success. Fujitsu leverages many years of experience in all major industries with skilled human resources, and partnerships to provide an array of strategic solutions.

### **Retail Business**

The Fujitsu line of TeamPoS® point-of-sale (POS) systems and peripherals provides retailers with exceptional power, speed and reliability, which combine to maximize uptime, enhance the consumer experience, and reduce total cost of ownership (TCO). Over approximately 40 years in the Retail industry, we have earned a reputation for building POS systems that are unsurpassed in reliability and serviceability. Fujitsu also offers social clienteling and multi-channel order management solutions on the Salesforce.com platform.

### **Healthcare**

The Fujitsu healthcare solution encompasses unique industry-specific offerings as well as key offerings from our portfolio of product, dynamic infrastructure, business, and application services offerings. We can create a bundle that best meets the ICT needs, and requirements of the Chief Medical Officer (CMO), Chief Nursing Officer (CNO) and other leaders.

### **Education**

Fujitsu offers templated solutions and intellectual property (IP) for the Education industry. Our offerings include instructional assessment, planning, and implementation services for pen-and-touch products, with an emphasis on professional development. We leverage our extensive one-on-one experience with industry principals, incorporating the results into our service offerings.

### **Manufacturing**

Fujitsu offerings for the manufacturing industry include implementation services for enterprise resource planning (ERP), supply chain management (SCM), customer relationship management (CRM) and associated edge solutions from SAP, Oracle and Salesforce.com. We have a rich history of providing global support for manufacturing companies; in fact, this is our largest industry sector for implementation services. As a leading global manufacturer ourselves, we leverage our extensive experience with lean manufacturing principles and incorporate them into our service offerings.

We have specific templated solutions and intellectual property (IP) for several manufacturing sub-industries. By applying our lean consulting approach with our IP and industry templates, we can deliver best-of-breed functionality with faster time-to-success and at generally a lower cost than our competitors.

### **Financial Services**

Fujitsu offerings for the financial services industry include implementation and managed services, with solutions for SAP and Oracle, as well as comprehensive software as a service (SaaS) offerings for Salesforce.com. On the software side, we provide industry-leading eXtensible Business Reporting Language (XBRL) and business process management (BPM) solutions that address the specific needs of your industry. By applying a lean consulting approach with best-of-breed industry templates and other intellectual property (IP), we can deliver the functionality you need sooner than most — and at a lower total cost.

### **DYNAMIC INFRASTRUCTURE SERVICES**

With the Dynamic Infrastructures portfolio, Fujitsu created a unique and comprehensive offering of ICT products, data center and office solutions, Infrastructure-as-a-Service and Managed Infrastructure services. This complete offering enables you to make the most beneficial choices for your overall enterprise ICT Infrastructure architecture and to select the most effective way to leverage alternative sourcing and delivery models at any time and around the globe.

## STRATEGIC ALLIANCES, MEMBERSHIPS AND CERTIFICATIONS

### Strategic Alliances

Fujitsu participates in many non-exclusive technology relationships with vendors such as Microsoft, SAP, Documentum, and Oracle. Through these relationships, Fujitsu can acquire in-depth knowledge ahead of the market to support our clients' system integration and IT consulting needs. These relationships also provide us with unlimited access to solution packages, enabling Fujitsu to successfully implement solutions for our clients.



### Memberships and Certifications

We are actively involved in numerous professional organizations, keeping abreast of and involved in the industry, and supporting and abiding by their standards. Our India operations are an integrated part of our business and utilize a comprehensive Quality Management System (QMS) based on ISO 9001:2008, ISO 27001:2005, SAS 70, CMMI V1.1 and PMBOK®. Fujitsu is a member of Fusion Inner Circle and Fujitsu employee heads the International User Group Community into Fusion. Fujitsu is a member of the SAP NetWeaver Partner Advisory Council and of several Microsoft Partner Advisory Councils (PACs).



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January 7,2014

Susan Kahle  
Acquisition Management Specialist  
50 Sherburne Avenue  
112 Administration Building  
St. Paul, MN 55155

Dear Ms. Kahle:

Fujitsu America, Inc. (hereafter "Fujitsu") is pleased to submit a "Cost Proposal" for the Minnesota WSCA-NASPO Master Agreement for Computer Equipment Project (hereafter "WSCA-NASPO").

Fujitsu welcomes this opportunity to be of service to WSCA-NASPO and believes it is well positioned to provide the requisite level of technical skills and experience for the successful completion of this effort.

As a long-time supplier to WSCA-NASPO, Fujitsu understands that your goal is to continually improve your hardware capabilities and lower acquisition costs. If selected, Fujitsu plans to work with you as a trusted partner to help you reach your business goals and improve efficiency in the long-run.

Fujitsu values our relationship and welcomes this opportunity to continue meeting your business requirements. The attached RFP addresses your hardware needs and confirms our commitment to you. Thank you for your consideration of our proposal. Please contact me anytime should any questions arise during the review and decision making process.

Sincerely,

Jim Merrill, Sr. Client Executive  
Fujitsu America, Inc.  
Direct: 815-741-0105  
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# State of Minnesota WSCA-NASPO Master Agreement for Computer Equipment-Cost RFP 19512 January 7, 2014





## **PROPRIETARY NATURE OF PROPOSALS**

Every Fujitsu proposal is prepared for the sole and exclusive use of the party or organization to which it is addressed. Therefore, Fujitsu considers its proposals to be proprietary, and they may not be made available to anyone other than the addressee or persons within the addressee's organizations who are designated to evaluate or consider the proposal.

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## EXECUTIVE SUMMARY

Fujitsu is pleased to offer this response to the Request for Proposal, The State of Minnesota, the Western States Contracting Alliance and the National Association of State Procurement Officials Master Agreement for Computer Equipment, we are confident that after reviewing this proposal you will fully understand how Fujitsu will offer award winning computer systems at deep discounts and will provide unmatched service and support to all Participating Entities.

### **State-Local Government and Education History**

Fujitsu has been providing technologically advanced Personal Computer, Server and Storage products to State and Local Governments and Educational entities for over 30 years. Our products are sold through our nationwide network of resellers, in recent years we have built a “direct” sales channel, where we can offer an even better value to our customers. We participate in the PEPPM Multi-state Technology Bidding and Purchasing Program, and have many customers across the US that purchase our products without the benefit of a State Contract or other purchasing agreement, and many more that would like to, however, State Purchasing regulations have prevented many Governmental and Educational entities from purchasing our complete, affordable solutions. It is our desire to meet the demand of these customers through the WSCA/NASPO contract.

### **Infrastructure**

We have built a solid infrastructure with a mature sales organization, technical support centers, parts and repair centers, field engineers and customer support centers strategically located across the United States. Our distribution network ensures each of our customers will receive on-time delivery of new systems, as well as, repair parts and replacements. Fujitsu employs thousands of sales and support people in the United States.

### **Business Model**

Our Business model is a little different from your typical computer manufacturer, rather than having a large call center where you are never sure who will answer the phone, we have developed a network of regional sales offices and local sales and service personnel. This model allows us to be much closer to our customers, more invested in their success, and gives us the opportunity to give back to the communities in which we operate, not only by increasing the local tax base, but also by our involvement in local communities. Of course we are supported by our world-wide headquarters in Sunnyvale, CA and our Technical Support Call Center in Memphis, TN, but our real focus is to develop the best solutions on a local basis, where we understand the challenges our customers face.

### **World-wide, World-Class**

Fujitsu is a wholly-owner subsidiary of Fujitsu Limited a world leader providing IT products and services, providing us access to thousands of engineers around the world, supported by a company that is financially sound, selling over \$53 billion in IT products and services annually and spends in excess of \$2.5 Billion per year in Research and Development. Fujitsu has the infrastructure, financial health and the desire to meet the technology needs of WSCA/NASPO participating entities.

### **Product Quality and Reliability**

The quality and reliability of our products is unmatched, in a PC Magazine customer satisfaction survey, our mobile products, were named least likely to need repair, had the highest marks of all manufacturers in “Likelihood of Recommending” and “Highest Reliability” as well as achieving the “Best Overall Score”.

### **Why Fujitsu?**

WSCA/NASPO Participating Entities demand the most reliable, cost effective technology available, backed by world-class service and support. With Fujitsu you can be assured of receiving the best technology, the best support, shipments that arrive on time and support that is there when you need it. Fujitsu is the perfect alternative to the vendors that have historically participated in the WSCA/NASPO contract. We are uniquely positioned to provide you with a different, and we think better, level of service and support. Customers in WSCA/NASPO States are demanding our high quality products and services, our desire is to make it easier and more cost effective for these customers to purchase from us.

# 1. COST PROPOSAL

## 1.1 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. The worksheet allows for up to seven categories, however the responder may edit their submission to include additional categories if needed.*

Fujitsu understands and will comply

## 1.2 PRICE WORKBOOKS

*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. In evaluation the State reserves the right to:*

- a. Eliminate an item from consideration from all responses.*
- b. Enter the highest price item of all responses received when an item has not been provided by a responder.*
- c. Request additional pricing items for consideration.*
- d. Clarify pricing responses with responder(s).*
- e. Include options, quantity discounts and/or services for basis of calculating the cost utilized in evaluation.*

*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" purchase in the Pricing Workbook. Minimum specifications are provided in the Price Workbooks. 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. FINAL EXCEL PRICE WORKBOOKS WILL BE PUBLISHED VIA AN ADDENDUM. Addendum 5 provides links to updated Pricing Workbooks. 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.*

Fujitsu understands and will comply. Please refer to the Pricing Workbooks for specific details.

### 1.3 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.*

For Bands 2 and 3 baseline pricing can be confirmed at the Fujitsu America website.

<http://www.fujitsu.com/us/products/>

Because of variances in configurations the baseline pricing cannot be easily confirmed for Bands 1, 4 and 5.

### 1.4 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 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.*

Band 1 Desktops – 12%

Band 2 Laptops – 12%

Band 3 Convertible Tablets – 10% Slate Tablets 7%

Band 4 Servers – 16%

Band 5 Storage –(ETERNUS Departmental) 21% –(ETERNUS Enterprise) 31%

Band 6 Ruggedized Devices – No Bid

Scanners – 3%

Professional Services – 20%

### 1.5 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.*

Fujitsu will not be offering third party products.

## 1.6 REFRESH STRATEGY

*Describe your recommended refresh strategy for your product line.*

Technology Refresh is an exchange solution which allows the Lessee to 'swap' a pre-defined percentage of the original equipment on lease for the latest Fujitsu technology. By regularly exchanging the leased equipment Lessees can keep up with their ever changing business needs from their technology, as well as eliminating the need to dispose of any obsolete equipment.

Technology Refresh can be applied to both a Finance Lease and an Operating Lease. The equipment can be upgraded or exchanged at any time during the lease period, and the further into the lease, the higher the percentage of equipment which can be exchanged for new. The new and retained equipment are contracted on to a new lease agreement term. The term does not have to be equal to the original term, it can be tailored to the customers needs.

Fujitsu refreshes notebooks, tablets, and slates according to the INTEL roadmap. Usually every 12 to 18 months.

## 1.7 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.*

Fujitsu understands and will comply

## 1.8 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.*

Fujitsu understands and will comply. Please refer to the Excel Document Titled "PSS for RFP 1512.xls" for specific details.

## 1.9 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*

### Per Transaction Multiple Unit Discount.

Fujitsu will provide, at a minimum, contractual volume discounts as identified in the following table for a single purchase order or a combination of purchase orders submitted at one time by a Purchasing Entity or multiple entities conducting a cooperative purchase of multiple units of the same configuration, with a single “Ship to:” location in a single delivery. Fujitsu will review all opportunities and based on the quantity of units, statement of work/scope of work, customer loyalty, marketing conditions, etc. may provide a more aggressive discount level on a single opportunity. Fujitsu is committed to providing Participating Entities with comprehensive solutions at competitive prices.

Per Transaction Multiple Unit Discount	Units	Additional Discount	
	<b>Band 1</b>	<b>Over 1 units</b>	<b>2%</b>
	<b>Band 2</b>	<b>Over 50 unit</b>	<b>2%</b>
	<b>Band 3</b>	<b>Over 50 units</b>	<b>2%</b>
	<b>Band 4</b>	<b>Over 50 units</b>	<b>5%</b>
	<b>Band 5</b>	<b>Over 50 units</b>	<b>5%</b>

Fujitsu is providing, a firm-fixed discount off the base configurations as listed on our commercial Price List (“List”), at time of quotation. Applicable shipping charges are added to the discounted price of the Product(s). Discounts do not apply to: special promotions, Standard (Premium Savings) Configurations, limited time offers, software bundles, extended warranties or services, nor to taxes, transportation, special packaging, storage, insurance or other expenses that are your responsibility under this Agreement.

Fujitsu may make Product model changes, add new Products, Product upgrades or Services and delete obsolete and discontinued Products from the e Source site on a timely basis, with the Contract Administrators approval.

### Cumulative

When the Cumulative Inception-to-Date Sales Volume (“ITD SV”) for all WSCA Participating Entities of Fujitsu under the resulting Master Purchase Agreement reaches the thresholds shown in the pricing table below, Fujitsu will apply the additional discount listed to all prospective Orders placed by WSCA Participating Entities for that Product.

Cumulative Inception-to-Date Sales Volume	Dollar Thresholds	Additional Discount
	\$10,000,000.00-\$50,000,000.00	1%

ITD SV will be calculated within thirty (30) days after the end of each quarter. The increased discount(s) will be applied to Orders issued on the first of the month of the following quarter. The increased discounts are not retroactive. The new volume price discounts will be permanent thereafter and will not be based on attaining the Sales Volume (“SV”) on a yearly basis.

The discount adjustments above will be applied to the initial discount level.

## 1.10 PREMIUM SAVINGS PACKAGE PROGRAM

*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:*

- 1. Provide a WSCA-NASPO Premium Savings Packages-specific SKU for each proposed product.*
- 2. Discount must be provided on Contract Vendor related SKU as well.*
- 3. Standard configurations cannot change or be upgraded during the entire refresh period for any*
- 4. reason other than end-of-life issues (e.g., swapping of processor, motherboard, etc. is prohibited).*
- 5. Prices offered must be offered at a better than the quantity one Master Agreement discount.*
- 6. Pricing increases are generally not allowed unless there is documentation and justification provided.*
- 7. Provide marketing plan of the PSP Program including lead with PSP Program and display prominently on websites to market aggressively to all States.*
- 8. Submit quarterly usage reports broken out by State to the WSCA-NASPO Premium Savings*

In response to this requirement, Fujitsu will provide firm-fixed configurations at firm-fixed delivered prices. These prices are deeply discounted, include shipping and are firm prices which include factored price reductions. Downgrades and deletions to these firm-fixed configurations are not available, due to the aggressive prices/discounts we have supplied. No other discounts shall apply to these configurations.

## 1.11 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.*

Fujitsu is a leading provider of Tablet PCs, Slate PCs, Notebooks, Storgae and Scanners and Servers for businesses and consumers. Fujitsu Tablet PCs have become the standard in a wide variety of environments

including Government, Healthcare, Sales Force Automation, and Education. In addition, customers have come to depend on the reliability, quality and innovation of Fujitsu products.

We offer promotions on our products periodically in the form of extended warranties, rebates, educational discounts, free shipping and others.

We will use a variety of methods to inform the states of promotions like webinars, product road shows, trade shows, eBlasts, social media and direct mail. We can also do a co-branded advertising campaign to identify or create demand for products and services.

## 1.12 DESCRIBE THE PROMPT PAYMENT TERMS

*(if available) to be offered: 0\_\_% 30;0\_\_% 15/Net 30;0\_\_% 10/Net 30, 0Other (specify): \_\_\_\_\_*

Payments are due no later than thirty (30) days from the date of Fujitsu's invoice

## 1.13 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.*

Fujitsu Professional Services provides the expertise when and where you need it for as long as it's required. Fujitsu offers broad-based services such as total asset planning, consulting services, and system administration. Security is one of your paramount concerns, and Fujitsu can provide mobile device security as well as mobile network security. Our Fujitsu Professional Services group can give you more time to concentrate on your business by facilitating OS migrations, gold imaging, and product performance tuning. Our team of dedicated, seasoned professionals will help you to improve your bottom line by optimizing your infrastructure investment.

### **Fujitsu Hardware and Software Bundling Services**

Through Fujitsu Hardware and Software Bundling Service, we can construct a high-quality, cost-effective solution to meet your exact bundling requirements; from monitors, printers, and bar code scanners to digital cameras, USB adapters, and vehicle mounts.

#### **Benefits**

We will take your bundling specifications and construct a high-quality, cost-effective solution to meet your exacting standards; from monitors, printers, and bar code scanners to digital cameras, USB adapters, and vehicle mounts. Not sure which bundle best meets your needs? Let our experts create a comprehensive solution featuring quality components, cost-effective selections, and timely delivery.

#### **Features**

- Customized bundling includes: installation documentation, user training, and networking and wireless solutions
- Optimized Fujitsu notebook or Tablet PC with quality hardware, software, and accessories
- Asset tags applied to meet inventory control and security requirements
- Electronic asset inventory lists

## **Fujitsu Consulting Services**

Fujitsu Consulting Services will design a customized package of technical consulting services to meet your specific needs. Our consulting services can address optimized form factor deployments and a wide array of other mobile computing issues.

### **Benefits**

Fujitsu Consulting Services leverages the maximum value from your applications. We will save you from the hassle of assembling all the pieces of your complex technical puzzle by helping your organization design complete solutions—from choosing the right software to setting up wireless network connectivity to incorporating third-party peripherals. By delivering a fast and successful technology rollout or conducting product training on Fujitsu products and solutions, we can help you accomplish a quick return on your IT investment.

### **Features**

- Enhance your most popular and productive applications
- Seamlessly integrate third party peripherals to enable all parts of your technical landscape to work together
- Choose from a complete choice of services including but not limited to:
- Image creation and duplication
- Solution rollout
- Packaging and mechanical design
- Wireless network integration
- Driver modification and/or enhancement
- Choose from staging services such as peripheral integration, inventory control, and asset tagging
- Help your IT resources that are stretched too thin with:
- Technical consulting assistance
- Speeding up software development
- Optimizing Fujitsu products
- Customizing user interfaces

## **Fujitsu Software Image Management Service**

We will load your custom software image onto your Fujitsu notebooks or Tablet PCs. After acceptance testing in your working environment, all units will be loaded with the assurance the image operates reliably and effectively on your new Fujitsu products.

### **Benefits**

Why needlessly burden your IT staff with the tedious task of copying a master file image (MFI) to all of your new systems? When you use the Fujitsu Software Image Management Service, your busy IT staff can focus on more important issues. This service configures your systems to “ready-to-go” status out of the box, allowing increased productivity while augmenting the return on your hardware investment.

### **Features**

- Fujitsu systems engineers will work on-site with your IT team to develop a customized software image based on your unique requirements
- Quality assurance testing on the software image either at our facilities or at your site to verify the image is good prior to volume loading
- The Fujitsu factory will load all units with your final “gold” image
- The master or “gold” image can be extended to units requiring services

## **PRIMERGY Rack Server QuickStart Services**

The PRIMERGY® Rack Server QuickStart Services provide for a single or multiple system integration for fast and efficient configuration of your PRIMERGY RX Series Server. The Cloning Service provides for the configuration of twenty PRIMERGY RX Servers based upon an installed operating system reference image.

### **Benefits**

- Reduces risk
- Expedites a server-ready environment
- Delivers proactive implementation planning
- Maximizes the Fujitsu PRIMERGY Rack servers
- Implemented by trained technical staff
- Transfers actual implementation and configuration data to your staff

## **ETERNUS SAN Architecture Service**

Highly available data storage is often considered the luxury of a medium to large enterprise. The resources and expertise required to deliver and support such a scalable storage infrastructure prevents those, who possibly need it most, from even considering a Storage Areas Network (SAN). However, there is hope. The San Architecture Service can provide a cost-effective way to improve the availability of your storage enterprise via a well defined SAN storage architecture.

### **Benefits**

- Improves sharing storage between mission critical applications and corporate data
- Effectively consolidates storage assets
- Provides interconnection of Fujitsu servers to ETERNUS® storage elements
- Improves the manageability of storage by making IT resources more effective
- Provides redundancy of storage paths to achieve performance targets, high availability and data access flexibility
- Helps exploit the value of your business's information through a high-speed data storage network
- Facilitates scalability of storage elements to help achieve business goals
- Reduces complexity of the SAN architecture by working with a trusted and reliable partner
- Implemented by a highly trained technical staff

## **ETERNUS Advanced Copy Installation Service**

Using ETERNUS® SF AdvancedCopy Manager, the Advanced Copy Installation Service will install One Point Copy (OPC) and/or Equivalent Copy (EC) onto your storage system, enabling OPC and/or EC functions within an ETERNUS storage system or remotely (ROPC or REC) between two units.

To take full advantage of the Advanced Copy functionality, expert technicians will install and configure its components onto your server. Once verified, the addition of ETERNUS Advanced Copy functionality will help ensure the safe keeping of your valuable data.

As training is an integral part of this service, your staff will be able to maximize the value of the ETERNUS Advanced Copy Initiative.

### **Benefits**

- Easily perform local replication of data for backups
- From anywhere on your network, remotely perform replication of data for Disaster Recovery

## **Fujitsu ETERNUS Storage Systems Assessment Service**

The Fujitsu ETERNUS® Assessment Service provides an analysis of components in a customer's existing backup and replication infrastructure. This service begins with an inventory of the current hardware and software implemented, as well as any new hardware planned for backup and replication. Targeted applications are reviewed and interviews are conducted with key personnel to identify current procedures and processes used and goals for future backup and replication. Consultation and deliverables enable the customer to choose the best process for their backup and replication needs

### **Service Deliverables**

- Current Storage and Application Configuration
- Customer Goals for Backup, Recovery and Replication
- Risk and/or Challenges that may prohibit the customer from achieving those goals

## **Fujitsu ETERNUS Storage Systems Design Service**

The Fujitsu ETERNUS® Storage Systems design Service provides a detailed design document or roadmap which represents the comprehensive findings and solution recommendations of a formal analysis performed by Fujitsu Professional Services and are based upon the findings from the [ETERNUS Assessment Service](#).

### **Service Deliverables**

Upon completion and approval of the roadmap, the customer will be presented with a deliverable detailing:

- Storage Detail Design Risks & Recommendations
- Connectivity detail Design Risks & Recommendations
- Host Detail Design Risks & Recommendations
- Backup & Replication Design Risks & Recommendations
- Application Design Risks & Recommendations

## **ETERNUS Storage QuickStart Services**

Fujitsu QuickStart Service helps you efficiently launch your ETERNUS® Storage systems. This is accomplished by providing the expertise to quickly and efficiently configure your storage system for the shortest path possible to accessing and exploiting your storage resources.

### **Benefits**

- Delivered by a highly trained technical consultant
- Your ETERNUS system is custom configured to your specifications
- Includes the configuration of up to four servers
- Thorough transfer of information from our consultant to your technical staff

## **Multi-Vendor Enterprise Services**

Your company's success depends on the strength, stability, and flexibility of your IT infrastructure. Managing that infrastructure is a complex, difficult, and often unpredictable task that is made even more difficult by ever changing, multiple location, and heterogeneous IT infrastructures. How do you minimize the costs of managing these systems while supporting your company's core business?

Fujitsu has the answer. For more than 30 years we have provided IT infrastructure services and support to some of the world's largest, most successful corporations. The cornerstone of our business is mission critical

support delivered by world-class engineers and backed by an ISO 9001 certified Global Service Center that operates 24 hours a day, 7 days a week, 365 days a year.

We provide flexible, customized support solutions for your OS/390®, UNIX®, and Microsoft® environments as well as IT operational services that can improve the day-to-day management of your IT environments.

### **Benefits**

- Technical support and hardware service for multiple platforms and multiple vendor operating environments
- Ready access to specialist technical resources
- Reduction of complexity across multi-vendor environments
- Cost effective, flexible solutions that meet business requirements
- Mission critical service ethic, attitude and culture
- Proactive, predictive services that help you realize more value from your IT investments

### **Features**

Under a Mission Critical Support contract, Fujitsu takes responsibility for all multi-vendor maintenance, availability issues, and problem management.

- Technical support and hardware service for multi-platform/multi-vendor products
- Problem management with time based escalations and dedicated service managers
- Global Service Center with 24x7x365 support
- ISO 9001 Certified Customer Support and Logistics Management
- Service level monitoring, reporting, and metrics
- Consolidated Invoicing
- Installations, adds, moves, and changes

In addition Fujitsu Professional Services will offer:

#### ***Data Backup Design and Implementation***

Analyze, document, design and deploy the most effective backup/archive/restore strategy for your environment, integrating all components to provide a turnkey solution.

#### ***Data Center Relocation - Physical Relocation***

Execution of the physical data center relocation.

#### ***Data Center Relocation - Project Management***

Project management of a data center relocation effort.

#### ***Data Center Relocation - Solution Development***

Alternatives and solution development for a data center relocation.

#### ***User Data Migration***

Efficient and reliable solution for customers requiring data migration for new or existing Windows® based systems.

## 1.14 TRADE-IN

*The Participating Addendum by each State will identify if and how trade-in or takeback terms will be conducted. If trade in program will be offered, provide pricing.*

### Trade-In Programs

Upgrade to the latest Fujitsu products and get cash back when you trade-in your qualifying old computer equipment (any brand)!

- **Consumer, Small/Medium Business & Government**

**AnythingIT** will give you cash back when you trade-in old computer equipment, including peripherals like monitors and printers.

- **Large Enterprise Business**

**Apto Solutions** will give you cash back when you trade-in servers, storage, mobile devices, and other IT assets.

Pricing will be determined at the time of trade in and will be dependent upon the condition and age of the item being traded in.

## 1.15 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.*

Fujitsu understands and will comply

## 1.16 LEASING

*Services 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.*

Fujitsu Financial Services offers a complete portfolio of financial solutions enabling the planning, transitioning, acquiring, managing, and retiring of your dynamic IT infrastructure. Our strong global presence allows us to provide financial solutions in all key international markets. We cooperate with select leading global IT financing partners to offer custom solutions based on customer, local, and regional requirements. We would be pleased to work with Individual Participating States and Participating Entities to ascertain their individual requirements, terms and rates applicable.

## BAND 1: DESKTOP - Discount Structure

**Responder Name:**

Fujitsu America, Inc.

*Please fill in the yellow cells.*

### 1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTILIZED:

MAP/SRP effective on 11/15/13

### 2. MINIMUM BAND DISCOUNT

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

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

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	12.00%
ADDITIONAL CATEGORIES	DISCOUNT
Additional Volume Discount >50 unit	2.00%

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

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	
ADDITIONAL CATEGORIES	DISCOUNT

### 4: OPTIONAL: LEASE RATES

*Provide Current lease rates*

Lease rates change on a daily basis so we are unable to provide a rate at this time. We would

## BAND 1: DESKTOP - Volume Discounts

**Responder Name:**

Fujitsu America, Inc.

*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.*

Fujitsu will provide, at a minimum, contractual volume discounts for a single purchase order or a combination of purchase orders submitted at one time by a Purchasing Entity or multiple entities conducting a cooperative purchase of multiple units of the same configuration, with a single "Ship to:" location in a single delivery.

Orders over 50 units will get a 14% Discount (Minimum discount of 12% + an additional 2% discount)

### 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.*

When the Cumulative Inception-to-Date Sales Volume ("ITD SV") for all WSCA Participating Entities of Fujitsu under the resulting Master Purchase Agreement reaches the Dollar Thresholds of \$10,000,000 to \$50,000,000 USD, Fujitsu will apply an additional 1% discount to all prospective Orders placed by WSCA Participating Entities for that Product.

### 3. Other Discounts

*Describe additional discounts available.*

Yellow highlighted area for describing additional discounts available.

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

Responder Name:

Fujitsu America, Inc.

**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
<i>Example</i>	<i>D0B-1</i>	<i>1</i>	<i>ABC123</i>	<i>Acme Roadrunner XI</i>	<i>\$ 1,000.00</i>	<i>75.00%</i>	<i>\$ 250.00</i>
Desktop	D1B-1	1	S26361-K1340-V120	ESPRI,P E920	\$ 1,121.00	12.00%	\$ 986.48
Desktop	D2B-1	1	S26361-K1018-V120	ESPRIMO P920	\$ 1,340.00	12.00%	\$ 1,179.20
<b>Total</b>							<b>\$ 2,165.68</b>

#### OPTIONS/UPGRADES/PERIPHERALS

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

Classification	Spec Item #	QTY	MFG SKU#	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Option/Upgrade	D10-1	1	NVIDIA GeForce 605 - S26361-F3000-L605	PCI Express x-16 512 MB discrete dual video	\$ 75.00	12.00%	\$ 66.00
Option/Upgrade	D10-2	1	500 GB SSD Not Available	Upgrade to 500GB Solid State Drive	\$ -		\$ -
Option/Upgrade	D10-3	1	500 GB SED Not Available	Upgrade to 500GB Self Encrypting Drive	\$ -		\$ -
Option/Upgrade	D10-4	1	(2 X 4 gb) S26361-f3386-l3	Upgrade to total 16GB RAM	\$ 176.00	12.00%	\$ 154.88
Peripheral	D1P-1	1	0	Color Printer	\$ -		\$ -
Peripheral	D1P-2	1	0	Black & White Printer	\$ -		\$ -
Peripheral	D1P-3	1	S26361-K1388-V140	23" Monitor	\$ 248.00	12.00%	\$ 218.24
Peripheral	D1P-4	1	S26361-K1442-V140	27" Monitor	\$ 723.00	12.00%	\$ 636.24
<b>Total</b>							<b>\$ 1,075.36</b>

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for D2B-1	11,524.00
Calculate price for 100 units based on volume discount provided for D2B-1	115,240.00
Calculate price for 1000 units based on volume discount provided for D2B-1	1,152,400.00

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

Responder Name:

Fujitsu America, Inc.

*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
DS-1	1	Warranty Upgrade-2 yr	A 3 year on-site warranty is included in the base cost of the equipment.
DS-2	1	Warranty Upgrade-3 yr	A 3 year on-site warranty is included in the base cost of the equipment.
DS-3	1	Warranty Upgrade-AD	A 3 year on-site warranty is included in the base cost of the equipment.
DS-4	1	Break Fix - Non Warranty	
DS-5	1	Image Loading	\$17.00 per unit
DS-6	1	Image Consulting	
DS-7	1	Asset Tagging	\$17.00 per unit
DS-8	1	Installation	
DS-9	1	General Consulting	
DS-10	1	Training	
DS-11	1	Staging/Deployment	We can provide these services if required. The cost is dependent on the scope of the project and is estimated to be between \$35.00 and \$50.00 per unit.

BAND 1: DESKTOP #1 - Market Basket Specs				
<b>Responder Name:</b>				
<b>Fujitsu America, Inc.</b>				
<b>BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i>, please provide the offered specification in either instance.</b>				
<i>Please fill in the yellow cells.</i>				
Base Equipment (Hardware)				
D1B-1	DESKTOP 1 SKU:	S26361-K1340-V120	DESKTOP 1 LIST PRICE:	\$ 1,121.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
D1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Fujitsu Technology Solutions	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	ESPRI,P	SAR-169009
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	E920	S26361-K1340-V120
	<b>Operating System</b>	<b>Windows 7 Professional 64-bit</b>	YES	S26361-F2228-E400
	<b>Intel Processor</b>	<b>Core i5-4440</b>	Core i5-4570	S26361-F4494-E457
	<b>Intel Core vPro Platform label</b>	<b>Intel Core vPro Processor</b>	YES	
	<i>Intel vPro Chipset</i>	<i>Specify chipset (i.e. Q67 Express or Q77 Express)</i>	Intel Q87	
	<b>RAM - capacity, type and open slots</b>	<b>8GB, DDR3, two open slots</b>	2x4GB, two open slots	
	<b>RAM - speed</b>	<b>1600 Mhz</b>	DDR3 - 1600 Mhz	
	<b>Hard Drive - capacity, type and rpms</b>	<b>250 GB SATA hard drive 7200 rpm</b>	SARA III 250GB 7.2krpm	S26361-F3660-E500
	<b>Hard Drive - bits per second and cache size</b>	<b>3 Gb/s / 32 MB cache</b>		
	<b>Sound</b>	<b>Integrated sound</b>	Realtek ALC671	
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	10/100/1000 Mbit/s Intel L2171.M	
	<b>Optical Drive</b>	<b>DVD+/- RW</b>	DVD SuperMulti SATA	S26361-F3420-E510
	<i>Case</i>	<i>Specify least cost case type (desktop, SFF, etc.)</i>	SFF	
	<i>PCI slots</i>	<i>Specify number and size (half/full)</i>	3 x LP	
	<i>PCI Express (PCIe) slots</i>	<i>Specify number and speed (x1/x16)</i>	2 x PCI-Express x1, 1 x PCI-Express 2.0 x 4 (mech. X16), 1 x PCI-Express 3.0 x 16	
	<i>Bays - 5.25 and 3.5 inch</i>	<i>Specify # of open (unused) 5 1/4" and 3.5" bays</i>	1 x 3.5" bay (open)	
	<b>Video</b>	<b>HD graphics, dual digital video output</b>	Intel HD Graphics 4600	
	<b>Keyboard</b>	<b>USB Standard 104-key keyboard</b>	KB410 USB Black English 104-key	S26381-K510-E410
<b>Mouse</b>	<b>USB Optical mouse</b>	YES		
<i>Input - Legacy Ports</i>	<i>Specify whether parallel and serial port available</i>	Parallel and dual serial available - extra charge		
<b>USB</b>	<b>Six USB ports 2.0 or greater, minimum one USB 3.0</b>	4 x USB 3.0 and 8 x USB 2.0	Included	
<b>Warranty</b>	<b>Manufacturer Warranty - minimum one year</b>	3 years NBD on-site standard		
<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	YES		
<b>EPEAT</b>	<b>EPEAT BRONZE level</b>	EPEAT Gold		
OPTIONS/UPGRADES				
Spec #	Options/Upgrades	Minimum Requirements	Manufacturer SKU #	List Price
D10-1	PCI Express x-16 512 MB discrete dual video	Provide description	NVIDIA GeForce 605 - S26361-F3000-L605	\$ 75.00
D10-2	Upgrade to 500GB Solid State Drive	Provide description	500 GB SSD Not Available	
D10-3	Upgrade to 500GB Self Encrypting Drive	Provide description	500 GB SED Not Available	
D10-4	Upgrade to total 16GB RAM	Provide description	(2 X 4 gb) S26361-f3386-l3	\$ 176.00

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

Responder Name:

**Fujitsu America, Inc.**

**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)**

D2B-1	<b>DESKTOP 2 SKU:</b>	S26361-K1018-V120	<b>DESKTOP 2 LIST PRICE:</b>	\$ 1,340.00
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Manufacturer SKU #</b>
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Fujitsu Technology Solutions	SAR - 169010
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	ESPRIMO	S26361-K1018-V120
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	P920	S26361-F2228-E400
	<b>Operating System</b>	<b>Windows 7 Professional 64-bit</b>	YES	S26361-F4494-E457
	<b>Intel Processor</b>	<b>Core i7-4770</b>	Core i5-4570	
	<b>Intel Core vPro Platform label</b>	<b>Intel Core vPro Processor</b>	YES	
	<i>Intel vPro Chipset</i>	<i>Specify chipset (i.e. Q67 Express or Q77 Express)</i>	Intel Q87	
	<b>RAM - capacity, type and open slots</b>	<b>16 GB, DDR3 two open slots</b>	2x8GB, two open slots	
	<b>RAM - speed</b>	<b>1600 Mhz</b>	DDR3 - 1600 Mhz	
	<b>Hard Drive - capacity, type and rpms</b>	<b>250 GB SATA hard drive 7200 rpm</b>	SATA III 250 GB 7.2 krpm	S26361-F3660-E500
	<b>Hard Drive - bits per second and cache size</b>	<b>6 Gb/s / 64 MB cache</b>		
	<b>Sound</b>	<b>Integrated sound</b>	Realtek ALC671	Included
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	10/100/1000 Mbit/s Intel L2171LM	Included
D2B-1	<b>Optical Drive</b>	<b>DVD +/- RW</b>	DVD Super-Multi SATA	S26361-F3420-E510
	<i>Case</i>	<i>specify case</i>	Microtower	
	<i>PCI slots</i>	<i>Specify number and size (half/full)</i>	4 x full height	
	<i>PCI Express (PCIe) slots</i>	<i>Specify number and speed (x1/x16)</i>	1 x PCIe 3.0x16, 1 x PCIe 4.0x16, 2 x PCIe1	
	<i>Bays - 5.25 and 3.5 inch</i>	<i>Specify # of open (unused) 5 1/4" and 3.5" bays</i>	2 3.5", 1 5.25" open bays	
	<b>Video</b>	<b>PCI Express x-16 512 MB discrete dual video, dual digital video out</b>	NVIDIA GeForce 605	S26361-F3000-E607
	<b>Keyboard</b>	<b>USB Standard 104-key keyboard</b>	KB410 USB Black English, 104 key	S26381-K510-E410
	<b>Mouse</b>	<b>USB Optical mouse</b>	YES	
	<i>Input - Legacy ports</i>	<i>Specify whether parallel and serial port available</i>	Parallel and dual serial available - Extra Cost	
	<b>USB</b>	<b>Six USB ports 2.0 or greater, minimum one USB 3.0</b>	4 x USB 3.0 and 8 x USB 2.0	Included
	<b>Warranty</b>	<b>Manufacturer Warranty - minimum one year</b>	3 years NBD on-site standard	
	<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	YES	
	<b>EPEAT</b>	<b>EPEAT BRONZE level</b>	EPEAT Gold	

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer SKU #	List Price
D20-1	Upgrade to 250GB Solid State Drive	Provide description		
D20-2	Upgrade to 500GB Solid State Drive	Provide description		
D20-3	Upgrade to 500GB Self Encrypting Drive	Provide description		
D20-4	Upgrade to total 32GB RAM	Provide description		

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

Responder Name:

**Fujitsu America, Inc.**

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

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**BLACK & WHITE PRINTER**

D1P-1	PERIPHERAL 1 SKU:		PERIPHERAL 1 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	32 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes			
Warranty	minimum one (1) year warranty			

**COLOR PRINTER**

D1P-2	PERIPHERAL 2 SKU:		PERIPHERAL 2 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	128 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes			
Warranty	minimum one (1) year warranty			

BAND 1: DESKTOP - PERIPHERALS 3 & 4 - Market Basket Specs				
Responder Name:				
Fujitsu America, Inc.				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
<i>Please fill in the yellow cells.</i>				
PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS				
<b>23" Monitor</b>				
D1P-3	PERIPHERAL 3 SKU:	S26361-K1388-V140	PERIPHERAL 3 LIST PRICE:	\$ 248.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Fujitsu Technology Solutions	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	B23T-6 LED EU Green	S26361-K1388-V140
	Screen size (diagonal measure)	23 inches	23 Inches	
	Format	Wide-Format, WSXGA compatible	Wide Format, 16:9, WSXGA compatible	
	Resolution	1920 x 1080	1920 x 1080	
	Brightness	250 Nits / cd/m2	250 CD/M2	
	Contrast	400 to 1	1000:01:00	
	Response Time	8 ms	5ms	
	Pixel Policy	ISO-13406-2	ISO9241-307 (Pixel fault class I)	
	VGA interface	VGA interface required	1 x VGA D-Sub	
	DVI interface	DVI interface required	1 x DVI (HDCP)	
	Display Port (DP) Interface	include DP interface	1 x DP	
	Cables	include DVI cable	DVI-d cable included	
	Warranty	minimum one (1) year warranty	3 year warranty	
	Mounting Hole Pattern	VESA Compliant	VESA MIS-D 100 C	
	Stand	Height-adjustable stand	Height, rotate, tilt & swivel stand	
Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star 5.0		
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Kensington lock prepared		
EPEAT	EPEAT BRONZE level	EPEAT Gold		
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	RoHS compliant		
<b>27" MONITOR</b>				
D1P-4	PERIPHERAL 4 SKU:	S26361-K1442-V140	PERIPHERAL 4 LIST PRICE:	\$ 723.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Fujitsu Technology Solutions	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	P27T-7 LED IPS (EU Cable)	S26361-K1342-V140
	Screen size (diagonal measure)	27 inches	27 Inches	
	Format	Wide-Format, WSXGA compatible	Wide Format 16:9, WSXGA compatible	
	Resolution	2560 x 1440	2560 x 1440	
	Brightness	250 Nits / cd/m2	350 cd/m2	
	Contrast	400 to 1	1000:01:00	
	Response Time	8 ms	5ms	
	Pixel Policy	ISO-13406-2	ISO9241-307 (Pixel fault class I)	
	VGA interface	<i>Specify whether VGA interface is included</i>	1 x VGA D-Sub	
	DVI interface	DVI interface required	1 x Duallink DVI	
	Display Port (DP) Interface	<i>Specify whether DP interface is included</i>	1 x DP 1.2	
	Cables	<i>Specify whether DVI cable is included</i>	DVI cable	
	Warranty	minimum one (1) year warranty	3 year warranty	
	Mounting Hole Pattern	VESA Compliant	VESA MIS-D 100 C	
	Stand	Height-adjustable stand	Height, rotate, tilt & swivel stand	
Energy-Star	Energy Star compliant per v4.1 Tier II standard	Energy Star 6.0 (In process)		
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Kensington lock prepared		
EPEAT	EPEAT BRONZE level	EPEAT Gold		
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>	RoHS compliant		

BAND 1: DESKTOP - SERVICES - Market Basket Specs				
Responder Name:				
Fujitsu America, Inc.				
<i>Please fill in the yellow cells.</i>				
A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM				
B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.				
C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES				
SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
D1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Desktop 1	3 year on-site warranty included in base price	
D1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Desktop 1	3 year on-site warranty included in base price	
D1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Desktop 1	NA	
D1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Desktop 1		
D1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	\$17.00 per unit	
D1S-6	Image Consulting	Develop custom software image solution.		
D1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	\$17.00 per unit	
D1S-8	Installation	Describe equipment installation services available		
D1S-9	General Consulting	Describe Consulting services available		
D1S-10	Training	Describe Training Services Available		
D1S-11	Staging/Deployment	Describe staging/deployment services		

### BAND 2: LAPTOP - Discount Structure

**Responder Name:**

Fujitsu America, Inc.

*Please fill in the yellow cells.*

#### 1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTILIZED:	MAP/SRP effective on 11/15/13
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#### 2. MINIMUM BAND DISCOUNT

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

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

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	12.00%
ADDITIONAL CATEGORIES	DISCOUNT
VOLUME DISCOUNT FOR BAND Orders over 50 units	2.00%

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

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	
ADDITIONAL CATEGORIES	DISCOUNT

#### 4: OPTIONAL: LEASE RATES

*Provide Current lease rates*

Lease rates change on a daiy basis so we are unable to provide a rate at this time. We would be pleased to work with the individual participating states and entities to ascertain individual requirements, term and rates applicable.

## BAND 2: LAPTOP -Volume Discounts

**Responder Name:**

Fujitsu America, Inc.

*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.*

Fujitsu will provide, at a minimum, contractual volume discounts for a single purchase order or a combination of purchase orders submitted at one time by a Purchasing Entity or multiple entities conducting a cooperative purchase of multiple units of the same configuration, with a single "Ship to:" location in a single delivery. Orders over 50 units will get a 14% Discount (Minimum discount of 12% + an additional 2% discount)

### 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.*

When the Cumulative Inception-to-Date Sales Volume ("ITD SV") for all WSCA Participating Entities of Fujitsu under the resulting Master Purchase Agreement reaches the Dollar Thresholds of \$10,000,000 to \$50,000,000 USD, Fujitsu will apply an additional 1% discount to all prospective Orders placed by WSCA Participating Entities for that Product.

### 3. Other Discounts

*Describe additional discounts available.*

Yellow response area for additional discounts.

### BAND 2: LAPTOP - Market Basket Pricing

**Responder Name:**  
Fujitsu America, Inc.

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

Please fill in the yellow cells.

#### Base Equipment (Hardware)

**BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER**

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

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE	
Example	LB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00	
Laptop	L1B-1	1	BUDAD10000BAAAIU	Fujitsu LTD-LIFEBOOK	\$ 2,029.00	12.00%	\$ 1,785.52	
Laptop	L2B-1	1	0	-	\$ -		\$ -	
<b>Total</b>								\$ 1,785.52

#### OPTIONS/UPGRADES/PERIPHERALS

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

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE	
Option	L10-1	1	Fujitsu LTD - FPCPR253AP	Port Replicator	\$ 143.20	12.00%	\$ 126.02	
Upgrade	L10-2	1	NA	Docking Station	\$ -		\$ -	
Upgrade	L10-3	1	Fujitsu LTD - 256 SSD	Upgrade to 250GB Solid State Drive	\$ 293.00	12.00%	\$ 257.84	
Upgrade	L10-4	1	NA	Upgrade to 500GB Self Encrypting Drive	\$ -		\$ -	
Upgrade	L10-5	1	NA - 10 GB MAX	Upgrade to total 12GB RAM	\$ -		\$ -	
Upgrade	L10-6	1	NA - Not User Replaceable	Additional Battery	\$ -		\$ -	
Peripheral	L1P-1	1	0	Color Printer	\$ -		\$ -	
Peripheral	L1P-2	1	0	Black & White Printer	\$ -		\$ -	
Peripheral	L1P-3	1	0	19" Monitor	\$ -		\$ -	
Peripheral	L1P-4	1	0	24" Monitor	\$ -		\$ -	
<b>Total</b>								\$ 383.86

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for L2B-1	17,855.20
Calculate price for 100 units based on volume discount provided for L2B-1	174,494.00
Calculate price for 1000 units based on volume discount provided for L2B-1	1,744,940.00

**BAND 2: LAPTOP - Market Basket Pricing**

**Responder Name:**

Fujitsu America, Inc.

*Please fill in the yellow cells.*

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

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

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

**SERVICES**

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES	
1	LS-1	1	Warranty Upgrade-2 yr	\$95.00 PER UNIT
2	LS-2	1	Warranty Upgrade-3 yr	\$175.00 PER UNIT
3	LS-3	1	Warranty Upgrade-AD	\$59.00 PER UNIT FOR 1 YEAR' \$149.00 PER UNIT FOR 3 YEARS
4	LS-4	1	Break Fix - Non Warranty	Flat Rate Pricing - Major \$755.00; Standard \$555.00 and Minor \$230.00
5	LS-5	1	Image Loading	\$17.00 per unit
6	LS-6	1	Image Consulting	
7	LS-7	1	Asset Tagging	\$17.00 per unit
8	LS-8	1	Installation	
9	LS-9	1	General Consulting	
10	LS-10	1	Training	
11	LS-11	1	Staging/Deployment	We are able to provide these services but pricing is dependent on the scope of the project and is estimated to be between \$35 and \$50 per unit.

<b>Responder Name:</b>				
<b>Fujitsu America, Inc.</b>				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
<i>Please fill in the yellow cells.</i>				
<b>Base Equipment (Hardware)</b>				
L1B-1	LAPTOP 1 SKU:	BUDAD10000BAAAIU	LAPTOP 1 LIST PRICE:	\$ 2,029.00
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Manufacturer SKU #</b>
L1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Fujitsu LTD	BUDAD10000BAAAIU
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	LIFEBOOK	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	U904	
	<b>Dockable</b>	<b>Laptop must be dockable</b>	YES - PORT REPLICATOR	
	<b>Operating System</b>	<b>Windows 7 Professional 32-bit</b>	WINDOWS 7 64-BIT	
	<b>Intel Processor</b>	<b>Core i5-4300U</b>	Core i5-4300U	
	<b>Intel Core vPro Platform label</b>	<b>Intel Core vPro Processor</b>	YES	
	<i>Intel vPro Chipset</i>	<i>Specify chipset (QM67/QS67, QM77/QS77 Express)</i>	QM87	
	<b>RAM - capacity, type and open slots</b>	<b>6 GB, DDR3, specify # of open slots</b>	6 GB DDR3 No Open Slots	
	<b>RAM - speed</b>	<b>1600 Mhz</b>	1600 Mhz	
	<b>Hard Drive</b>	<b>300 GB SATA hard drive 5400 rpm</b>	320GB SSHD HYBRID 5400 RPM	
	<b>Network</b>	<b>Integrated Intel Gigabit Network Controller (10/100/1000 NIC)</b>	Intel Gigabit Network Controller 10/100/1000	
	<b>Wireless</b>	<b>Integrated 802.11a/g/n wireless networking</b>	Intel Dual Band N-7260 A/B/G/N	
	<i>Optical Drive</i>	<i>specify if optical drive is included</i>	Not Included	
	<b>Weight</b>	<b>Weight maximum 4.5 pounds, specify actual weight including battery</b>	3.15 LBS	
	<i>Slots</i>	<i>Specify slots (such as Type II PC card OR Express Card/54)</i>	1 Memory Card Slot	
	<b>Video</b>	<b>HD Graphics</b>	Intel HD Graphics	
	<i>Video - memory type (shared or discrete)</i>	<i>Specify whether memory is shared or discrete</i>	Shared	
	<b>Video</b>	<b>1920 x 1080</b>	YES	
	<b>Video - screen size and type</b>	<b>14" WXGA TFT or WLED HD</b>	14" WQHD+ Multi Touch Enabled	
<b>Sound</b>	<b>Integrated sound and stereo speakers, headphone/speaker jack, line-in and microphone jacks</b>	YES		
<b>Keyboard</b>	<b>Full size keyboard with pointing device or specify alternate pointing functionality</b>	Full size keyboard with Multi gesture touchpad		
<b>USB</b>	<b>Two USB 3.0 ports</b>	YES		
<b>Warranty</b>	<b>Manufacturer's Warranty - Minimum 1 year</b>	YES		
<b>Energy-Star</b>	<b>Energy Star 5.0 compliant</b>	YES		
<b>EPEAT</b>	<b>EPEAT bronze level</b>	EPEAT Gold		
<b>Primary Battery</b>	<b>Minimum 6-cell, specify battery type &amp; WHr</b>	Lithium Ion 4 cell rechargeable, 45 WHr		
<b>Spec #</b>	<b>Options/Upgrades</b>	<b>Minimum Requirements</b>	<b>Manufacturer &amp; SKU #</b>	<b>List Price</b>
L10-1	Port Replicator	Provide Description	Fujitsu LTD - FPCPR253AP	143.2
L10-2	Docking Station	Provide Description	NA	
L10-3	Upgrade to 250GB Solid State Drive	Provide Description	Fujitsu LTD - 256 SSD	293
L10-4	Upgrade to 500GB Self Encrypting Drive	Provide Description	NA	
L10-5	Upgrade to total 12GB RAM	Provide Description	NA - 10 GB MAX	
L10-6	Additional Battery	Provide Description	NA - Not User Replaceable	

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

Responder Name:

**Fujitsu America, Inc.**

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

*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

L2B-1	LAPTOP 2 SKU:		LAPTOP 2 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Dockable	Laptop must be dockable		
	Operating System	Windows 7 Professional 32-bit		
	Intel Processor	Core i7-4600U		
	<i>Intel Core vPro Platform label</i>	<i>Intel Core vPro Processor</i>		
	Intel vPro Chipset	Specify chipset (QM67/QS67, QM77/QS77 Express)		
	RAM - capacity, type and open slots	8 GB, DDR3, specify # of open slots		
	RAM - speed	1600 Mhz		
	Hard Drive	300 GB SATA hard drive 5400 rpm		
	Network	Integrated Intel Gigabit Network Controller (10/100/1000 NIC)		
	Wireless	Integrated 802.11a/g/n wireless networking		
	Optical Drive	specify if optical drive is included		
L2B-1	Weight	Weight must be less than 6 pounds, specify actual weight including battery		
	<i>Slots</i>	<i>Specify slots (such as Type II PC card OR Express Card/54)</i>		
	Video	512 MB discrete graphics		
	Video - memory type	Discrete video memory		
	Video	1920 x 1080		
	Video - screen size and type	15" WXGA TFT or WLED HD. Multi-Touch enabled		
	Sound	Integrated sound and stereo speakers, headphone/speaker jack, line-in and microphone jacks		
	Keyboard	Full size keyboard with pointing device or specify alternate pointing functionality		
	USB	Two USB 3.0 ports		
	Warranty	Manufacturer's Warranty - Minimum 1 year		
	Energy-Star	Energy Star 5.0 compliant		
	EPEAT	EPEAT bronze level		
	Primary Battery	Minimum 6-cell, specify battery type & Whr		

## PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

**Fujitsu America, Inc.**

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

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

### COLOR PRINTER

L1P-1	PERIPHERAL 1 SKU:		PERIPHERAL 1 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
L1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	<b>Print speed (ppm)</b>	<b>20</b>	
	<b>Minimum recommended print volume</b>	<b>250 pages per month</b>	
	<b>Network Connection</b>	<b>Yes</b>	
	<b>Two sided printing</b>	<b>Automatic</b>	
	<b>Memory</b>	<b>32 MB</b>	
	<b>Print resolution</b>	<b>600dpi</b>	
	<b>Paper size</b>	<b>Letter</b>	
	<b>Paper trays</b>	<b>250 sheets</b>	
	<b>Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a>)</b>	<b>Yes</b>	
	<b>Warranty</b>	<b>minimum one (1) year warranty</b>	

### BLACK & WHITE PRINTER

L1P-2	PERIPHERAL 2 SKU:		PERIPHERAL 2 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
L1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	<b>Print speed (ppm)</b>	<b>20</b>	
	<b>Minimum recommended print volume</b>	<b>250 pages per month</b>	
	<b>Network Connection</b>	<b>Yes</b>	
	<b>Two sided printing</b>	<b>Automatic</b>	
	<b>Memory</b>	<b>128 MB</b>	

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

Responder Name:

**Fujitsu America, Inc.**

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

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**19" Monitor**

3	L1P-3	PERIPHERAL 3 SKU:	PERIPHERAL 3 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
L1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	<b>Screen size (diagonal measure)</b>	<b>19 inches</b>		
	<b>Format</b>	<b>Wide-Format, WSXGA compatible</b>		
	<b>Resolution</b>	<b>1440 x 900</b>		
	<b>Brightness</b>	<b>250 Nits / cd/m2</b>		
	<b>Contrast</b>	<b>400 to 1</b>		
	<b>Response Time</b>	<b>8 ms</b>		
	<b>Pixel Policy</b>	<b>ISO-13406-2</b>		
	<b>VGA interface</b>	<b>VGA interface required</b>		
	<b>DVI interface</b>	<b>DVI interface required</b>		
	<b>Display Port (DP) Interface</b>	<b>include DP interface</b>		
	<b>Cables</b>	<b>include DVI cable</b>		
	<b>Warranty</b>	<b>minimum one (1) year warranty</b>		
	<b>Mounting Hole Pattern</b>	<b>VESA Compliant</b>		
	<b>Stand</b>	<b>Height-adjustable stand</b>		
<b>Energy-Star</b>	<b>Energy Star compliant per v4.1 Tier II standard</b>			
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>			
<b>EPEAT</b>	<b>EPEAT BRONZE level</b>			
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>			

**24" MONITOR**

4	L1P-4	PERIPHERAL 4 SKU:	PERIPHERAL 4 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
L1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	<b>Screen size (diagonal measure)</b>	<b>24 inches</b>		
	<b>Format</b>	<b>Wide-Format, WSXGA compatible</b>		
	<b>Resolution</b>	<b>1920 x 1080</b>		
	<b>Brightness</b>	<b>250 Nits / cd/m2</b>		
	<b>Contrast</b>	<b>400 to 1</b>		
	<b>Response Time</b>	<b>8 ms</b>		
	<b>Pixel Policy</b>	<b>ISO-13406-2</b>		
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>		
	<b>DVI interface</b>	<b>DVI interface required</b>		
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>		
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>		
	<b>Warranty</b>	<b>minimum one (1) year warranty</b>		
	<b>Mounting Hole Pattern</b>	<b>VESA Compliant</b>		
	<b>Stand</b>	<b>Height-adjustable stand</b>		
<b>Energy-Star</b>	<b>Energy Star compliant per v4.1 Tier II standard</b>			
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>			
<b>EPEAT</b>	<b>EPEAT BRONZE level</b>			
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>			

BAND 2: LAPTOP - SERVICES - Market Basket Specs				
Responder Name:				
Fujitsu America, Inc.				
<i>Please fill in the yellow cells.</i>				
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 #
L1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Laptop 1	Standard Warranty upgraded from 1 Yr to 2 Yr	FUJ38-1021-01
L1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Laptop 1	Upgrade Standard Warranty to 3 years	FUJ38-1031-01
L1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Laptop 1	Covers one year of accidental damage from the date of purchase	FUJ38-1121-01
L1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Laptop 1	We offer Flat Rate Pricing for non-warranty repairs	
L1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	\$10.00 per unit	
L1S-6	Image Consulting	Develop custom software image solution.		
L1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	\$17.00 per unit	
L1S-8	Installation	Describe equipment installation services available		
L1S-9	General Consulting	Describe Consulting services available		
L1S-10	Training	Describe Training Services Available	We offer self- maintainer training for a one time setu fee of \$900.00 plus travel expenses.	
L1S-11	Staging/Deployment	Describe staging/deployment services	We have this capability and it is dependent on the scope of the project.	

### BAND 3: TABLET - Discount Structure

**Responder Name:**

Fujitsu America Inc.

*Please fill in the yellow cells.*

#### 1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTILIZED:	effective on
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#### 2. MINIMUM BAND DISCOUNT

*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.*

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

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	7.00%
ADDITIONAL CATEGORIES	DISCOUNT
Volume discount > orders over 50 units	2.00%

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

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	
ADDITIONAL CATEGORIES	DISCOUNT

#### 4: OPTIONAL: LEASE RATES

*Provide Current lease rates*

Lease rates change on a daily basis so we are unable to provide a rate at this time. We would be pleased to work with the individual states and entities to ascertain their individual requirements, term and rates applicable.

## BAND 3: TABLET - Volume Discounts

**Responder Name:**

Fujitsu America Inc.

*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.*

Orders over 50 units will get a 9% Discount (Minimum discount of 7% + an additional 2% discount)

### 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.*

\$10,000,000 - \$50,000,000 additional 1%

### 3. Other Discounts

*Describe additional discounts available.*

Yellow area for describing additional discounts available.

### BAND 3: TABLET - Market Basket Pricing

Responder Name:  
Fujitsu America Inc.

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

Please fill in the yellow cells.

#### Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

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

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	TB-1	1	ABC123	Acme - Coyote IV	\$ 1,000.00	75.00%	\$ 250.00
Tablet	T1B-1	1	BQ8A310000DAAAHR	Fujitsu LTD-STYLISTIC	\$ 879.00	7.00%	\$ 817.47
Tablet	T2B-1	1	BQ7A310000DAABVV	STYLISTIC Q-Q702	\$ 1,244.00	7.00%	\$ 1,156.92
<b>Total</b>							<b>\$ 1,974.39</b>

#### OPTIONS/UPGRADES/PERIPHERALS

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

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	T10-1	1	Protective TPU Cover FPCCC191	Case/Sleeve option - no keyboard	\$ 44.00	7.00%	\$ 40.92
Upgrade	T10-2	1	Folio Case with Bluetooth Keyboard - FPCCC196	Case/Sleeve option - with keyboard	\$ 103.20	7.00%	\$ 95.98
Upgrade	T10-3	1	Docking Cradle - FPCPR202AP	Charging dock	\$ 79.20	7.00%	\$ 73.66
Upgrade	T10-4	1	Auto/Airline Adapter - FPCAA09	Car charger	\$ 79.20	7.00%	\$ 73.66
Peripheral	T1P-1	1	0	Color Printer	\$ -		\$ -
Peripheral	T1P-2	1	0	Black & White Printer	\$ -		\$ -
Peripheral	T1P-3	1	0	19" Monitor	\$ -		\$ -
Peripheral	T1P-4	1	0	24" Monitor	\$ -		\$ -
<b>Total</b>							<b>\$ 284.21</b>

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for T2B-1	\$11,569.20
Calculate price for 100 units based on volume discount provided for T2B-1	\$113,204.00
Calculate price for 1000 units based on volume discount provided for T2B-1	\$1,132,040.00

### BAND 3: TABLET - Market Basket Pricing

Responder Name:

Fujitsu America Inc.

*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
TS-1	1	Warranty Upgrade-2 yr	\$95.00 per unit
TS-2	1	Warranty Upgrade-3 yr	\$175.00 per unit
TS-3	1	Warranty Upgrade-AD	\$59.00unit for 1 year and \$149.00 per unit for 3 years
TS-4	1	Break Fix - Non Warranty	Flat Rate Pricing - Major \$755.00; Standard \$555.00; Minor \$230.00
TS-5	1	Image Loading	\$17.00 per unit
TS-6	1	Image Consulting	
TS-7	1	Asset Tagging	
TS-8	1	Installation	
TS-9	1	General Consulting	
TS-10	1	Training	
TS-11	1	Staging/Deployment	We are able to provide this and pricing is dependent on the scope of work at an estimated cost of \$35.00 to \$50.00 per unit.

**Responder Name:**  
**Fujitsu America Inc.**  
**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum* , please provide the offered specification in either instance.**  
*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

T1B-1	TABLET 1 SKU:	BQ8A310000DAAAHR	TABLET 1 LIST PRICE:	\$ 879.00
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Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer (must be manufactured by proposer)</i>	Fujitsu LTD	BQ8A310000DAAAHR
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	STYLISTIC	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	Q572	
	<b>Operating System</b>	<b>iOS7, Android 4.1 or Windows 8.0 pro</b>	Windows 8.0 Pro	
	<i>Processor</i>	<i>Specify Processor</i>	AMD Dual Core Z-60 APU (1.0 Ghz, 1 MB Cache)	
	<b>RAM - capacity</b>	<b>1 GB</b>	2 GB	
	<i>RAM - speed</i>	<i>Specify memory speed</i>	1066 Mhz DDR3	
	<b>Storage</b>	<b>16 GB</b>	64 GB SSD	
	<b>Wireless</b>	<b>Integrated 802.11n wireless networking</b>	YES	
	<b>Video</b>	<b>1280 x 800</b>	1366 x 768	
	<b>Video - screen size</b>	<b>Minimum 7-inch screen</b>	10.1" screen	
	<i>Sound</i>	<i>Specify</i>	Realtec ALC269 with (HD) audio, one built in mono speaker and noise cancelling dual microphones	
	<b>Camera/video</b>	<b>Camera/video capability included</b>	HD Front Camer and FHD Rear Camera	
	<b>Keyboard / Touch Interface</b>	<b>Touch Interface</b>	N-Trig Duo Sense Technology	
	<b>USB</b>	<b>Specify number and type of USB ports</b>	2 USB 2.0	
<b>Warranty</b>	<b>Manufacturer Warranty - Minimum 1 year</b>	1 Year Standard Warranty		
<b>Environmental</b>	<b>Describe Environmental Efforts</b>	Energy Star Compliant; Mil Spec 810G; EPEAT Gold		
<i>Primary Battery</i>	<i>Specify battery type and expected battery life &amp; wHr</i>	Lithium Ion 2 cells 7.2 V 36 Whr 5050 mAh		

**OPTIONS/UPGRADES**

Spec #	Options	Minimum Requirements	Manufacturer's SKU #	List price
T10-1	Case/Sleeve option - no keyboard	Provide description	Protective TPU Cover FPCCC191	\$44.00
T10-2	Case/Sleeve option - with keyboard	Provide description	Folio Case with Bluetooth Keyboard - FPCCC196	\$103.20
T10-3	Charging dock	Provide description	Docking Cradle - FPCPR202AP	\$79.20
T10-4	Car charger	Provide description	Auto/Airline Adapter - FPCAA09	\$79.20

**Responder Name:**  
**Fujitsu America Inc.**  
**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)**

T2B-1	TABLET 2 SKU: BQ7A310000DAABVV	TABLET 2 LIST PRICE: \$	1,244.00
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Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T2B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer (must be manufactured by proposer)</i>	Fujitsu LTD	BQ7A310000DAABVV
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	STYLISTIC Q	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	Q702	
	<b>Operating System</b>	<b>iOS7, Android 4.1 or Windows 8.0 pro</b>	Windows 8.0 Pro	
	<i>Processor</i>	<i>Specify Processor</i>	3rd Generation Intel Core i3-3217U	
	<b>RAM - capacity</b>	<b>2 GB</b>	4 GB	
	<i>RAM - speed</i>	<i>Specify memory speed</i>	1600MHz DDR3	
	<b>Storage</b>	<b>64 GB</b>	64GB SSD	
	<b>Wireless</b>	<b>Integrated 802.11n wireless networking</b>	Intel Centrino Advanced N 6205 Adapter	
	<b>Additional Wireless</b>	<b>3G, 4G, LTE</b>	3G	
	<b>Bluetooth</b>	<b>Bluetooth ability</b>	YES	
	<b>Video</b>	<b>1280 x 800</b>	1366 x 768	
	<b>Video - screen size</b>	<b>Minimum 10-inch screen</b>	11.6" Screen	
	<i>Sound</i>	<i>Specify</i>	Realtek ALC269 - 1 stereo headphone jack and 1 stereo microphone jack; 1 built in speaker and 2 built in digital microphones	
	<b>Camera/video</b>	<b>Camera/video capability included</b>	Front facing HD Webcam 1280 x 720 with status LED and Rear facing FHD Webcam 1920 x 1080 SMP with auto focus and status LED	
<b>Keyboard / Touch Interface</b>	<b>Touch Interface</b>	Dual Digitizer		
<b>USB</b>	<b>Specify number and type of USB ports</b>	1 USB 2.0; 1 USB 3.0		
<b>Warranty</b>	<b>Manufacturer Warranty - Minimum 1 year</b>	1 Year Standard Warranty		
<b>Environmental</b>	<b>Describe Environmental Efforts</b>	MIL Spedc 810G; EPEAT Gold; Energy Star approved		
<i>Primary Battery</i>	<i>Specify battery type and expected battery life &amp; wHr</i>	Lithium Ion 3 cell 10.8V 34 WHr 3159 mAh		

**OPTIONS/UPGRADES**

Spec #	Options	Minimum Requirements	Manufacturer & SKU #	List Price
T20-1	Case/Sleeve option - no keyboard	Provide description	Protectie TPU Cover - FPCC0122A	\$44.00
T20-2	Case/Sleeve option - with keyboard	Provide description	Folio Cae with Bluetooth Keyboard - FPCCC185	\$103.20
T20-3	Charging dock	Provide description	Keyboard Dock with Battery - FPCPR197AP	\$311.20
T20-4	Car charger	Provide description	Auto/Airline Adapter - FPCAA009	\$79.20

## PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

**Fujitsu America Inc.**

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

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

### BLACK & WHITE PRINTER

T1P-1	PERIPHERAL 1 SKU:		PERIPHERAL 1 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
T1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Print speed (ppm)	20	
	Minimum recommended print volume	250 pages per month	
	Network Connection	Yes	
	Two sided printing	Automatic	
	Memory	32 MB	
	Print resolution	600dpi	
	Paper size	Letter	
	Paper trays	250 sheets	
Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes		
Warranty	minimum one (1) year warranty		

### COLOR PRINTER

T1P-2	PERIPHERAL 2 SKU:		PERIPHERAL 2 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
T1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Print speed (ppm)	20	
	Minimum recommended print volume	250 pages per month	
	Network Connection	Yes	
	Two sided printing	Automatic	
Memory	128 MB		

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

Responder Name:

**Fujitsu America Inc.**

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

Please fill in the yellow cells.

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**19" Monitor**

T1P-3	PERIPHERAL 3 SKU:	PERIPHERAL 3 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
T1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Screen size (diagonal measure)	19 inches	
	Format	Wide-Format, WSXGA compatible	
	Resolution	1440 x 900	
	Brightness	250 Nits / cd/m2	
	Contrast	400 to 1	
	Response Time	8 ms	
	Pixel Policy	ISO-13406-2	
	VGA interface	VGA interface required	
	DVI interface	DVI interface required	
	Display Port (DP) Interface	include DP interface	
	Cables	include DVI cable	
	Warranty	minimum one (1) year warranty	
	Mounting Hole Pattern	VESA Compliant	
	Stand	Height-adjustable stand	
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
EPEAT	EPEAT BRONZE level		
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

**24" MONITOR**

T1P-4	PERIPHERAL 4 SKU:	PERIPHERAL 4 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
T1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Screen size (diagonal measure)	24 inches	
	Format	Wide-Format, WSXGA compatible	
	Resolution	1920 x 1080	
	Brightness	250 Nits / cd/m2	
	Contrast	400 to 1	
	Response Time	8 ms	
	Pixel Policy	ISO-13406-2	
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>	
	DVI interface	DVI interface required	
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>	
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>	
	Warranty	minimum one (1) year warranty	
	Mounting Hole Pattern	VESA Compliant	
	Stand	Height-adjustable stand	
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
EPEAT	EPEAT BRONZE level		
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

BAND 3: TABLET - SERVICES - Market Basket Specs				
<b>Responder Name:</b>				
<b>Fujitsu America Inc.</b>				
<i>Please fill in the yellow cells.</i>				
<b>A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM</b>				
<b>B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.</b>				
<b>C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES</b>				
SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Tablet 1	Upgrad to two year standard warranty	FUJ38-1021-01
T1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Tablet 1	Upgrade to three year standard warranty	FUJ38-1031-01
T1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Tablet 1	1 Year Accidental Damage	FUJ38-1121-01
T1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Tablet 1	Flat Rate Pricing	
T1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Load customers image at factory	
T1S-6	Image Consulting	Develop custom software image solution.		
T1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Affix Asset Tags to Unit	
T1S-8	Installation	Describe equipment installation services available		
T1S-9	General Consulting	Describe Consulting services available		
T1S-10	Training	Describe Training Services Available		
T1S-11	Staging/Deployment	Describe staging/deployment services	We can supply staging and deployment. Pricing is dependent on the customers requirements	



## BAND 4: SERVER - Volume Discounts

**Responder Name:**

Fujitsu America, Inc.

*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.*

An additional 5% discount will be added to the purchase of over 50 units

### 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.*

A Cumulative Volume Discount of 1% will be applied purchases that meet the \$10,000,000 - \$50,000,000 USD threshold

### 3. Other Discounts

*Describe additional discounts available.*

Yellow highlighted area for describing additional discounts available.

### BAND 4: SERVER - Market Basket Pricing

**Responder Name:**

Fujitsu America, Inc.

***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	
<i>Example</i>	SEB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00	
Server	SE1B-1	1	FSCR300_S26361	RX300	\$ 7,251.00	16.00%	\$ 6,090.84	
Server	SE2B-1	1	0	SERVER 2	\$ -		\$ -	
<b>Total</b>								\$ 6,090.84

#### OPTIONS/UPGRADES/PERIPHERALS

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

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE	
Option	SE10-1	1	15K DRIVE OPTION	146 GB SAS 10K rpm hard drive	\$ 350.00	16.00%	\$ 294.00	
Peripheral	SE1P-1	1	0	146 GB SAS 10K rpm hard drive	\$ 540.00	16.00%	\$ 453.60	
Peripheral	SE1P-2	1	0	300 GB SAS 15K rpm hard drive	\$ 720.00	16.00%	\$ 604.80	
Peripheral	SE1P-3	1	0	900 GB SAS 10K rpm hard drive	\$ 1,380.00	16.00%	\$ 1,159.20	
Peripheral	SE1P-4	1	0	24" Monitor	\$ -		\$ -	
<b>Total</b>								\$ 2,511.60

#### VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for SE2B-1	16%
Calculate price for 100 units based on volume discount provided for SE2B-1	21%
Calculate price for 1000 units based on volume discount provided for SE2B-1	21%

### BAND 4: SERVER - Market Basket Pricing

**Responder Name:**

Fujitsu America, Inc.

*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	N/A Included
SES-2	1	Warranty Upgrade-3 yr	N/A Included
SES-3	1	Warranty Upgrade-AD	
SES-4	1	Break Fix - Non Warranty	
SES-5	1	Image Loading	
SES-6	1	Image Consulting	
SES-7	1	Asset Tagging	
SES-8	1	Installation	
SES-9	1	General Consulting	
SES-10	1	Training	
SES-11	1	Staging/Deployment	

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

Responder Name:  
**Fujitsu America, Inc.**  
**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, blue italic font does not have a minimum**, please provide the offered specification in either instance.  
*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

SE1B-1	SERVER 2 SKU:	FSC-R300_S26361-K1457-V201	SERVER 2 LIST PRICE:	\$ 7,251.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Processor Socket(s)	Two	Two processor sockets	S26361-K1457-V201 (1 x RX300 SB 8 x 2.5" server)
	Processor	Two Intel Xeon E5-2600 series (2.6GHz, 8-core)	Two Xeon E5-2650 v2 processors, 8C/16T, 2.60 GHz, 20 MB cache	S26361-F3790-E260 (SKU for 1 processor)
	RAM - Installed Capacity, type and speed	64 GB DDR3	64 GB (4 x 16 GB DIMMs DDR3-1600 MHz, PC3-12800)	S26361-F3781-E516 (SKU for 1 x 16 GB DIMM)
	RAM - Minimum expansion capability	768 GB	Supports up to 1536 GB, with 64 GB DIMMs	N/A
	RAM - memory slots	24 slots total	24 memory slots (12 per CPU)	N/A
	Hard Drive(s) installed	None required	None included.	N/A
	Internal disk capability	Capable of housing 2 or more internal hard disks	Supports up to 8 internal disks (2.5")	N/A
	Disk Controller	Included (specify type)	SAS/SATA RAID controller, based on LSI MegaRAID SAS2108, supports RAID 0, 1, 10, 5, 50, 6, and 60, with 512 MB cache	S26361-F3554-E512
	Optical Drive	DVD-ROM drive	DVD-RW drive, Dual/DL, slimline	S26361-F3269-E2
	Network	Dual Port GB Ethernet network interface(10/100/1000)	Includes 2 onboard Gbit Ethernet ports	N/A
	Slots	2 or more PCIe 3.0 x16 slots	5 low profile PCI-Express 3.0 x8 slots and 2 low profile PCI-Express 3.0 x16 slots	N/A
	Full or Half - height slots	Half-height slots	Half-height slots	N/A
	video	HD Graphics	VGA port on back (15-pin)	N/A
	USB Ports - total	4 USB 2.0 Ports	10 USB 2.0 ports	N/A
	USB Ports - front side and internal	Specify number of USM ports front side and internal	2 in front, 4 in rear, 4 internal	N/A
	Warranty	Manufacturer Warranty Minimum 1 year	3 year warranty included	PYR300-W025360-0NA
	Form Factor	Rack Mountable	Rack mountable	N/A
	Device Height	Specify Height in "U"	2U	N/A
	Rack Hardware (rails)	Included (specify type)	Rack mount kit with Quick-Release Lever, drop in telescope rails, full extraction	S26361-F2735-E175
	Energy Star	Specify if Energy Star 1.0 Tier 1 compliant	No	N/A
SE1B-1	Power	Specify Power Connect Type (NEMA of IEC)	NEMA 5-15P	N/A
	Power - BTU Rating	Specify BTU Rating	Maximum 2832 BTU/hr	N/A
	Power - Watts	Specify Watts (min, and max.)	Minimum 53W, maximum 830W	N/A
	Power - Single Phase	Specify Single Phase Standard	Single Phase Standard	N/A
	Power - Three phase	Specify Three phase is available	Not available	N/A
	Power Redundancy	Dual Power Supply capable	Yes, includes 2 x 800W Platinum-rated power supplies	S26113-F574-E12 (SKU for 1 power supply)
	Operating Systems Supported	Specify What is supported	<ul style="list-style-type: none"> <li>• Microsoft Hyper-V Server 2012</li> <li>• Microsoft Windows Server 2012 Datacenter</li> <li>• Microsoft Windows Server 2012 Standard</li> <li>• Microsoft Windows Storage Server 2012 Standard</li> <li>• Microsoft Hyper-V Server 2008 R2</li> <li>• Microsoft Windows Server 2008 and 2008 R2 Datacenter</li> <li>• Microsoft Windows Server 2008 and 2008 R2 Enterprise</li> <li>• Microsoft Windows Server 2008 and 2008 R2 Standard</li> <li>• Microsoft Windows Web Server 2008 and 2008 R2</li> <li>• Microsoft Windows HP C Server 2008 R2 Suite</li> <li>• Microsoft Small Business Server 2011 Premium Add-On</li> <li>• Microsoft Small Business Server Standard 2011</li> <li>• VMware vSphere 4.1 and 5.0 Embedded</li> <li>• VMware vSphere 4.1, 5.0 and 5.1</li> <li>• VMware vSphere 4.1 Embedded and Installable</li> <li>• Novell SUSE Linux Enterprise Server 11</li> <li>• Red Hat Enterprise Linux 5, 5 with Xen, and 6</li> <li>• Citrix XenServer</li> </ul>	N/A
	Automated Deployment Kit	Specify what is provided	Included with Server View management software	N/A
Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
SE10-1	Upgrade to 128 GB installed RAM	Provide description and SKU	S26361-F3781-L516	1,380.00

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

Responder Name:

**Fujitsu America, Inc.**

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

*Please fill in the yellow cells.*

#### Base Equipment (Hardware)

SE2B-1	SERVER 2 SKU:		SERVER 2 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Processor Socket(s)	Four		
	Processor	Four Intel Xeon E5-4640 series (2.4Ghz, 8-core)		
	RAM - Installed Capacity, type and speed	64 GB DDR3		
	RAM - Minimum expansion capability	192 GB		
	RAM - memory slots	24 slots total		
	Hard Drive(s) installed	None required		
	Internal disk capability	Capable of housing 2 or more internal hard disks		
	Disk Controller	Included (specify type)		
	Optical Drive	DVD-ROM drive		
	Network	Dual Port GB Ethernet network interface(10/100/1000)		
	Slots	2 or more PCIe 3.0 x16 slots		
	Full or Half - height slots	Half-height slots		
	video	HD Graphics		
SE2B-1	USB Ports - total	4 USB 2.0 Ports		
	<i>USB Ports - front side and internal</i>	<i>Specify number of USM ports front side and internal</i>		
	Warranty	Manufacturer Warranty Minimum 1 year		
	Form Factor	Rack Mountable		
	<i>Device Height</i>	<i>Specify Height in "U"</i>		
	Rack Hardware (rails)	Included (specify type)		
	<i>Energy Star</i>	<i>Specify if Energy Star 1.0 Tier 1 compliant</i>		
	<i>Power</i>	<i>Specify Power Connect Type (NEMA of IEC)</i>		
	<i>Power - BTU Rating</i>	<i>Specify BTU Rating</i>		
	<i>Power - Watts</i>	<i>Specify Watts (min. and max.)</i>		
	<i>Power - Single Phase</i>	<i>Specify Single Phase Standard</i>		
	<i>Power - Three phase</i>	<i>Specify Three phase is available</i>		
	Power Redundancy	Dual Power Supply capable		
	<i>Operating Systems Supported</i>	<i>Specify What is supported</i>		
	<i>Automated Deployment Kit</i>	<i>Specify what is provided</i>		

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

Responder Name:

**Fujitsu America, Inc.**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**BLACK & WHITE PRINTER**

SE1P-1	PERIPHERAL 1 SKU:		PERIPHERAL 1 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
SE1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	32 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes		
Warranty	minimum one (1) year warranty			

**COLOR PRINTER**

SE1P-2	PERIPHERAL 2 SKU:		PERIPHERAL 2 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
SE1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	128 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes		
Warranty	minimum one (1) year warranty			

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

Responder Name:

**Fujitsu America, Inc.**

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

*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**19" Monitor**

SE1P-3	PERIPHERAL 3 SKU:	PERIPHERAL 3 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
SE1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Screen size (diagonal measure)	19 inches	
	Format	Wide-Format, WSXGA compatible	
	Resolution	1440 x 900	
	Brightness	250 Nits / cd/m2	
	Contrast	400 to 1	
	Response Time	8 ms	
	Pixel Policy	ISO-13406-2	
	VGA interface	VGA interface required	
	DVI interface	DVI interface required	
	Display Port (DP) Interface	include DP interface	
	Cables	include DVI cable	
	Warranty	minimum one (1) year warranty	
	Mounting Hole Pattern	VESA Compliant	
	Stand	Height-adjustable stand	
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
EPEAT	EPEAT BRONZE level		
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

**24" MONITOR**

SE1P-4	PERIPHERAL 4 SKU:	PERIPHERAL 4 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
SE1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Screen size (diagonal measure)	24 inches	
	Format	Wide-Format, WSXGA compatible	
	Resolution	1920 x 1080	
	Brightness	250 Nits / cd/m2	
	Contrast	400 to 1	
	Response Time	8 ms	
	Pixel Policy	ISO-13406-2	
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>	
	DVI interface	DVI interface required	
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>	
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>	
	Warranty	minimum one (1) year warranty	
	Mounting Hole Pattern	VESA Compliant	
	Stand	Height-adjustable stand	
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
EPEAT	EPEAT BRONZE level		
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

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

Responder Name:

**Fujitsu America, Inc.**

*Please fill in the yellow cells.*

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

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

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

**SERVICES**

Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
S1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Server 1		
S1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Server 1		
S1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Server 1		
S1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Server 1		
S1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery		
S1S-6	Image Consulting	Develop custom software image solution.		
S1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.		
S1S-8	Installation	Describe equipment installation services available		
S1S-9	General Consulting	Describe Consulting services available		
S1S-10	Training	Describe Training Services Available		
S1S-11	Staging/Deployment	Describe staging/deployment services		

<b>BAND 5: STORAGE - Discount Structure</b>	
<b>Responder Name:</b>	
Fujitsu America, Inc.	
<i>Please fill in the yellow cells.</i>	
<b>1. BASELINE PRICING</b>	
IDENTIFY BASELINE/LIST PRICING UTILIZED:	MAP/SPR effective on 11/15/13
<b>2. MINIMUM BAND DISCOUNT</b>	
<i>PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.</i>	
<i>PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.</i>	
CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	21.00%
ADDITIONAL CATEGORIES	DISCOUNT
ETERNUS Enterprise	31.00%
<b>3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT</b>	
CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	
ADDITIONAL CATEGORIES	DISCOUNT
<b>4: OPTIONAL: LEASE RATES</b>	
<i>Provide Current lease rates</i>	

## BAND 5: STORAGE - Volume Discounts

**Responder Name:**

Fujitsu America, Inc.

*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.*

An additional 5% discount will be applied to purchases of over 50 units

### 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.*

An additional 1% discount will be applied to orders that meet the \$10,000,000 - \$50,000,000 threshold

### 3. Other Discounts

*Describe additional discounts available.*

Yellow area for describing additional discounts available.

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

Responder Name:  
Fujitsu America, Inc.

**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	ETERDX6S	DX60	\$ 5,485.00	21.00%	\$ 4,333.15
Storage	ST2B-1	1	ETERD100	DX100	\$ 36,089.00	31.00%	\$ 24,901.41
<b>Total</b>							<b>\$ 29,234.56</b>

**OPTIONS/UPGRADES/PERIPHERALS**

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

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	ST10-1	1	ETFNC2	Upgrade to 12TB Installed Raw Capacity	\$5,485.00 (4TB) + \$685.00 (12TB Upgrade) = \$6,170.00		\$ 6,170.00
Option	ST20-1	1	Included	Upgrade to 16TB Installed Raw Capacity	\$ -		\$ -
Peripheral	ST1P-1	1	0	Color Printer	\$ -		\$ -
Peripheral	ST1P-2	1	0	Black & White Printer	\$ -		\$ -
Peripheral	ST1P-3	1	0	19" Monitor	\$ -		\$ -
Peripheral	ST1P-4	1	0	24" Monitor	\$ -		\$ -
<b>Total</b>							<b>\$ 6,170.00</b>

**VOLUME DISCOUNTS**

Calculate price for 10 units based on volume discount provided for ST2B-1	21%
Calculate price for 100 units based on volume discount provided for ST2B-1	26%
Calculate price for 1000 units based on volume discount provided for ST2B-1	26%

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

Responder Name:

Fujitsu America, Inc.

*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	N/A Included in Base Price
STS-2	1	Warranty Upgrade-3 yr	N/A Included in Base Price
STS-3	1	Warranty Upgrade-AD	
STS-4	1	Break Fix - Non Warranty	
STS-5	1	Image Loading	
STS-6	1	Image Consulting	
STS-7	1	Asset Tagging	
STS-8	1	Installation	
STS-9	1	General Consulting	
STS-10	1	Training	
STS-11	1	Staging/Deployment	

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

Responder Name:

**Fujitsu America, Inc.**

**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:	ETERD100	STORAGE 1 LIST PRICE:	\$ 5,485.00
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Manufacturer SKU #</b>
ST1B-1	Architecture	Specify		
	Raw Disk Capacity - Base	4 TB	4TB	ETEN1HA
	Effective Capacity - Maximum	128 TB	96TB	
	Maximum Cache	32 GB	2GB	
	Minimum number of Drives	4	4	
	Raid Options	1, 3, 5, 10	0, 1, 1+0, 5, 5+0, 6	
	Back end disk channel interface	SAS	SAS 3.0 WIDE	
	Drive Types Supported	SATA , SAS	SATA, SAS, NL-SAS AND SATA	
	Sdrives Supported - fully expanded	60	24	
	Shelves	1 shelf	1	
	Protocol Support	TCP/IP	TCP/IP	
	Chassis - rack mount rails	Yes	YES	
	<i>Controller type</i>	<i>Specify</i>		
	<i>Controller Host Interface - speed and number of ports</i>	<i>Specify Speed and Number</i>	FC, ISCSI, FCoE, SAS (3GB)	
	<i>Controllers - Dual Controller Support</i>	<i>Yes or No</i>	YES	
	<i>Storage Replication Support</i>	<i>Specify</i>	OPTIONAL	
	<i>Chassis - Height (U)</i>	<i>Specify height (U)</i>	2U	
	<i>Chassis - Rack Hole Type</i>	<i>Specify round or square</i>		
	<i>Power single phase standard</i>	<i>Specify</i>	standard 110	
	<i>Power - Three Phase availability</i>	<i>Yes or no</i>	yes	
<i>Power - Redundancy</i>	<i>Yes or no</i>	yes		
<i>Power Type</i>	<i>Specify</i>	110 using L5-15		
<i>Power - BTU Rating</i>	<i>Specify</i>	470		
<i>Power - Amps/Voltage</i>	<i>Specify</i>	.137 kVA		
<i>Power - Watts</i>	<i>Specify</i>	.136 kW		
Warranty on above hardware and software	Manufacturer Warranty - Minimum one year	3 YEAR		

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
ST10-1	Upgrade to 12TB Installed Raw Capacity	Provide description and SKU	ETFNC2	\$5,485.00 (4TB) + \$685.00 (12TB Upgrade) = \$6,170.00

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

Responder Name:

**Fujitsu America, Inc.**

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*Please fill in the yellow cells.*

**Base Equipment (Hardware)**

ST2B-1	STORAGE 2 SKU:	ETERD100	STORAGE 2 LIST PRICE:	\$ 36,089.00
<b>Spec #</b>	<b>Configuration</b>	<b>Minimum Requirements</b>	<b>Manufacturer's Proposal</b>	<b>Manufacturer SKU #</b>
ST2B-1	Architecture	Specify		
	Raw Disk Capacity - Base	8 TB	16TB	ETFNC2
	Effective Capacity - Maximum	256 TB		
	Maximum Cache	64 GB	8GB	
	Minimum number of Drives	8	8	
	Raid Options	1, 3, 5, 10	0, 1, 1+0, 5, 5+0, 6	
	Back end disk channel interface	SAS	SAS	
	Drive Types Supported	SATA , SAS	SATA, SAS	
	Sdrives Supported - fully expanded	60		
	Shelves	1 shelf	1	
	Protocol Support	TCP/IP	TCP/IP	
	Chassis - rack mount rails	Yes		
	<i>Controller type</i>	<i>Specify</i>	DUAL CONTROLLER	
	<i>Controller Host Interface - speed and number of ports</i>	<i>Specify Speed and Number</i>	1 Gb iSCSI. Also support 10Gb iSCSI, 16Gb FC, SAS and FCoE.	
	<i>Controllers - Dual Controller Support</i>	<i>Yes or No</i>	YES	
	<i>Storage Replication Support</i>	<i>Specify</i>	OPTIONAL	
	<i>Chassis - Height (U)</i>	<i>Specify height (U)</i>	2U	
	<i>Chassis - Rack Hole Type</i>	<i>Specify round or square</i>		
	<i>Power single phase standard</i>	<i>Specify</i>	Standard 110 power	
	<i>Power - Three Phase availability</i>	<i>Yes or no</i>	YES	
<i>Power - Redundancy</i>	<i>Yes or no</i>	YES		
<i>Power Type</i>	<i>Specify</i>	6 L5-15		
<i>Power - BTU Rating</i>	<i>Specify</i>	1020		
<i>Power - Amps/Voltage</i>	<i>Specify</i>	.298 kVA		
<i>Power - Watts</i>	<i>Specify</i>	.295 kW		
Warranty on above hardware and software	Manufacturer Warranty - Minimum one year	3 year warranty		

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
ST20-1	Upgrade to 16TB Installed Raw Capacity	Provide description and SKU	Included	0

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

Responder Name:

**Fujitsu America, Inc.**

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*Please fill in the yellow cells.*

**PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS**

**BLACK & WHITE PRINTER**

ST1P-1	PERIPHERAL 1 SKU:		PERIPHERAL 1 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
ST1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	32 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes		
Warranty	minimum one (1) year warranty			

**COLOR PRINTER**

ST1P-2	PERIPHERAL 2 SKU:		PERIPHERAL 2 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
ST1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	128 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
	Energy Star compliance (verified at <a href="http://www.energystar.gov">www.energystar.gov</a> )	Yes		
Warranty	minimum one (1) year warranty			

PERIPHERALS 3 & 4 - Market Basket Specs				
Responder Name:				
Fujitsu America, Inc.				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
<i>Please fill in the yellow cells.</i>				
PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS				
<b>19" Monitor</b>				
ST1P-3	PERIPHERAL 3 SKU:		PERIPHERAL 3 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
ST1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Screen size (diagonal measure)	19 inches		
	Format	Wide-Format, WSXGA compatible		
	Resolution	1440 x 900		
	Brightness	250 Nits / cd/m2		
	Contrast	400 to 1		
	Response Time	8 ms		
	Pixel Policy	ISO-13406-2		
	VGA interface	VGA interface required		
	DVI interface	DVI interface required		
	Display Port (DP) Interface	include DP interface		
	Cables	include DVI cable		
	Warranty	minimum one (1) year warranty		
	Mounting Hole Pattern	VESA Compliant		
	Stand	Height-adjustable stand		
Energy-Star	Energy Star compliant per v4.1 Tier II standard			
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>			
EPEAT	EPEAT BRONZE level			
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>			
<b>24" MONITOR</b>				
ST1P-4	PERIPHERAL 4 SKU:		PERIPHERAL 4 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
ST1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Screen size (diagonal measure)	24 inches		
	Format	Wide-Format, WSXGA compatible		
	Resolution	1920 x 1080		
	Brightness	250 Nits / cd/m2		
	Contrast	400 to 1		
	Response Time	8 ms		
	Pixel Policy	ISO-13406-2		
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>		
	DVI interface	DVI interface required		
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>		
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>		
	Warranty	minimum one (1) year warranty		
	Mounting Hole Pattern	VESA Compliant		
	Stand	Height-adjustable stand		
Energy-Star	Energy Star compliant per v4.1 Tier II standard			
<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>			
EPEAT	EPEAT BRONZE level			
<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>			

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

Responder Name:

**Fujitsu America, Inc.**

*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		
ST1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Storage 1		
ST1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Storage 1		
ST1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Storage 1		
ST1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery		
ST1S-6	Image Consulting	Develop custom software image solution.		
ST1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.		
ST1S-8	Installation	Describe equipment installation services available		
ST1S-9	General Consulting	Describe Consulting services available		
ST1S-10	Training	Describe Training Services Available		
ST1S-11	Staging/Deployment	Describe staging/deployment services		
ST1S-12	System and Server Configuration	Describe system and server configurations services		
ST1S-13	Rack and Stack Configuration	Describe Rack and Stack configurations services		