

National Pricing Discount

SHI Contract # 2024056-02

For each item listed on the National Pricing Tab, Offerors are encouraged to provide a discount off of a verifiable price list by all manufacturers proposed. For example, Group 2, Item 5 is Keyboards. Offeror(s) may wish to propose more than one manufacturer of keyboards, such as Logitech, Fellowes, Belkin, Kensington, Triplite, Dell, HP, Apple, etc. Offeror(s) should provide a separate discount for each manufacturer being proposed. Offeror(s) should add additional columns to the pricing page(s) in order to accommodate additional manufacturers' discounts. In addition to indicating your proposed discounts, you must also apply those discounts to the sample items in the City of Mesa Market Basket tab (below).

- A. Propose a national discount off list price pricing structure. These are the minimum discounts Supplier will offer to Participating Agencies.
 B. Describe the catalog or index that discounts will be taken.
 C. Describe any special manufacturer pricing available to Participating Agencies.
 D. Describe any special large order or large customer pricing or additional discounts available to Participating Agencies.
 E. Describe any products offered by Supplier that are not captured in the pricing matrix below. Describe how Supplier proposes to price those items.

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	If applicable, you may add additional manufacturers/discounts		If applicable, you may add additional manufacturers/discounts	
					Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
1.00	Group 1 - Systems	1) Desktops	3%	Full Catalog (Examples are HPE, Dell, Lenovo, Acer, Apple, etc)	%		%	
		2) Notebooks	3%	Full Catalog (Examples are HPE, Dell, Lenovo, Acer, Apple, etc)	%		%	
		3) Tablets	3%	Full Catalog (Exmaples are HPE, Dell, Lenovo, Acer, Surface, Apple, etc)	%		%	
		4) Servers (Physical and Virtual) (1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	3%	Full Catalog (Examples are Dell, HPE, Lenovo, IBM, Cisco, etc)	%		%	
2.00	Group 2 - Input Devices	5) Keyboards	5%	Full Catalog	%		%	
		6) Mice	5%	Full Catalog	%		%	
		7) Imaging Scanners	5%	Full Catalog	%		%	
		8) POS Scanners	5%	Full Catalog	%		%	
		9) Pointing Devices	5%	Full Catalog	%		%	
		10) Bar Code Readers	5%	Full Catalog	%		%	
		11) Audio Input	5%	Full Catalog	%		%	
		12) Input Adapters	5%	Full Catalog	%		%	
		13) PC and Network Cameras	15%	Full Catalog	%		%	
		14) Input Cables	15%	Full Catalog	%		%	
		15) Input Accessories	15%	Full Catalog	%		%	
		16) Displays	3%	Full Catalog	%		%	
		17) Printers	5%	Full Catalog	%		%	
		18) Inkjet Printres	5%	Full Catalog	%		%	
		19) Inkjet Photo Printers	5%	Full Catalog	%		%	
3.00	Group 3 - Output Devices	20) Laser Printers	5%	Full Catalog	%		%	
		21) Label Printers	5%	Full Catalog	%		%	
		22) Dot Matrix Printers	5%	Full Catalog	%		%	
		23) Multi-Function Printers	5%	Full Catalog	%		%	
		24) Wide Format Printers	5%	Full Catalog	%		%	
		25) Multi-Function Inkjet Printers	5%	Full Catalog	%		%	
		26) Wide Format Printers	5%	Full Catalog	%		%	
		27) Fax Machine Printers	5%	Full Catalog	%		%	
		28) Printer Accessories	5%	Full Catalog	%		%	
		29) Projectors	5%	Full Catalog	%		%	
		30) Projector Accessories	5%	Full Catalog	%		%	
		31) Audio Input	5%	Full Catalog	%		%	
		32) Video Cards	5%	Full Catalog	%		%	
		33) Sound Cards	5%	Full Catalog	%		%	
		34) Output Accessories	5%	Full Catalog	%		%	
		35) Printer Consumables	5%	Full Catalog	%		%	
4.00	Group 4 - Memory	36) Desktop	5%	Full Catalog	%		%	
		37) Flash	5%	Full Catalog	%		%	
		38) Networking	5%	Full Catalog	%		%	
		39) Notebook	5%	Full Catalog	%		%	
		40) Printer / Fax	5%	Full Catalog	%		%	
		41) Server	5%	Full Catalog	%		%	
		42) Adapters Fibre Channel	5%	Full Catalog	%		%	
		43) Adapters FireWire / USB	5%	Full Catalog	%		%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
5.00	Group 5 - Storage Devices	44) Adapters IDE/ATA/SATA	5%	Full Catalog	%		%	
		45) Adapters RAID	5%	Full Catalog	%		%	
		46) Adapters SCSI	5%	Full Catalog	%		%	
		47) Bridges & Routers	5%	Full Catalog	%		%	
		48) Disk Arrays	5%	Full Catalog	%		%	
		49) Disk Arrays JBOD	5%	Full Catalog	%		%	
		50) Drives Magneto-Optical	5%	Full Catalog	%		%	
		51) Drives Removable Disks	5%	Full Catalog	%		%	
		52) Fiber Channel Switches	5%	Full Catalog	%		%	
		53) Hard Disks - External	5%	Full Catalog	%		%	
		54) Hard Disks - Fibre Channel	5%	Full Catalog	%		%	
		55) Hard Disks - IDE/ATA/S	5%	Full Catalog	%		%	
		56) Hard Disks - Notebook	5%	Full Catalog	%		%	
		57) Hard Disks - SCSI	5%	Full Catalog	%		%	
		58) Networking Accessories	5%	Full Catalog	%		%	
		59) Optical Drives - CD-ROM	5%	Full Catalog	%		%	
		60) Optical Drives - CD-RW	5%	Full Catalog	%		%	
		61) Optical Drives - DVD-CD	5%	Full Catalog	%		%	
		62) Optical Drives - DVD-RW	5%	Full Catalog	%		%	
		63) Storage Accessories	5%	Full Catalog	%		%	
		64) Storage - NAS	5%	Full Catalog	%		%	
		65) Storage - SAN	5%	Full Catalog	%		%	
		66) Tape Autoloaders - AIT	5%	Full Catalog	%		%	
		67) Tape Autoloaders - DAT	5%	Full Catalog	%		%	
		68) Tape Autoloaders - DLT	5%	Full Catalog	%		%	
		69) Tape Autoloaders - LTO	5%	Full Catalog	%		%	
		70) Tape Drives - 4mm	5%	Full Catalog	%		%	
		71) Tape Drives - 8mm/VXA	5%	Full Catalog	%		%	
		72) Tape Drives - AIT	5%	Full Catalog	%		%	
		73) Tape Drives - DAT	5%	Full Catalog	%		%	
		74) Tape Drives - DLT	5%	Full Catalog	%		%	
		75) Tape Drives - LTO/Ultrium	5%	Full Catalog	%		%	
		76) Tape Drives SDLT	5%	Full Catalog	%		%	
		77) Tape Drives - Travan	5%	Full Catalog	%		%	
6.00	Group 6 - Network Equipment	78) 10/100 Hubs & Switches	5%	Full Catalog	%		%	
		79) Bridges & Routers	5%	Full Catalog	%		%	
		80) Gigabit Hubs & Swtiches	5%	Full Catalog	%		%	
		81) Concentrators & Multiplexers	5%	Full Catalog	%		%	
		82) Hardware Firewalls	5%	Full Catalog	%		%	
		83) Intrusion Detection	5%	Full Catalog	%		%	
		84) KVM	5%	Full Catalog	%		%	
		85) Modems	5%	Full Catalog	%		%	
		86) Network Test Equipment	5%	Full Catalog	%		%	
		87) Network Adapters	5%	Full Catalog	%		%	
		88) Network Cables	15%	Full Catalog	%		%	
		89) Network Accessories	5%	Full Catalog	%		%	
		90) Repeaters & Transceivers	5%	Full Catalog	%		%	
		91) Wireless LAN Accessories	5%	Full Catalog	%		%	
		92) Token Authentication	5%	Full Catalog	%		%	
		93) 10G Fiber Optic Transceivers	5%	Full Catalog	%		%	
		94) 1G Fiber Optic Transceivers	5%	Full Catalog	%		%	
		95) Licensing Packages (e.g. Microsoft)	4%	Full Catalog (Examples are Microsoft, Adobe, Vmware, etc)		%	%	
		96) Licensing Backup	4%	Full Catalog	%		%	
		97) Licensing Barcode/OC	4%	Full Catalog	%		%	
		98) Licensing Business Application	4%	Full Catalog	%		%	
		99) Licensing CAD/CAM	4%	Full Catalog	%		%	
		100) Licensing - Cloning	4%	Full Catalog	%		%	
		101) Licensing - Computer Services	4%	Full Catalog	%		%	
		102) Licensince - Database	4%	Full Catalog	%		%	
		103) Licensing - Development	4%	Full Catalog	%		%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
7.00	Group 7 - Software	104) Licensing - Entertainment	4%	Full Catalog	%		%	
		105) Licensing - Financial	4%	Full Catalog	%		%	
		106) Licensing - Flow Chart	4%	Full Catalog	%		%	
		107) Licensing - Graphic Design	4%	Full Catalog	%		%	
		108) Licensing - Handheld	4%	Full Catalog	%		%	
		109) Licensing - Network OS	4%	Full Catalog	%		%	
		110) Licensing - OS	4%	Full Catalog	%		%	
		111) Licensing - Personal Organization	4%	Full Catalog	%		%	
		112) Licensing - Presentation	4%	Full Catalog	%		%	
		113) Licensing - Reference	4%	Full Catalog	%		%	
		114) Licensing - Report Analysis	4%	Full Catalog	%		%	
		115) Licensing - Spreadhseet	4%	Full Catalog	%		%	
		116) Licensing - Utilities	4%	Full Catalog	%		%	
		117) Licensing - Warranties	4%	Full Catalog	%		%	
		118) Licensing - Web Development	4%	Full Catalog	%		%	
		119) Licensing - Word Processing	4%	Full Catalog	%		%	
		120) Software - Backup	4%	Full Catalog	%		%	
		121) Software - Barcode / OCR	4%	Full Catalog	%		%	
		122) Software - Business Application	4%	Full Catalog	%		%	
		123) Software - CAD/CAM	4%	Full Catalog	%		%	
		124) Software - Cloning	4%	Full Catalog	%		%	
		125) Software - Computer Services	4%	Full Catalog	%		%	
		126) Software - Database	4%	Full Catalog	%		%	
		127) Software - Development	4%	Full Catalog	%		%	
		128) Software - Entertainment	4%	Full Catalog	%		%	
		129) Software - Financial	4%	Full Catalog	%		%	
		130) Software - Flow Chart	4%	Full Catalog	%		%	
		131) Software - Graphic Design	4%	Full Catalog	%		%	
		132) Software - Handheld	4%	Full Catalog	%		%	
		133) Software - OS	4%	Full Catalog	%		%	
		134) Software - Personal Organization	4%	Full Catalog	%		%	
		135) Software - Presentation	4%	Full Catalog	%		%	
		136) Software - Reference	4%	Full Catalog	%		%	
		137) Software - Report Analysis	4%	Full Catalog	%		%	
		138) Software - Spreadsheet	4%	Full Catalog	%		%	
		139) Software - Utilities	4%	Full Catalog	%		%	
		140) Software - Warranties	4%	Full Catalog	%		%	
		141) Software - Web Development	4%	Full Catalog	%		%	
		142) Software - Word Processing	4%	Full Catalog	%		%	
8.00	Group 8 - Media Supplies	143) Media - 4mm tape	5%	Full Catalog	%		%	
		144) Media - AIT tape	5%	Full Catalog	%		%	
		145) Media - DAT tape	5%	Full Catalog	%		%	
		146) Media - DLT tape	5%	Full Catalog	%		%	
		147) Media LTO / Ultrium tape drive	5%	Full Catalog	%		%	
		148) Media - Magneto - Optical	5%	Full Catalog	%		%	
		149) Media - Optical	5%	Full Catalog	%		%	
		150) Media - SLR tape	5%	Full Catalog	%		%	
		151) Media - Travan tape	5%	Full Catalog	%		%	
		152) Media - VXA tape	5%	Full Catalog	%		%	
		153) Media - zip	5%	Full Catalog	%		%	
9.00	Group 9 - Collaboration & IP Telephony	154) IP phones	15%	Full Catalog	%		%	
		155) Video conferencing products	15%	Full Catalog	%		%	
		156) Monitors/TV's	3%	Full Catalog	%		%	
		157) Mounts	5%	Full Catalog	%		%	
		158) Voice gateways / servers	15%	Full Catalog	%		%	
		159) Headsets	15%	Full Catalog	%		%	
		160) Audo conferencing products	5%	Full Catalog	%		%	
		161) Analog phones	15%	Full Catalog	%		%	
		162) Accessories	15%	Full Catalog	%		%	
		163) Advanced Integration	5%	Full Catalog	%		%	
		164) Asset Disposal	5%	Full Catalog	%		%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
10.00	Group 10 - Other	165) Asset Management	5%	Full Catalog	%		%	
		166) Cables	15%	Full Catalog	%		%	
		167) Cables - custom	15%	Full Catalog	%		%	
		168) Cables - printer	15%	Full Catalog	%		%	
		169) Cloud Storage and Services (such as Azure, Amazon, Wasabi, etc.)	0%	Full Catalog	%		%	
		170) Complex warranties	5%	Full Catalog	%		%	
		171) Desktop Accessories	5%	Full Catalog	%		%	
		172) Display Accessories	5%	Full Catalog	%		%	
		173) Electronic Services	5%	Full Catalog	%		%	
		174) Handheld Accessories	5%	Full Catalog	%		%	
		175) Imaging Accessories	5%	Full Catalog	%		%	
		176) Imaging - Camcorders	15%	Full Catalog	%		%	
		177) Imaging - Digital Cameras	15%	Full Catalog	%		%	
		178) Internal Lab Service	0%	Full Catalog	%		%	
		179) Lab fees	0%	Full Catalog	%		%	
		180) Managed Services	0%	Full Catalog	%		%	
		181) Miscellaneous solutions	0%	Full Catalog	%		%	
		182) Mounting hardware for vehicles	5%	Full Catalog	%		%	
		183) Networking Warranties	5%	Full Catalog	%		%	
		184) Notebook Accessories	5%	Full Catalog	%		%	
		185) Notebook Batteries	5%	Full Catalog	%		%	
		186) PC Lab order services	0%	Full Catalog	%		%	
		187) POS Accessories	5%	Full Catalog	%		%	
		188) POS Displays	3%	Full Catalog	%		%	
		189) Power Accessories	5%	Full Catalog	%		%	
		190) Power Surge Protection	5%	Full Catalog	%		%	
		191) Power UPS	5%	Full Catalog	%		%	
		192) Server Accessories	5%	Full Catalog	%		%	
		193) Service Charge	0%	Full Catalog	%		%	
		194) System Components	5%	Full Catalog	%		%	
		195) Training Courses	0%	Full Catalog	%		%	
		196) Training Reference Manuals	0%	Full Catalog	%		%	
		197) Warranties - Electronic	5%	Full Catalog	%		%	
		198) iPad / Tablet Stylus	5%	Full Catalog	%		%	
		199) Mouse / Wrist Pads	5%	Full Catalog	%		%	
		200) Security Locks and Hardware	5%	Full Catalog	%		%	
		201) Tools	0%	Full Catalog	%		%	
		203) Document Scanner Accessories	5%	Full Catalog	%		%	
		204) Flatbed Scanners	5%	Full Catalog	%		%	
		205) Mobile Scanners	5%	Full Catalog	%		%	
		206) Network Scanners	5%	Full Catalog	%		%	
		207) Sheetfed Scanners	5%	Full Catalog	%		%	
		208) Wide Format Scanners	5%	Full Catalog	%		%	
		209) Workgroup / Department Scanner	5%	Full Catalog	%		%	
		210) Build to Order Desktops	3%	Full Catalog	%		%	
		211) Nettop	3%	Full Catalog	%		%	
		212) Point of Sale	3%	Full Catalog	%		%	
		213) Ultra Small Form Factor	3%	Full Catalog	%		%	
		214) Apple / Mac Memory Upgrades	5%	Full Catalog	%		%	
		215) Chips / SIMMs/SIPPs / ROMs	5%	Full Catalog	%		%	
		216) Computer Cases	5%	Full Catalog	%		%	
		217) CPUs / Fans	5%	Full Catalog	%		%	
		218) Memory Accessories	5%	Full Catalog	%		%	
		219) Motherboards / Chassis	3%	Full Catalog	%		%	
		220) 1 - 2 port Serial Boards	3%	Full Catalog	%		%	
		221) 3+ port Serial Boards	3%	Full Catalog	%		%	
		222) Console Server	3%	Full Catalog	%		%	
		223) Device Server	3%	Full Catalog	%		%	
		224) Terminal Server	3%	Full Catalog	%		%	
		225) Content Management	0%	Full Catalog	%		%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
		226) Firewall / VPN Appliances	5%	Full Catalog	%		%	
		227) Multifunction Security Appliances	5%	Full Catalog	%		%	
		228) Network Camera Accessories	5%	Full Catalog	%		%	
		229) Network Cameras	15%	Full Catalog	%		%	
		230) Physical/Environmental Security	0%	Full Catalog	%		%	
		231) Security Appliance Accessories	5%	Full Catalog	%		%	
		232) Security Tokens	4%	Full Catalog	%		%	
		233) Unified Threat Management	4%	Full Catalog	%		%	
		234) 2-way Radios / Walkie Talkies	5%	Full Catalog	%		%	
		235) Apple Notebooks	3%	Full Catalog	%		%	
		236) Convertible PCs / Slate PCs / iPad	3%	Full Catalog	%		%	
		237) iPad	3%	Full Catalog	%		%	
		238) Slate Tablet Computers	3%	Full Catalog	%		%	
		239) GPS / PDA	3%	Full Catalog	%		%	
		240) Wireless Communication Devices	5%	Full Catalog	%		%	
		241) Batteries	5%	Full Catalog	%		%	
		242) Power Supplies / Adapters	5%	Full Catalog	%		%	
		243) Rackmount Equipment	5%	Full Catalog	%		%	
		244) Remote Power Management	5%	Full Catalog	%		%	
		245) Surge Suppressors	5%	Full Catalog	%		%	
		246) UPS / Battery Backup	5%	Full Catalog	%		%	
		247) 14" & smaller LCD Display	3%	Full Catalog	%		%	
		248) 15-19" LCD Display	3%	Full Catalog	%		%	
		249) 15-19" Wide LCD Display	3%	Full Catalog	%		%	
		250) 15-19" Wide LED Display	3%	Full Catalog	%		%	
		251) 20-30" LCD Display	3%	Full Catalog	%		%	
		252) 20-30" Wide LCD Display	3%	Full Catalog	%		%	
		253) 20-30" Wide LED Display	3%	Full Catalog	%		%	
		254) PCoIP and Zero Client Displays	3%	Full Catalog	%		%	
		255) Arm Mounts	5%	Full Catalog	%		%	
		256) Ceiling Mounts	5%	Full Catalog	%		%	
		257) Combo Mounts	5%	Full Catalog	%		%	
		258) Desktop Stands / Risers	5%	Full Catalog	%		%	
		259) Flat Wlwl Mounts	5%	Full Catalog	%		%	
		260) Mount Accessories	5%	Full Catalog	%		%	
		261) Pole Display	3%	Full Catalog	%		%	
		262) Stands / Carts / Feet	5%	Full Catalog	%		%	
		263) Tilt Wall Mounts	5%	Full Catalog	%		%	
		264) C-Cure Products	4%	Full Catalog	%		%	
		265) Istar Products	5%	Full Catalog	%		%	
		266) Information Technology/Educational Furniture	5%	Full Catalog	%		%	
11.00	Group 11 - Services	SERVICE	STANDARD HOURLY RATE	DISCOUNT FROM STANDARD RATE				
		Hourly rates are for SHI and current approved partner-performed services for standard engagements. Highly skilled projects and new partners may carry higher rates.						
		267) Data / Mobility Architect Consultant	\$ 325.00	0%	Per SOW			
		268) Design and Analysis	\$ 325.00	0%	Per SOW			
		269) Cable Technician	\$ 115.00	0%	Per SOW			
		270) Configuration	\$ 325.00	0%	Per SOW			
		271) Engineer	\$ 225.00	0%	Per SOW			
		272) Implementation	\$ 225.00	0%	Per SOW			
		273) Installation	\$ 225.00	0%	Per SOW			
		274) Project Coordinator	\$ 85.00	0%	Per SOW			
		275) Project Manager	\$ 185.00	0%	Per SOW			
		276) Technician	\$ 90.00	0%	Per SOW			
		277) Training	\$ 225.00	0%	Per SOW			
		278) Maintenance & Support	\$ 225.00	0%	Per SOW			
		279) Solution Architect / Consultant	\$ 275.00	0%	Per SOW			

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