

204B - MOBILE RUGGEDIZED COMPUTERS PRICING

DELL MARKETING L.P.

IFB Number: IFB ITS-407010

Attachment B: Price Proposal

Vendor Name: Dell Marketing L.P.

Original Equipment Manufacturers to respond to this solicitation.

Table B.1: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
RUGGED LAPTOPS	11.5%
PERIPHERALS AND ACCESSORIES	5%
VEHICLE MOUNTS	5%
ANTENNAS	5%
SERVICES	17%
WARRANTY	17%

Table B.2: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
RUGGED TABLETS	11.5%
PERIPHERALS AND ACCESSORIES	5%
VEHICLE MOUNTS	5%
ANTENNAS	5%
SERVICES	17%
WARRANTY	17%

Table B.3: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
RUGGED HANDHELD PCS	11.5%
PERIPHERALS AND ACCESSORIES	5%
VEHICLE MOUNTS	5%
ANTENNAS	5%
SERVICES	17%
WARRANTY	17%

1. Vendor shall provide pricing in the form of a Minimum Percentage Discount Off Manufacturer's Suggested Retail Price (MSRP). Minimum Percentage Discounts must be entered to the nearest

DELL MARKETING L.P. (Continued)

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whole number (e.g., 70%). Vendor shall not submit non-numeric values or a range of numeric values (e.g., 20% to 40%).

2. **The Minimum Percentage Discount Off MSRP shall be based on the Vendor's most recently published U.S. Manufacturer's Suggested Retail Price list.**
3. The proposed Minimum Percentage Discount Off MSRP for each Segment and Sub-Segment shall apply to all offered items within the Segment or Sub-Segment.
4. Vendor shall maintain the Minimum Percentage Discount Off MSRP offered on all Original **Equipment Manufacturer's offerings (current and newly announced), products, and price revisions.** Failure to conform to the awarded price structure at any point during the term of the contract will subject the Vendor to penalties and cancellation, as deemed appropriate by the State, and described elsewhere within this document.
5. Vendor may increase the Minimum Percentage Discount Off MSRP or lower the MSRP, resulting in a lower cost to the State, during the life of the contract. Once established, Vendor may not decrease the Minimum Percentage Discount Off MSRP.

Table B.2: Additional Vendor Value Added Services

Vendor may provide additional value added services or incentives in the space below for the State's consideration: THIS DOES NOT INCLUDE SOFTWARE OR CLOUD SOLUTIONS SOFTWARE.

Additional Value Added Services- Vendors willing to provide	
1	Dell Financial Services, L.L.C. (DFS) is a dedicated financial services entity focused on the financial and technology management needs of Dell's customers. Obtaining computer equipment is only the beginning. DFS provides a variety of payment solution that allows our customers to finance multi-vendor hardware, software and services. Over the past twenty-five years, DFS has originated over \$90 billion in leases. Annually we fund over \$8 billion in revenue and we currently have 12.5 billion in managed assets. A direct result of this success is DFS' ability to structure the contractual leasing relationship in a fashion that is mutually satisfactory to the parties. Our mission at DFS is to help the State et the technology it needs today and expand acquisition opportunities within current budget allocations. You will find a wide range of flexible programs all aimed at making acquisition easy and affordable, whether you are on a regular rotation program, unsure of your long-term plans, or seeking an affordable method of financing equipment, software and related services. Whether you are a global organization needing pay-per-use technology in your data center or a rapidly growing company with technology needs that outpace your current budget, our portfolio of payment solutions can help you meet business challenges. DFS is committed to your success.
2	Evaluation Units (Try & Buy) can be provided on an as needed basis.
3	For optional Value Added Services, Dell and Agency shall develop a mutually agreed upon written Statement of Work subject to the terms and conditions of this contract to describe in detail that Value Added Services being provided by Dell to the Agency and the specific pricing for these Value Added Services.

DURABOOK AMERICAS, INC.

IFB Number: IFB ITS-407010

Attachment B: Price Proposal

Vendor Name: Durabook Americas Inc.

Original Equipment Manufacturers to respond to this solicitation.

Table B.1: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
RUGGED LAPTOPS	Laptop Discount: 14% off
PERIPHERALS AND ACCESSORIES	Discount: 11% off
VEHICLE MOUNTS	Discount: 11% off
ANTENNAS	N/A
MODEMS	N/A
ROUTERS	N/A
SERVICES	N/A
WARRANTY	N/A

Table B.2: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
RUGGED TABLETS	Tablet Discount: 13% off
PERIPHERALS AND ACCESSORIES	Discount: 11% off
VEHICLE MOUNTS	Discount: 11% off
ANTENNAS	N/A
MODEMS	N/A
ROUTERS	N/A
SERVICES	N/A
WARRANTY	N/A

Table B.3: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
RUGGED HANDHELD PCS	N/A
PERIPHERALS AND ACCESSORIES	N/A
VEHICLE MOUNTS	N/A
ANTENNAS	N/A
MODEMS	N/A

DURABOOK AMERICAS, INC. (Continued)

IFB Number: IFB ITS-407010

PRODUCT	PERCENTAGE DISCOUNT
ROUTERS	N/A
SERVICES	N/A
WARRANTY	N/A

1. Original Equipment Manufacturer (OEM) shall provide pricing in the form of a Minimum Percentage Discount Off Manufacturer's Suggested Retail Price (MSRP). Minimum Percentage Discounts must be entered to the nearest whole number (e.g., 70%). OEM shall not submit non-numeric values or a range of numeric values (e.g., 20% to 40%).
2. The Minimum Percentage Discount Off MSRP shall be based on the OEM's most recently published U.S. Manufacturer's Suggested Retail Price list.
3. The proposed Minimum Percentage Discount Off MSRP for each Segment and Sub-Segment shall apply to all offered items within the Segment or Sub-Segment.
4. OEM shall maintain the Minimum Percentage Discount Off MSRP offered on all Original Equipment Manufacturer's offerings (current and newly announced), products, and price revisions. Failure to conform to the awarded price structure at any point during the term of the contract will subject to penalties and cancellation, as deemed appropriate by the State, and described elsewhere within this document.
5. OEM may increase the Minimum Percentage Discount Off MSRP or lower the MSRP, resulting in a lower cost to the State, during the life of the contract. Once established, OEM may not decrease the Minimum Percentage Discount Off MSRP.

Table B.2: Additional Vendor Value Added Services

Vendor may provide additional value added services or incentives in the space below for the State's consideration: THIS DOES NOT INCLUDE SOFTWARE OR CLOUD SOLUTIONS SOFTWARE.

Additional Value Added Services- Vendors willing to provide	
1	Durabook Americas offers "In House" service and support that is not outsourced. Our repair depot is located at our Head Quarters in Fremont, CA. This allows for us to have engineers on-site to address any problems or issues that arise from customer concerns or technical/repair issues. This level of top service is at no cost to customers and is part of our over-all commitment to quality and durability.
2	Durabook Americas offers FREE upgraded service from a standard 3 year manufacturer's warranty to a 3 year accidental damage warranty on all of our fully rugged products (notebooks and tablets).
3	

GETAC, INC.

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Attachment B: Price

Proposal Vendor Name: Getac, Inc.

Original Equipment Manufacturers to respond to this solicitation.

The Original Equipment Manufacturer (OEM) may offer Peripherals and Accessories including but not limited to the following: Vehicle Mounts, Antennas, Modems, Routers, Services and Warranty to support the Rugged Laptops, Rugged Tablets and Rugged Handheld PCs under this contract.

Table B.1: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
1. RUGGED LAPTOPS	15%
PERIPHERALS AND ACCESSORIES	
VEHICLE MOUNTS	10%
ANTENNAS	10%
MODEMS	10%
ROUTERS	10%
SERVICES	5%
WARRANTY	10%

Table B.2: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
2. RUGGED TABLETS	10%
PERIPHERALS AND ACCESSORIES	
VEHICLE MOUNTS	10%
ANTENNAS	10%
MODEMS	10%
ROUTERS	10%
SERVICES	5%
WARRANTY	10%

Table B.3: Percent Discount

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GETAC, INC. (Continued)

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PRODUCT	PERCENTAGE DISCOUNT
3. RUGGED HANDHELD PCS	10%
PERIPHERALS AND ACCESSORIES	
VEHICLE MOUNTS	10%
ANTENNAS	10%
MODEMS	10%
ROUTERS	10%
SERVICES	5%
WARRANTY	10%

1. Original Equipment Manufacturer (OEM) shall provide pricing in the form of a Minimum Percentage Discount Off Manufacturer's Suggested Retail Price (MSRP). Minimum Percentage Discounts must be entered to the nearest whole number (e.g., 70%). OEM shall not submit non-numeric values or a range of numeric values (e.g., 20% to 40%).
2. The Minimum Percentage Discount Off MSRP shall be based on the OEM's most recently published U.S. Manufacturer's Suggested Retail Price list.
3. The proposed Minimum Percentage Discount Off MSRP for each Segment and Sub-Segment shall apply to all offered items within the Segment or Sub-Segment.
4. OEM shall maintain the Minimum Percentage Discount Off MSRP offered on all Original Equipment Manufacturer's offerings (current and newly announced), products, and price revisions. Failure to conform to the awarded price structure at any point during the term of the contract will subject to penalties and cancellation, as deemed appropriate by the State, and described elsewhere within this document.
5. OEM may increase the Minimum Percentage Discount Off MSRP or lower the MSRP, resulting in a lower cost to the State, during the life of the contract. Once established, OEM may not decrease the Minimum Percentage Discount Off MSRP.

Table B.2: Additional Vendor Value Added Services

OEM may provide additional value-added services or incentives in the space below for the State's consideration: THIS DOES NOT INCLUDE SOFTWARE OR CLOUD SOLUTIONS SOFTWARE.

Additional Value-Added Services- Vendors willing to provide	
	Project Configuration Services - 5% Off MSRP
	Image Deployment Services - 5% Off MSRP

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PANASONIC CONNECT NORTH AMERICA

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Attachment B: Price Proposal

Vendor Name: Panasonic Connect North America, Division of Panasonic Corporation of North America

Original Equipment Manufacturers to respond to this solicitation.

The Original Equipment Manufacturer (OEM) may offer Peripherals and Accessories including but not limited to the following: Vehicle Mounts, Antennas, Modems, Routers, Services and Warranty to support the Rugged Laptops, Rugged Tablets and Rugged Handheld PCs under this contract.

Table B.1: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
1. RUGGED LAPTOPS	14%
PERIPHERALS AND ACCESSORIES	11%
VEHICLE MOUNTS	11%
ANTENNAS	11%
MODEMS	11%
ROUTERS	11%
SERVICES	0%
WARRANTY	0%

Table B.2: Percent Discount

PRODUCT	PERCENTAGE DISCOUNT
2. RUGGED TABLETS	10%
PERIPHERALS AND ACCESSORIES	11%
VEHICLE MOUNTS	11%
ANTENNAS	11%
MODEMS	11%
ROUTERS	11%
SERVICES	0%
WARRANTY	0%

Table B.3: Percent Discount

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PRODUCT	PERCENTAGE DISCOUNT
3. RUGGED HANDHELD PCS	10%
PERIPHERALS AND ACCESSORIES	11%
VEHICLE MOUNTS	11%
ANTENNAS	11%
MODEMS	11%
ROUTERS	11%
SERVICES	0%
WARRANTY	0%

1. Original Equipment Manufacturer (OEM) shall provide pricing in the form of a Minimum Percentage Discount Off Manufacturer’s Suggested Retail Price (MSRP). Minimum Percentage Discounts must be entered to the nearest whole number (e.g., 70%). OEM shall not submit non-numeric values or a range of numeric values (e.g., 20% to 40%).
2. The Minimum Percentage Discount Off MSRP shall be based on the OEM’s most recently published U.S. Manufacturer’s Suggested Retail Price list.
3. The proposed Minimum Percentage Discount Off MSRP for each Segment and Sub-Segment shall apply to all offered items within the Segment or Sub-Segment.
4. OEM shall maintain the Minimum Percentage Discount Off MSRP offered on all Original Equipment Manufacturer’s offerings (current and newly announced), products, and price revisions. Failure to conform to the awarded price structure at any point during the term of the contract will subject to penalties and cancellation, as deemed appropriate by the State, and described elsewhere within this document.
5. OEM may increase the Minimum Percentage Discount Off MSRP or lower the MSRP, resulting in a lower cost to the State, during the life of the contract. Once established, OEM may not decrease the Minimum Percentage Discount Off MSRP.

Table B.2: Additional Vendor Value Added Services

OEM may provide additional value-added services or incentives in the space below for the State’s consideration: THIS DOES NOT INCLUDE SOFTWARE OR CLOUD SOLUTIONS SOFTWARE.

Additional Value-Added Services- Vendors willing to provide	
1	<p>Vehicle Solutions: No matter what type of vehicle your members operate—ambulance, utility truck, forklift, fire engine, or police interceptor—we offer custom in-vehicle mounting solutions and installation services. This helps to simplify installation planning and management to maximize worker productivity and ensure easy serviceability.</p> <p>We help select and install components such as vehicle mounts, vehicle power distribution, and wireless routers. We also can supply customers with carefully designed accessory and mounting kits to allow them to perform their own installations.</p>

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2	<p>Mobility Application Services: Our Mobility Application Services address the unique security challenges of mobile computers, mobile device management, and driver safety with software from leading partners. We can integrate this software into the customer's system via our Solutions Services and either deploy it on TOUGHBOOK devices before they are delivered or give customers the option to deploy the software later, once the devices are in the field.</p> <ul style="list-style-type: none">• Data and device protection. Increase control of TOUGHBOOK computers, even if they are off the network or in the hands of an unauthorized user. This software, when purchased and activated, provides a persistent connection to all of the organization's TOUGHBOOK computers:<ul style="list-style-type: none">• Remotely locks the device or removes partial or all data.• Reports demonstrated compliance with regulations such as the Criminal Justice Information Services (CJIS), Health Insurance Portability and Accountability Act (HIPAA), and Sarbanes-Oxley, as well as software licensing.• Provides validation that data on the device has remained encrypted and uncompromised.• Provides control of the device even if the hard drive or operating system is replaced.• Dual-factor authentication. This software allows the end-user customer to implement multiple layers of log-on authentication to strengthen defense against unauthorized access and can include facial recognition authentication. This offering strengthens Panasonic's commitment to assisting our customers in achieving CJIS or HIPAA certification compliance and supports many forms of physical and logical authentication methods.• Mobile device management (MDM) services. Our ProServices team can assist the customer's IT staff with implementing MDM solutions, as well as with deploying mobile devices via MDM that they can monitor, manage, and update remotely. Our MDM services include applying security updates and software upgrades, removing unauthorized software, and keeping devices well-protected and under control.• Driver distraction software. Improve driver safety with software that removes the distraction of a mobile device while a vehicle is in motion without interfering with the transfer of voice or data. This application can be customized to display information such as maps, dispatch, and CAD, even while in motion, to keep the user informed.• Speech-to-text software. Increase productivity and accuracy with speech-to-text software that helps employees in the field dictate reports at a rate of 140 words per minute, twice as fast as manual typing. With this application, employees such as insurance and property inspection agents can file paperwork while incidents are fresh in their minds. Police officers, hospital workers, and other public safety workers can use downtime for paperwork while keeping their hands free and heads up to maintain situational awareness.• Multi-database authentication services. Together with dual-factor authentication and speech-to-text software, this offering is part of a three-pronged strategy for a complete solution for public safety customers who are obligated to design CJIS compliant operations.
3	<p>Enhanced Warranties:</p> <ul style="list-style-type: none">• Protection Plus (accidental damage coverage). Augment Panasonic's standard warranty with no-fault accident protection. Protection Plus covers one major repair each year. If the damage to a unit is beyond repair, Panasonic will replace the entire device. With Protection Plus, companies experience minimal disruption, decrease the time IT staff spend on unexpected repairs, and create more predictable budgets by reducing surprise expenses.• Ultimate Care warranty. Designed for organizations that operate in extremely challenging environments or wish to minimize risk for their mobile devices, this warranty offers the ultimate peace-of-mind coverage for unlimited device breakage. With Ultimate Care, customers are covered for repairs (shipped overnight to and from our National Service Centers) or replacement of all major computer parts at no additional cost. This service can be customized to provide service-level guarantees for dead-on-arrival devices, help-desk waiting time, repair turnaround, and even unit failure rates.• Smart Battery warranty. One of the most common sources of downtime (and frustration) for field workers is a drained battery. Our Smart Battery warranty monitors battery capacity so customers are prepared to replace batteries when needed, eliminating overnight emergency replacements, and keeping workers productive with fresh, new batteries.

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- **Hard Drive No Return warranty.** If security policies dictate a company cannot return a hard drive for repair or replacement, customers may keep their faulty drive and Panasonic will send a replacement unit. Companies maintain complete control of their sensitive data and remain compliant with CJIS and HIPAA requirements.
- **24-Hour Hot Swap exchange.** Get overnight delivery of a TOUGHBOOK laptop, tablet, or handheld if a unit fails. Instead of waiting for a repair, Panasonic immediately sends a device from an inventory of customer-owned, pre-imaged computers stored at our National Service Centers. Customers send the damaged unit to Panasonic. Once received, Panasonic repairs the unit and places it back into the customer-owned, on-demand inventory.
- **Onsite service.** When a customer just can't send a computer to our National Service Center, we can send Panasonic-certified technicians to the customer location to perform repairs onsite.

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