U.S. Communities Technology Products, Services, Solutions, and Related Products and Services Contract No. 4400006644
State of Iowa Exclusive Product Discount Pricing Structure

Cisco Products

Product Line	Discount off MSRP (Government)		Discount off MSRP (Education)
Hardware/Software	36%		36%
Learning Credits	0%		0%
Cisco Technical and Maintenance Services (SKU based)	8%		8%
Cisco / Insight Advanced / Technical Services (SOW based)	0%		0%
SMARTnet	**Incumbent**	**Non-Incumbent**	**All**
	16%	8%	28%

Software

Product Line		Cost Plus Percentage
Software & Cloud	Adobe Systems, Inc.	1.95%
	CA	1.95%
	Citrix	1.00%
	Commvault	1.95%
	IBM	1.95%
	McAfee Intel Security	1.95%
	Microsoft	1.00%
	Novell	1.95%
	Nuance	1.95%
	RedHat	1.95%
	SAP America	1.95%
	Sophos	1.95%
	Symantec	1.95%
	Trend Micro	1.95%
	Veritas	1.95%
	VMware	1.95%
	Websense	1.95%
	Any Other Non-Listed Publisher	2.95%

All Other Products

Product Category	Description	Discount off Insight List Price
Cabling	Cables	8.9%
	Cables Custom	8.1%

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All Other Products (continued)

Product Category	Description	Discount off Insight List Price
Imaging & Displays	Displays	1.5%
	Display Accessories	3.4%
	Projectors	3.3%
	Projector Accessories	3.3%
	Imaging Digital Cameras	2.9%
	Imaging Camcorders	2.8%
	Imaging Scanners	2.9%
	Imaging Accessories	5.0%
Printing/Imaging	Memory Printer/Fax	3.5%
	Printers Inkjet	1.7%
	Printers Laser	1.5%
	Printers Dot Matrix	1.8%
	Multi-Function	1.9%
	Fax Machine	1.9%
	Printers Wide Format	1.1%
	Printers Label	3.4%
	Printer Consumables	3.9%
	Cables Printer	6.9%
	Printer Accessories	3.6%
	POS Scanners	3.6%
	POS Displays	3.8%
	POS Accessories	4.1%
Servers & Data Center	Memory Server	4.0%
	Servers 1 Processor	3.0%
	Servers 2 Processor	2.3%
	Servers 4+ Processor	2.4%
	Servers Tower	2.4%
	Servers Blade	2.8%
	Server Accessories	2.9%
	Servers Unix	2.1%
Personal Computing	Modems	3.1%
	Notebook Batteries	2.9%
	System Components	3.6%
	Keyboards & Mice	1.8%
	Desktops	0.2%
	Desktop Accessories	5.4%
	Notebooks	1.2%
	Notebook Accessories	3.8%
	Handhelds	2.8%
	Handheld Accessories	5.4%

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State of Iowa Exclusive Product Discount Pricing Structure

All Other Products (continued)

Product Category	Description	Discount off Insight List Price
Personal Computing Continued	Mobile Phones	0.0%
	Mobile Phone Accessories	0.0%
	Memory Desktop	4.3%
	Memory Notebook	4.2%
	Memory Flash	4.4%
Power Related	Power UPS	1.3%
	Power Surge Protectors	5.5%
	Power Data Center	3.0%
	Power Accessories	4.6%
Networking	Memory Networking	4.0%
	Network Video	2.8%
	Wireless LAN Accessories	3.1%
	Wireless Accessories	3.4%
	Repeaters & Transceivers	2.7%
	10/100 Hubs & Switches	1.5%
	Gigabit Hubs & Switches	2.4%
	KVM	4.1%
	Bridges & Routers	2.5%
	Intrusion Detection	2.9%
	Hardware Firewalls	2.7%
	Telephony	2.0%
	Network Adapters	2.9%
	Networking Accessories	4.5%
	Networking Warranties	2.8%
	Networking Communication	2.9%
	Network Testing Equipment	2.3%
Non-SOW Services	Service Parts	3.6%
	Miscellaneous Solutions	0.7%
	Service Charge	0.7%
	Managed Services	0.7%
	Lab Fees	0.7%
	PC Lab Order Service	0.7%
	Internal Lab Service	0.7%
	Advanced Integration	0.7%
	Electronic Services	0.7%
	Asset Disposal	0.7%
	Asset Management	0.7%
Training	Training Courses	0.7%
	Training Reference	0.7%

All Other Products (continued)

Product Category	Description	Discount off Insight List Price
Warranties	Warranties Physical	1.5%
	Warranties Electronic	1.5%
	Complex Warranties	1.5%
Storage & Data Management	Hard Disks Fibre Channel	2.7%
	Hard Disks IDE/ATA/SAT	6.2%
	Hard Disks Notebook	2.8%
	Hard Disks SCSI	2.5%
	Hard Disks External	2.7%
	Disk Arrays	2.8%
	Disk Arrays JBOD	2.8%
	Drives Removable Disk	3.4%
	Tape Drives DLT	2.9%
	Tape Drives DAT	2.8%
	Drives Magneto-Optic	2.7%
	Tape Drives SDLT	2.8%
	Tape Drives LTO/Ultra	2.9%
	Tape Drives Travan	2.8%
	Tape Drives 4mm	2.8%
	Tape Drives 8mm/VXA	4.8%
	Tape Drives AIT	2.5%
	Tape Autoloaders DLT	2.3%
	Tape Autoloaders DAT	2.8%
	Tape Autoloaders LTO	2.3%
	Tape Autoloaders AIT	2.8%
	Optical Drives CD-ROM	2.5%
	Optical Drives CD-RW	2.7%
	Optical Drives DVD/CD	0.3%
	Optical Drives DVD-R	3.1%
	Optical Drives DVD-R	2.8%
	Adapters Fibre Channel	2.5%
	Adapters FireWire/US	1.2%
	Adapters IDE/ATA/SAT	3.2%
	Adapters RAID	2.5%
	Adapters SCSI	0.3%
	Storage NAS	2.3%
	Storage SAN	2.7%
	Storage Accessories	3.2%
	Media 4mm Tape	4.8%
	Media AIT Tape	4.5%
	Media Optical	4.7%

All Other Products (continued)

Product Category	Description	Discount off Insight List Price
Storage & Data Management Continued	Media DAT Tape	4.8%
	Media DLT Tape	4.2%
	Media LTO/Ultrium Tape	4.0%
	Media Magneto-Optical	4.2%
	Media SLR Tape	4.5%
	Media Travan Tape	4.5%
	Media VXA Tape	4.0%
	Media Zip	4.0%

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Service Category Pricing Discount Structure	Discount from Insight's List Price
Service category rates are utilized when the work to be performed is presented to the client on a single (1) or per unit (2+) basis based upon an agreed-to list of specific assumptions and work to be performed (e.g., Statement of Work). Discounts are offered at the project level only and are not applicable with travel/per diem charges.	

Consulting Services: 15%

Consulting Services focus on assisting clients with the development of specific strategies, assessments, planning, design and implementation of solutions. These services include (but are not limited to): Collaboration, Data Protection, Data Center, Insight:License Advisor (I:LA), Networking, Office Productivity, SAM Services and Cloud Professional Services.

Deployment Services: 15%

Deployment Services focus on assisting clients in deploying and maintaining their IT environment. Services involved include (but are not limited to) helping our clients successfully manage every component of their deployment project to ensure project timelines, budgetary requirements, and customer satisfaction goals are met or exceeded. These services include both single and multi-site deployments.

Out-sourced Programs: 15%

Insight's Out-sourced Programs provide on premise (on-site) and centralized (managed) resources to effectively selective-source IT lifecycle functions. Through these services, Insight provides our clients with support and management of their enterprise IT assets with published SLA's and flexible pricing options such as fixed, per-unit, per-seat or monthly. Services typically include service desk, hardware and software provisioning, desk-side support, infrastructure support, warehousing & logistics, and centralized device repairs.

Maintenance Services: 10%

For clients who need specific assistance with managing portions of their IT infrastructure, Insight offers our maintenance services programs. These include both Field and Remote Based service options.

Lab/Integration Services: 1%

Leverage Insight's certified technicians to perform a wide variety of services from software imaging and hardware configuration to complex builds of rack servers and networks in Insight's state-of-the-art ISO 9001:2008 certified labs. We offer the highest level of customization possible including large-scale rollouts of workstations, servers and connectivity equipment, as well as hot-swap programs.

IT Asset Disposal: 1%

Insight's Asset Disposal Service consists of a comprehensive end-to-end Asset Disposition program for a wide variety of electronic materials. This service allows our clients to responsibly and securely dispose of their obsolete IT asset inventory.

Service Desk: 1%

Insight's Service Desk is a global, cost-effective, 24x7x365 staffed solution with the flexibility and scalability designed to meet business requirements and support end users effectively. Support services can be provided as a remote service from one of our on-shore services centers, as a dedicated on-site service, or as a hybrid model.

Remote Network and Security Managed Services: 1%

Through our Remote Networking Services, Insight provides our clients with 24/7 proactive monitoring and management of client network infrastructure which includes expert troubleshooting, network project support, day-to-day administration and operational reporting.

Other Services Not Listed Above   1%

As may be offered by Insight from time to time.

Time & Material Resource Pricing Structure

Labor Category	Functional Roles	Insight List Price				Discount	Contract Price			
		Market Tier					Market Tier			
		Tier 1	Tier 2	Tier 3	Tier 4		Tier 1	Tier 2	Tier 3	Tier 4
A	Business Analyst I, Project Coordinator (Technical), Service Technician	$57.60	$61.20	$78.00	$79.56	15%	$48.96	$52.02	$66.30	$67.63
B	Business Analyst II, Service Technician Sr.	$63.60	$67.20	$74.40	$87.36	15%	$54.06	$57.12	$63.24	$74.26
C	Supervisor Services, Project Coordinator Sr. (Technical), Business Analyst Sr.	$79.20	$80.40	$104.40	$104.52	15%	$67.32	$68.34	$88.74	$88.84
D	Engineer	$90.00	$91.20	$112.80	$118.56	15%	$76.50	$77.52	$95.88	$100.78
E	Project Manager (Technical)	$108.00	$108.00	$135.60	$140.40	15%	$91.80	$91.80	$115.26	$119.34
F	Consultant I	$150.00	$156.00	$174.00	$202.80	20%	$120.00	$124.80	$139.20	$162.24
G	Engineer Sr.	$126.00	$127.20	$157.20	$165.36	15%	$107.10	$108.12	$133.62	$140.56
H	Project Manager Sr. (Technical), Manager Services	$144.00	$150.00	$182.40	$195.00	15%	$122.40	$127.50	$155.04	$165.75
I	Project Coordinator (Consulting), Consultant II, Consultant I (Contact Center)	$174.00	$180.00	$198.00	$234.00	15%	$147.90	$153.00	$168.30	$198.90
J	Consultant Sr., Consultant II (Contact Center)	$198.00	$210.00	$234.00	$273.00	20%	$158.40	$168.00	$187.20	$218.40
K	Project Coordinator Sr. (Consulting), Sr. Manager Services	$198.00	$201.60	$211.20	$262.08	15%	$168.30	$171.36	$179.52	$222.77
L	Architect I, Manager Programs, Project Manager (Consulting)	$210.00	$222.00	$246.00	$288.60	15%	$178.50	$188.70	$209.10	$245.31
M	Architect II , Project Manager Sr. (Consulting)	$234.00	$246.00	$270.00	$319.80	15%	$198.90	$209.10	$229.50	$271.83
N	Architect Sr., Architect I (Contact Center)	$258.00	$270.00	$300.00	$351.00	15%	$219.30	$229.50	$255.00	$298.35
O	Architect II (Contact Center)	$300.00	$300.00	$300.00	$300.00	15%	$255.00	$255.00	$255.00	$255.00
P	Sr. Architect (Contact Center)	$330.00	$330.00	$330.00	$330.00	15%	$280.50	$280.50	$280.50	$280.50
Q	Specialty	$370.50	$390.00	$432.90	$507.00	15%	$314.93	$331.50	$367.97	$430.95