

National Pricing Discount

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, Fellow's, Belkin, Kensington, Tripplite, 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.

CDW•G is pleased to offer the City of Mesa and OMNIA Partners Participating Public Agencies a discount off CDW•G Nationally Advertised Pricing (NAP) structure for all Products in Attachment A. The percentages represent the minimum discounts the City of Mesa and OMNIA Partners Participating Public Agencies will benefit from for the duration of the contract. On a case-by-case basis and for large rollouts/projects, CDW•G will work with OMNIA Partners Participating Public Agencies to provide deeper discounts.

The benefit of using CDW•G's NAP is that it is a publicly available (24/7) and verifiable price schedule, and you can feel confident that its pricing is both up-to-date and competitive.

We have continued to see the technology solutions evolve and OMNIA Partners Participating Public Agencies' diverse needs change. Cloud offerings are constantly evolving and increasingly complex, with a range of subscription and consumption-based offerings, SaaS, IaaS, PaaS, among others. CDW•G's pricing is based on Discount 0% off MSRP where available to CDW•G. In cases where MSRP pricing is not available and/or the offering is unique, pricing will be based on CDW•G invoiced price. This structure provides the necessary flexibility to enable the City of Mesa and OMNIA Partners Participating Public Agencies to make purchases of offerings, as cloud offerings evolve, through the life of our contract.

For Services under group 11, we have included rate cards with hourly rates. For group 12 and other specialized offerings not specifically contemplated in this RFP but existing under the scope of Technology offerings, CDW•G and OMNIA Partners Participating Public Agencies will mutually agree upon/execute document, such as a Statement of Work (SOW), and pricing will be based on CDW•G invoice.

Prices include lowest ground freight within the 48 contiguous United States when referencing this Agreement. All orders are subject to CDW•G's standard shipping policies in effect at the time of order placement. In those instances that call for express or overnight delivery, shipping costs will be pre-paid by CDW•G and added to the customer invoice.

Our offer is based on our response submitted on December 20, 2023, to the exceptions outlined in Exhibit A, Response for National Cooperative Contract and Exhibit B, Administration Agreement, Example.

B. Describe the catalog or index that discounts will be taken.

CDW•G publishes, maintains, and provides access to NAP at www.cdwg.com available 24/7. The single most important parameter in a price model is the reference point from which discounts are calculated.

The City and OMNIA Partners Participating Public Agencies can trust that the pricing is competitive with other large-scale contracts. As stated above, by tying your pricing to the CDW•G's NAP reference point, we ensure real-time market-based competitive pricing for purchases over the life of the agreement. To ensure our competitiveness, CDW•G monitors competitive pricing, market trends, supply chain forecasts, and a holistic view of the IT marketplace to ensure our NAP pricing benefits the City of Mesa and OMNIA Partners Participating Public Agencies. CDW•G's proprietary technologies along with dedicated pricing experts ensure CDW•G's NAP pricing is adjusted to be price competitive.

C. Describe any special manufacturer pricing available to Participating Agencies.

CDW•G's catalog offers access to all manufacturers. As a \$25 billion solution provider, we have strong partnerships with the largest and most innovative manufacturers. This ensures our NAP pricing for all the manufacturers is inclusive of our economies of scale, relationship, and position in the marketplace. For specific scenarios, such as large volume purchases/projects, CDW•G will work with the manufacturers to secure deeper discounts. Analyzing the purchase history of the City of Mesa and OMNIA Partners Participating Public Agencies, we are confident in our ability to continue to work with your preferred manufacturers to provide a competitive offering through the life of the contract.

D. Describe any special large order or large customer pricing or additional discounts available to Participating Agencies.

CDW•G has worked with numerous OMNIA Partners Participating Public Agencies during the current contract to obtain deeper discounts and account for budget constraints. In addition, we take advantage of manufacturer promotions, and volume purchases to provide maximum benefit to the City of Mesa and the OMNIA Partners Participating Public 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.

As technology offerings are constantly evolving, and becoming increasingly complex, specialized requirements not contemplated under this RFP, will be identified in a Statement of Work or similar document(s) and mutually agreed/executed between CDW•G and OMNIA Partners Participating Public Agencies. The pricing will be determined based on CDW•G invoiced price.

						If applicable, you may add additional manufacturers/discounts	
Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name	
1.00	Group 1 - Systems	1) Desktops	3.25%	All Manufacturers, excluding Apple	0.50%	Apple	
		2) Notebooks	4.00%	All Manufacturers, excluding Apple	0.50%	Apple	
		3) Tablets	4.00%	All Manufacturers, excluding Apple	0.50%	Apple	
		4) Servers (Physical and Virtual) (1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	5.00%	All Manufacturers, excluding Apple	0.50%	Apple	
		5) Keyboards	7.50%	All Manufacturers, excluding Apple	0.50%	Apple	
		6) Mice	7.50%	All Manufacturers, excluding Apple	0.50%	Apple	
		7) Imaging Scanners	3.00%	All Manufacturers, excluding Apple	0.50%	Apple	

2.00	Group 2 - Input Devices	8) POS Scanners	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
		9) Pointing Devices	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		10) Bar Code Readers	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
		11) Audio Input	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
		12) Input Adapters	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		13) PC and Network Cameras	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		14) Input Cables	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
		15) Input Accessories	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
3.00	Group 3 - Output Devices	16) Displays	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		17) Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		18) Inkjet Printres	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		19) Inkjet Photo Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		20) Laser Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		21) Label Printers	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
		22) Dot Matrix Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		23) Multi-Function Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		24) Wide Format Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		25) Multi-Function Inkjet Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		26) Wide Format Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		27) Fax Machine Printers	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		28) Printer Accessories	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		29) Projectors	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		30) Projector Accessories	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		31) Audio Input	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
		32) Video Cards	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		33) Sound Cards	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		34) Output Accessories	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
		35) Printer Consumables	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
4.00	Group 4 - Memory	36) Desktop	3.25%	All Manufacturers, excluding Apple	0.50%	Apple
		37) Flash	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		38) Networking	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		39) Notebook	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		40) Printer / Fax	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
		41) Server	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		42) Adapters Fibre Channel	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		43) Adapters FireWire / USB	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
		44) Adapters IDE/ATA/SATA	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		45) Adapters RAID	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		46) Adapters SCSI	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		47) Bridges & Routers	7.00%	All Manufacturers, excluding Apple	0.50%	Apple

5.00	Group 5 - Storage Devices	48) Disk Arrays	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		49) Disk Arrays JBOD	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		50) Drives Magneto-Optical	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		51) Drives Removable Disks	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		52) Fiber Channel Switches	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		53) Hard Disks - External	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		54) Hard Disks - Fibre Channel	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		55) Hard Disks - IDE/ATA/S	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		56) Hard Disks - Notebook	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		57) Hard Disks - SCSI	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		58) Networking Accessories	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		59) Optical Drives - CD-ROM	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		60) Optical Drives - CD-RW	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		61) Optical Drives - DVD-CD	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		62) Optical Drives - DVD-RW	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		63) Storage Accessories	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		64) Storage - NAS	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		65) Storage - SAN	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		66) Tape Autoloaders -AIT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		67) Tape Autoloaders - DAT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		68) Tape Autoloaders - DLT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		69) Tape Autoloaders - LTO	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		70) Tape Drives - 4mm	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		71) Tape Drives - 8mm/VXA	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		72) Tape Drives - AIT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		73) Tape Drives - DAT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		74) Tape Drives - DLT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		75) Tape Drives - LTO/Ultrium	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		76) Tape Drives SDLT	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		77) Tape Drives - Travan	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
6.00	Group 6 - Network Equipment	78) 10/100 Hubs & Switches	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		79) Bridges & Routers	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		80) Gigabit Hubs & Switches	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		81) Concentrators & Multiplexers	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		82) Hardware Firewalls	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		83) Intrusion Detection	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		84) KVM	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		85) Modems	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		86) Network Test Equipment	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
		87) Network Adapters	7.00%	All Manufacturers, excluding Apple	0.50%	Apple

			88) Network Cables	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
			89) Network Accessories	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
7.00	Group 7 - Software		90) Repeaters & Transceivers	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
			91) Wireless LAN Accessories	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
			92) Token Authentication	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
			93) 10G Fiber Optic Transceivers	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
			94) 1G Fiber Optic Transceivers	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
			95) Licensing Packages (e.g. Microsoft)	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			96) Licensing Backup	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			97) Licensing Barcode/OC	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			98) Licensing Business Application	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			99) Licensing CAD/CAM	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			100) Licensing - Cloning	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			101) Licensing - Computer Services	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			102) Licensince - Database	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			103) Licensing - Development	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			104) Licensing - Entertainment	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			105) Licensing - Financial	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			106) Licensing - Flow Chart	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			107) Licensing - Graphic Design	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			108) Licensing - Handheld	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			109) Licensing - Network OS	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			110) Licensing - OS	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			111) Licensing - Personal Organization	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			112) Licensing - Presentation	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			113) Licensing - Reference	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			114) Licensing - Report Analysis	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			115) Licensing - Spreadhseet	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			116) Licensing - Utilities	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			117) Licensing - Warranties	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			118) Licensing - Web Development	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			119) Licensing - Word Processing	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			120) Software - Backup	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			121) Software - Barcode / OCR	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			122) Software - Business Application	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			123) Software - CAD/CAM	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			124) Software - Cloning	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			125) Software - Computer Services	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			126) Software - Database	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
			127) Software - Development	4.00%	All Manufacturers, excluding Apple	0.50%	Apple

		128) Software - Entertainment	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		129) Software - Financial	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		130) Software - Flow Chart	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		131) Software - Graphic Design	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		132) Software - Handheld	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		133) Software - OS	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		134) Software - Personal Organization	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		135) Software - Presentation	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		136) Software - Reference	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		137) Software - Report Analysis	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		138) Software - Spreadsheet	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		139) Software - Utilities	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		140) Software - Warranties	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		141) Software - Web Development	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
		142) Software - Word Processing	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
8.00	Group 8 - Media Supplies	143) Media - 4mm tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		144) Media - AIT tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		145) Media - DAT tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		146) Media - DLT tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		147) Media LTO / Ultrium tape drive	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		148) Media - Magneto - Optical	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		149) Media - Optical	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		150) Media - SLR tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		151) Media - Travan tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		152) Media - VXA tape	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		153) Media - zip	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
9.00	Group 9 - Collaboration & IP Telephony	154) IP phones	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		155) Video conferencing products	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		156) Monitors/TV's	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		157) Mounts	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		158) Voice gateways / servers	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		159) Headsets	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		160) Audio conferencing products	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		161) Analog phones	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		162) Accessories	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
		163) Advanced Integration	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		164) Asset Disposal	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		165) Asset Management	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
		166) Cables	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
		167) Cables - custom	15.00%	All Manufacturers, excluding Apple	0.50%	Apple

168) Cables - printer	15.00%	All Manufacturers, excluding Apple	0.50%	Apple
169) Cloud Storage and Services (such as Azure, Amazon, Wasabi, etc.)	0.00%	All applicable Cloud providers		
170) Complex warranties	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
171) Desktop Accessories	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
172) Display Accessories	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
173) Electronic Services	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
174) Handheld Accessories	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
175) Imaging Accessories	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
176) Imaging - Camcorders	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
177) Imaging - Digital Cameras	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
178) Internal Lab Service	0.00%			
179) Lab fees	0.00%			
180) Managed Services	0.00%			
181) Miscellaneous solutions	0.00%			
182) Mounting hardware for vehicles	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
183) Networking Warranties	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
184) Notebook Accessories	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
185) Notebook Batteries	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
186) PC Lab order services	0.00%			
187) POS Accessories	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
188) POS Displays	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
189) Power Accessories	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
190) Power Surge Protection	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
191) Power UPS	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
192) Server Accessories	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
193) Service Charge	0.00%			
194) System Components	0.00%			
195) Training Courses	0.00%			
196) Training Reference Manuals	0.00%			
197) Warranties - Electronic	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
198) iPad / Tablet Stylus	0.50%	All Manufacturers, excluding Apple	0.50%	Apple
199) Mouse / Wrist Pads	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
200) Security Locks and Hardware	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
201) Tools	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
203) Document Scanner Accessories	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
204) Flatbed Scanners	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
205) Mobile Scanners	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
206) Network Scanners	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
207) Sheetfed Scanners	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
208) Wide Format Scanners	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
209) Workgroup / Department Scanner	3.00%	All Manufacturers, excluding Apple	0.50%	Apple
210) Build to Order Desktops	3.25%	All Manufacturers, excluding Apple	0.50%	Apple
211) Nettop	3.25%	All Manufacturers, excluding Apple	0.50%	Apple
212) Point of Sale	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
213) Ultra Small Form Factor	3.25%	All Manufacturers, excluding Apple	0.50%	Apple

10.00

Group 10 - Other

214) Apple / Mac Memory Upgrades	0.50%	All Manufacturers, excluding Apple	0.50%	Apple
215) Chips / SIMMs/SIPs / ROMs	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
216) Computer Cases	3.25%	All Manufacturers, excluding Apple	0.50%	Apple
217) CPUs / Fans	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
218) Memory Accessories	0.00%			
219) Motherboards / Chassis	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
220) 1 - 2 port Serial Boards	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
221) 3+ port Serial Boards	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
222) Console Server	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
223) Device Server	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
224) Terminal Server	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
225) Content Management	0.00%			
226) Firewall / VPN Appliances	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
227) Multifunction Security Appliances	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
228) Network Camera Accessories	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
229) Network Cameras	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
230) Physical/Environmental Security	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
231) Security Appliance Accessories	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
232) Security Tokens	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
233) Unified Threat Management	7.00%	All Manufacturers, excluding Apple	0.50%	Apple
234) 2-way Radios / Walkie Talkies	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
235) Apple Notebooks	0.50%	All Manufacturers, excluding Apple	0.50%	Apple
236) Convertible PCs / Slate PCs / iPad	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
237) iPad	0.50%	All Manufacturers, excluding Apple	0.50%	Apple
238) Slate Tablet Computers	4.00%	All Manufacturers, excluding Apple	0.50%	Apple
239) GPS / PDA	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
240) Wireless Communication Devices	4.25%	All Manufacturers, excluding Apple	0.50%	Apple
241) Batteries	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
242) Power Supplies / Adapters	7.50%	All Manufacturers, excluding Apple	0.50%	Apple
243) Rackmount Equipment	6.00%	All Manufacturers, excluding Apple	0.50%	Apple
244) Remote Power Management	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
245) Surge Suppressors	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
246) UPS / Battery Backup	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
247) 14" & smaller LCD Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
248) 15-19" LCD Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
249) 15-19" Wide LCD Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
250) 15-19" Wide LED Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
251) 20-30" LCD Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
252) 20-30" Wide LCD Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
253) 20-30" Wide LED Display	5.00%	All Manufacturers, excluding Apple	0.50%	Apple
254) PCoIP and Zero Client Displays	5.00%	All Manufacturers, excluding Apple	0.50%	Apple

CDW•G- City of MESA- Contract Pricing Structure & Management

CDW•G has conformed to the National Pricing Discount structure aligning to the table above- However, CDW•G will manage the resultant contract in accordance with CDW•G's taxonomy in tables below, which shall govern all purchases under the resultant contract - This provides complete representation of CDW•G's offerings aligned with the scope of the RFP, while maintaining continuity for the City and OMNIA PPA's under the incumbent contract.

Pricing will be applied to the resultant contract, as listed in the tables below- Table 1 is based on Discount % off CDW•G's Nationally Advertised Pricing (NAP), publicly verifiable at www.cdwg.com. Additionally, certain Groups and Products such as Cloud offerings under Group 10, Services pricing under Group 11 and Group 12 are highlighted under Table 2 and 3.

Table 1- CDWG Pricing	
Category	Minimum Discount off CDW•G Advertised
Accessories (A)	7.50%
Power, Cooling & Racks (B)	5.00%
Desktop Computers (C)	3.25%
Data Storage/Drives (D)	6.00%
Enterprise Storage (E)	6.00%
Point of Sale/Data Capture (F)	4.25%
Servers & Server Management (H)	5.00%
Services (CDW Delivered) (J)*	0.00%
Notebook/Mobile Devices (L)	4.00%
Chromebooks (CBK)	0.00%
NetComm Products (N)	7.00%
Carts and Furniture (O)	6.00%
Printing & Document Scanning (P)	3.00%
Services (Partner Delivered) (Q)*	5.00%
Client Configure-to-Order (R)	3.25%
Software (S)	4.00%
Collaboration Hardware (T)	6.00%
Video & Audio (V)	5.00%
Cables (W)	15.00%
Apple (All Categories)	0.50%

CDW•G is pleased to offer the City of Mesa and OMNIA Partners Participating Public Agencies ("PPA") a discount off CDW•G Nationally Advertised Pricing (NAP) structure.

Cloud offerings are constantly evolving and increasingly complex, with a range of subscription and consumption-based offerings, SaaS, IaaS, PaaS, among others. CDW•G's pricing is based on Discount 0% off MSRP where available to CDW•G. In cases where MSRP pricing is not available and/or the offering is unique, pricing will be based on CDW•G invoiced price. This structure provides the necessary flexibility, to enable the City of Mesa and OMNIA Partners Participating Public Agencies to make purchases offerings, as cloud offerings evolve, through life of our contract.

The City of Mesa and OMNIA Partners Participating Public Agencies acknowledge that CDW•G is not the provider of the Cloud Services and in purchasing the Cloud Services, City of Mesa, OMNIA Partners, and Participating Public Agencies rely only on the Cloud Service.

Provider's service descriptions and the terms and conditions set forth in the Cloud Provider's Services Terms and Conditions. Accordingly, City of Mesa and OMNIA Partners shall consider the Cloud Service Provider to be the party responsible for providing the Cloud Services and City of Mesa, OMNIA Partners, and its members/participating entities, may be required to execute additional agreements, prior to provisioning/purchase of certain cloud offering

CDW•G will provide Customer with a discount as a percentage off of CDW•G's Nationally Advertised Price (NAP) for the CDW•G defined Product Categories listed above, provided that Customer references this Agreement when placing an order with CDW•G.

Prices include lowest ground freight within the 48 contiguous United States when referencing this Agreement. All orders are subject to CDW•G's standard shipping policies in effect at the time of order placement. In those instances that call for express or overnight delivery, shipping costs will be pre-paid by CDW•G and added to the customer invoice.

Clarifications

*These are services tied to CDW•G internal taxonomy J and Q, which includes subset of offerings such as configurations, warranty, and specific installation services, and are not subject to a Statement of Work. These do not include the services broken out in the individual tabs, including other professional services, which require a mutually executed Statement of Work between CDW•G and Customer.

Table 2

For group 12, specialized offerings not specifically contemplated under this RFP but existing under the scope of Technology offerings, CDW•G and OMNIA PPA will mutually agree upon/execute document, such as a Statement of Work (SOW), and pricing will be based on CDW•G invoice.

Table 3

For Services under Group 11, we have included rate cards with hourly rates/services pricing for the following categories:

Digital Velocity Services
ServiceNow Services
Amplified IT Services
Staff Augmentation Services
Managed Services
Other Professional Services

For all hourly rates proposed by CDW•G in this pricing file and contained within our proposal, our offer is contingent on a 5% year over year escalation, on the contract's annual anniversary date, which will act as a not to exceed rate. Given the timespan between submission and official award and contract start dates, CDW•G reserves the right to impose up to an additional, one-time 5% increase in the first year of this agreement on or after May 1, 2024 to ensure alignment with standard rate adjustments.

CDW•G has been very successful in managing labor rates during unstable market conditions including taking advantage of our vast in-house, in-market resources and certified, approved subcontract pool while also leveraging remote services, where practical and applicable. During the contract term, CDW•G reserves the right to propose changes to labor rate categories to reflect extraordinary market conditions which might impact labor rates and present to City of Mesa and OMNIA Partners for review and approval. City of Mesa and OMNIA Partners will review and approve such rates through a mutually agreed upon amendment no later than 30 calendar days upon presentation.


Services requiring a specific Statement of Work (SoW) must be mutually executed between the customer and CDW•G before work begins. We have provided a sample SoW at the end of Tab E in our response.

For any service engagement, if there are applicable Travel and Expenses (T&E) charges, they will be agreed and mutually executed upon in a comprehensive Statement of Work. However, CDW•G will utilize its national footprint of service providers and in-market engineers. We also utilize remote technologies and services where applicable to mitigate such expenses.

Digital Velocity Services	
Role	Hourly Rate
DVS F-CTO	\$350.00
DVS Digital Strategy Consultant	\$305.00
DVS Digital Product Strategist	\$270.00
DVS Principal Engineer/Tech Lead	\$350.00
DVS Architect	\$300.00
DVS Senior Engineer	\$250.00
DVS Engineer	\$225.00
DVS Associate Engineer	\$200.00
DVS Program Manager	\$245.00
DVS Sr. Technical Project Manager	\$230.00
DVS Technical Project Manager	\$205.00
DVS Project Coordinator	\$165.00


ServiceNow Solutions Services	
Role	Hourly Rate
ServiceNow Associate Project Manager	\$165.00
ServiceNow Associate Consulting Engineer	\$170.00
ServiceNow Engagement Manager	\$235.00
ServiceNow Business Process Consultant	\$255.00
ServiceNow Principal Consultant	\$275.00
ServiceNow Organizational Change Management Consultant	\$275.00
ServiceNow Integration Expert	\$250.00
ServiceNow Quality Assurance Expert	\$200.00
ServiceNow Solution Architect	\$255.00
ServiceNow Technical Consultant/Developer	\$220.00
ServiceNow Trainer	\$235.00

Managed Services	
Managed Service	Monthly Price*
Basic/Essential/Premium Support for AWS, GCP, and AZURE	Fees are based on a percentage of the customer's actual consumption of AWS, GCP, Azure services
Basic Service - \$0 to 10K	As Invoiced
Basic Service - \$10K to \$250K	As Invoiced
Basic Service - \$250K+	As Invoiced
Essential Service - \$0 to \$35K	As Invoiced
Essential Service - \$35 to \$75K	As Invoiced
Essential Service - \$75K+	As Invoiced
Premium Service - \$0 to \$100K	As Invoiced
Premium Service - \$100K to \$250K	As Invoiced
Premium Service - \$250K+	As Invoiced
*If CDW•G is billing the customer for Basic consumption, no pricing uplift is applied.	




Basic
Included with CDW billing for cloud consumption

Stand-alone pricing (Consumption direct with vendor):
 \$49/month if under \$1,000
 5% = \$1,001 to \$10,000
 3% = \$10,001 to \$250,000
 2.5% = \$250,001+



Essential

\$400/month if under \$2,250
 18 % = \$2,251 to \$35,000
 15% = \$35,001 to \$75,000
 12% = \$75,001+



Premium
Pick Two

\$2,500/month if under \$10,000
 25 % = \$10,001 to \$100,000
 20% = \$100,001 to \$250,000
 15% = \$250,001 +

OS & DB Bundle
 \$3,000/month if under 10,000
 33 % = \$10,001 to \$100,000
 28% = \$100,001 to \$250,000
 23% = \$250,001 +

PERCENTAGE BASED ON MONTHLY CLOUD CONSUMPTION

PERCENTAGE BASED ON MONTHLY CLOUD CONSUMPTION

The offered pricing discount below applies to a la carte and bundle packages of Gopher applications.

Amplified IT SaaS Offerings*	
Option	Discount off MSRP
Gopher products	2%
Little SIS	2%

SaaS items are priced at a 2% Discount off MSRP. Amplified IT MSRP can be found at the following link:
<https://www.amplifiedit.com/msrp/>

Amplified Services	
Google for Educations (GFE)	
Option	Discount off MSRP
GFE Audit - K-12	2%
GFE Audit - Higher Ed	2%
GFE KickStart Package	2%
GFE Support - Support Hours	2%
GFE Support - 20 Support Hours	2%
GFE Support - 40 Support Hours	2%
GFE Support - Adhoc Support Hours	2%
North American GFE Technical Collaborative	2%
GFE Training/Consultancy - Full Day Onsite	2%
GFE Chrome Checkup	2%
Amplified IT Training	
Option	Discount off MSRP
Amplified IT Admin Level 1 Certification Training - Self-Paced	2%
Amplified IT Admin Level 2 Certification Training - Self-Paced	2%
Amplified IT Admin Security Specialist Certification Training - Self-Paced	2%
Amplified IT Admin Security Bundle	2%

*These services are available to education entities only.

Staff Augmentation Services			
Role	Standard	Mid-Level	Senior
Infrastructure Architects	\$170.00	\$180.00	\$195.00
Solutions Architects	\$175.00	\$195.00	\$215.00
Site Reliability Engineers	\$185.00	\$195.00	\$205.00
Network Administrators	\$100.00	\$115.00	\$125.00
Network Engineers	\$135.00	\$150.00	\$165.00
Network BAs/BSAs	\$130.00	\$135.00	\$140.00
Systems Administrators	\$115.00	\$130.00	\$145.00
Systems Engineers	\$140.00	\$155.00	\$170.00
Systems BAs/BSAs	\$135.00	\$145.00	\$155.00
Storage Engineers	\$165.00	\$160.00	\$195.00
Virtualization Engineers	\$135.00	\$155.00	\$180.00
Salesforce Administrators	\$125.00	\$155.00	\$185.00
Salesforce Engineers	\$175.00	\$195.00	\$215.00
Salesforce Developers	\$165.00	\$175.00	\$185.00
ServiceNow Administrators	\$155.00	\$165.00	\$175.00
ServiceNow Engineers	\$165.00	\$180.00	\$195.00
ServiceNow Developers	\$150.00	\$165.00	\$180.00
SolarWinds Engineers	\$165.00	\$180.00	\$205.00
AWS Engineers	\$185.00	\$205.00	\$225.00
AWS Developers	\$170.00	\$175.00	\$180.00
Azure Engineers	\$180.00	\$195.00	\$215.00
Azure Developers	\$135.00	\$145.00	\$160.00

GCP Engineers	\$200.00	\$235.00	\$265.00
GCP Developers	\$200.00	\$235.00	\$265.00
Front-end Developers	\$165.00	\$170.00	\$175.00
Back-end Developers	\$170.00	\$180.00	\$185.00
Scala Developers	\$200.00	\$215.00	\$225.00
Project Managers	\$135.00	\$150.00	\$165.00
Scrum Masters	\$165.00	\$180.00	\$195.00
DevOps Engineers	\$165.00	\$175.00	\$190.00
Software Development Engineer in Test	\$170.00	\$180.00	\$195.00
InfoSec Analysts	\$145.00	\$160.00	\$175.00
Quality Assurance Analysts	\$140.00	\$150.00	\$160.00
Quality Assurance Engineers	\$140.00	\$150.00	\$160.00

Managed Services Application	
Item	Rate
Microsoft System Center Configuration Manager (SCCM) - Gold	\$517.50
Microsoft Active Directory - Small Environment 2-10 DCs - Gold	\$545.10
DHCP Support add to MS AD above	\$155.94
Microsoft Active Directory - Medium Environment 11-20 DCs - Gold	\$828.00
Microsoft Active Directory - Large Environment 21+ DCs - Gold	\$1,587.00
Microsoft Active Directory Federation Services (ADFS) - Gold	\$745.20
Mimix/iTERA for iSeries - Gold (Priced PER "a" and "b" side)	\$207.00
Managed Services Backup	
Item	Rate
IBM Tivoli Storage Manager Gold	\$2,070.00
Commvault RMS Backup Environment SM: 1-250 VMs - Gold	\$1,138.50
Cohesity RMS SM: 1-250 VMs - Gold	\$1,138.50
Commvault RMS Backup Environment Med: 251-600 VMs - Gold	\$1,656.00
Commvault RMS Backup Environment Large: 601-1000 VMs - Gold	\$2,070.00
Commvault RMS Backup Environment XL: 1000+ VMs - Gold	\$2,622.00
Veeam RMS SM: 1-250 VMs - Gold	\$1,138.50
Veeam RMS Med: 251-600 VMs - Gold	\$1,656.00
Veeam RMS Lrg: 601-1000 VMs - Gold	\$2,070.00
Veeam RMS XL: 1000+ VMs - Gold	\$2,622.00
EMC Avamar RMS SM: 1-250 VMs - Gold	\$1,138.50
EMC Avamar RMS Med: 251-600 VMs - Gold	\$1,656.00
EMC Avamar RMS Lrg: 601-1000 VMs - Gold	\$2,070.00
EMC Avamar RMS XL: 1000 VMs - Gold	\$2,622.00
EMC Data Domain - Gold	\$2,070.00
Microsoft System Center DPM - SM <100 - Gold	\$1,656.00
Microsoft System Center DPM - Med 100 - 500 - Gold	\$2,070.00
Microsoft System Center DPM - Lrg >500 Gold	\$2,622.00

Microsoft System Center DPM - XL - Gold	\$3,312.00
Managed Services OS	
Item	Rate
Windows - Gold	77.63 O/S
Linux O/S (Red Hat/SUSE) - Gold	\$155.94
AIX O/S - Gold	\$295.32
IBM System I - Gold	\$1,242.00
Managed Services Security	
Item	Rate
Cisco ASA - Gold	\$560.28
Cisco Firepower Services (Per Sensor) - Gold	\$313.26
Cisco Firepower Threat Defense - Gold	\$614.10
Palo Alto Firewall wo Panorama - Gold	\$523.02
Palo Alto Firewall w Panorama - Gold	\$523.02
Palo Alto Panorama - Gold	\$253.92
Cisco Identity Services Engine (ISE) - Gold	\$513.87
Fortinet Firewall wo FortiManager – Gold	\$523.02
Fortinet Firewall w FortiManager – Gold	\$523.02
Fortinet FortiManager – Gold	\$253.92
Fortinet FortiAnalyzer – Gold	\$77.28
Cisco Umbrella - Gold (Per User)	\$0.84
Managed Services Virtualization	
Item	Rate
VMware ESXi - Gold	\$200.10
Nutanix AHV - Gold	\$200.10
Microsoft Hyper-V - Gold	\$200.10

Managed Services Storage	
Item	Rate
Controller: IBM Storage Virtualization (priced per controller) - Gold	\$1,035.00
Storage: Disk per 1 TB Raw [For first 100 TB] - Gold	\$16.56
Storage: Disk per 1 TB Raw [For TBs over 100 TB] - Gold	\$2.21
SAN Switch - Gold	\$227.70
Controller: NetApp (Priced per controller) - Gold	\$1,035.00
Controller: EMC (Priced per controller) - Gold	\$1,035.00
Controller: IBM (Priced per controller) - Gold	\$1,035.00
Managed Services UC	
Item	Rate
Call Control: Cisco Analog Voice Gateway- Gold	\$18.63
Call Control: Cisco CUCM/IM&P Server - Gold	\$517.50
Call Control: Cisco Unity Connection (UCONN) - Gold	\$379.50
Call Control: Cisco Voice Gateway - Gold	\$69.00
Call Control: Cisco Business Edition 6000 Lifeline - Gold	\$772.39
Call Control: Cisco Attendant Console (CUxAC) - Gold	\$517.50

Call Control: VistaPoint Attendant Console - Gold	\$517.50
Call Control: Cisco Call Manager Express - Gold	\$172.50
Call Control: Cisco Unified Border Element (CUBE) - Gold	\$172.50
Call Control: Cisco Prime License Manager (ELM/PLM) - Gold	\$138.00
Call Control: Cisco Prime Collaboration Deployment - Gold	\$138.00
911: Cisco Emergency Responder (CER) - Gold	\$379.50
Voice Mail: Cisco Unity Express - Gold	\$172.50
Notification: InformaCast from Singlewire - Gold	\$379.50
Call Experience Testing - 2CPH - Gold	\$472.10
Managed Services Contact Center	
Item	Rate
Contact Center: Exony Virtual Integration Manager (VIM) - Gold	\$450.00
Contact Center: Unified Contact Center Enterprise Server (UCCE) - Gold (Includes: CVP Call Server, CVP Reporting Server, CVP VXML Server, Call Server, Data Server, Administration Server (AW-HDS-DDS), Historical Data Server (HDS), Client Administrative WorkStation (Client AW), Central Controller, Dialer, Logger, CUIC, Rogger, and Peripheral Gateway (PG).)	\$434.70
Contact Center: Cisco / Calabrio Quality Management (QM) - Gold	\$434.70
Contact Center: Cisco / Calabrio Workforce Management (WFM) - Gold	\$386.40
Contact Center: Virtualized Voice Browser (VVB) - Gold	\$103.50
Contact Center: UCC Express (UCCX) / Finesse - Gold (Contact Center Express, Cisco Finesse, or IPIVR/VRU)	\$434.70
Contact Center: Cisco Unified Intelligence Center - Gold	\$432.54
Contact Center: SocialMiner - Gold	\$434.70
Contact Center: 2Ring Dashboards and Wallboards - Gold	\$434.70
Contact Center: Email Interaction Manager (EIM/WIM/CIM) - Gold	\$434.70
Contact Center: Enterprise Chat and Email (ECE) - Gold	\$434.70
Contact Center: eGain Analytics - Gold	\$386.40
Contact Center: ESNA Cloudlink - Gold	\$138.00
CVP: CVP Operations Console - Gold	\$386.40
CVP: SIP Proxy (CUSP) - Gold	\$193.10
CVP: Ingress Gateway - Gold	\$103.50
CVP: VXML Gateway - Gold	\$103.50
Bucher and Suter (Connector for Salesforce.com) - Gold	\$138.00
Managed Services UC Video	
Item	Rate

Cisco WebEx Meetings Server (CWMS) - Gold	\$379.50
Cisco WebEx Cloud Connected Audio - Gold	\$424.81
Cisco Meeting Place Express - Gold	\$379.50
UC Video: Cisco Meeting Server (CMS) - Gold	\$207.00
UC Video: Cisco Meeting Manager (CMM) - Gold	\$207.00
UC Video: Cisco Telepresence Content Server - Gold	\$379.50
UC Video: Expressway-C / Expressway-E - Gold	\$207.00
UC Video: Telepresence Management Suite (TMS) - Gold	\$517.50
Cisco Webex Hybrid Directory Connector - Gold	\$207.00
UC Video: PEXIP Infinity / Infinity Connect Management Node - Gold	\$207.00
UC Video: PEXIP Infinity / Infinity Connect Conferencing Node - Gold	\$207.00
UC Video: MSE Chassis - Gold	\$138.00
UC Video: MCU MSE Blade - Gold	\$103.50
UC Video: Gateway (GW) MSE Blade - Gold	\$103.50
UC Video: Endpoint Management - Gold	\$69.00
UC Video: Telepresence Server Blade - Gold	\$103.50
UC Video: Telepresence MCU - Gold	\$103.50
Bucher and Suter (Connector for Salesforce.com) - Gold	\$138.00
Managed Additional Services	
Item	Rate
Managed Services Engineering and Consulting	\$240.00

These rates are subject to re-evaluation after the initial contract base term.

Time and materials support - out of scope services

Hourly price is \$240

Recurring services are subject to monthly minimum fees and time and materials support is subject to additional terms

Unscheduled after hours support is 2x hourly rate with a 2 hour minimum requirement

Managed Services Application requires a specific Statement of Work executed between the customer and CDW•G.

Other Professional Services	
Role	Hourly Rate
Associate Consulting Engineer	\$175.00
Consulting Engineer	\$215.00
Senior Consulting Engineer	\$225.00
Technical Lead / Principal Consulting Engineer	\$255.00
Enterprise Consulting Architect	\$255.00
Business Consulting Analyst	\$245.00
Project Administrator	\$165.00
Project Manager	\$210.00
Senior Project Manager	\$215.00
Enterprise Project Manager, PMO Lead	\$230.00
Program Manager	\$230.00
Technical Architect	\$350.00
Incident Responder/Forensic Analyst	\$350.00

Market Basket Pricing

Prices contained in the Market Basket will be used for Pricing evaluation purposes. Respondents are required to utilize the proposed national pricing discounts when completing this document.

Item #	Group	Item Description	Specification	Item Number	Unit of Measure	% Off Catalog Discount (As identified on National Pricing Tab)	MSRP Price*	Extended Price (MSRP - % Off Catalog)**	Replacement Part Number	Replacement Description
1	Group 1 - Systems	Dell OptiPlex Micro 7010	Core i5 13500T / 1.6 GHz, vPro Enterprise, RAM 16 GB, SSD 256 GB, NVMe, Class 35	CT66J	EA	3.25%	\$ 746.12	\$ 721.87		
2		Dell Latitude 5340	1335U/1.3 GHz, Win 11 Pro, Intel Iris Xe Graphics, 16 GB RAM, 256 GB SSD NVMe, Class 35	GVH6J	EA	4.00%	\$ 1,271.80	\$ 1,220.93		
3		Dell Latitude 5540	1335U/1.3 GHz, Win 11 Pro, Intel Iris Xe Graphics, 16GB RAM, 256 GB SSD NVMe, Class 35	8GHCF	EA	4.00%	\$ 1,117.19	\$ 1,072.50		
4		Dell 492-BCBK	Power adapter, 90 Watt, for Dell Latitude 3400, 3500, 5289 2-in-1, 5300, 5300 2-in-1, 5310, 5310 2-in-1, 5400, 5401, 5410, 5411, 5500, 5501, 5510, 5511, 7300, 7310, 7389 2-in-1, 7390 2-in-1, 7400, 7400 2-in-1, 7410, 7410 2-in-1, 9410 2-in-1, 9510; Precision 3540, 3541, 3550, 5550, 5750; Dell XPS 15 9500, 17 9700	492-BCBK	EA	5.00%	\$ 77.80	\$ 73.91		
5		Apple MacBook Pro - M2 Pro	M2 Pro 19-core GPU, 16 GB RAM, 512 GB SSD, 16.2" 3456 x 2234 @ 120 Hz, 802.11a/b/g/n/ac/ax (Wi-Fi 6E), Bluetooth	MNW83LL/A	EA	4.00%	\$ 2,499.00	\$ 2,399.04		
6		Apple 12.9-inch iPad Pro Wi-Fi + Cellular	6th generation, tablet, 128 GB, 12.9" IPS (2732 x 2048), 3G, 4G, 5G	MP5X3LL/A	EA	4.00%	\$ 1,325.67	\$ 1,272.64		
7		Samsung Galaxy Tab E - Tablet ***	Android 6.0 (Marshmallow) - 16GB - 8" - 4G	SM-T377VZKAVZW	EA	4.00%	\$ 589.99	\$ 566.39	SM-T577UZKDN14	Samsung Galaxy Tab Active 3 - tablet - Android - 64 GB - 8" - 3G, 4G
8	Group 2 - Input Devices	Logitech MK270 Wireless Keyboard and Mouse set	Keyboard and mouse set, wireless, 2.4 GHz, English	920-004536	EA	7.50%	\$ 29.92	\$ 27.68		
9		Logitech ERGO M575 - Trackball	Wireless, 2.4 GHz, Bluetooth 5.0 LE, USB wireless receiver, graphite	910-005869	EA	7.50%	\$ 49.99	\$ 46.24		
10		Apple Pencil 2nd Generation	Stylus for tablet, for 10.9-inch iPad Air (4th generation); 11-inch iPad Pro (1st generation, 2nd generation); 12.9-inch iPad Pro (3rd generation, 4th generation)	MU8F2AM/A	EA	7.50%	\$ 129.00	\$ 119.33		
11	Group 3 - Output Devices	HP 27ER 27 Inch Display ***		1F2J9AA#ABA	EA	5.00%	\$ 189.99	\$ 180.49	65P64AA#ABA	HP V27i G5 27" Class Full HD LCD Monitor - 16 9
12		Dell P2422H - LED monitor	24", 1920 x 1080 Full HD (1080p) @ 60 Hz, IPS, 250 cd/m², 1000:1	DELL-P2422H	EA	5.00%	\$ 189.52	\$ 180.04		
13	Group 4 - Memory	Kingston DDR4-32	32 GB - DIMM 288-pin	KTH-PL424/32G	EA	5.00%	\$ 96.75	\$ 91.91		
14		Cisco DDR3L	32 GB- LRDIMM 240-pin	UCS-ML-1X324RY-A	EA	5.00%	\$ 839.89	\$ 797.90		
15		Seagate Video ***	3.5 HDD ST4000VM000 4TB	ST40000VM000	EA	6.00%	\$ 85.99	\$ 80.83	ST4000DM004	Seagate Barracuda ST4000DM004 - hard drive - 4 TB - SATA 6Gb s
16		Dell PowerVault	RD1000 RDX USB external	RD1000	EA	6.00%	\$ 171.56	\$ 161.27		
17		SanDisk Cruzer Blade	USB flash drive 8 GB	SDCZ50-008G-B35	EA	6.00%	\$ 6.99	\$ 6.57		
18	Group 6 - Network Equipment	Cisco Nexus 7000 Series - Switch - Rack Mountable - With Fan Tray	C5 C5G124-24P2 Switch 24 ports Managed	N7K-C7010=	EA	7.00%	\$ 24,358.94	\$ 22,653.81		
19		Juniper EX4200 24F - Switch - Managed		EX4200-24F-TAA	EA	7.00%	\$ 11,080.22	\$ 10,304.60		
20		Ruckus ZoneFlex R600 - Wireless Access Point		901-R600-US00	EA	7.00%	\$ 603.48	\$ 561.24		
21	Group 9 - Collaboration & IP Telephony	OpenScape Desk Phone CP700X		L30250-F600-C439	EA	N/A	N/A	N/A	N/A	N/A
22		Mediatrix G7 1 PRI Gateway		M350K6000MX00002000	EA	N/A	N/A	N/A	N/A	N/A
23	Group 11 - Other Products and Services	APC Smart-UPS 5000VA Tower/Rack-mountable UPS		SUA5000RMT5U	EA	5.00%	\$ 4,605.45	\$ 4,375.18		
24		APC 1500VA 2U 120V Smart-UPS with Network Card		SMT1500RM2UCNC	EA	5.00%	\$ 1,358.59	\$ 1,290.66		
Total Price								\$ 48,205.03		

DELIVERY: See Specifications and/or Mesa Standard Terms and Conditions.

Proposer Name: _CDW Government LLC____

*CDW•G is pleased to offer the City of Mesa and OMNIA Partners Participating Public Agencies (“PPA”) a discount off CDW•G Nationally Advertised Pricing (NAP) structure. The values in this column represent CDW•G NAP.

****Please Note:** These prices represent the **maximum prices** the City of Mesa (“City”) and OMNIA PPAs will pay based on the CDW•G NAP at the time of submission. CDW•G has a documented history of leveraging our partner relationships to provide deeper discounts to PPA on a case-by-case basis, and for large rollouts/projects.

***The highlighted rows in the above table identify items for which we were unable to provide pricing. Where possible, we have identified a replacement product; replacement product information available in columns K & L.