

**AMENDMENT NO. 1 TO CONTRACT NO. MNNVP-133**

**THIS AMENDMENT** is by and between the State of Minnesota, acting through its commissioner of Administration ("State"), and HP Inc., 1501 Page Mill Road, Palo Alto, CA 94304 ("Contract Vendor").

**WHEREAS**, the State has a Contract with the Contract Vendor identified as Contract No. MNNVP-133, April 1, 2015, through March 31, 2017 ("Contract"), to provide Computer Equipment: (Desktops, Laptops and Tablets, including Related Peripherals and Services); and

**WHEREAS**, Minn. Stat. § 16C.03, subd. 5, affords the commissioner of Administration, or delegate pursuant to Minn. Stat. § 16C.03, subd. 16, the authority to amend contracts; and

**WHEREAS**, the terms of the Contract allow the State to amend the Contract as specified herein, upon the mutual agreement of the Materials Management Division and the Contract Vendor in a fully executed amendment to the Contract.

**NOW, THEREFORE**, it is agreed by the parties to amend the Contract as follows:

1. That Contract No. MNNVP-133 is extended through March 31, 2020, at the same terms and conditions.
2. The Contract Vendor shall provide Computer Equipment: (Desktops, Laptops and Tablets, including Related Peripherals and Services) at the prices set forth on the following schedule: HP Inc. Price Schedule.

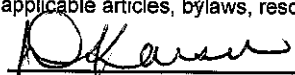
This Amendment is effective beginning April 1, 2017, or upon the date that the final required signatures are obtained, whichever occurs later, and shall remain in effect through contract expiration, or until the Contract is canceled, whichever occurs first.

Except as herein amended, the provisions of the Contract between the parties hereto are expressly reaffirmed and remain in full force and effect.

**IN WITNESS WHEREOF**, the parties have caused this Amendment to be duly executed intending to be bound thereby.

**1. HP INC.**

The Contractor certifies that the appropriate person(s) have executed this Amendment on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.

By: 

Signature

Deborah Kaiser

Printed Name

Title: Contract Administrator

Date: 1/24/17

By: \_\_\_\_\_

Signature

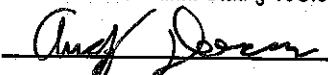
Printed Name

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**2. MATERIALS MANAGEMENT DIVISION**

In accordance with Minn. Stat. § 16C.03, subd. 3.

By: 

Title: Acquisition Management Specialist

Date: 2/1/17

**3. COMMISSIONER OF ADMINISTRATION**

Or delegated representative.

By: 

Date: 2/8/2017

1/19/2017 HP Offering for 3 year (36 month extension) highlighted in Green

CTO base units are at base pricing; modules are at CTO discount  
 Obsolete category codes  
 New Category Codes

Change in Category Code

| Category Code |                                                                                                                                       | HP Product Codes |
|---------------|---------------------------------------------------------------------------------------------------------------------------------------|------------------|
| 1M1           | QTT17/1, QTT37/1, QTT41/1, QTT32/1, QTT53/1                                                                                           |                  |
| 1M2           | QTT43/1, QTT48/1, QTT15/3, QTT49/3, QTT15/4, QTT13/4                                                                                  |                  |
| 1M3           | QTT16/1, QTT19/1, QTT39/1                                                                                                             |                  |
| 1M4           | QTO50/1, QTO52/1, QTO53/1, QTO97/1, QTO19/1                                                                                           |                  |
| 1M5           | QTM18/1                                                                                                                               |                  |
| 1M5-B         | Bundle/PCCS sku/CTO5 sku                                                                                                              |                  |
| 1M6           | QTO30/1, QTO99/1, QTM91/1, QTM05/1, QTM20/1, QTM55/1, QTM83/1, QTM88/1, QTM03/1, QTO48/1, QTM10/1, QTM10/2                            |                  |
| 1M7           | QTP44/1, QTO94/1, QTO95/1, QTO87/1, QTP43/1, QTT46/1, QTM21/1, QTT20/1, QTT22/1                                                       |                  |
| 1M8           | QTT21/1, QTT23/1                                                                                                                      |                  |
| 1M9           | QTT21/2, QTT23/2                                                                                                                      |                  |
| 1M10          | QTN95/1, QTT32/1                                                                                                                      |                  |
| 1M10-B        | Bundle/PCCS sku/CTO5 sku                                                                                                              |                  |
| 1M11          | QTM23/1, QTM94/1, QTM08/1, QTM54/1, QTM82/1, QTM56/1, QTM61/1, QTO45/1                                                                |                  |
| 1M12          | QTO99/1, QTO31/1, QTO99/1, QTR74/1, QTR75/1, QTR53/1, QTR53/2, QTR42/1                                                                |                  |
| 12M-TC        | QTO99/2, QTM96/1                                                                                                                      |                  |
| 1M16          | QTM16/1, QTM17/1, QTO39/1, QTO92/1, QTR42/1, QTO96/1, QTO97/1, QTO98/1, QTP67/1, QTP68/1, QTR01/1, QTO31/1, QTO54/1, QTR98/1, QTM72/1 |                  |
| 1M-PROMO      |                                                                                                                                       |                  |

# 2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

Band 1 - Desktops  
 Responder Name: HP Inc. ("HP")  
 Name Change Effective 11/1 to HP Inc.

Base Line Pricing Utilized:

Off HP List Price (Published Publically) <http://hp.com/showroom/gp.html>  
 available will be posted via PDF with HP List and Manufacturer list for components available weekly. Custom Services HP will provide pricing entries with the List price and Contract Price Quotes and maintain for auditing purposes.

MINIMUM BAND DISCOUNT: 18% (excludes Peripherals, Third Party, Value Add Services and Promotions)

| Category Code | HP Product Codes                                                                                                                      | Product Series Name                                               | Off HP List Price (Published Publically) <a href="http://hp.com/showroom/gp.html">http://hp.com/showroom/gp.html</a> |
|---------------|---------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|
| 1M1           | QTT17/1, QTT37/1, QTT41/1, QTT32/1, QTT53/1                                                                                           | Entry-Level & Specialty Desktops (includes AIO)                   | 17%                                                                                                                  |
| 1M2           | QTT43/1, QTT48/1, QTT15/3, QTT49/3, QTT15/4, QTT13/4                                                                                  | Mid-Range                                                         | 23%                                                                                                                  |
| 1M3           | QTT16/1, QTT19/1, QTT39/1                                                                                                             | High-End                                                          | 23%                                                                                                                  |
| 1M4           | QTO50/1, QTO52/1, QTO53/1, QTO97/1, QTO19/1                                                                                           | Retail Solutions                                                  | 18%                                                                                                                  |
| 1M5           | QTM18/1                                                                                                                               | Desktop CTO (Configure To Order) Systems                          | 18%                                                                                                                  |
| 1M5-B         | Bundle/PCCS sku/CTO5 sku                                                                                                              | CTO configure to order system bundled in one customer part number | 18%                                                                                                                  |
| 1M6           | QTO30/1, QTO99/1, QTM91/1, QTM05/1, QTM20/1, QTM55/1, QTM83/1, QTM88/1, QTM03/1, QTO48/1, QTM10/1, QTM10/2                            | All desktop product models                                        | 21%                                                                                                                  |
| 1M7           | QTP44/1, QTO94/1, QTO95/1, QTO87/1, QTP43/1, QTT46/1, QTM21/1, QTT20/1, QTT22/1                                                       | Workstations                                                      | 24%                                                                                                                  |
| 1M8           | QTT21/1, QTT23/1                                                                                                                      | Entry / Value Workstations                                        | 24%                                                                                                                  |
| 1M9           | QTT21/2, QTT23/2                                                                                                                      | Mid-Range Workstations                                            | 24%                                                                                                                  |
| 1M10          | QTN95/1, QTT32/1                                                                                                                      | High-End Workstations                                             | 24%                                                                                                                  |
| 1M10-B        | Bundle/PCCS sku/CTO5 sku                                                                                                              | Workstation CTO (Configure To Order) Systems                      | 24%                                                                                                                  |
| 1M11          | QTM23/1, QTM94/1, QTM08/1, QTM54/1, QTM82/1, QTM56/1, QTM61/1, QTO45/1                                                                | CTO configure to order system bundled in one customer part number | 24%                                                                                                                  |
| 1M12          | QTO99/1, QTO31/1, QTO99/1, QTR74/1, QTR75/1, QTR53/1, QTR53/2, QTR42/1                                                                | Workstation Options and Accessories                               | 24%                                                                                                                  |
| 12M-TC        | QTO99/2, QTM96/1                                                                                                                      | Thin Clients                                                      | 18%                                                                                                                  |
| 1M16          | QTM16/1, QTM17/1, QTO39/1, QTO92/1, QTR42/1, QTO96/1, QTO97/1, QTO98/1, QTP67/1, QTP68/1, QTR01/1, QTO31/1, QTO54/1, QTR98/1, QTM72/1 | Thin Client Options and Accessories                               | 18%                                                                                                                  |
| 1M-PROMO      |                                                                                                                                       | Protections/Smart Buy's at HP Brand's Prices in the Band          | 1%                                                                                                                   |

1/19/2017: HP offering for 3 year/36 month extension highlighted in green

# 2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

Band 2 - Notebooks  
 Responder Name: HP Inc. ("HP")  
 Name Change Effective 1/1 to HP Inc.

Base Line Pricing Utilized:

CTO base units are at base pricing; modules are at CTO discount

Obsolete category codes

New Category Codes  
 Change in Category Code

**Off HP List Price** (Published Publically for HP Brand Products only) (http://800.www.hp.com/showbanding.html). Third Party Hardware and Software available will be passed to PDP with HP List and Manufacturer list for components available weekly. Custom Services - HP will provide pricing and services with this list price and Contract Price. Quotes and materials for seating purposes.

| Category Code |  | Category Code                                                                                  | MINIMUM BAND DISCOUNT: 13% (excludes peripherals, third party, value add services and promotions) |  | Off HP List Price<br>(Published Publically)<br>http://800.www.hp.com/showbanding.html |
|---------------|--|------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------|
| 2M1           |  | HP Product Codes                                                                               | Notebooks                                                                                         |  | Product Series Name                                                                   |
| 2M2           |  | Q1T01/2, Q1T01/4, Q1T46/1                                                                      | Entry-Level Notebooks                                                                             |  | 2xx, 3xx, 4xx product series                                                          |
| 2M3           |  | Q1T02/1, Q1P45/1, Q1P43/1                                                                      | Mini Notebooks                                                                                    |  | Chromebooks, 215, 210, Probook 11EE                                                   |
| 2M4           |  | Q1T02/2, Q1T40/1, Q1P98/1                                                                      | Mid-Range Notebooks, ProBook Series                                                               |  | 6xx product series                                                                    |
| 2M5           |  | Q1T02/3, Q1T02/4, Q1T03/1, Q1P87/1, Q1P88/1                                                    | High-End and Workstation Portability                                                              |  | 7xx and 8xx and 1xx product series and table                                          |
| 23M5-B        |  | Bundle/PCS sku/CTO sku                                                                         | Notebook & Tablet PC CTO Modules                                                                  |  | All Notebook models                                                                   |
| 23M6          |  | Q1T42/1, Q1T02/1, Q1T04/1, Q1T07/1, Q1T08/1, Q1T09/1, Q1T08/4/1, Q1T08/7/1, Q1T14/1, Q1T08/5/1 | CTO configure to order system bundled in one customer part number                                 |  | All Notebook models                                                                   |
| 23M7          |  | Q1P44/1, Q1T09/1, Q1T09/1, Q1T08/1, Q1P43/1, Q1T46/1, Q1T09/1                                  | Notebook Options and Accessories                                                                  |  | All Notebook models                                                                   |
| 2M8           |  | HP Product Codes                                                                               | Notebook Accessories - Education Software                                                         |  | All Notebook models                                                                   |
| 12M-TC        |  | Q1T36/1                                                                                        | Notebooks                                                                                         |  |                                                                                       |
|               |  | Q1T09/2, Q1T09/1                                                                               | Mobile Thin Clients                                                                               |  | m40                                                                                   |
|               |  |                                                                                                | Thin Client Options and Accessories                                                               |  | All thin client models                                                                |
| 23M-PROMO     |  | HP Product Codes                                                                               | Promotions-Smart Buys and Bundled Products in the Band                                            |  |                                                                                       |
|               |  | Q1P44/1, Q1T09/1, Q1T09/1, Q1T08/1, Q1P43/1, Q1T46/1                                           |                                                                                                   |  | 1%                                                                                    |

**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**

| Product                               | Band 1 - Laptops | Band 2 - Desktops | Band 3 - Tablets |
|---------------------------------------|------------------|-------------------|------------------|
| Responder Name: HP Inc. ("HP")        |                  |                   |                  |
| Name Change Effective 11/1 to HP Inc. |                  |                   |                  |

Change in Category Code

**Off HP List Price** (Published Publicly for HP Standard Products only). <http://hp.com> or [www.hp.com/go/onlinehp](http://www.hp.com/go/onlinehp). Third Party Software and Services available will be posted separately with HP. List and Manufacturing list for components available weekly. Custom Services: HP will provide pricing for entities with the List price and Contact Price Quotes and handle for auditing purposes.

**Promotions at B&W: Pay Less, Get More**

### Band 3 - Tablets



1/19/2017

## 2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

Peripherals: Bands 1, 2 and 3  
 Responder Name: HP Inc. ("HP")  
 Name Change Effective 11/1 to HP Inc.

Obsolete Category Codes  
 New Category Codes

| Category Code |  | HP Product Codes                                                                                                                                                                                                                                  | Peripherals: Band 1-3                                      |                                                                                                                        | Off HP List Price<br>(Published Publically)<br><a href="http://h18000.www1.hp.com/HPWORLD/HP-Home">http://h18000.www1.hp.com/HPWORLD/HP-Home</a> |
|---------------|--|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| P-1           |  | QTN00/1, QTN02/1, QTN02/2, QTN02/3                                                                                                                                                                                                                | HP Business LCD Monitors, HP Business Touchscreen Monitors | All HP Commercial Monitors                                                                                             | 20%                                                                                                                                              |
| P-2           |  | QTN98/1                                                                                                                                                                                                                                           | Monitor Options and Accessories                            |                                                                                                                        | 20%                                                                                                                                              |
| Category Code |  | HP Product Codes                                                                                                                                                                                                                                  | Printer Options & Supplies                                 |                                                                                                                        |                                                                                                                                                  |
| P-3           |  | QTN23/1, QTR34/1, QTN26/1, QTN27/1, QTO13/1, QTO15/1, QTO16/1, QTR81/1, QTO26/1, QTO26/2, QTO27/1, QTO89/1, QTS04/1, QTO90/1, QTP57/1, QTR55/1, QTO44/1, QTO45/1, QTR70/1, QTO57/1, QTO57/2, QTR32/1, QTR35/1, QTR93/1, QTR96/1, QTP47/1, QTM61/1 | Printers                                                   | All HP Printers including, but not limited to All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models | 20%                                                                                                                                              |
| P-4           |  | QTN30/1                                                                                                                                                                                                                                           | Scanners                                                   | All HP Scanners                                                                                                        | 20%                                                                                                                                              |
| P-5           |  | QTN31/1, QTN31/2                                                                                                                                                                                                                                  | Printer Options & Accessories                              | All HP Printer Models                                                                                                  | 20%                                                                                                                                              |
| P-7           |  | QTN18/1                                                                                                                                                                                                                                           | Supplies                                                   | LaserJet Ink/Cartridge and associated Ink/Cartridge options                                                            | 33%                                                                                                                                              |
| P-8           |  | QTN22/1, QTR33/1                                                                                                                                                                                                                                  |                                                            | DesignJet and Inkjet Ink/Cartridge and associated Ink/Cartridge options                                                | 25%                                                                                                                                              |
| P-10          |  | QTR73/1                                                                                                                                                                                                                                           | Print                                                      | Access Control Hardware                                                                                                | 20%                                                                                                                                              |
| Category Code |  | HP Product Codes                                                                                                                                                                                                                                  | Calculator Options & Supplies                              |                                                                                                                        |                                                                                                                                                  |
| P-9           |  | QTR47/1                                                                                                                                                                                                                                           | Calculators                                                | Calculators                                                                                                            | 20%                                                                                                                                              |

2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

Value Add Services: Bands 1, 2 and 3  
 Responder Name: HP Inc. ("HP")  
 Name Change Effective 11/1 to HP Inc.

QTM321 and QTM59/1 are

Obsolete Category Codes  
New Category Codes

1/19/2017 HP offering for 3 year/36 month extension highlighted in Green

## Value Add Services Band 1-3

| Category Code | HP Product Codes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Off HP List Price |
|---------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| 123VS-1       | Q1034/1, Q1034/2, Q1059/1, Q1059/2, Q1069/2, Q1069/3, Q1069/4, Q1069/5, Q1069/6, Q1069/7, Q1069/8, Q1069/9, Q1069/10, Q1069/11, Q1069/12, Q1069/13, Q1069/14, Q1069/15, Q1069/16, Q1069/17, Q1069/18, Q1069/19, Q1069/20, Q1069/21, Q1069/22, Q1069/23, Q1069/24, Q1069/25, Q1069/26, Q1069/27, Q1069/28, Q1069/29, Q1069/30, Q1069/31, Q1069/32, Q1069/33, Q1069/34, Q1069/35, Q1069/36, Q1069/37, Q1069/38, Q1069/39, Q1069/40, Q1069/41, Q1069/42, Q1069/43, Q1069/44, Q1069/45, Q1069/46, Q1069/47, Q1069/48, Q1069/49, Q1069/50, Q1069/51, Q1069/52, Q1069/53, Q1069/54, Q1069/55, Q1069/56, Q1069/57, Q1069/58, Q1069/59, Q1069/60, Q1069/61, Q1069/62, Q1069/63, Q1069/64, Q1069/65, Q1069/66, Q1069/67, Q1069/68, Q1069/69, Q1069/70, Q1069/71, Q1069/72, Q1069/73, Q1069/74, Q1069/75, Q1069/76, Q1069/77, Q1069/78, Q1069/79, Q1069/80, Q1069/81, Q1069/82, Q1069/83, Q1069/84, Q1069/85, Q1069/86, Q1069/87, Q1069/88, Q1069/89, Q1069/90, Q1069/91, Q1069/92, Q1069/93, Q1069/94, Q1069/95, Q1069/96, Q1069/97, Q1069/98, Q1069/99, Q1069/100 | HP Fieldable Services (Care pack)                                                                                                | At HP Standard Facility (Care pack) or at HP Standard Facility (HP Direct)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 24%               |
| 123VS-2       | Select pre-built parts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Image Loading                                                                                                                    | At Manufacturer Facility (HP Direct)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 8%                |
| 123VS-3       | Select pre-built parts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Image Consulting                                                                                                                 | At Manufacturer Facility (HP Direct)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 8%                |
| 123VS-4       | Select pre-built parts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Asset Tagging                                                                                                                    | At Manufacturer Facility (HP Direct)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 8%                |
| 123VS-5       | Custom Services created specifically for a procuring entity, which may or may not have HP Product Codes. Q10M32/1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Custom Services through HP or an HP authorized Services Subcontractor as allowed per Participating State and/or Procuring Entity | Installation, installation, maintenance, support, training, migration, and optimization of products offered or supplied under the Master Price Agreement. These types of services are not limited to: warranty services, maintenance, installation, de-installation, or any other related equipment components, asset management, recycling, test, training and certification, disaster recovery planning and support, service desk/techdesk, and any other directly related technical support service required for the effective operation of a product offered or supplied | 7%                |
| 123VS-6       | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Hardware/Software Maintenance Support                                                                                            | See lab for Band 1-3 Services for Schedule for Additional Aggregate Discounts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 20%               |
| 123VS-7       | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Services Labor for Non Warranty Items                                                                                            | See Services Lab for Band 1-3 for Schedule of Time & Material Hourly Rates                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 10%               |
| 123VS-8       | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Remote Software Support                                                                                                          | See Services Lab for Band 1-3 for Schedule of Time & Material Hourly Rates                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 10%               |
| 123VS-9       | Select pre-built parts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Image Loading                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-10      | Select pre-built parts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Image Consulting                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-11      | Select pre-built parts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Asset Tagging                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-12      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Value Added Logistics                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-13      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Onsite Deployment/Installation                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-14      | Custom Services non Care Pack offer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Custom Services non Care Pack offer                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-15      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Hard Drive Data Destruction                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-16      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Decommission/Recycling                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-17      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Break Fix - Non Warranty                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-18      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | General Consulting                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-19      | Custom Training (Majority of 1)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Training                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |
| 123VS-19      | Custom Services                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | State hourly rate for staging/deployment services                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 10%               |

## Value-Add Maintenance Support Services, Non Warranty T&amp;M and T&amp;M Projects for Service Labor

**MAINTENANCE SERVICES** Discount: 20% discount off US List  
Global Integrated Service (Hardware Maintenance Services and System Software Maintenance Services)







1/19/2017

**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**

**Bands 1-3 - Software**

**Responder Name: Hewlett Packard Company ("HP")  
Name Change to HP Inc. effective 11/1/2015**

81252/1 must be deleted from HPS-1  
New Category Code or Manufacturer

| Category Code | HP Product Codes                                                          | HP Branded Software                                                                                                                        | Off HP List Price<br>(Published Publically)<br>http://h19000.www1.hp.com/efr/wwp/efr.html |
|---------------|---------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| HPS-1         | 81252/1, QTR72/1<br>Software and Support are on the same HP Product Codes | HP Software Licenses<br>All HP Branded Enterprise Licenses<br>Support and Installation<br>(Includes Software Maintenance Services which is | 30%                                                                                       |
| HPS-2         |                                                                           | HP Software Support                                                                                                                        | 30%                                                                                       |

| Category Code | HP Product Codes                                                            | Third Party Operating System & Application Software<br>(off the Shelf)<br>Minimum Discount: 5%<br>By Manufacturer see in this section and below for approved Third Party Software Manufacturers | Off Manufacturer List |
|---------------|-----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| HPS-1         | All Software Manufacturers listed below or in this section. Manually coded. | Approved Off the Shelf Third Party Software                                                                                                                                                     | 5%                    |

**APPROVED THIRD PARTY SOFTWARE MANUFACTURERS**

|                     |                                 |                 |
|---------------------|---------------------------------|-----------------|
| Altitude            | Kaspersky Software              | WinMagic        |
| Altroute Software   | LanDesk                         | WinBox Academic |
| Anonix              | Limnux Inc. (d.b.a. GoGuardian) |                 |
| Adaptive Computing  | McAfee Software                 |                 |
| Adobe Software      | Microsoft                       |                 |
| AppSense            | Nero                            |                 |
| Arcon               | Nixxit                          |                 |
| Asatech             | Novell                          |                 |
| Asatech             | QuickBooks                      |                 |
| CheckPoint          | Red Hat Software                |                 |
| ClassLink           | StarMagic Software              |                 |
| Computer Associates | Symantec Software               |                 |
| Core Software       | Veeam Software                  |                 |
| DiskKeeper          | Ventura Software                |                 |
| Dynacore            | Viadom Software                 |                 |
| HEAT                | VMware Software                 |                 |
| Horizon             | Wave Systems Software           |                 |

1/19/2017

New approved hardware vendors  
or Product Codes

# 2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

Bands 1-3 - Third Party Hardware  
Responder Name: Hewlett Packard Company ("HP")  
Name Change to HP Inc. effective 11/1/2015

| Category Code | HP Product Codes                      | Third Party Options/Products<br>Minimum Discount: 10%                                                                                               | Off HP List Price |
|---------------|---------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| TPH-1         | (Manual listing), QTR37/L,<br>QTR37/2 | Other Manufacturers not listed in this category are Third<br>Party Approved Manufacturers below. All Hardware<br>Manufacturers except APC and GETAC | 10%               |
| TPH-2         | (Manual listing)                      | Manufacturer: APC/Schneider Electric                                                                                                                | 15%               |
| TPH-3         | (Manual listing)                      | Manufacturer: GETAC                                                                                                                                 | 10%               |

Updated to reflect what is posted at the website and in the Upgrade listing which is used as the authorization listing (6/16/2016)

|                        |                         |                  |             |                                       |                              |
|------------------------|-------------------------|------------------|-------------|---------------------------------------|------------------------------|
| 3DCorrelation          | Brook (Drexel)          | Drubo            | Ination     | Wellnox Technologies Inc.             | Suncomile                    |
| 3M                     | Brother                 | Eaton            | Pearl       | Manitex                               | Seagate                      |
| Adaptec                | Broadcom Communications | Egan TeatBoard   | InfoCase    | Meridian                              | SILG                         |
| Adesso                 | Brother                 | Ego              | InfoFocus   | Monster Cable Products                | Smart Enterprises Inc. (SEI) |
| Alcatel                | Bullitt                 | Elo TouchSystems | Isabel      | Microdis                              | Sony                         |
| Alliant Televis        | CDS Kennedy Cable to Go | Emulex           | IOGEAR      | M-S Cash Drawer                       | Star Tech                    |
| Antenna Plus           | Canon                   | Epson            | Ionema      | NEC                                   | Synco Technologies           |
| Antino Corporation     | Cherry Keyboard         | Ergotron         | JAR Systems | NETGEAR                               | Targus                       |
| Aquaer                 | Chilony                 | EVGA             | Jupiter     | Nikon                                 | Teac                         |
| APC/Schneider Electric | Chil Manufacturing      | FS               | Kensington  | Peerless Industries                   | Tripp Lite                   |
| APEX                   | CMS products            | Fairhaven        | Key Tronic  | Planar Monitors                       | Troy                         |
| APC Cash Drawer        | Credent                 | Fellows          | Kingson     | Planar Monitors                       | Verbatim                     |
| Apicom                 | Creative Labs           | Fusion-IO INC    | La Cie      | Planar Monitors                       | Viewsonic                    |
| Asus                   | Crowley Co.             | Gambler Johnson  | LG          | Planar Monitors                       | Viewsonic                    |
| ATI                    | Cybernet                | Geac             | Libert      | Precision Mounting Technologies (PMT) | Virtual Instruments          |
| Avocent                | Cybernetics             | Godtboch         | Luglich     | Protect Computer Products             | Western Digital              |
| Barco                  | Cybernetics             | Harris           | Magna       | Quantum                               | Xerox                        |
| Barracuda Networks     | Dallanation Systems     | Honeywell        | Magtek      | Quantum                               | Zebra Technologies           |
| Bellin                 | Digital Persona         | Humanscale       | MacCase     | Rebered                               | 2Space                       |

# STATE OF MINNESOTA – WORKFORCE CERTIFICATE INFORMATION

Required by state law for ALL bids or proposals that could exceed \$100,000

Complete this form and return it with your bid or proposal. The State of Minnesota is under no obligation to delay proceeding with a contract until a company becomes compliant with the Workforce Certification requirements in Minn. Stat. §363A.36.

**BOX A – MINNESOTA COMPANIES** that have employed more than 40 full-time employees within this state on any single working day during the previous 12 months, check one option below:

- ☒ Attached is our current Workforce Certificate issued by the Minnesota Department of Human Rights (MDHR).
- ☐ Attached is confirmation that MDHR received our application for a Minnesota Workforce Certificate on \_\_\_\_\_ (date).

**BOX B – NON-MINNESOTA COMPANIES** that have employed more than 40 full-time employees on a single working day during the previous 12 months in the state where it has its primary place of business, check one option below:

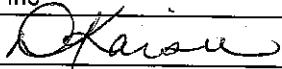
- ☐ Attached is our current Workforce Certificate issued by MDHR.
- ☐ We certify we are in compliance with federal affirmative action requirements. Upon notification of contract award, you must send your federal or municipal certificate to MDHR at [compliance.MDHR@state.mn.us](mailto:compliance.MDHR@state.mn.us). If you are unable to send either certificate, MDHR may contact you to request evidence of federal compliance. The inability to provide sufficient documentation may prohibit contract execution.

**BOX C – EXEMPT COMPANIES** that have not employed more than 40 full-time employees on a single working day in any state during the previous 12 months, check option below if applicable:

- ☐ We attest we are exempt. If our company is awarded a contract, we will submit to MDHR within 5 business days after the contract is fully signed, the names of our employees during the previous 12 months, the date of separation, if applicable, and the state in which the persons were employed. Send to [compliance.MDHR@state.mn.us](mailto:compliance.MDHR@state.mn.us).

By signing this statement, you certify that the information provided is accurate and that you are authorized to sign on behalf of your company.

Name of Company: HP Inc Date: 1/24/17

Authorized Signature:  Telephone number: 281-927-8498

Printed Name: Deborah Kaiser Title: Contract Administrator

## For assistance with this form, contact:

Minnesota Department of Human Rights, Compliance Services

Web: <http://mn.gov/mdhr/>

TC Metro: 651-539-1095

Toll Free: 800-657-3704

Email: [compliance.mdhr@state.mn.us](mailto:compliance.mdhr@state.mn.us)

TTY: 651-296-1283

# POWER OF ATTORNEY

HP Inc., a corporation incorporated and existing under the laws of the state of Delaware, having its principal place of business at 1501 Page Mill Road, Palo Alto, California 94304 (the "Company"), represented by its Deputy General Counsel and Assistant Secretary, Ruairidh Ross, who is authorized to represent the Company individually, hereby authorizes to the below listed individuals to sign all bids, quotations, leases and contracts with customers and government agencies, up to the limits indicated below, including such bids, and bonds as may be required in connection with such bids and contracts on behalf of the Company in accordance with the chart below.

| Name                                | Job Title                                                     | Amount       | Location                     |
|-------------------------------------|---------------------------------------------------------------|--------------|------------------------------|
| Deborah Jarvis                      | Director, Americas Transformation, Innovation, and Enablement | \$50,000,000 | Vancouver, WA                |
| Jim Ranalli                         | Manager - Americas Contract Operations                        | \$50,000,000 | Toronto, Ontario, Canada     |
| Nancy Lenkowski                     | Contract Administrator                                        | \$5,000,000  | Alpharetta, GA               |
| Milagros Buendia                    | Contract Administrator                                        | \$5,000,000  | Tlaquepaque, Jalisco, Mexico |
| Fernando Castillo Valdovinos        | Contract Administrator                                        | \$5,000,000  | Tlaquepaque, Jalisco, Mexico |
| Catherine Bingham                   | Contract Administrator                                        | \$5,000,000  | Houston, TX                  |
| Deborah Kaiser                      | Contract Administrator                                        | \$10,000,000 | Houston, TX                  |
| Rodrigo Petersen Gomez              | Contract Administrator                                        | \$5,000,000  | Tlaquepaque, Jalisco, Mexico |
| Fatima Renteria Sauced              | Contract Administrator                                        | \$5,000,000  | Houston, TX                  |
| Sondra Andrea Perez Fernandez       | Contract Administrator                                        | \$5,000,000  | Tlaquepaque, Jalisco, Mexico |
| Alejandra Martin del Campo Valencia | Contract Administrator                                        | \$5,000,000  | Tlaquepaque, Jalisco, Mexico |
| Hyrum (Ed) Hatch                    | Contract Negotiator                                           | \$10,000,000 | Houston, TX                  |
| Judith Alexander                    | Contract Negotiator                                           | \$10,000,000 | Hollywood, FL                |
| Sheila Wright                       | Contract Negotiator                                           | \$10,000,000 | Mt. Airy, MD                 |
| Barbara Paddock                     | Contract Negotiator                                           | \$10,000,000 | San Diego, CA                |

All prior powers of attorney in effect for these individuals named herein, as of the date hereof, are hereby revoked.

This power of attorney shall be valid until one year from the date hereof and may be revoked at any time for any reason prior thereto without notice. This power of attorney shall automatically be revoked for each such person named herein, effective as of the date that each such person ceases to be employed by the Company or any of its subsidiaries.

HP Inc.



Ruairidh Ross

Deputy General Counsel and Assistant Secretary

Date: February 22, 2016



## ACKNOWLEDGEMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA )

COUNTY OF SANTA CLARA )

On February 22, 2016, before me, Valynn Valandani, Notary Public,

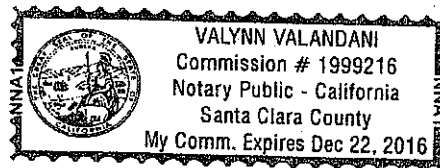
personally appeared Ruairidh Ross, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



SIGNATURE OF NOTARY PUBLIC



(SEAL)

### Written Delegation of Signature Authority – ACO SLED Contract Administrators

I, Jim Ranalli, Americas Contracts Operations Manager, give the SLED Contracts Administrators listed below, full signature power to sign on behalf of HP Inc. up to \$50M.

This delegation of signature authority is granted for the following purposes: signature authorization required for bids, quotations, and contracts.

This delegation of signature authority is valid until January 31, 2017 and may be revoked at any time prior thereto for any reason without notice. This power of attorney shall be automatically revoked should Contracts Administrator change his/her position within the Company or cease to be employed by the Company.

| Contracts Administrator Name        | SLA Level    | Delegation Level | Delegation Amount  | Effective Date | Expiry Date |
|-------------------------------------|--------------|------------------|--------------------|----------------|-------------|
| Catherine Bingham                   | \$5,000,000  | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |
| Fernando Castillo Valdovinos        | \$5,000,000  | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |
| Deborah Kaiser                      | \$10,000,000 | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |
| Nancy Lenkowski                     | \$5,000,000  | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |
| Alejandra Martin del Campo Valencia | \$5,000,000  | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |
| Sondra Andrea Perez Fernandez       | \$5,000,000  | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |
| Fatima Renteria Sauced              | \$5,000,000  | C5               | Up to \$50,000,000 | 25/02/2016     | 31/01/2017  |

Signed this 25th day of February 2016.



Jim Ranalli

Americas Contracts Operations Manager  
HP



Minnesota Department of  
**HUMAN RIGHTS**

## **CERTIFICATE OF COMPLIANCE**

**HEWLETT-PACKARD COMPANY is hereby certified as a contractor by the Minnesota Department of Human Rights. This certificate is valid from 4/2/2014 to 4/1/2018.**

This certification is subject to revocation or suspension prior to its expiration if the department issues a finding of noncompliance or if your organization fails to make a good faith effort to implement its affirmative action plan.

**Minnesota Department of Human Rights**

**FOR THE DEPARTMENT BY:**

A handwritten signature in black ink, appearing to read "Kevin M. Lindsey".

Kevin M. Lindsey, Commissioner

AN EQUAL OPPORTUNITY EMPLOYER