

NASPO ValuePoint Computer Equipment (2023-2028)

CONTROL SET

Master Agreement: 23013
Contractor Name: Lenovo (United States) Inc.

Awarded Bands:

☒ Band 1: Personal Computing Devices (Windows)
☒ Band 2: Personal Computing Devices (Non-Windows)
☐ Band 3: Servers and Storage

Band	Category Code	Category Description	Discount off Baseline List
1	1B	Band 1 - Minimum Discount	0-25%
1	1B-1	Category 1 - End-User Devices	25.0%
1	1B-2	Category 2 - Peripherals and Accessories	15.0%
1	1B-3	Category 3 - Monitors/Displays	10.0%
1	1B-4	Category 4 - Lenovo Branded Software	10.0%
1	1B-5	Category 5 - Spare Parts	5.0%
1	1B-6	Category 6 - Non-Discountable Products & Services	0.0%
1	1T	Band 1 - Third Party Products and Software Minimum Discount	5.0%
2	2B	Band 2 - Minimum Discount	0-25%
2	2B-1	Category 1 - End-User Devices	25.0%
2	2B-2	Category 2 - Peripherals and Accessories	15.0%
2	2B-3	Category 3 - Monitors/Displays	10.0%
2	2B-4	Category 4 - Lenovo Branded Software	10.0%
2	2B-5	Category 5 - Spare Parts	5.0%
2	2B-6	Category 6 - Non-Discountable Products & Services	0.0%
2	2T	Band 2 - Third Party Products and Software Minimum Discount	5.0%
1	1S	Band 1 - Enhanced Warranty Services	15.0%
2	2S	Band 2 - Enhanced Warranty Services	15.0%

Exhibit D: Price Schedule

Discount Structure

Master Agreement: 23013
Contractor Name: Lenovo (United States) Inc.
Baseline Price List: Posted on Contractor's dedicated NASPO ValuePoint website

Band 1: Personal Computer Equipment (Windows OS)

Band	Category Code	Category Description	Discount off Baseline List
1	1B	Band 1 - Minimum Discount	0-25%
1	1B-1	Category 1 - End-User Devices	25.0%
1	1B-2	Category 2 - Peripherals and Accessories	15.0%
1	1B-3	Category 3 - Monitors/Displays	10.0%
1	1B-4	Category 4 - Lenovo Branded Software	10.0%
1	1B-5	Category 5 - Spare Parts	5.0%
1	1B-6	Category 6 - Non-Discountable Products & Services	0.0%
1	1T	Band 1 - Third Party Products and Software Minimum Discount	5.0%

Band 2: Personal Computer Equipment (Non-Windows OS)

Band	Category Code	Category Description	Discount off Baseline List
2	2B	Band 2 - Minimum Discount	0-25%
2	2B-1	Category 1 - End-User Devices	25.0%
2	2B-2	Category 2 - Peripherals and Accessories	15.0%
2	2B-3	Category 3 - Monitors/Displays	10.0%
2	2B-4	Category 4 - Lenovo Branded Software	10.0%
2	2B-5	Category 5 - Spare Parts	5.0%
2	2B-6	Category 6 - Non-Discountable Products & Services	0.0%
2	2T	Band 2 - Third Party Products and Software Minimum Discount	5.0%

Category 1 - End-User Devices - Most configurable commercial (non-consumer) end user devices including but not limited to Desktops, Notebooks, Workstations, Tablets, and Convertibles. Chrome OS and Android OS products are expressly excluded from Category 1. The following non-exhaustive list of Lenovo brands represents Category 1 and is offered for illustrative purposes only: ThinkCentre, Tiny-in-One, All-in-One, Thin Client, ThinkPad, ThinkStation, ThinkPad Mobile Workstation, ThinkPad Tablet, ThinkPad Yoga, ThinkBook.

Category 2 - Peripherals and Accessories - Lenovo Branded Peripherals and Accessories

Category 3 - Monitors/Displays - Monitors and/or Displays, including but not limited to ThinkVision branded monitors/displays.

Category 4 - Software - Lenovo branded Software

Category 5 - Spare Parts

Category 6 - Non-Discountable Products & Services - Topsellers which are defined as specific, non-configurable, stocked commercial and consumer devices. Selected Consumer Products and Services; Chrome OS and Android OS products; Lenovo's Legion-branded products; Gaming Solutions; Virtual Reality Solutions; Smart Office Solutions, and all products and/or services not otherwise categorized, classified, or described herein.

Exhibit D: Price Schedule

Volume-Based Discounts

Master Agreement: 23013
Contractor Name: Lenovo (United States) Inc.

All Awarded Bands

1. Per Transaction Multiple Unit Discount(s)

Contractor provides a contractual volume discount program as follows based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Purchasing Entity, or multiple entities conducting a cooperative purchase.

Please contact Lenovo sales for per transaction multiple unit discounts. Lenovo prices these opportunities based on the quantity, specific product or products, in a given time period.

For Example: 100-500 Lenovo Category 1 Products = 26% minium discount (Direct Only); 501+ Lenovo Category 1 Products = 27% minium discount (Direct Only)

2. Cumulative Discount(s)

Contractor provides a cumulative volume discount as follows based on dollars resulting from the cumulative purchases by all purchases made by Purchasing Entities for the duration of the Master Agreement.

Lenovo will analyze the annual volume of sales on a yearly basis in order to provide potential discounts per Lenovo

3. Other Discount(s)

Additional discount(s) available.

N/A

Exhibit D: Price Schedule

Services

Master Agreement: 23013
Contractor Name: Lenovo (United States) Inc.

Each Purchasing Entity will determine if and how services will be offered in the Participating Addendum.

Travel for Services will be negotiated with each Participating Entity in the Participating Addendum.

All Awarded Bands		
Category Code	Description of Service	Discount off Baseline List
1S	Band 1 - Enhanced Warranty Services	15.0%
2S	Band 2 - Enhanced Warranty Services	15.0%

Enhanced Warranty Services - Most Services that enhance Lenovo’s Standard Warranty, including but not limited to, Premier Support, Warranty Extensions, Warranty Upgrades, Post Warranties, Accidental Damage Protection, Keep Your Drive.

Exhibit D: Price Schedule

Lease Rates

Master Agreement: 23013
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All Awarded Bands

Optional: Lease Rates

Equipment	Least Term	LFS Rate Factor
LFS FMV Desktop/Laptop	12 months	see current PSS
LFS FMV Desktop/Laptop	24 months	see current PSS
LFS FMV Desktop/Laptop	36 months	see current PSS
LFS FMV Desktop/Laptop	48 months	see current PSS
LFS FMV Desktop/Laptop	60 months	see current PSS

Lease rates based on purchase of \$250k

Fair Market Value (FMV) At the end of the term, provided all obligations have been met, you may exercise one of the following options:

- Return some or all of the equipment to LFS, or
- Purchase some or all of the units for the then Fair Market Value as defined in the MLA, or
- Renew some or all, of the units for a fixed term at the Fair Market Value renewal rate.

\$1 Purchase Option (\$1 PO) At the end of the lease term, provided all obligations have been met, you may pay \$1 and Title will pass.

Exhibit D: Price Schedule

Prompt Payment Discount

Master Agreement: 23013
Contractor Name: Lenovo (United States) Inc.

All Awarded Bands

		in 30
		in 15, Net 30
		in 10, Net 30
X		Net 30
	Other (specify):	