

**AMENDMENT NO. 1 TO CONTRACT NO. MNWNC-108**

**THIS AMENDMENT** is by and between the State of Minnesota, acting through its commissioner of Administration ("State"), and Dell Marketing L.P., One Dell Way, Mailstop RR1-33 Legal, Round Rock, TX 78682 ("Contract Vendor").

**WHEREAS**, the State has a Contract with the Contract Vendor identified as Contract No. MNWNC-108, April 1, 2015, through March 31, 2017 ("Contract"), to provide Computer Equipment: (Desktops, Servers, and Storage 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. MNWNC-108 is extended through March 31, 2020, at the same terms and conditions.
2. The Contract Vendor shall provide Computer Equipment: (Desktops, Servers, and Storage including Related Peripherals and Services) at the prices set forth on the attached Exhibit B, Pricing 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.

<p><b>1. DELL MARKETING, L.P.</b> 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.</p> <p>By: <u><i>D. Wigington</i></u> Signature <u>Diane Wigington</u> Printed Name</p> <p>Title: <u>Contracts Program Manager</u></p> <p>Date: <u>02/14/2017</u></p> <p>By: _____ Signature</p> <p>Printed Name _____</p> <p>Title: _____</p> <p>Date: _____</p>	<p><b>2. OFFICE OF STATE PROCUREMENT</b> In accordance with Minn. Stat. § 16C.03, subd. 3.</p> <p>By: <u><i>Andy Doran</i></u> Title: <u>Acquisition Management Specialist</u></p> <p>Date: <u>2/15/17</u></p> <p><b>3. COMMISSIONER OF ADMINISTRATION</b> Or delegated representative.</p> <p>By: <u><i>Lucas J. Jarameth</i></u> Date: <u>2/16/2017</u></p>
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## MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD

1. BASELINE PRICING DELL RETAIL PRICE LIST		
LINK: <a href="http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf">http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf</a>		
2. BAND DISCOUNTS – (CATEGORY EXCEPTIONS APPLICABLE IN ALL BANDS)		
	DELL CATEGORY	MINIMUM DISCOUNT
BAND 1 DESKTOP	A	15%
BAND 2 LAPTOP	A	15%
BAND 3 TABLET	H	4%
BAND 4 SERVER	A	13.5%
BAND 5 STORAGE	A	13.5%
IMPORTANT: The minimum discount is provided, refer to Contract Vendor's Website for any additional discounts and request a quote for bulk/volume discounts. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance.		
CATEGORY EXCEPTIONS:		
Toner	F	1.5%
Value Latitude, OptiPlex, Workstation, Selected Products	H	4%
Selected Promo Offers; Inspiron; Selected Latitude; SC PowerEdge; Selected Dell   EMC; Dell Branded Peripherals/Imaging: PowerConnect, Axim, Projector, Printer	S	2.5%
Spare Parts, selected Dimension Brand	U, W, Z	5%
3. THIRD PARTY PRODUCTS - (APPLICABLE IN ALL BANDS)		
	M	5.5%
CATEGORY EXCEPTIONS:		
Selected Third Party Products (software and peripherals)	X	5%
Selected Third Party Printers	F	1.5%
4. SERVICES		
Services are at the option of Participating States. Participating Addendums by each State may address service agreement terms and related travel. States may negotiate additional services. The majority of Dell-branded hardware includes a one-year warranty. Customer may purchase warranty upgrades for 2, 3, 4 or 5 years for certain Dell-branded hardware as offered by Dell. For Dell standard warranty information, see <a href="http://www.dell.com/learn/us/en/uscorp1/solutions/limited-hardware-warranties">http://www.dell.com/learn/us/en/uscorp1/solutions/limited-hardware-warranties</a>		
Selected Service on Poweredge Departmental Servers; Directline Service; 4-Hr On-Site Critical Care Plus; Business Care Plus On-Site Service (all years)	O	13.3%
On-site – Next Business Day; On-site (extended yrs); Critical Care On-site Service (all yrs); other svcs	R, Z, Z1&ZS	5%
5. LEASING		
Participating Addendum may identify if and how leasing agreement terms will be conducted.		
6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases.		
a. Per Transaction Multiple Unit: Contact your Sales Representative for additional discounts for volume purchases.		
Minimum Dollar Volume Associated with Single Transaction	Maximum Dollar Volume Associated with Single Transaction	Cat A only, Single Transaction, Maximum of 10 ship to Locations
\$50,000.00	\$99,999.99	Greater than or Equal to 1%
\$100,000.00	\$199,999.99	Greater than or Equal to 2%
\$200,000.00	\$499,999.99	Greater than or Equal to 4%
\$500,000.00	\$999,999.99	Greater than or Equal to 6%
\$1,000,000.00	No Maximum	Greater than or Equal to 8%
b. Cumulative: Cumulative Discounts are managed at the Master Agreement Level based on total volume.		
Cumulative Dell Spend "Gates"	Category A Discount (Adjustment to the Matrix)	
Up to \$2B	13.5%	
\$2B to \$4B	14%	
\$4B to \$6B	14.5%	
\$6B to \$8B	15%	
\$8B to \$10B	15.5%	
Over \$10B	16%	
c. Other Discounts provided: For purchases made online via Dell.com, Dell offers an additional 0.5% per category, except for Category O. For online purchases of Category O Services, Dell will offer a 13.5% discount.		

## CERTIFICATE OF SIGNATURE AUTHORITY

This is to certify that the below named individuals of Dell Federal Systems, L.P. are authorized to execute agreements, proposal documents, certificates and representations on behalf of and in the name of Dell Federal Systems, L.P. or any other Dell entity in accordance with Dell's Contracts, Proposals and Statements of Work (SOW) US Signature Policy. This certification shall become effective upon execution and continue until rescinded in whole or in part. If the employment status, title or roles and responsibilities of any of the below named individuals changes then their authority will be revised according to their then current employment status, title or roles and responsibilities. This certification may be rescinded in whole or in part, at any time without prior notice. Interested parties may request an updated certificate by written request to the following address:

Dell Federal Systems, L.P.  
Customer Engagement Management  
Contracts, Proposals & SOW  
Certificate of Authority Request  
One Dell Way, Mailstop 8708  
Round Rock, Texas 78682

John Lavorato, Executive Director – CEM  
Bobbi Dangerfield, VP Global Relationship  
Business Operations  
Joe Ayers, AVP - Federal  
Max Peterson, AVP - Federal  
Barbara Tomaschy, VP - Finance  
Scott Sanders, Executive Director - Finance  
Josh Bashara, Operations Director  
Kathleen Hines, Contracts Director  
Glen McGuire, Proposals Director  
Jane McKenzie, Contracts Director  
Rich Walsh, Contracts Director  
Kim James, Audit & Compliance  
Cindy Waidelich, Proposals Sr. Manager  
Dana Anderson, Contract Manager  
Pamala Aschenbrenner, Contract Manager, SOW  
Lorri Bailey, Contract Manager  
John Billings, Proposal Manager  
Dennis Brand, Proposal Manager  
Kevin Bromley, Contracts Manager  
Eric Bufkin, Proposal Manager  
Solange Calo, Proposal Manager  
Lisa Campos, Proposal Manager  
Aimee Cantrelli, Proposal Manager  
Renee Carrasco, Proposal Manager  
Daniela Chambliss, Proposal Manager  
Michelle Chaney, Proposal Manager  
Len Collett, Contract Manager  
Mary Collins, Proposal Manager  
Chris Collinson, Proposal Manager  
Dennis Daley, Contract Manager  
Mitchell Duncan, Proposal Manager  
Montana Duncan, Contract Manager  
Greg Fletcher, Proposal Manager  
Meghan Filsakowski, Proposal Manager  
Ani Fox, Proposal Manager

Jody Hahn, Proposal Manager  
Jill Henderson, Contract Manager  
Brian Johnson, Proposal Manager  
Beth Jordan, Proposal Manager  
Kate Kauffman, Contract Manager, SOW  
Brice Kelly, Contract Manager  
Liz Killmer, Contract Manager  
Ashleigh Lane, Contract Manager  
Stephanie Lendecky, Contract Manager  
Scott Loras, Contract Manager  
Melanie Mack, Proposal Manager  
Christina McColly, Contract Manager  
Lauren McCosham, Contract Manager  
Staci McDonald, Proposal Manager  
Felicia Middleton, Proposal Manager  
Stephanie Miller, Contract Manager  
Clare Mooney, Proposal Manager  
Susan Morgan, Contract Manager  
Jeannine Nagel, Proposal Manager  
Kelly O'Shieles, Contract Manager  
Stan Parish, Proposal Manager  
Jennifer Parris, Contract Manager  
Phyllis Pate, Contract Manager  
Keon Robertson, Contract Manager, SOW  
Tiffany Roper, Proposal Manager  
Robert Saufferer, Contract Manager  
Mary Shuman, Proposal Manager  
Brian Sokoff, Proposal Manager  
Susan Spalding, Contracts Advisor  
Nicholas Stokes, Proposal Manager  
Ted Thomas, Proposal Manager  
Melissa Vaclavik, Proposal Manager  
Christian von Wupperfeld, Contract Manager  
Teresa Walden, Contract Manager  
David White, Contract Manager  
Diane Wington, Contract Manager

Witness my hand on the following day:

  
Frank Muehleman

VP and General Manager – North America Public Business Group

6/6/2011  
Date