EMC²®

STATE OF MINNESOTA
WSCA-NASPO MASTER AGREEMENT
FOR COMPUTER EQUIPMENT
Request for Proposal 19512

Admin Minnesota
DEPARTMENT OF ADMINISTRATION

Our mission: to provide the best value in government administrative services.

COST PROPOSAL

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McLean, VA 22102
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January 14, 2014

Susan Kahle
Acquisition Management Specialist
Department of Administration
Materials Management Division
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St. Paul, MN 55155
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Reference: MN WSCA RFP 19512 Addendum 9

Dear Ms. Kahle,

EMC Corporation ("EMC") is pleased to submit a fully compliant response to the WSCA-NASPO Master Agreement for Computer Equipment, Band 5: Storage. EMC's proposal offers significant and unique technology that satisfies very broad customer requirements in the areas of data storage and data storage subsystems. EMC has an appreciation of what is necessary to deliver robust, production-worthy solutions in highly intensive environments. It starts with a quality hardware foundation, complemented by an integrated software functionality layer, and accessible via a highly available connectivity topology. The benefits are realized when these capabilities have been integrated with other industry-leading technologies and are deployed and supported by a competent, experienced services team.

EMC has provided via FedEx one (1) printed original of cost proposal ("Cost Proposal") and one electronic copy on CD; and an additional backup series of printed and electronic copies via UPS in case of inclement weather delay in shipping.

Included in this sealed Cost Proposal are:

1. EMC's response to the cost proposal requirements
2. Cost Proposal-Price Workbook for Band 5, Storage, with Attachment A, detailing EMC's product category discounts (per Addendum 5, Q&A #53) and Attachment B that contains a description of our Equipment Pricing calculations.
3. EMC PSS
4. EMC MSRP (Baseline Price List)

This proposal includes EMC VNX family models that meet or exceed the requirements outlined for Band 5 - Storage. The EMC VNX family has been recognized as the #1 market-share leader by Gartner in their report "Market Share Analysis: Network-Attached Storage and Unified Storage, Worldwide, 2012". With our entire portfolio of data center infrastructure solutions, EMC is helping IT departments to store, manage, protect and analyze their most valuable asset – information – in a more agile, trusted and cost-efficient way. EMC's industry-leading portfolio of virtualization, information storage, information protection, information security and information management and intelligence products and services are essential for helping customers realize the full potential of their data center infrastructure. EMC's product strategies

are highly relevant to a world where digital information is one of the most important assets in nearly all organizations.

With 30 years of experience, our value is in offering solutions that map to the government customers, which includes the US Federal government and foreign government (both civilian and defense agencies) and state and local governments, provinces, counties, cities, as well as educational institutions around the world. EMC solutions help customers ensure that information is managed efficiently, effectively, and securely. EMC's understanding of government priorities enables us to work as a strategic partner—delivering value, and helping achieve critical objectives for our customers. We empower agencies to meet today's challenges head on. Our tactical storage, data protection, and trust solutions are proven, scalable, secure, and easy to deploy and own.

Today, our solutions for data center consolidation and virtualization are helping State and Local Governments and Education (SLED) agencies ensure long-term sustainability, with the potential for reducing cost of ownership. Our security solutions are protecting sensitive data and addressing cyber security and network management to reduce risk, and to improve compliance and continuity of critical government operations. Through partnerships with industry leaders, such as VMware, Cisco, and VCE – and security expertise from RSA, our Security Division ("RSA") – we are delivering turn-key, full-stack solutions that accelerate deployment and further reduce risk.

As part of EMC Corporation, the world's leading developer and provider of information infrastructure technology and solutions, EMC Consulting provides strategic guidance and technology expertise to help federal, civilian, defense, and intelligence organizations to utilize information to its maximum potential. With worldwide expertise across organizations' businesses, applications, and infrastructures, as well as deep industry understanding, EMC Consulting guides and delivers revolutionary thinking to help clients realize their ambitions in an information economy. EMC Consulting drives execution for its clients, including more than half of the Global Fortune 500 companies, to transform information into actionable strategies and tangible business results.

EMC views the WSCA-NASPO Master Agreement and subsequent Participating Addenda as EMC key Public Sector contracting vehicles that align with the strategic goals to increase EMC's presence in State and Local Government, Higher Education and K-12 Education. Holding a WSCA-NASPO contract enables our expert sales force to offer our industry-leading solutions to public entities across the entire United States.

EMC has held a WSCA-NASPO Master Agreement for Computer Equipment since September 2009. Over the course of the last four years, EMC has developed a dedicated team to manage the WSCA-NASPO program which resides within the SLED Strategic Contract Program Office. It is our intent to continue to maintain the highest standards of contract management principles upon award of this Master Agreement and all subsequent Participating Addenda, while highlighting the WSCA-NASPO Master Agreement as our premier SLED contractual vehicle. As such, we have dedicated staff to administer all aspects of the contract. Additionally, we have developed a far-reaching, strategic marketing plan that includes advertising in industry media, webinar offerings and in-depth training programs, not only from EMC, but from several key, selected and qualified Value Added Resellers ("VARs") across the entire 50 states. Our VAR program is very

well managed and aligns with the EMC corporate Business Partner Program. The program trains and certifies VARs according to EMC standards. This program complements the EMC direct sales force in developing opportunities and working closely with our customers to deliver outstanding data storage solutions as well as assists VARs with their success. With our EMC corporate Business Partner Program and our direct EMC sales force, we will have several thousand sales professionals promoting our WSCA-NASPO contract and providing successful storage solutions for our customers.

As the largest provider of data storage solutions worldwide, EMC looks forward to a very successful business relationship with the WSCA-NASPO leading and participating states utilizing our WSCA-NASPO contract.

EMC looks forward to working with the State of Minnesota, the WSCA-NASPO Cooperative Purchasing Organization and Participating States to help create the strongest solutions possible on this important initiative. If additional information is required, please contact Kristine French, EMC WSCA-NASPO Contract Manager, SLED Strategic Contracts Program Office (916-797-7044 - Kristine.french@emc.com) for any business-related questions.

Respectfully submitted,

Joseph F. Spaniol III
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TABLE OF CONTENTS

LIST OF TABLES

SECTION 4: COST PROPOSAL (BINDER 1)

SUBMIT IN A SEPARATE SEALED ENVELOPE

Table Indicating Compliance

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
1	**PRICE STRUCTURE.** This RFP will employ a MINIMUM discount-off list price structure with categorized exceptions for each band. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops "Laptop Brand X" at 45% and "Laptop Brand Y" at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The responder must designate a "Base Line Price List e.g. MSRP, education price list. The price list submitted must be dated: November 15, 2013. A discount schedule is to be provided for each band in the Price Workbook. Responders may define additional categories within a band. The category discounts may be higher or lower than the than the band discount. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc. The worksheet allows for up to seven categories, however the responder may edit their submission to include additional categories if needed.	M	YES ☒ NO ☐
2	**PRICE WORKBOOKS**. Price Workbooks will be used to evaluate. Responders will be evaluated on the Price Workbook which includes a market basket for each band. For each band proposed, the Responder must complete the Price Workbook which includes several worksheets. The market basket includes selected configurations, services, peripherals, third party products to fairly evaluate	M	YES ☒ NO ☐

COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
discounted pricing. In evaluation the State reserves the right to:		
a. Eliminate an item from consideration from all responses.		
b. Enter the highest price item of all responses received when an item has not been provided by a responder.		
c. Request additional pricing items for consideration.		
d. Clarify pricing responses with responder(s).		
e. Include options, quantity discounts and/or services for basis of calculating the cost utilized in evaluation.		
The Contract Vendor will maintain the discount structure as bid throughout the term of the Master Agreement.		
For the purpose of comparing pricing across a standard group of products, the prices provided by the responder in the Price Workbooks will be utilized to calculate cost points. Vendors must use the minimum percentage discount stated from a published or base line price listing for a **"quantity one"** purchase in the Pricing Workbook.		
Minimum specifications are provided in the PriceWorkbook.		
Manufacturer specific items may be substituted for the minimum specification if the manufacturer is able to provide an approved equal. The lead state reserves the right to reject any or all responses that are not an approved equal.		
FINAL EXCEL PRICE WORKBOOKS WILL BE PUBLISHED VIA AN ADDENDUM.		
Addendum 5 provides links to updated Pricing Workbooks.		
There are a total of six workbooks:		
Band 1: Desktop:		
Band 2: Laptop		
Band 3: Tablets		

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	Band 4: Server: Band 5: Storage Band 6: Ruggedized: INSTRUCTIONS: 1. Each workbook contains several tabs. Responder is to fill in the yellow highlighted areas. Once filled in the yellow highlight disappears. 2. The workbooks are locked, however there is not a password and responder may revise as needed ensuring they supply yellow highlighted fields. 3. It is understood that different components may make up a total configuration for the market basket item. The responder may provide additional detail to how the discount provided in the market basket was calculated. The Lead State reserves the right to request additional pricing , if in the best interest of the state or to clarify pricing responses.		
3	**BASELINE PRICING VERIFICATION.** The responder must designate a Base Line Price e.g. MSRP, education price list in the price workbook. The price list submitted is to be dated: November 15, 2013. Describe how the designated Base Line Price List will be accessed and verified by potential end users, contract administrators, etc. All historic versions of the Baseline Price List must be made available upon request pursuant to the audit provisions. The responder must provide ONE HARD COPY and ONE ELECTRONIC COPY (USB DRIVE OR CD) of the dated Baseline Price List with the response. The dated Baseline Price List provided shall be used for completing the price workbook when "List/MSRP" price is requested.	M	YES ☒ NO ☐
4	**MINIMUM DISCOUNTS.** The Contract Vendor will provide a **MINIMUM** discount off base line price list for each band with categorized exceptions. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops "Laptop Brand X" at 45% and "Laptop Brand Y" at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook.	M	YES ☒ NO ☐

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The named category exception discounts may be higher or lower than the than the minimum band discount. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line pricing and minimum discounts and categorized exceptions provided.		
5	**THIRD PARTY PRODUCTS.** Third party products may be offered as peripherals and options in the Price Workbook. Third Party products will be approved upon finalization of the PSS. Contract Vendors are not able to offer another Contract Vendor's product as a third party without approval. If third party products are offered, a third party product minimum discount will be stated in the price workbook.		YES ☒ NO ☐
6	**REFRESH STRATEGY.** Describe your recommended refresh strategy for your product line.		YES ☒ NO ☐
7	**MAINTAINING COMPETITIVE PRICING**. Proposers will provide an initial **MINIMUM** discount with categorized exceptions off baseline price list for a quantity of one unit. Proposers are to base discounts on the collective volume of potential purchases by the participating entities. Further bulk/quantity savings may be obtained when additional quantities are requested. In order to maintain competitive pricing throughout the full life of the Master Agreement, Contract Vendor and Participating entities must understand it is the expectation to provide competitive pricing at the quantity one level. Additional savings are expected when recompeting the awarded vendors for volume pricing.	M	YES ☒ NO ☐
8	**PRODUCTS AND SERVICES SCHEDULE (PSS). Responders must submit with their COST proposal a proposed Product and Services Schedule including all the products and services offered within each band for this solicitation.** The PSS should be submitted in Excel format. A sample has been provided in the attachments for reference, but is only an example. Other formats are acceptable. Submission of a product and/or service on the sample	M	YES ☒ NO ☐

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	PSS does not guarantee that it will automatically be approved as being included in the resulting Master Agreement. The products, services and format for the final PSS will be finalized during negotiations.		
9	**BULK PRICING**. Utilize the Price Workbook to provide additional volume based pricing for consideration. These will allow for deeper discounts for per transaction and cumulative volume purchases. Examples of bulk pricing models are included in Section 6. Responders must propose how they will provide deeper discount including, but not limited to: **1. Per Transaction Multiple Unit Discount.** Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time. **2. Cumulative.** Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased. **3. Other Discounts** Describe additional discounts available to States or Participating Entities.	M	YES ☒ NO ☐
10	**PREMIUM SAVINGS PACKAGE PROGRAM.** Contract Vendors are encouraged to participate in the Premium Savings Package (PSP) Program. If intending to participate, propose and describe commitment to offer and maintain deeply discounted standard configurations. Participants in the PSP program will commit to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals, as determined by the Participating Entities. The standards currently are refreshed every six months (May and November). Refresh schedule is subject to change. See current configurations: http://www.wnpsp.com/index.html. States and other Participating Entities can choose to purchase these packages without any signing additional documents. Contract Vendors may provide Premium Savings & Packages in the bands awarded and comply with the following: a. Provide a WSCA-NASPO Premium Savings Packages-specific SKU for each proposed product. Discount must be provided on Contract Vendor related SKU as well.		YES ☐ NO ☐ ☒ n/a for server storage vendors

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
	b. Standard configurations cannot change or be upgraded during the entire refresh period for any reason other than end-of-life issues (e.g., swapping of processor, motherboard, etc. is prohibited). c. Prices offered must be offered at a better than the quantity one Master Agreement discount. d. Pricing increases are generally not allowed unless there is documentation and justification provided. e. Provide marketing plan of the PSP Program including lead with PSP Program and display prominently on websites to market aggressively to all States. f. Submit quarterly usage reports broken out by State to the WSCA-NASPO Premium Savings Packages team lead and to the WSCA-NASPO PC Master Agreement Administrator. Individual reports to each State may also be required. The format for the reports must follow the current WSCA-NASPO PC reporting format.		
11	**PROMOTIONAL OFFERS:** Contract Vendors will be allowed to provide promotions for deeply discounted products based on their inventory and sales. Promotions will also provide increased savings to States and other Participating Entities. The Contract Vendors will be responsible to market these offers. Describe what kind of promotions will be available and how marketing will be conducted.		YES ☒ NO ☐
12	**Describe the Prompt Payment Terms (if available**) to be offered: ☐__% 30;☐__% 15/Net 30;☐__% 10/Net 30, ☒ Other (specify):__0%/Net 30_____		YES ☒ NO ☐
13	**ADDED VALUE.** Responders may propose suggestions on improvements and/or alternatives for doing business with your company that will make this contract more cost effective for your company and participating public agencies.		YES ☒ NO ☐
14	**TRADE-IN.** The Participating Addendum by each State will identify if and how trade-in or takeback terms will be conducted. If trade in program will be offered, provide pricing.		YES ☒ NO ☐
15	**SERVICES.** Services are at the option of the Participating Entity. The Participating Addendum by each State will address service agreement terms and related travel. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc.		YES ☒ NO ☐
16	**LEASING.** Responders are not required to provide leasing. Individual Participating States and Participating Entities		YES ☒ NO ☐

COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY?
may enter in to lease agreements for the products covered in the Master Agreements resulting from the RFP, if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted. Leasing will be at the option of each participating addendum. If leasing will be offered, provide rates. Do not submit lease documents or corresponding lease terms as these documents should be addressed in a State's Participating addendum if applicable.		

Table Item 1 – Price Structure

This RFP will employ a MINIMUM discount-off list price structure with categorized exceptions for each band. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops "Laptop Brand X" at 45% and "Laptop Brand Y" at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The responder must designate a "Base Line Price List e.g. MSRP, education price list. The price list submitted must be dated: November 15, 2013. A discount schedule is to be provided for each band in the Price Workbook. Responders may define additional categories within a band. The category discounts may be higher or lower than the than the band discount. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc. The worksheet allows for up to seven categories, however the responder may edit their submission to include additional categories if needed.

EMC Response:

EMC has provided a minimum discount-off list price structure for Band 5 Storage. The EMC detailed breakout of Band 5 Storage products by product category and the minimum discount-off list for each product category are in a separate Attachment A - EMC WSCA-NASPO Product Discount Matrix of the Cost Proposal-Price Workbook for Band 5 Storage, Discount Structure tab, per the instructions provided in Addendum 5 QA#53. EMC has indicated the "categorized exceptions" in Attachment A of the Cost Proposal-Price Workbook (per Cost Proposal, Requirement 1, PRICE STRUCTURE).

EMC is offering volume pricing based on Cumulative Contract Volume for the life of the contract. EMC will track the Cumulative Contract Volume and will review the levels achieved on a quarterly basis. The pricing level will be adjusted after the end of the quarter to reflect the Cumulative Contract Volume threshold(s) reached during the previous quarter. The discount matrix in Attachment A of the Cost Proposal-Price Workbook for Band 5 Storage describes the discount EMC is offering on each product category and the Cumulative Discount Pricing.

EMC is also offering a transactional discount of an additional 2% off of the total amount of an individual purchase order of $1,000,000 and greater.

Table Item 2 – Price Workbooks

Price Workbooks will be used to evaluate. Responders will be evaluated on the Price Workbook which includes a market basket for each band. For each band proposed, the Responder must complete the Price Workbook which includes several worksheets.

The market basket includes selected configurations, services, peripherals, third party products to fairly evaluate discounted pricing. In evaluation the State reserves the right to:

    a.   Eliminate an item from consideration from all responses.

    b.   Enter the highest price item of all responses received when an item has not been provided by a responder.

    c.   Request additional pricing items for consideration.

    d.   Clarify pricing responses with responder(s).

e. Include options, quantity discounts and/or services for basis of calculating the cost utilized in evaluation.

The Contract Vendor will maintain the discount structure as bid throughout the term of the Master Agreement.

For the purpose of comparing pricing across a standard group of products, the prices provided by the responder in the Price Workbooks will be utilized to calculate cost points. Vendors must use the minimum percentage discount stated from a published or base line price listing for a "quantity one" purchase in the Pricing Workbook.

Minimum specifications are provided in the PriceWorkbook.

Manufacturer specific items may be substituted for the minimum specification if the manufacturer is able to provide an approved equal. The lead state reserves the right to reject any or all responses that are not an approved equal.

FINAL EXCEL PRICE WORKBOOKS WILL BE PUBLISHED VIA AN ADDENDUM.

Addendum 5 provides links to updated Pricing Workbooks.

There are a total of six workbooks:

Band 1: Desktop:

Band 2: Laptop

Band 3: Tablets

Band 4: Server:

Band 5: Storage

Band 6: Ruggedized:

INSTRUCTIONS:

1. Each workbook contains several tabs. Responder is to fill in the yellow highlighted areas. Once filled in the yellow highlight disappears.

2. The workbooks are locked, however there is not a password and responder may revise as needed ensuring they supply yellow highlighted fields.

3. It is understood that different components may make up a total configuration for the market basket item. The responder may provide additional detail to how the discount provided in the market basket was calculated.

The Lead State reserves the right to request additional pricing , if in the best interest of the state or to clarify pricing responses.

EMC Response:

EMC has completed the Price Workbook for Band 5, Storage Addendum 8. EMC understands the Price Workbooks will be used for evaluation purposes. EMC understands the State has the right to:

a. Eliminate an item from consideration from all responses.

b. Enter the highest price item of all responses received when an item has not been provided by a responder.

c. Request additional pricing items for consideration.

d. Clarify pricing responses with responder(s).

e. Include options, quantity discounts and/or services for basis of calculating the cost utilized in evaluation.

EMC will maintain the discount structure provided in the Price Workbook for Band 5, Storage, as proposed, throughout the term of the Master Agreement.

Table Item 3 – Baseline Pricing Verification

BASELINE PRICING VERIFICATION. The responder must designate a Base Line Price e.g. MSRP, education price list in the price workbook. The price list submitted is to be dated: November 15, 2013. Describe how the designated Base Line Price List will be accessed and verified by potential end users, contract administrators, etc. All historic versions of the Baseline Price List must be made available upon request pursuant to the audit provisions. The responder must provide ONE HARD COPY and ONE ELECTRONIC COPY (USB DRIVE OR CD) of the dated Baseline Price List with the response. The dated Baseline Price List provided shall be used for completing the price workbook when "List/MSRP" price is requested.

EMC Response:

EMC's designated Base Line Price List is the same as EMC's MSRP. We have included the MSRP (Base Line Price List) in this Cost Proposal. EMC's MSRP submitted is dated November 15, 2013. The MSRP will be posted on EMC's WSCA-NASPO dedicated website and will be available for verification of potential end users, contract administrators, etc. All historic versions will be made available upon request pursuant to audit provisions. EMC has provided a hard copy and an electronic copy of the MSRP with our response and has utilized said MSRP for completing the price workbook.

Table Item 4 – Minimum Discounts

The Contract Vendor will provide a MINIMUM discount off base line price list for each band with categorized exceptions. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops "Laptop Brand X" at 45% and "Laptop Brand Y" at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The named category exception discounts may be higher or lower than the than the minimum band discount. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line pricing and minimum discounts and categorized exceptions provided.

EMC Response:

EMC has provided in this cost proposal a minimum discount-off MSRP for each band with categorized exceptions in the Band 5, Storage Price Workbook. Please refer to the Band 5: Storage – Discount Structure tab for the minimum discounts-off MSRP for each product category.

The EMC Products and Services Schedule (PSS) is the detail contract price list with the discount-off list applied to MSRP. This discount-off MSRP is provided for a "quantity one" and will remain firm for the life of the contract.

EMC is offering volume discount pricing based on Cumulative Contract Volume for the life of the contract. *Attachment A - EMC WSCA-NASPO Product Discount Matrix* of the Cost Proposal-Price Workbook for Band 5, Storage depicts the Cumulative Contract Volume levels offered.

EMC is also offering a transactional discount of an additional 2% off of the total amount of an individual purchase order of $1,000,000 and greater.

EMC has provided a hard copy and an electronic copy of the MSRP for the WSCA Master Agreement Administrator to use as a baseline for future approval requests for submittals of product additions.

Table Item 5 – Third Party Products

Third party products may be offered as peripherals and options in the Price Workbook. Third Party products will be approved upon finalization of the PSS. Contract Vendors are not able to offer another Contract Vendor's product as a third party without approval. If third party products are offered, a third party product minimum discount will be stated in the price workbook.

EMC Response:

EMC is offering third-party products on this contract. The EMC product category for third-party products is EMC category K. EMC understands that it cannot offer another Contract Vendor's products as a third-party product without approval. EMC has stated a third-party product minimum discount in the price workbook for Band 5, Storage.

Table Item 6 – Refresh Strategy

Describe your recommended refresh strategy for your product line.

EMC Response:

As the leading manufacturer of state-of-the-art storage products, it is EMC's strategy to continually refresh and update the product line. On a monthly basis we eliminate obsolete products and add new products to the EMC product catalog. EMC recommends product refreshes to the WSCA-NASPO PSS on a monthly basis.

Table Item 7 – Maintaining Competitive Pricing

Proposers will provide an initial MINIMUM discount with categorized exceptions off baseline price list for a quantity of one unit. Proposers are to base discounts on the collective volume of potential purchases by the participating entities. Further bulk/quantity savings may be obtained when additional quantities are requested. In order to maintain competitive pricing throughout the full life of the Master Agreement, Contract Vendor and Participating entities must understand it is the expectation to provide competitive pricing at the quantity one level. Additional savings are expected when recompeting the awarded vendors for volume pricing.

EMC Response:

EMC is proposing a minimum discount with categorized exceptions off MSRP for a quantity of one. EMC has taken into account the potential volume of purchases by Participating Entities and is offering highly competitive discounts. EMC is also offering a tiered pricing structure based on Cumulative Contract Volume as depicted in *Attachment A - EMC WSCA-NASPO Product Discount Matrix* of the Cost Proposal-Price Workbook for Band 5, Storage.

Table Item 8 – Products and Services Schedule (PSS)

Responders must submit with their COST proposal a proposed Product and Services Schedule including all the products and services offered within each band for this solicitation. The PSS should be submitted in Excel format. A sample has been provided in the attachments for reference, but is only an example. Other formats are acceptable.

Submission of a product and/or service on the sample PSS does not guarantee that it will automatically be approved as being included in the resulting Master Agreement. The products, services and format for the final PSS will be finalized during negotiations.

EMC Response:

EMC is including the PSS in an Excel format within this sealed Cost Proposal for evaluation purposes. We will provide the PSS, which includes all products and services offered for Band 5 Storage, in a PDF format on the EMC WSCA-NASPO website. EMC understands that the format of the PSS will be finalized during negotiations.

Table Item 9 – Bulk Pricing

Utilize the Price Workbook to provide additional volume based pricing for consideration. These will allow for deeper discounts for per transaction and cumulative volume purchases. Examples of bulk pricing models are included in Section 6. Responders must propose how they will provide deeper discount including, but not limited to:

1. Per Transaction Multiple Unit Discount. Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.

2. Cumulative. Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.

3. Other Discounts   Describe additional discounts available to States or Participating Entities.

EMC Response:

1. Per Transaction Multiple Unit Discount. Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.

EMC is offering a transactional discount of an additional 2% of the total amount for individual purchase orders $1,000,000 and greater.

Table 1.   Volume Discounts

PO Amount	Additional Discount off PO Total
$0 - $999,999	0%
$1,000,000 +	2%

2. Cumulative. Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.

EMC is also offering a tiered pricing structure based on Cumulative Contract Volume as depicted in *Attachment A - EMC WSCA-NASPO Product Discount Matrix* of the Cost Proposal-Price Workbook for Band 5, Storage.

3. Other Discounts   Describe additional discounts available to States or Participating Entities.

Deeper discounts may be made available throughout the life of the Master Agreement based on the circumstances of the individual opportunity. These deeper discounts are in addition to the

Cumulative Contract Volume Discount and the transactional discounts and may be available on a case-by-case basis.

Table Item 10 – Premium Savings Package Program

Contract Vendors are encouraged to participate in the Premium Savings Package (PSP) Program. If intending to participate, propose and describe commitment to offer and maintain deeply discounted standard configurations. Participants in the PSP program will commit to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals, as determined by the Participating Entities. The standards currently are refreshed every six months (May and November). Refresh schedule is subject to change. See current configurations: http://www.wnpsp.com/index.html. States and other Participating Entities can choose to purchase these packages without any signing additional documents.

Contract Vendors may provide Premium Savings & Packages in the bands awarded and comply with the following:

    a.   Provide a WSCA-NASPO Premium Savings Packages-specific SKU for each proposed product. Discount must be provided on Contract Vendor related SKU as well.

    b.   Standard configurations cannot change or be upgraded during the entire refresh period for any reason other than end-of-life issues (e.g., swapping of processor, motherboard, etc. is prohibited).

    c.   Prices offered must be offered at a better than the quantity one Master Agreement discount.

    d.   Pricing increases are generally not allowed unless there is documentation and justification provided.

    e.   Provide marketing plan of the PSP Program including lead with PSP Program and display prominently on websites to market aggressively to all States.

    f.   Submit quarterly usage reports broken out by State to the WSCA-NASPO Premium Savings Packages team lead and to the WSCA-NASPO PC Master Agreement Administrator. Individual reports to each State may also be required. The format for the reports must follow the current WSCA-NASPO PC reporting format.

EMC Response:

EMC is bidding on Band 5, Storage. The Premium Savings & Packages does not apply to Band 5.

Table Item 11 – Promotional Offers

PROMOTIONAL OFFERS: Contract Vendors will be allowed to provide promotions for deeply discounted products based on their inventory and sales. Promotions will also provide increased savings to States and other Participating Entities. The Contract Vendors will be responsible to market these offers. Describe what kind of promotions will be available and how marketing will be conducted.

EMC Response:

From time to time EMC may offer promotions to the general marketplace. These promotions will be available to all WSCA-NASPO customers. Examples of promotions may be bundled solutions, specific product types, introduction to new products, etc. EMC may market these promotions via the EMC WSCA-NASPO website.

Table Item 12 – Prompt Payment Terms

Describe the Prompt Payment Terms (if available) to be offered: 0__% 30;0__% 15/Net 30;0__% 10/Net 30, 0Other (specify): _____

EMC Response:

EMC's standard terms for receiving payment is 0%/Net 30.

Table Item 13 – Added Value

Responders may propose suggestions on improvements and/or alternatives for doing business with your company that will make this contract more cost effective for your company and participating public agencies.

EMC Response:

EMC, at this time, does not have any proposed suggestions on improvement and/or alternatives for doing business that will make this contract more cost effective for EMC or Participating Entities. As a standard practice, EMC continuously seeks improvement for conducting business with all of our customers. We will maintain this standard for the WSCA-NASPO Master Agreement. Should we identify potential improvements that will provide efficiencies for Participating Entities, EMC will notify the WSCA-NASPO Master Agreement Administrator.

Table Item 14 – Trade In

TRADE-IN. The Participating Addendum by each State will identify if and how trade-in or takeback terms will be conducted. If trade in program will be offered, provide pricing.

EMC Response:

EMC may offer Participating Entities a trade-in for individual transactions. The trade-in offer may include both EMC and/or non-EMC equipment. The pricing and details for the trade-in are subject to several factors such as, but not limited to: the quantity, age, type of equipment, circumstances surrounding the current purchase opportunity and the rules and regulations of the Purchasing Entity regarding trade-in.

For any EMC equipment that is not included in a trade-in offer, EMC may offer Participating Entities a take-back offer where they may dispose of their aged EMC assets at no cost to the Participating Entity; EMC will arrange the pick-up and disposal of the equipment upon written surrender of the asset by the Participating Entity.

Table Item 15 – Services

Services are at the option of the Participating Entity. The Participating Addendum by each State will address service agreement terms and related travel. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc.

EMC Response:

EMC understands that services are at the option of the Participating Entity and will work with the Participating Entities to include appropriate terms and pricing in the Participating Addendum. EMC offers services on a time-and-material, firm fixed price and hourly rate basis. Please refer to the EMC WSCA-NASPO PSS, which is included in hardcopy in Binder 2 and electronically on the Cost Proposal CD, for additional pricing detail.

Table Item 16 – Leasing

LEASING. Responders are not required to provide leasing. Individual Participating States and Participating Entities may enter in to lease agreements for the products covered in the Master Agreements resulting from the RFP, if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted. Leasing will be at the option of each participating

addendum. If leasing will be offered, provide rates. Do not submit lease documents or corresponding lease terms as these documents should be addressed in a State's Participating addendum if applicable.

EMC Response:

EMC provides a product leasing option via a third-party leasing entity. In addition, EMC may work with customer-approved leasing programs. The rates for leases vary depending on market rates and the particular equipment being leased. EMC understands that leasing will be at the option of each Participating Entity. Specific lease terms will be negotiated as part of the Participating Addendum process.

COST PROPOSAL PRICE WORKBOOK FOR BAND 5 (BINDER 1)

Price Workbook for Band 5 Storage

EMC Response:

The Cost Proposal Price Workbook for Band 5 is provided on the following 31 pages in the PDF and printed versions.

Please double-click the icon below to open it in Excel within the Word version of this document.

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ragePriceWorkbookV3

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V2

Discount Structure
Page 1 of 31

BAND 5: STORAGE - Discount Structure

Responder Name:

EMC Corporation

Please fill in the yellow cells.

1. BASELINE PRICING

IDENTIFY BASELINE/LIST PRICING UTIILIZED:	MSRP

2. MINIMUM BAND DISCOUNT

PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.
PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	35.00%
ADDITIONAL CATEGORIES	**DISCOUNT**
See Attachment A - EMC WSCA-NASPO Product Discount Matrix.	
(Provided in accordance with Addendum 5 QA # 53)	

3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	30.00%
ADDITIONAL CATEGORIES	**DISCOUNT**
K - EMC Select	30.00%

4: OPTIONAL: LEASE RATES

Provide Current lease rates

Per Table Item #16 of the Cost Proposal: EMC provides a third-party leasing entity option to allow customers to lease products. EMC also may work with customer-approved leasing programs. The rates for leases vary depending on market rates and the particular equipment being leased. EMC understands that leasing will be at the option of each Participating Entity. Specific lease terms will be negotiated as part of the Participating Addendum process.

Band 5   **MN WSCA-NASPO**   **Volume Discounts**
STORAGE   **COMPUTER EQUIPMENT**   **Page 2 of 31**
COST PROPOSAL-PRICE WORKBOOK V3

BAND 5: STORAGE - Volume Discounts

Responder Name:

EMC Corporation

Please fill in the yellow cells.

Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)

1. Per Transaction Multiple Unit Discount

Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.

EMC is offering a transactional discount of an additional 2% of the total amount of an individual purchase order of a $1,000,000 and greater.

2. Cumulative

Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.

See Attachment A - EMC WSCA-NASPO Product Discount Matrix.

3. Other Discounts

Describe additional discounts available.

N/A

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

Equipment Pricing
Page 3 of 31

BAND 5: STORAGE - Market Basket Pricing

Responder Name:

EMC Corporation

Market Basket Pricing is used for EVALUATION PURPOSES ONLY.

Please fill in the yellow cells.

Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER
PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	*STB-1*	*1*	*ABC123*	*Acme Coyote III*	$ 1,000.00	75.00%	$ 250.00
Storage	ST1B-1	1	Bundle of items VNXB54DP25F, Qty - 1; V-V4-2S0701, Qty - 1; VSPBMXGI2TWA, Qty - 1; VNXBOECAPTB, Qty - 3; UNISB-VNX5400, Qty - 1; and Maintenance for VNXBOECAPTD, Qty - 1@$1,397. Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.	STORAGE 1	$ 28,905.00	24.74%	$ 21,752.92
Storage	ST2B-1	1	Bundle of items VNXB58DP25F, Qty - 1; V-V4-290010, Qty - 1; V4-2S07-010, Qty - 5; VSPBMXGI2CUA, Qty - 1; VNXBOECAPTB, Qty - 5; VNXBOEPERFTB, Qty - 3; UNISB-VNX5800, Qty - 1; and Enhanced Maintenance for SKU# UNISB-VNX5800, Qty - 1@$5,172. Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.	STORAGE 2	$ 84,865.00	24.42%	$ 64,144.79
						Total	$ 85,897.71

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

Equipment Pricing
Page 4 of 31

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
			OPTIONS/UPGRADES/PERIPHERALS				
OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS							
Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	ST10-1	1	The STORAGE1 SKU has open and available disk slots for capacity expansion. Upgrade to 12.0TB raw capacity from the base 4.0TB raw capacity in STORAGE1 SKU bundle would require eight (8) 1TB drives to be added and inserted into the open and available disk slots, along with the appropriate software capacity tier licensing for the operating system. Qty 8 - V4-2S07-010U and Qty 8 - VNXBOECAPTBU Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.	Upgrade to 12TB Installed Raw Capacity	$ 12,400.00	26.00%	$ 9,176.00

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

Equipment Pricing
Page 5 of 31

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Option	ST2O-1	1	The STORAGE2 SKU has open and available disk slots for capacity expansion. Upgrade to 16.0TB raw capacity from the base 8.0TB raw capacity in STORAGE1 SKU bundle would require eight (8) 1TB drives to be added and inserted into the open and available disk slots, along with the appropriate software capacity tier licensing for the operating system. Qty 8 - V4-2S07-010U and Qty 8 - VNXBOECAPTBU Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.	Upgrade to 16TB Installed Raw Capacity	$ 12,400.00	26.00%	$ 9,176.00
Peripheral	ST1P-1	1	Manufacturer provides no offer.	Color Printer	$ -	0.00%	$ -
Peripheral	ST1P-2	1	Manufacturer provides no offer.	Black & White Printer	$ -	0.00%	$ -
Peripheral	ST1P-3	1	Manufacturer provides no offer.	19" Monitor	$ -	0.00%	$ -
Peripheral	ST1P-4	1	Manufacturer provides no offer.	24" Monitor	$ -	0.00%	$ -
						Total	$ 18,352.00

VOLUME DISCOUNTS	
Calculate price for 10 units based on volume discount provided for ST2B-1	$ 641,447.86
Calculate price for 100 units based on volume discount provided for ST2B-1	$ 6,286,189.02
Calculate price for 1000 units based on volume discount provided for ST2B-1	$ 62,861,890.21

Band 5   **MN WSCA-NASPO**   **Services Pricing**
STORAGE   **COMPUTER EQUIPMENT**   **Page 6 of 31**
COST PROPOSAL-PRICE WORKBOOK V3

BAND 5: STORAGE - Market Basket Pricing

Responder Name:

EMC Corporation

Please fill in the yellow cells.

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

SERVICES

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
STS-1	1	Warranty Upgrade-2 yr	Hardware Warranty Included for 3-years; Software Warranty - 0% Discount off MSRP
STS-2	1	Warranty Upgrade-3 yr	Hardware Warranty Included for 3-years; Software Warranty - 0% Discount off MSRP
STS-3	1	Warranty Upgrade-AD	No Offer per Addendum 5 QA#66, 67, 68.
STS-4	1	Break Fix - Non Warranty	$236.18/hour - Customer Engineer
STS-5	1	Image Loading	No Offer per Addendum 5 QA#66, 67, 68.
STS-6	1	Image Consulting	No Offer per Addendum 5 QA#66, 67, 68.
STS-7	1	Asset Tagging	No Offer per Addendum 5 QA#66, 67, 68.
STS-8	1	Installation	2% Discount off fixed-price services MSRP (per items listed in PSS)
STS-9	1	General Consulting	$213.64/hour - Associate Consultant
STS-10	1	Training	2% Discount off fixed-price training MSRP (per items listed in PSS)
STS-11	1	Staging/Deployment	No Offer per Addendum 5 QA#66, 67, 68.

Band 5 **STORAGE**

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 7 of 31

BAND 5: STORAGE - Market Basket Specs

Responder Name:

EMC Corporation

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.

Please fill in the yellow cells.

Base Equipment (Hardware)

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST1B-1	**STORAGE 1 SKU:**	Bundle of items VNXB54DP25F, Qty - 1; V-V4-2S0701, Qty - 1; VSPBMXGI2TWA, Qty - 1; VNXBOECAPTB, Qty - 3; UNISB-VNX5400, Qty - 1; and Maintenance for VNXBOECAPTD, Qty - 1@$1,397. Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.	**STORAGE 1 LIST PRICE:**	$28,905

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 8 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Architecture	Specify	The EMC VNX family is a modular architecture that integrates hardware components for block, file and object with concurrent support for native NAS, iSCSI, Fibre Channel, and FCoE protocols. The series delivers file (NAS) functionality via two-to-eight X-blade data movers and block (iSCSI, FCoE, and FC) storage via dual storage processors leveraging full 6Gb SAS disk drive topology. The unified configurations includes a disk processor enclosure (holds disk drives) or storage processor enclosure (requires disk drive tray) plus standby power system to deliver block protocols, one or more data mover enclosures to deliver file protocols (optional), and a control station (optional), in addition to the expansion disk shelves to reach maximum supported storage capacity.	Note - this item is a description of the array family architecture which is represented in the "controller type" configuration item SKU# VNXB54DP25F below
	Raw Disk Capacity - Base	4 TB	Yes, the manufacturer's proposal satisfies the minimum of 4TB raw capacity. The STORAGE 1 SKU bundle proposed is model EMC VNX5400 and includes 4.0TB raw capacity installed, comprised of four (4) x 1TB SATA drives.	Qty 1 - V-V4-2S0701

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 9 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Effective Capacity - Maximum	128 TB	Yes, the manufacturer's proposal satisfies the minimum of supporting at least 128TB raw capacity at full capacity. The STORAGE 1 SKU bundle proposed is model EMC VNX5400 which supports up to 750GB of raw capacity.	Note - this item is a declaration of the array's maximum capacity which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below
	Maximum Cache	32 GB	Yes, the manufacturer's proposal satisfies the minimum 32GB of Cache. The STORAGE 1 SKU bundle proposed is model EMC VNX5400 which includes 32GB of on-board DRAM cache.	Note - this item is a declaration of the array's maximum cache which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below.
	Minimum number of Drives	4	Yes, the manufacturer's proposal satisfies four (4) as the minimum number of drives. The STORAGE 1 SKU bundle proposed is model EMC VNX5400 which requires four (4) drives at a minimum and can scale to two-hundred-fifty (250) drives at full capacity.	Note - this item is a declaration of the array's minimum number of drives allowable which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below.
	Raid Options	1, 3, 5, 10	Yes, the manufacturer's proposal supports RAID Options 1, 3, 5, and 10. EMC VNX series arrays support RAID 1, 3, 5, and 10 , as well as RAID 0 and RAID 6 options, all simultaneously in the same solution. The STORAGE1 SKU bundle proposed utilizes RAID5 for the base disk storage included.	Note - this item is a declaration of the array's available RAID options which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below.
	Back end disk channel interface	SAS	Yes, the manufacturer's proposal satisfies a SAS back-end disk channel interface. The STORAGE1 SKU bundle proposed is model EMC VNX5400 which utilizes a 6 Gb/s SAS back-end disk interface to all drives.	Note - this item is a declaration of the array's back end disk channel interface which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 10 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Drive Types Supported	SATA , SAS	Yes, the manufacturer's proposal satisfies support for both SATA and SAS drive types, as well as Enterprise Flash Drives (EFD). The STORAGE1 SKU bundle proposed is model EMC VNX5400 and includes four (4) SATA drives.	Note - this item is a declaration of the array's drive types supported which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below.
	Sdrives Supported - fully expanded	60	Yes, the manufacturer's proposal satifies support for up to 60 drives in a fully expanded system. The STORAGE1 SKU bundle proposed is model EMC VNX5400 and supports up to 250 drives.	Note - this item is a declaration of the array's maximum number of drives supported which is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F below.
	Shelves	1 shelf	Yes, the manufacturer's proposal satisfies support for one (1) shelf. The STORAGE1 SKU bundle proposed is model EMC VNX5400 which utilizes a single (1) shelf enclosure for the storage controllers and first 25 drives.	Note - the single shelf is represented by the "controller type" configuration item SKU# VNXB54DP25F below.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 11 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Protocol Support	TCP/IP	Yes, the manufacturer's proposal satisfies support for TCP/IP Protocol. The STORAGE1 SKU bundle proposed is model EMC VNX5400 which utilizes the VNX operating system capable of supporting TCP/IP protocol as well as Address Resolution Protocol (ARP), Block Protocols: iSCSI; Fibre Channel (FCP SCSI-3); and FCoE, File Protocols: NFSv2, v3 and v4; CIFS (SMB 1 and SMB 2); FTP (including SFTP and FTPs), Internet Control Message Protocol (ICMP), Lightweight Directory Access Protocol (LDAP), Network Data Management Protocol (NDMP) v1-v4, Network Information Service (NIS) Client, Network Time Protocol (NTP) Client, Routing Information Protocol (RIP) v1-v2, Simple Network Management Protocol V1-V3 (SNMP), and Simple Network Time Protocol (SNTP).	Qty 1 - UNISB-VNX5400

and

Qty 3 - VNXBOECAPTB |
| ST1B-1 | Chassis - rack mount rails | Yes | Yes, the manufacturer's proposal supports rack mount rails for the array Chassis. All EMC VNX series arrays are available with an optional EMC rack or with rail kits for mounting into standard 19 inch rack. The STORAGE1 SKU bundle proposed is an EMC VNX5400 and includes rack mount rails for installation into customer-supplied rack. | Note - the rack mount rails for each component in the STORAGE1 SKU bundle proposed are included in the "controller type" configuration item SKU# VNXB54DP25F below. |

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 12 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Controller type	*Specify*	EMC VNX series utilizes a dual controller architecture with built-in disk storage support in a single enclosure, with optional disk shelf expansion capabilities. Current generation VNX series array controllers utilize Intel Xeon E5-2600 4-core, 6-core, and 8-core processors with up to 256GB of cache memory (depending on model). The STORAGE 1 SKU bundle proposed is a VNX5400 utilizing two (2) Intel Xeon E5-2600 4-core processors.	Qty 1 - VNXB54DP25F
	Controller Host Interface - speed and number of ports	*Specify Speed and Number*	Current EMC VNX series is based on I/O flex module architecture which can be custom configured to support up to eighty-eight (88) ports (depending on interface type) of either 2/4/8 Gb/s Fiber Channel, 1 GBaseT iSCSI, Fiber Channel over Ethernet (FCoE), 10 GbE, or any combination for concurrent SAN and/or NAS connectivity. The STORAGE1 SKU bundle proposed is a VNX5400 equipped with an expansion IO card with four (4) 10GBaseT capable of 10Gb/s ethernet for host iSCSI (TCP/IP protocol) connectivity.	Qty 1 - VSPBMXGI2TWA

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 13 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Controllers - Dual Controller Support	*Yes or No*	**Yes, the manufacturer's proposal supports dual controller architecture. All EMC VNX series arrays utilize dual controller architecture. The STORAGE1 SKU bundle proposed is an EMC VNX5400 and includes two controllers in the disk processor enclosure.**	**Note - dual controller support is included in the "controller type" configuration item SKU# VNXB54DP25F above.**
	Storage Replication Support	*Specify*	**EMC VNX series arrays support local replication for file system snaps and local block storage replication using snaps or clones. VNX series arrays support continuous data protection for DVR-like recovery of block storage for both local and remote replication. VNX series arrays support integrated WAN deduplication and bandwidth reduction and granular file system level replication and recovery for remote replication.**	**Note - storage replication support options are available as upgrades to the STORAGE1 SKU bundle proposed.**
	Chassis - Height (U)	*Specify height (U)*	**EMC VNX Series arrays are modular in design using a disk processor enclosure for storage controllers and the first 25 drives and adding additional disk array enclosures for increased capacity. The STORAGE1 SKU bundle proposed is a VNX5400 totalling 3U of rack space.**	**Note - the chassis height of the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.**
	Chassis - Rack Hole Type	*Specify round or square*	VNX Series arrays utilize round rack holes and requires no additional hardware for mounting into customer racks.	Note - the rack hole type in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.

Band 5   **MN WSCA-NASPO**   **SPECS - Item 1**
STORAGE   **COMPUTER EQUIPMENT**   **Page 14 of 31**
COST PROPOSAL-PRICE WORKBOOK V3

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Power single phase standard	*Specify*	Yes, all EMC VNX series arrays utilize single phase power.	Note - the power type in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.
	Power - Three Phase availability	*Yes or no*	No, the manufacturer's proposal is for a VNX5400 which supports single-phase power only. However, EMC VMAX arrays, EMC enterprise class storage array family, do support both single- and three-phase power.	Note - the power type in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.
	Power - Redundancy	*Yes or no*	**Yes, all EMC VNX series arrays are available with redundant power via two power rails with each component connected to each power subsystem.**	**Note - the power redundancy in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.**
	Power Type	*Specify*	VNX series arrays utilize single-phase power using an IEC320-C14 appliance coupler per power zone.	Note - the power type in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.
	Power - BTU Rating	*Specify*	The EMC VNX5400 model includes a Service Processor Enclosure with maximum heat dissipation of 3.01 x 10^6 j/hr (2,850 BTU/hr). The STORAGE1 SKU bundle proposed has a total heat dissipation of 1,800 BTU/hr at operating maximum.	Note - the power BTU rating in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.
	Power - Amps/Voltage	*Specify*	The EMC VNX5400 model includes a Service Processor Enclosure with a maximum AC line current of 4.3A 200Vac. The STORAGE1 SKU bundle proposed has a peak inrush current of 30A with input voltage ~ 208.	Note - the power Amps/Voltage in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 15 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Power - Watts	*Specify*	The EMC VNX5400 model includes a Service Processor Enclosure with a maximum power consumption of 860VA (835W). The STORAGE1 SKU bundle proposed consumes 0.56kVA of power.	Note - the power watts in the STORAGE1 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB54DP25F above.
	Warranty on above hardware and software	**Manufacturer Warranty - Minimum one year**	**Yes, the manufacturer's proposal satisfies the minimum of one year hardware and software warranty support. All EMC VNX series arrays include three (3) years of hardware and ninety (90) days of software warranty support at no additional cost. The STORAGE1 SKU bundle proposed includes an upgrade for one (1) full year of software warranty support along with the included three (3) years of hardware warranty support.**	**Three (3) years of hardware warranty support included with the purchase of hardware.** **One (1) year of software warranty support added with qty - 1 of Maintenance for SKU# UNISB-VNX5400 with list price of $1,397.**

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 1
Page 16 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST10-1	**Upgrade to 12TB Installed Raw Capacity**	**Provide description and SKU**	**The STORAGE1 SKU has open and available disk slots for capacity expansion. Upgrade to 12.0TB raw capacity from the base 4.0TB raw capacity in STORAGE1 SKU bundle would require eight (8) 1TB drives to be added and inserted into the open and available disk slots, along with the appropriate software capacity tier licensing for the operating system.** **Qty 8 - V4-2S07-010U** **and** **Qty 8 - VNXBOECAPTBU** **Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.**	**$12,400.00**

Band 5   **MN WSCA-NASPO**   **SPECS - Item 2**
STORAGE   **COMPUTER EQUIPMENT**   **Page 17 of 31**
COST PROPOSAL-PRICE WORKBOOK V3

BAND 5: STORAGE - Market Basket Specs				
Responder Name:				
EMC Corporation				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.				
Please fill in the yellow cells.				
Base Equipment (Hardware)				
ST2B-1	**STORAGE 2 SKU:**	Bundle of items VNXB58DP25F, Qty - 1; V-V4-290010, Qty - 1; V4-2S07-010, Qty - 5; VSPBMXGI2CUA, Qty - 1; VNXBOECAPTB, Qty - 5; VNXBOEPERFTB, Qty - 3; UNISB-VNX5800, Qty - 1; and Enhanced Maintenance for SKU# UNISB-VNX5800, Qty - 1@$5,172. Refer to Attachment B of the Band 5 Storage Price Workbook for the	**STORAGE 2 LIST PRICE:**	$ 84,865.00
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Manufacturer SKU #**

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Architecture	Specify	The EMC VNX family is a modular architecture that integrates hardware components for block, file and object with concurrent support for native NAS, iSCSI, Fibre Channel, and FCoE protocols. The series delivers file (NAS) functionality via two-to-eight X-blade data movers and block (iSCSI, FCoE, and FC) storage via dual storage processors leveraging full 6Gb SAS disk drive topology. The unified configurations includes a disk processor enclosure (holds disk drives) or storage processor enclosure (requires disk drive tray) plus standby power system to deliver block protocols, one or more data mover enclosures to deliver file protocols (optional), and a control station (optional), in addition to the expansion disk shelves to reach maximum supported storage capacity.	Note - this item is a description of the array family architecture which is represented in the "controller type" configuration item SKU# VNXB58DP25F below.
	Raw Disk Capacity - Base	8 TB	Yes, the manufacturer's proposal satisfies the minimum of 8TB raw capacity. The STORAGE 2 SKU bundle proposed is model EMC VNX5800 and includes 8.6TB raw capacity installed, comprised of four (4) x 900GB SAS drives and five (5) 1TB SATA drives.	Qty 1 - V-V4-290010 and Qty 5 - V4-2S07-010

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 19 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Effective Capacity - Maximum	256 TB	Yes, the manufacturer's proposal satisfies the minimum of supporting at least 256TB raw capacity at full capacity. The STORAGE 2 SKU bundle proposed is model EMC VNX5800 which supports up to 1,500TB of raw capacity.	Note - this item is a declaration of the array's maximum capacity which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below.
	Maximum Cache	64 GB	Yes, the manufacturer's proposal satisfies the minimum 64GB of Cache. The STORAGE 2 SKU bundle proposed is model EMC VNX5800 which includes 64GB of on-board DRAM cache.	Note - this item is a declaration of the array's maximum cache which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below
	Minimum number of Drives	8	Yes, the manufacturer's proposal satisfies eight (8) as the minimum number of drives. The STORAGE 2 SKU bundle proposed is model EMC VNX5800 which requires four (4) drives at a minimum and can scale to seven-hundred-fifty (750) drives at full capacity. The STORAGE 2 SKU bundle proposed includes nine (9) drives.	Note - this item is a declaration of the array's minimum number of drives allowable which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below
	Raid Options	1, 3, 5, 10	Yes, the manufacturer's proposal supports RAID Options 1, 3, 5, and 10. EMC VNX series arrays support RAID 1, 3, 5, and 10 , as well as RAID 0 and RAID 6 options, all simultaneously in the same solution. The STORAGE2 SKU bundle proposed utilizes RAID5 for the base disk storage included.	Note - this item is a declaration of the array's available RAID options which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 20 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Back end disk channel interface	SAS	Yes, the manufacturer's proposal satisfies a SAS back-end disk channel interface. The STORAGE2 SKU bundle proposed is model EMC VNX5800 which utilizes a 6 Gb/s SAS back-end disk interface to all drives.	Note - this item is a declaration of the array's back- end disk channel interface which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below
	Drive Types Supported	SATA , SAS	Yes, the manufacturer's proposal satisfies support for both SATA and SAS drive types, as well as Enterprise Flash Drives (EFD). The STORAGE2 SKU bundle proposed is model EMC VNX5800 and includes four (4) SAS drives and five (5) SATA drives.	Note - this item is a declaration of the array's drive types supported which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below
	Sdrives Supported - fully expanded	60	Yes, the manufacturer's proposal satifies support for up to 60 drives in a fully expanded system. The STORAGE2 SKU bundle proposed is model EMC VNX5800 and supports up to 750 drives.	Note - this item is a declaration of the array's maximum number of drives supported which is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F below
	Shelves	1 shelf	Yes, the manufacturer's proposal satisfies support for one (1) shelf. The STORAGE2 SKU bundle proposed is model EMC VNX5800 which utilizes a single (1) shelf enclosure for the storage controllers and first 25 drives.	Note - the single shelf is represented by the "controller type" configuration item SKU# VNXB58DP25F below

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Protocol Support	TCP/IP	Yes, the manufacturer's proposal satisfies support for TCP/IP Protocol. The STORAGE2 SKU bundle proposed is model EMC VNX5800 which utilizes the VNX operating system capable of supporting TCP/IP protocol as well as Address Resolution Protocol (ARP), Block Protocols: iSCSI; Fibre Channel (FCP SCSI-3); and FCoE, File Protocols: NFSv2, v3 and v4; CIFS (SMB 1 and SMB 2); FTP (including SFTP and FTPs), Internet Control Message Protocol (ICMP), Lightweight Directory Access Protocol (LDAP), Network Data Management Protocol (NDMP) v1-v4, Network Information Service (NIS) Client, Network Time Protocol (NTP) Client, Routing Information Protocol (RIP) v1-v2, Simple Network Management Protocol V1-V3 (SNMP), and Simple Network Time Protocol (SNTP).	Qty 1 - UNISB-VNX5800 and Qty 3 - VNXBOEPERFTB and Qty 5 - VNXBOECAPTB
ST2B-1	Chassis - rack mount rails	Yes	Yes, the manufacturer's proposal supports rack mount rails for the array Chassis. All EMC VNX series arrays are available with an optional EMC rack or with rail kits for mounting into standard 19 inch rack. The STORAGE2 SKU bundle proposed is an EMC VNX5800 and includes rack mount rails for installation into customer- owned rack.	Note - the rack mount rails for each component in the STORAGE2 SKU bundle proposed are included in the "controller type" configuration item SKU# VNXB58DP25F below.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 22 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Controller type	*Specify*	EMC VNX series utilizes a dual controller architecture with built-in disk storage support in a single enclosure, with optional disk shelf expansion capabilities. Current generation VNX series array controllers utilize Intel Xeon E5-2600 4-core, 6-core, and 8-core processors with up to 256GB of cache memory (depending on model). The STORAGE2 SKU bundle proposed is a VNX5800 utilizing two (2) Intel Xeon E5-2600 6-core processors.	Qty 1 - VNXB58DP25F
	Controller Host Interface - speed and number of ports	*Specify Speed and Number*	Current EMC VNX series is based on I/O flex module architecture which can be custom configured to support up to eighty-eight (88) ports (depending on interface type) of either 2/4/8 Gb/s Fiber Channel, 1 GBaseT iSCSI, Fiber Channel over Ethernet (FCoE), 10 GbE, or any conbination for concurrent SAN and/or NAS connectivity. The STORAGE2 SKU bundle proposed is a VNX5800 equipped with an expansion IO card with four (4) 10GBaseT capable of 10Gb/s ethernet for host iSCSI (TCP/IP protocol) connectivity.	Qty 1 - VSPBMXGI2CUA

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 23 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Controllers - Dual Controller Support	*Yes or No*	**Yes, the manufacturer's proposal supports dual controller architecture. All EMC VNX series arrays utilize dual controller architecture. The STORAGE2 SKU bundle proposed is an EMC VNX5800 and includes two controllers in the disk processor enclosure.**	**Note - dual controller support is included in the "controller type" configuration item SKU# VNXB58DP25F above**
	Storage Replication Support	*Specify*	**EMC VNX series arrays support local replication for file system snaps and local block storage replication using snaps or clones. VNX series arrays support continuous data protection for DVR-like recovery of block storage for both local and remote replication. VNX series arrays support integrated WAN deduplication and bandwidth reduction and granular file system level replication and recovery for remote replication.**	**Note - storage replication support options are available as upgrades to the STORAGE2 SKU bundle proposed.**
	Chassis - Height (U)	*Specify height (U)*	**EMC VNX Series arrays are modular in design using a disk processor enclosure for storage controllers and the first 25 drives and adding additional disk array enclosure for increased capacity. The SSTORAGE2 SKU bundle proposed is a VNX5800 totalling 7U of rack space.**	**Note - the chassis height of the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.**
	Chassis - Rack Hole Type	*Specify round or square*	VNX Series arrays utilize round rack holes and requires no additional hardware for mounting into customer racks.	Note - the rack hole type in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 24 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Power single phase standard	*Specify*	Yes, all EMC VNX series arrays utilize single-phase power.	Note - the power type in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.
	Power - Three Phase availability	*Yes or no*	No, the manufacturer's proposal is for a VNX5800 which supports single-phase power only. However, EMC VMAX arrays, EMC enterprise class storage array family, do support both single- and three-phase power.	Note - the power type in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.
	Power - Redundancy	*Yes or no*	**Yes, all EMC VNX series arrays are available with redundant power via two power rails with each component connected to each power subsystem.**	**Note - the power redundancy in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.**
	Power Type	*Specify*	VNX series arrays utilize single-phase power using an IEC320-C14 appliance coupler per power zone.	Note - the power type in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.
	Power - BTU Rating	*Specify*	The EMC VNX5800 model includes a Service Processor Enclosure with maximum heat dissipation of 3.04 x 10^6 j/hr (2,890 BTU/hr). The STORAGE2 SKU bundle proposed has a total heat dissipation of 1,700 BTU/hr at operating maximum.	Note - the power BTU rating in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.
	Power - Amps/Voltage	*Specify*	The EMC VNX5800 model includes a Service Processor Enclosure with a maximum AC line current of 4.4A at 200Vac. The STORAGE2 SKU bundle proposed has a peak inrush current of 30A with input voltage ~ 208.	Note - the power Amps/Voltage in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 25 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
	Power - Watts	*Specify*	The EMC VNX5800 model includes a Service Processor Enclosure with a maximum power consumption of 870VA (845W). The STORAGE2 SKU bundle proposed consumes 0.54kVA of power.	Note - the power watts in the STORAGE2 SKU bundle proposed is a characteristic of the "controller type" configuration item SKU# VNXB58DP25F above.
	Warranty on above hardware and software	**Manufacturer Warranty - Minimum one year**	**Yes, the manufacturer's proposal satisfies the minimum of one year hardware and software warranty support. All EMC VNX series arrays include three (3) years of hardware and ninety (90) days of software warranty support at no additional cost. The STORAGE2 SKU bundle proposed includes an upgrade for one (1) full year of software warranty support along with the included three (3) years of hardware warranty support.**	**Three (3) years of hardware warranty support included with the purchase of hardware.** **One (1) year of software warranty support added with qty - 1 of generic SKU# M-ENHSW-001 with list price of $5,172.**

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Item 2
Page 26 of 31

Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST2O-1	**Upgrade to 16TB Installed Raw Capacity**	**Provide description and SKU**	**The STORAGE2 SKU has open and available disk slots for capacity expansion. Upgrade to 16.0TB raw capacity from the base 8.0TB raw capacity in STORAGE1 SKU bundle would require eight (8) 1TB drives to be added and inserted into the open and available disk slots, along with the appropriate software capacity tier licensing for the operating system.** **Qty 8 - V4-2S07-010U** **and** **Qty 8 - VNXBOECAPTBU** **Refer to Attachment B of the Band 5 Storage Price Workbook for the detail cost breakout of this configuration.**	**$12,400.00**

PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

EMC Corporation

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum* , please provide the offered specification in either instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

BLACK & WHITE PRINTER

ST1P-1	**PERIPHERAL 1 SKU:**	Manufacturer provides no offer.	**PERIPHERAL 1 LIST PRICE:**	$ -
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Mfg SKU#**
	Manufacturer Base Model Name	*Specify the base model name*	Manufacturer provides no offer.	Not applicable.
	Manufacturer Base Model #	*Specify the base model number*	Manufacturer provides no offer.	Not applicable.
	Print speed (ppm)	**20**	Manufacturer provides no offer.	Not applicable.
	Minimum recommended print volume	**250 pages per month**	Manufacturer provides no offer.	Not applicable.
	Network Connection	**Yes**	Manufacturer provides no offer.	Not applicable.
ST1P-1	**Two sided printing**	**Automatic**	Manufacturer provides no offer.	Not applicable.
	Memory	**32 MB**	Manufacturer provides no offer.	Not applicable.
	Print resolution	**600dpi**	Manufacturer provides no offer.	Not applicable.
	Paper size	**Letter**	Manufacturer provides no offer.	Not applicable.
	Paper trays	**250 sheets**	Manufacturer provides no offer.	Not applicable.
	Energy Star compliance (verified at www.energystar.gov)	**Yes**	Manufacturer provides no offer.	Not applicable.
	Warranty	**minimum one (1) year warranty**	Manufacturer provides no offer.	Not applicable.

COLOR PRINTER

ST1P-2	**PERIPHERAL 2 SKU:**	Manufacturer provides no offer.	**PERIPHERAL 2 LIST PRICE:**	$ -
Spec #	**Configuration**	**Minimum Requirements**	**Manufacturer's Proposal**	**Mfg SKU#**
	Manufacturer Base Model Name	*Specify the base model name*	Manufacturer provides no offer.	Not applicable.
	Manufacturer Base Model #	*Specify the base model number*	Manufacturer provides no offer.	Not applicable.
	Print speed (ppm)	**20**	Manufacturer provides no offer.	Not applicable.
	Minimum recommended print volume	**250 pages per month**	Manufacturer provides no offer.	Not applicable.
	Network Connection	**Yes**	Manufacturer provides no offer.	Not applicable.
ST1P-2	**Two sided printing**	**Automatic**	Manufacturer provides no offer.	Not applicable.
	Memory	**128 MB**	Manufacturer provides no offer.	Not applicable.
	Print resolution	**600dpi**	Manufacturer provides no offer.	Not applicable.
	Paper size	**Letter**	Manufacturer provides no offer.	Not applicable.
	Paper trays	**250 sheets**	Manufacturer provides no offer.	Not applicable.
	Energy Star compliance (verified at www.energystar.gov)	**Yes**	Manufacturer provides no offer.	Not applicable.
	Warranty	**minimum one (1) year warranty**	Manufacturer provides no offer.	Not applicable.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Periph 3&4
Page 28 of 31

PERIPHERALS 3 & 4 - Market Basket Specs

Responder Name:

EMC Corporation

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Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

19" Monitor

ST1P-3	PERIPHERAL 3 SKU:	Manufacturer provides no offer.	PERIPHERAL 3 LIST PRICE:	$ -
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
ST1P-3	Manufacturer Name	Specify manufacturer	Manufacturer provides no offer.	Not applicable.
	Manufacturer Base Model Name	Specify the base model name	Manufacturer provides no offer.	Not applicable.
	Manufacturer Base Model #	Specify the base model number	Manufacturer provides no offer.	Not applicable.
	Screen size (diagonal measure)	19 inches	Manufacturer provides no offer.	Not applicable.
	Format	Wide-Format, WSXGA compatible	Manufacturer provides no offer.	Not applicable.
	Resolution	1440 x 900	Manufacturer provides no offer.	Not applicable.
	Brightness	250 Nits / cd/m2	Manufacturer provides no offer.	Not applicable.
	Contrast	400 to 1	Manufacturer provides no offer.	Not applicable.
	Response Time	8 ms	Manufacturer provides no offer.	Not applicable.
	Pixel Policy	ISO-13406-2	Manufacturer provides no offer.	Not applicable.
	VGA interface	VGA interface required	Manufacturer provides no offer.	Not applicable.
	DVI interface	DVI interface required	Manufacturer provides no offer.	Not applicable.
	Display Port (DP) Interface	include DP interface	Manufacturer provides no offer.	Not applicable.
	Cables	include DVI cable	Manufacturer provides no offer.	Not applicable.
	Warranty	minimum one (1) year warranty	Manufacturer provides no offer.	Not applicable.
	Mounting Hole Pattern	VESA Compliant	Manufacturer provides no offer.	Not applicable.
	Stand	Height-adjustable stand	Manufacturer provides no offer.	Not applicable.
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Manufacturer provides no offer.	Not applicable.
	Security lock slot	Specify whether monitor has security lock slot	Manufacturer provides no offer.	Not applicable.
	EPEAT	EPEAT BRONZE level	Manufacturer provides no offer.	Not applicable.
	Environmental	Specify whether monitor is RoHS compliant	Manufacturer provides no offer.	Not applicable.

24" MONITOR

ST1P-4	PERIPHERAL 4 SKU:	Manufacturer provides no offer.	PERIPHERAL 4 LIST PRICE:	$ -
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
ST1P-4	Manufacturer Name	Specify manufacturer	Manufacturer provides no offer.	Not applicable.
	Manufacturer Base Model Name	Specify the base model name	Manufacturer provides no offer.	Not applicable.
	Manufacturer Base Model #	Specify the base model number	Manufacturer provides no offer.	Not applicable.
	Screen size (diagonal measure)	24 inches	Manufacturer provides no offer.	Not applicable.
	Format	Wide-Format, WSXGA compatible	Manufacturer provides no offer.	Not applicable.
	Resolution	1920 x 1080	Manufacturer provides no offer.	Not applicable.
	Brightness	250 Nits / cd/m2	Manufacturer provides no offer.	Not applicable.
	Contrast	400 to 1	Manufacturer provides no offer.	Not applicable.
	Response Time	8 ms	Manufacturer provides no offer.	Not applicable.
	Pixel Policy	ISO-13406-2	Manufacturer provides no offer.	Not applicable.
	VGA interface	Specify whether VGA interface is included	Manufacturer provides no offer.	Not applicable.
	DVI interface	DVI interface required	Manufacturer provides no offer.	Not applicable.
	Display Port (DP) Interface	Specify whether DP interface is included	Manufacturer provides no offer.	Not applicable.
	Cables	Specify whether DVI cable is included	Manufacturer provides no offer.	Not applicable.
	Warranty	minimum one (1) year warranty	Manufacturer provides no offer.	Not applicable.
	Mounting Hole Pattern	VESA Compliant	Manufacturer provides no offer.	Not applicable.
	Stand	Height-adjustable stand	Manufacturer provides no offer.	Not applicable.
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Manufacturer provides no offer.	Not applicable.
	Security lock slot	Specify whether monitor has security lock slot	Manufacturer provides no offer.	Not applicable.
	EPEAT	EPEAT BRONZE level	Manufacturer provides no offer.	Not applicable.
	Environmental	Specify whether monitor is RoHS compliant	Manufacturer provides no offer.	Not applicable.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Services
Page 29 of 31

BAND 5: STORAGE - SERVICES - Market Basket Specs

Responder Name:

EMC Corporation

Please fill in the yellow cells.

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Storage 1	STORAGE1 SKU includes three (3) years of HW warranty in the base cost of the system. Software warranty can be purchased at the time of initial system purchase or it can be invoiced each year in operation. The STORAGE1 SKU proposed includes one year of software warranty at a list price of $1,397; an additional 2nd year of warranty can be added at this same annual rate.	Enhanced Maintenance for VNXBOECAPTD, Qty - 1
ST1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Storage 1	STORAGE1 SKU includes three (3) years of HW warranty in the base cost of the system. Software warranty can be purchased at the time of initial system purchase or it can be invoiced each year in operation. The STORAGE1 SKU proposed includes one year of software warranty at a list price of $1,397; an additional 2nd and 3rd year of warranty can be added at this same annual rate.	Enhanced Maintenance for VNXBOECAPTD, Qty - 1
ST1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Storage 1	Not applicable. Vendor does not offer accidental damage on Storage arrays.	No Offer per Addendum 5 QA#66, 67, 68.

Band 5
STORAGE

MN WSCA-NASPO
COMPUTER EQUIPMENT
COST PROPOSAL-PRICE WORKBOOK V3

SPECS - Services
Page 30 of 31

Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Storage 1	Customers can extend warranty for the life of the array up to the point where the array is deemed at its end of service life, which is no sooner that 5 years from the last available purchase date, and often extends further into the future beyond this 5 year minimum. Post warranty break-fix is performed on a best-effort time-and-materials basis and subject to parts availability.	Customer Engineer
ST1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Not applicable. Vendor does not offer Image Loading on Storage arrays.	No Offer per Addendum 5 QA#66, 67, 68.
ST1S-6	Image Consulting	Develop custom software image solution.	Not applicable. Vendor does not offer Image Consulting on Storage arrays.	No Offer per Addendum 5 QA#66, 67, 68.
ST1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Not applicable. Vendor does not offer Asset Tagging on Storage arrays.	No Offer per Addendum 5 QA#66, 67, 68.
ST1S-8	Installation	Describe equipment installation services available	EMC offers a variety of for-fee installation and implementation services designed to assist customers in putting their products into production as quickly and efficiently as possible.	Price of installation services varies depending on the configuration purchased. Please refer to Discount Categories F1 and F2 on the PSS for pertinent SKUs.
ST1S-9	General Consulting	Describe Consulting services available	EMC offers a full suite of IT services for each stage of the technology deployment lifecycle: • Assessment Services • Design and Implementation Services • Optimization and Validation Services • Migration Services	Associate Consultant

Band 5   **MN WSCA-NASPO**   **SPECS - Services**
STORAGE   **COMPUTER EQUIPMENT**   **Page 31 of 31**
COST PROPOSAL-PRICE WORKBOOK V3

Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
ST1S-10	Training	Describe Training Services Available	EMC Proven Professional is a structured competency-recognition program based on EMC's core technology or concepts and principles of technology in information storage and management. Proven Professional Certification is the de facto learning framework used by EMC employees, our partners and customers to build and maintain technical knowledge and skills.	Price of training services varies depending on the subject matter and duration purchased. Please refer to Discount Categories F1 and F2 on the PSS for pertinent SKUs.
ST1S-11	Staging/Deployment	Describe staging/deployment services	Not applicable. Vendor does not offer Staging/Deployment of Storage arrays.	No Offer per Addendum 5 QA#66, 67, 68.
ST1S-12	System and Server Configuration	Describe system and server configurations services	EMC provides service offerings that include the planning, design, configuration, and testing of an IT infrastructure. Such services would include the storage system hardware, storage and file-sharing protocols, networking (SAN, IP or FCOE) and switch configuration and successfully establishing system and server connectivity. In addition, system and server software installation is available for EMC host-based software.	Price of system and server configuration services varies depending on the configuration purchased. Please refer to Discount Categories F1 and F2 on the PSS for pertinent SKUs.
ST1S-13	Rack and Stack Configuration	Describe Rack and Stack configurations services	EMC offers a variety of for-fee installation and implementation services which include rack and stack services. These offerings are designed to assist customers in putting their products into production as quickly and efficiently as possible.	Price of rack and stack configuration services varies depending on the configuration purchased. Please refer to Discount Categories F1 and F2 on the PSS for pertinent SKUs.

Attachment A - EMC WSCA-NASPO Product Discount Matrix

EMC Response:

As part of our response for Additional Categories under the Discount Structure tab of the Price Workbook, we are providing a separate Attachment A that contains our Product Discount Matrix, in accordance with Addendum 5 QA #53.

Attachment A is provided on the following one (1) page in the PDF and printed versions.

Please double-click the icon below to open it in Excel within the Word version of this document.

Attachment A - EMC WSCA-NASPO Produc

Product Category	Product Category Description	Level 1 $0-$120M	Level 2 $120-$300M	Level 3 $300-$500M	Level 4 $500M+	Category Exceptions
A	Hardware - Enterprise (Sym,Celerra)	50%	51%	52%	53%	**
B	Hardware - Mid-Tier (CLARiiON, Centera, NAS)	50%	51%	52%	53%	**
C	Hardware – Connectrix	45%	46%	47%	48%	**
CL-E	VMAX CE	12%	13%	14%	15%	**
D1	Software - Enterprise Platform	35%	36%	37%	38%	
D2	Software - Mid-Tier Platform	35%	36%	37%	38%	
D3	Software - Multi-platform/Open	35%	36%	37%	38%	
DE	Entry Software (BRS: Data Domain)	16%	17%	18%	19%	**
DH	High-End Software (BRS: Data Domain, Avamar, Disk Library, Networker)	26%	27%	28%	29%	**
DM	Midrange Software (BRS: Data Domain, Avamar, Atmos, Disk Library)	26%	27%	28%	29%	**
E	EMC 3rd Party SW & HW,Switches	33%	34%	35%	36%	**
EN-H	Hardware - VMAX 10K/20K/40K	35%	36%	37%	38%	
EN-HM	HW Maintenance - VMAX 10K/20K/40K	35%	36%	37%	38%	
EN-S	Software - VMAX 10K/20K/40K	35%	36%	37%	38%	
EN-SM	SW Maintenance - VMAX 10K/20K/40K	35%	36%	37%	38%	
F1	Services	2%	2%	2%	2%	**
F2	Custom Residency Services, EMC Select Services	2%	2%	2%	2%	**
G	Hardware Maintenance	13%	14%	15%	16%	**
H	Software Maintenance - Platform	35%	36%	37%	38%	
H3	Software Maintenance Multi-Platform/Open	35%	36%	37%	38%	
I	Training / Education Services	2%	2%	2%	2%	**
IS	Isilon HW/SW/Maintenance	24%	25%	26%	27%	**
J	Server Flash, AX/NX, Insignia	22%	23%	24%	25%	**
K	EMC Select	30%	31%	32%	33%	**
PE	Entry Systems (BRS: Data Domain)	16%	17%	18%	19%	**
PH	High-End Systems (BRS: Data Domain, Disk Library)	26%	27%	28%	29%	**
PM	Midrange Systems (BRS: Data Domain, Avamar, Atmos, Disk Library)	26%	27%	28%	29%	**
UE	Unified Entry - Level Offerings	20%	21%	22%	23%	**
UM	VNX Hardware/Software/Maintenance	26%	27%	28%	29%	**
UM-H	Hardware - Unified Mid-Tier	26%	27%	28%	29%	**
UM-S	Software - Unified Mid-Tier	26%	27%	28%	29%	**
V	Vipr - NOT GA	15%	16%	17%	18%	**
VPLEX	VPLEX HW, SW, and Maintenance	33%	34%	35%	36%	**
XT	XtremIO	21%	22%	23%	24%	**
R-SA	RSA Hardware, Professional Services, Training, Maintenance	13%	14%	15%	16%	**
R-SW	RSA Software, Professional Services, Training, Maintenance	25%	26%	27%	28%	**
R-3P	RSA Hardware, Security Analystics/Netwitness, Professional Services, Training, Maintenance	13%	14%	15%	16%	**
R-MT	RSA Maintenance	2%	2%	2%	2%	**
R-PS	RSA Professional Services	2%	2%	2%	2%	**

Attachment A
EMC WSCA-NASPO PRODUCT DISCOUNT MATRIX

**	These product categories are considered "categorized exceptions" as defined in the Cost Proposal, Requirement 1, PRICE STRUCTURE.

Attachment B - EMC WSCA-NASPO Detail Specifications for ST1B-1, ST2B-1, ST1O-1, and ST2O-1

EMC Response:

As part of our response for Additional Categories under the Equipment Pricing tab ST1B-1 and ST2B-1, ST1O-1, and ST2O-1 of the Price Workbook, we are providing a separate Attachment B that contains a description of our Equipment Pricing calculations.

Attachment B is provided on the following one (1) page in the PDF and printed versions.

Please double-click the icon below to open it in Excel within the Word version of this document.

Attachment B - EMC
WSCA-NASPO Detail S

Attachment B
EMC WSCA-NASPO
Detail Specifications for ST1B-1, ST2B-1, ST1O-1, and ST2O-1

Band	SKU	Description	List Price	Discount Category	Discount	Discount Price	Qty	Total Discount	Total List
ST1B-1									
5	VNXB54DP25F	VNX5400 DPE 25X2.5" DRIVE SLOTS-FLD IN	$8,270	UM	26%	$6,120	1	$6,120	$8,270
5	V-V4-2S0701	VNX 1000GB SAS VAULT 25X2.5 DPE/DAE	$3,755	UM	26%	$2,779	1	$2,779	$3,755
5	VSPBMXGI2TWA	VNXB 2 PT OP 10G ISCSI IO MOD PR-TWAX	$5,913	UM	26%	$4,376	1	$4,376	$5,913
5	VNXBOECAPTB	VNXB OE PER TB HI CAPACITY	$280	UM	26%	$207	3	$622	$840
5	UNISB-VNX5400	VNX5400 Unisphere Block Suite=IC	$8,730	UM	26%	$6,460	1	$6,460	$8,730
5	UNISB-VNX5400	Enhanced Maintenance	$1,397		0%	$1,397	1	$1,397	$1,397
								$21,753	$28,905
							Effective Discount:		**24.74%**
ST2B-1									
5	VNXB58DP25F	VNX5800 DPE 25X2.5" DRIVE SLOTS-FLD IN	$28,900	UM	26%	$21,386	1	$21,386	$28,900
5	V-V4-290010	VNX 900GB 10K VAULT 25X2.5 DPE/DAE	$5,635	UM	26%	$4,170	1	$4,170	$5,635
5	V4-2S07-010	VNX 1TB NL SAS 25X2.5 DPE/DAE	$940	UM	26%	$696	5	$3,478	$4,700
5	VSPBMXGI2CUA	VNXB 2 PT 10GBASE-T ISCSI IO MOD PR	$4,434	UM	26%	$3,281	1	$3,281	$4,434
5	VNXBOECAPTB	VNXB OE PER TB HI CAPACITY	$280	UM	26%	$207	5	$1,036	$1,400
5	VNXBOEPERFTB	VNXB OE PER TB PERFORMANCE	$767	UM	26%	$568	3	$1,703	$2,301
5	UNISB-VNX5800	VNX5800 Unisphere Block Suite=IC	$32,323	UM	26%	$23,919	1	$23,919	$32,323
5	UNISB-VNX5800	Enhanced Maintenance	$5,172		0%	$5,172	1	$5,172	$5,172
							Total:	$64,145	$84,865
							Effective Discount:		**24.42%**
ST1O-1									
5	VNXBOECAPTBU	VNXB OE PER TB HI CAPACITY UPGRADE	$280	UM	26%	$207	8	$1,658	$2,240
5	V4-2S07-010U	VNX 1TB NL SAS 25X2.5 DPE/DAE UPG	$1,270	UM	26%	$940	8	$7,518	$10,160
							Total:	$9,176	$12,400
							Effective Discount:		**26.00%**
ST2O-1									
5	V4-2S07-010U	VNX 1TB NL SAS 25X2.5 DPE/DAE UPG	$1,270.00	UM	26%	$939.80	8	$7,518	$10,160
5	VNXBOECAPTBU	VNXB OE PER TB HI CAPACITY UPGRADE	$280.00	UM	26%	$207.20	8	$1,658	$2,240
							Total:	$9,176	$12,400
							Effective Discount:		**26.00%**

EMC PRODUCTS AND SERVICES SCHEDULE (PSS) - (BINDER 2)

EMC Response:

The EMC Products and Services Schedule (PSS) is provided as hardcopy in Binder 2. Because of its size (850 pages), for your convenience and ease of use we are including it as separate electronic files in both Excel and PDF on the Cost Proposal CD and are not embedding it within the Word or PDF versions of this submission.

EMC BASELINE PRICE LIST (MSRP) – EFFECTIVE NOVEMBER 15, 2013 (BINDER 3)

EMC Response:

The EMC Baseline Price List (MSRP) is provided as hardcopy in Binder 3. Because of its size (1033 pages), for your convenience and ease of use, we are including it as separate electronic files in both Excel and PDF on the Cost Proposal CD and are not embedding it within the Word or PDF versions of this submission.