

CONTROL SET

Master Agreement: 23014  
Contractor Name: Lenovo Global Technology (United States) Inc.

Awarded Bands:

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

Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	0-25%
3	3B-1	Category 1 - Servers and Storage	25.0%
3	3B-2	Category 2 - Peripherals and Accessories	15.0%
3	3B-3	Category 3 - Networking and Switches	15.0%
3	3B-4	Category 4 - Lenovo Branded Software	10.0%
3	3B-5	Category 5 - Software Defined Infrastructure and Services	15.0%
3	3B-6	Category 6 - Non-Discountable Products and Services	0.0%
3	3T	Band 3 - Third Party Products and Software Minimum Discount	5.0%
	S	Enhanced Services	15.0%

## Exhibit D: Price Schedule

## Discount Structure

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**Baseline Price List:** Posted on Contractor's dedicated NASPO ValuePoint website

Band 3: Servers and Storage			
Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	0-25%
3	3B-1	Category 1 - Servers and Storage	25.0%
3	3B-2	Category 2 - Peripherals and Accessories	15.0%
3	3B-3	Category 3 - Networking and Switches	15.0%
3	3B-4	Category 4 - Lenovo Branded Software	10.0%
3	3B-5	Category 5 - Software Defined Infrastructure and Services	15.0%
3	3B-6	Category 6 - Non-Discountable Products and Services	0.0%
3	3T	Band 3 - Third Party Products and Software Minimum Discount	5.0%

**Category 1 - Servers and Storage** - Most configurable commercial servers including but not limited to standard Rack, Tower, Edge, Blade, High-Density, High Performance Computing, and Mission Critical. Most configurable commercial storage devices including but not limited to SAN (Storage Area Network), Unified, High Density, Direct Attached Storage, Backup and Recovery, and Tape. The following non-exhaustive list of Lenovo brands represents Category 1 and is offered for illustrative purposes only: ThinkSystem, Lenovo Direct Attached Storage

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

**Category 3 - Networking and Switches** - Most commercial Lenovo branded networking and switches including but not limited to standard IP SAN switches, IP Switches, Ethernet Switches, and Converged Switches

**Category 4 - Software** - Lenovo Branded Software

**Category 5 - Software Defined Infrastructure and Services** - Lenovo branded Software Defined Infrastructure including but not limited to Hyperconverged Solutions, Virtual Storage Solutions, Appliances, and Capacity on Demand

**Category 6 - Non-Discountable Products and Services** - Topsellers which are defined as specific, non-configurable, stocked commercial devices. Selected Products and Services including, Gaming Solutions; Virtual Reality Solutions; Smart Solutions, and all products and/or services not otherwise categorized, classified, or described herein.

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All Awarded Bands

1. Per Transaction Multiple Unit Discount(s)

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

Please contact Lenovo sales for per transaction multiple unit discounts. Lenovo prices these opportunities based on the quantity, specific product or products, in a given time period.  
For Example: 100-500 Lenovo Category 1 Products = 26% minium discount (Direct Only); 501+ Lenovo Category 1 Products = 27% minium discount (Direct Only).

2. Cumulative Discount(s)

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

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

3. Other Discount(s)

Additional discount(s) available.

N/A

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Services

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

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

All Awarded Bands		
Category Code	Description of Service	Discount off Baseline List
S	Enhanced Services	15.0%

**Enhanced Services** - Most Services that enhance Lenovo’s enterprise offerings which include server, storage, networking and software to include but not limited to Premier Support, Warranty Extensions, Warranty Upgrades, Post Warranties, YourDrive YourData, Installation, Deployment, Migration, Asset Recovery

## Exhibit D: Price Schedule

## Lease Rates

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### All Awarded Bands

#### Optional: Lease Rates

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

Lease rates based on purchase of \$250k

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

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

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

Exhibit D: Price Schedule

Prompt Payment Discount

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All Awarded Bands

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