Admin Minnesota
DEPARTMENT OF ADMINISTRATION

COMPUTER EQUIPMENT
2014-2019

WSCA-NASPO
COOPERATIVE PURCHASING ORGANIZATION

MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD

EXHIBIT B - PRICING SCHEDULE

1. BASELINE PRICE LIST: FUJITSU MAP/MSRP — POSTED ON WSCA-NASPO WEBSITE

2. BAND DISCOUNTS

	CATEGORY	MINIMUM DISCOUNT
BAND 1 DESKTOP	1M	12%
BAND 2 LAPTOP	2M	14%
BAND 3 TABLET	3M	14%
BAND 4 SERVER	4M	16%
BAND 5 STORAGE	5M	31%
CATEGORY EXCEPTIONS:		
BAND 3: Slate Tablet Q SERIES	3E	7%
BAND 5 ETERNUS (Departmental) UDS	5E	21%
Scanners	5E	3%

IMPORTANT: The minimum discount is provided, refer to Contract Vendor's Website for any additional discounts and request a quote for bulk/volume discounts. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance

3. THIRD PARTY PRODUCTS - (APPLICABLE IN ALL BANDS)

CATEGORY EXCEPTION: Selected Third Party Products	TPM	1%
	TPE	0%

4. SERVICES

Services are at the option of Participating States. Participating Addendums by each State may address service agreement terms and related travel. States may negotiate additional services. The majority of hardware includes a 1 year warranty. Customer may purchase warranty upgrades for certain hardware as offered. For standard warranty information:
Laptop/Tablet http://support.fujitsupc.com/CS/Portal/supporthome.do
Server/Storage: http://solutions.us.fujitsu.com/www/content/support/server_storage_support/index.php
Scanner: http://cheetah.fcpa.fujitsu.com/resource_center/

Discount on Warranty: If configured with product purchase for Category 1M, 2M, 3M or 3E discount matches product discount. If configured with product purchase for Category 4M, 5M, or 5E discount is 10%. Warranties purchased separately request quote.

20% Discount on Professional services (installation, training, etc)

5. LEASING

Participating Addendum may identify if and how leasing agreement terms will be conducted.

6. ADDITIONAL DISCOUNTS -- Request a quote for discounts on bulk/volume purchases.

a. **Per Transaction Multiple Unit:**

BAND	QTY	ADDL DISCOUNT
1	>1	2% (14% TOTAL)
2-3	>50	2% (16% TOTAL)
4	>50	2% (18% TOTAL)
5	>50	5% (36% TOTAL)

b. **Cumulative calculated on the total sales volume of Master Agreement:** When sales reach $10 million an additional 1% will be added to the minimum discount provided for each band.