

PCS Mobile- National Intergovernmental Purchasing Alliance #171725-01		
Product Category	Method of Determining Price	NIPA Discount %
	Panasonic Products	
Toughbook Product Line		
Fully-Rugged	Discount off List	16%
Semi-Rugged	Discount off List	13%
Business-Rugged	Discount off List	9%
Toughpad	Discount off List	12%
Panasonic Mobile Video		
Arbitrator	Discount off List	11%
Toughbook and Arbitrator Accessories		
Memory Expansion	Discount off List	11%
Carry Cases	Discount off List	11%
Power Accessories	Discount off List	11%
Drives	Discount off List	11%
Docking/Port Replicators	Discount off List	11%
External Displays	Discount off List	11%
Vehicle Mounts	Discount off List	11%
All Other Accessories	Discount off List	11%
Professional Displays		
Plasma and LCD Displays	Discount off List	22%
Document Management & Imaging		
Whiteboards	Discount off List	14%
Scanners	Discount off List	15%
Professional Audio Visual		
Cameras	Discount off List	12%
Camera Accessories	Discount off List	5%
Video Conferencing		
Video Conferencing	Discount off List	15%
Projectors		
Projectors	Discount off List	38%
Projector Accessories	Discount off List	5%

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Product Category	Method of Determining Price	Discount %
MCM Technology		
Enterprise Application Suites		
CommSHOP 360 (perpetual)	Discount off List	2%
CommSHOP Prof Svcs Installation Bundle	Discount off List	2%
CommASSET 360 (perpetual)	Discount off List	2%
CommASSET Prof Svcs Installation Bundle	Discount off List	2%
User/Seat License (perpetual)	Discount off List	2%
CommSHOP, Subscription per user/per month (includes hosting fee)	Discount off List	2%
CommASSET, Subscription per user/per month (includes hosting fee)	Discount off List	2%
cSHOP & cASSET Hosting Activation & Set Up Fees	Discount off List	2%
CommXPRESS (first user; includes hosting fee)	Discount off List	2%
CommXPRESS (second user; includes hosting fee; max 2 users)	Discount off List	2%
CommXPRESS Professional Services Bundle (installation)	Discount off List	2%
Hosting Activation & Set Up Fees	Discount off List	2%
Hosting Fees (per month, per user)	Discount off List	2%
Optional MCM Applications		
Time Sheet - Perpetual	Discount off List	2%
Time Sheet - Subscription	Discount off List	2%
Prof Services for Time Sheet Installation	Discount off List	2%
Recurring Charges Mgmt - Perpetual	Discount off List	2%
Recurring Charges Mgmt - Subscription	Discount off List	2%
Prof Services for Recurring Charges Installation	Discount off List	2%
Radio ID Mgmt - Perpetual	Discount off List	2%
Radio ID Mgmt - Subscription	Discount off List	2%
Prof Services for Radio ID Mgmt Installation	Discount off List	2%
Multi-Asset Assignment & Track - Perpetual	Discount off List	2%
Multi-Asset Assignment & Track - Subscription	Discount off List	2%
Prof Services for Multi-Asset Installation	Discount off List	2%
G - Trio Integration Application/Interface - Perpetual	Discount off List	2%
G - Trio Integration Application/Interface - Subscription	Discount off List	2%
Prof Services for G-Trio Installation	Discount off List	2%
Genesis ii-B Integration App - Perpetual	Discount off List	2%
Genesis ii-B Integration App - Subscr/Mo	Discount off List	2%
Prof Svcs for Genesis ii-B App	Discount off List	2%
License Expansion (per add'l dbase) - Perpetual	Discount off List	2%

License Expansion (per add'l dbase) - Subscription	Discount off List	2%
Prof Services for Database Installation (per Db)	Discount off List	2%
Web Asset Manager "SL" Upgrade - Perpetual	Discount off List	2%
Web Asset Manager "SL" Upgrade - Subscription/Mo	Discount off List	2%
Prof Svcs for Web Asset Manager "SL" Upgrade	Discount off List	2%
Web Asset Manager - Perpetual	Discount off List	2%
Web Asset Manager - Subscription	Discount off List	2%
Prof Services for WebAsset Mgr Installation	Discount off List	2%
Web Service Request Mgr - Perpetual	Discount off List	2%
Web Service Request Mgr - Subscription	Discount off List	2%
Prof Services for WebService Req Mgr Installation	Discount off List	2%
Full WebSuite 360 (Asset Mgr + Service Req) - Perpetual	Discount off List	2%
Full WebSuite 360 (Asset Mgr + Service Req) - Subscription	Discount off List	2%
Pro Services for Full WebSuite Installation (Asset + Services)	Discount off List	2%
Workflow Alerts Module - Perpetual	Discount off List	2%
Workflow Alerts Module - Subscription	Discount off List	2%
Prof Service Bundle for Alerts Mod w/ Stock Triggers	Discount off List	2%
Queue Mgr Assignment - Perpetual	Discount off List	2%
Queue Mgr Assignment - Subscription	Discount off List	2%
Prof Service Bundle for Queue Mgr Assignment	Discount off List	2%
CommSHOP Mobile		
CS Mobile Sync Web Service (server) - Perpetual	Discount off List	2%
CS Mobile Sync Web Service (server) - Subscription	Discount off List	2%
CommSHOP Mobile License (per laptop) - Perpetual	Discount off List	2%
CommSHOP Mobile License (per laptop) - Subscription	Discount off List	2%
Prof Services for CommSHOP Mobile Installation	Discount off List	2%
Prof Services Fee for each Laptop above 5	Discount off List	2%
Mobile Asset Assistant		
MAA Mobile Sync Web Service (server) - Perpetual	Discount off List	2%
MAA Mobile Sync Web Service (server) - Subscription	Discount off List	2%
MAA Device License (per handheld) - Perpetual	Discount off List	2%
MAA Device License (per handheld) - Subscription	Discount off List	2%
Prof Svcs for MAA Inst (up to 3 HH devices; no travel included)	Discount off List	2%
Prof Service Fee for each HH device above 3	Discount off List	2%
Regional Asset Integrated Database		
RAID - Per Agency - Perpetual	Discount off List	2%
RAID - Per Agency per month - Subscription	Discount off List	2%

Prof Svcs for RAID Installation per Agency	Discount off List	2%
Affiliation Manager/ Alias Sync Engine - Perpetual	Discount off List	2%
Affiliation Manager/ Alias Sync Engine - Subscription	Discount off List	2%
Prof Svcs for MAA Installation for AMAS	Discount off List	2%
SightMAP 360 - Perpetual	Discount off List	2%
SightMAP 360 - Subscription/Mo	Discount off List	2%
Prof Svcs for SightMAP 360 Installation	Discount off List	2%
3RD PARTY APPLICATIONS:		
<i>Perpetual License</i>		
Std Reports Pkg (RRW v11.0 Report Writer Single License)	Discount off List	2%
Std Reports Pkg (RRW v11.0 Report Writer 5-User License)	Discount off List	2%
Std Reports Pkg (RRW v11.0 Report Writer 10-User License)	Discount off List	2%
Microsoft SQL 5-User Dbase	Discount off List	2%
Microsoft SQL License, 10-User	Discount off List	2%
Microsoft SQL License Processor	Discount off List	2%
Access Essentials, 5-User Pack w/ TS	Discount off List	2%
E-Burst App Run-Time License - Perpetual	Discount off List	2%
<i>Monthly Subscription Price</i>		
Std Reports Pkg (includes RRW v11.0 Report Writer Single License)	Discount off List	2%
Std Reports Pkg (includes RRW v11.0 Report Writer 5-User License)	Discount off List	2%
Std Reports Pkg (includes RRW v11.0 Report Writer 10-User License)	Discount off List	2%
Microsoft SQL 5-User Database	Discount off List	2%
Microsoft SQL License, 10-User	Discount off List	2%
Microsoft SQL License Processor	Discount off List	2%
Access Essentials, 5-User Pack w/ TS	Discount off List	2%
E-Burst App Run-Time License - Subscription	Discount off List	2%
TRAVEL:		
<i>Travel</i>		
Add'l Travel Charge per day	Discount off List	2%
PROFESSIONAL SERVICES:		
<i>Pre-Implementation Services</i>		
Org Dynamics for Enterp Consolidation	Discount off List	2%

Org Dynamics for Enterp Expansion	Discount off List	2%
Disaster Planning, Response & Recovery	Discount off List	2%
Business Analysis & Review of Systems (BARS)	Discount off List	2%
Effective Asset Management Utilization	Discount off List	2%
Interorganizational Process & Strategy	Discount off List	2%
Business Review & Assessment, Processes	Discount off List	2%
Business Review & Assessment, Personnel	Discount off List	2%
Implementations Services		
Data Conversion	Discount off List	2%
Databse Configuration	Discount off List	2%
Installation Services	Discount off List	2%
Project Management, Operational	Discount off List	2%
Project Management, Executive	Discount off List	2%
Project Analysis & Documentation	Discount off List	2%
User Training	Discount off List	2%
Post-Implementation Services		
Personnel & Process Re-Engineering	Discount off List	2%
Business Process Re-Engineering	Discount off List	2%
Executive Leveraging of MCM Solution	Discount off List	2%
Support & Maintenance (year-one price as % of software costs)	Discount off List	2%
Other Professional Services		
Custom Report Creation	Discount off List	2%
Customization & Appl Development	Discount off List	2%
Consulting/Professional Services	Discount off List	2%
COMMON HARDWARE:		
Common Hardware		
Topaz Sig. Gem 1X5, USB, No Back Lite	Discount off List	2%
Sig Capture Run Time License (per user)	Discount off List	2%

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Gemalto Enterprise Security Products and Services		
IDProve	Discount off List	2%
IDConfirm*	Discount off List	2%
* 0% Discount on #1001349		
IDPrime.NET	Discount off List	2%
IDAdmin	Discount off List	2%
IDBridge K/CT and Accessories	Discount off List	2%

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Product Category	Method of Determining Price	National IPA Discount %
	Genetec AutoVu	
Genetec Services		
AutoVu Managed Services	Discount Off List	0%
Genetec Software		
AutoVu BackOffice Software	Discount Off List	6%
AutoVu Patroller Software	Discount Off List	6%
AutoVu Mapping Software	Discount Off List	6%
Genetec Hardware		
AutoVu Generic Cameras	Discount Off List	5%
AutoVu Generic Hardware Kits	Discount Off List	5%
AutoVu Generic Hardware Kits with FREEZE option	Discount Off List	5%
AutoVu SharpX Hardware Spare Parts	Discount Off List	5%
AutoVu Sharp Hardware Spare Parts	Discount Off List	5%
AutoVu Common Hardware Spare Parts	Discount Off List	5%
AutoVu SharpXS Cameras	Discount Off List	5%
AutoVu SharpEX Cameras (2nd generation)	Discount Off List	5%
AutoVu Sharp Cameras	Discount Off List	5%
AutoVu Sharp Camera Kits	Discount Off List	5%
AutoVu Parking Kits - Scofflaw	Discount Off List	5%
AutoVu Parking Kits - University	Discount Off List	5%
AutoVu Parking Kits - City	Discount Off List	5%
AutoVu Parking Kits - Overtime	Discount Off List	5%
AutoVu Parking Kits - Inventory	Discount Off List	5%
AutoVu Parking Kits - Street Sweeper	Discount Off List	5%
Genetec Maintenance		
AutoVu Software Maintenance Agreement	Discount Off List	6%
Genetec Extended Warranty		
AutoVu Extended Hardware Warranty	Discount Off List	5%
AutoVu Extended Warranty - Parking Kit	Discount Off List	5%

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External Antennas		
Airgain Antennas	Discount off List	10%
Antenex Antenna Products	Discount off List	15%
Pulstar	Discount off List	10%
Mobile Mark	Discount off List	15%
Mounting and Docking Hardware		
Gamber-Johnson Mounting	Discount off List	20%
Havis Mounting	Discount off List	10%
SMC Mounting	Discount off List	10%
Lund Products	Discount off List	10%
<i>Supplies, USB Powered Hubs and BLANK-IT products and support.</i>		
DC Adapters		
Lind Products	Discount off List	10%
Handheld Scanners		
L-Tron	Discount off List	5%
Magtek	Discount off List	15%
PCS Installation Services		
PCS Vehicle Installation	Discount off List	15%
PCS Daily Service	Discount off List	15%
Mag-Stripe Devices		
Posh	Discount off List	0%
External Modems		
Sierra Wireless	Discount off List	5%
Cradlepoint	Discount off List	5%

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GPS Devices		
Trimble	Discount off List	10%
Mobile Printers		
Zebra	Discount off List	10%
Brother Mobile	Discount off List	8%
Chargeguards		
Wilson Electronics	Discount off List	10%
Specialized Software		
Fortress Technologies Software	Discount off List	10%
NetMotion Wireless	Discount off List	10%

National Intergovernmental Purchasing Alliance #171725-01		
Rack mounts for Computer Servers		
ITS Products	Discount off List	10%
Misc Cables		
Tessco Products	Discount off List	10%
ITS Products	Discount off List	10%
FedCo	Discount off List	10%
Misc. mobile data hardware		
Black Box Products	Discount off List	10%
BTC Products	Discount off List	10%
Computer Accessories/Security		
Unitech Magnetic Stripe Readers	Discount off list	40%
RSA Authentication Solutions	Discount off list	5%