National Pricing Discount RFP #2018011

For each item listed on the National Priceing Tab, Offerors are encouraged to provide a discount off of a verifiable price list by all manufacturers proposed. For example, Group 2, Item 5 is Keyboards. Offeror(s) may wish to propose more than one manufacturer of keyboards, such as Logitech, Fellows, Belkin, Kensington, Tripplite, etc. Offeror(s) should provide a separate discount for each manufacturer being proposed. Offeror(s) should add additional columns to the pricing page(s) in order to accommodate additional manufacturers' discounts. **In addition to indicating your proposed discounts, you must also apply those discounts to the sample items in the City of Mesa Market Basket tab (below).**

A. Propose a national discount off list price pricing structure. These are the minimum discounts Supplier will offer to Participating Agencies.
B. Describe the catalog or index that discounts will be taken.
C. Describe any special manufacturer pricing available to Participating Agencies.
D. Describe any special large order or large customer pricing or additional discounts available to Participating Agencies.
E. Describe any products offered by Supplier that are not captured in the pricing matrix below. Describe how Supplier proposes to price those items.

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
					If applicable, you may add additional manufacturers/discounts	
1)	Group 1 - Systems	1) Desktops	4.5%	SHI's Full Catalog of Systems	%	
		2) Notebooks	4.5%	SHI's Full Catalog of Systems	%	
		3) Tablets	4.5%	SHI's Full Catalog of Systems	%	
		4) Servers (1 Processor, 2 Processor, 4+ Processor, Blade, Tower, Unix, Handhelds, etc)	4.5%	SHI's Full Catalog of Systems	%	
2)	Group 2 - Input Devices	5) Keyboards	5.0%	SHI's Full Catalog of Input Devices	%	
		6) Mice	5.0%	SHI's Full Catalog of Input Devices	%	
		7) Imaging Scanners	4.0%	SHI's Full Catalog of Input Devices	%	
		8) POS Scanners	4.0%	SHI's Full Catalog of Input Devices	%	
		9) Pointing Devices	4.0%	SHI's Full Catalog of Input Devices	%	
		10) Bar Code Readers	4.0%	SHI's Full Catalog of Input Devices	%	
		11) Audio Input	4.0%	SHI's Full Catalog of Input Devices	%	
		12) Input Adapters	4.0%	SHI's Full Catalog of Input Devices	%	
		13) PC and Network Cameras	4.0%	SHI's Full Catalog of Input Devices	%	
		14) Input Cables	4.0%	SHI's Full Catalog of Input Devices	%	
		15) Input Accessories	4.0%	SHI's Full Catalog of Input Devices	%	
3)	Group 3 - Output Devices	16) Displays	4.5%	SHI's Full Catalog of Output Devices	%	
		17) Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		18) Inkjet Printres	4.5%	SHI's Full Catalog of Output Devices	%	
		19) Inkjet Photo Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		20) Laser Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		21) Label Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		22) Dot Matrix Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		23) Multi-Function Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		24) Wide Format Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		25) Multi-Function Inkjet Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		26) Wide Format Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		27) Fax Machine Printers	4.5%	SHI's Full Catalog of Output Devices	%	
		28) Printer Accessories	4.5%	SHI's Full Catalog of Output Devices	%	
		29) Projectors	4.5%	SHI's Full Catalog of Output Devices	%	
		30) Projector Accessories	4.5%	SHI's Full Catalog of Output Devices	%	
		31) Audio Input	4.5%	SHI's Full Catalog of Output Devices	%	
		32) Video Cards	4.5%	SHI's Full Catalog of Output Devices	%	
		33) Sound Cards	4.5%	SHI's Full Catalog of Output Devices	%	
		34) Output Accessories	4.5%	SHI's Full Catalog of Output Devices	%	
		35) Printer Consumables	4.5%	SHI's Full Catalog of Output Devices	%	
4)	Group 4 - Memory	36) Desktop	4.5%	SHI's Full Catalog of Memory	%	
		37) Flash	4.5%	SHI's Full Catalog of Memory	%	
		38) Networking	4.5%	SHI's Full Catalog of Memory	%	
		39) Notebook	4.5%	SHI's Full Catalog of Memory	%	
		40) Printer / Fax	4.5%	SHI's Full Catalog of Memory	%	
		41) Server	4.5%	SHI's Full Catalog of Memory	%	
		42) Adapters Fibre Channel	4.0%	SHI's Full Catalog of Storage Devices	%	
		43) Adapters FireWire / USB	4.0%	SHI's Full Catalog of Storage Devices	%	
		44) Adapters IDE/ATA/SATA	4.0%	SHI's Full Catalog of Storage Devices	%	
		45) Adapters RAID	4.0%	SHI's Full Catalog of Storage Devices	%	
		46) Adapters SCSI	4.0%	SHI's Full Catalog of Storage Devices	%	
		47) Bridges & Routers	4.0%	SHI's Full Catalog of Storage Devices	%	
		48) Disk Arrays	4.0%	SHI's Full Catalog of Storage Devices	%	
		49) Disk Arrays JBOD	4.0%	SHI's Full Catalog of Storage Devices	%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
					If applicable, you may add additional manufacturers/discounts	
					Proposed Discount	Manufacturer Name
5)	Group 5 - Storage Devices	50) Drives Magneto-Optical	4.0%	SHI's Full Catalog of Storage Devices	%	
		51) Drives Removable Disks	4.0%	SHI's Full Catalog of Storage Devices	%	
		52) Fiber Channel Switches	4.0%	SHI's Full Catalog of Storage Devices	%	
		53) Hard Disks - External	4.0%	SHI's Full Catalog of Storage Devices	%	
		54) Hard Disks - Fibre Channel	4.0%	SHI's Full Catalog of Storage Devices	%	
		55) Hard Disks - IDE/ATA/S	4.0%	SHI's Full Catalog of Storage Devices	%	
		56) Hard Disks - Notebook	4.0%	SHI's Full Catalog of Storage Devices	%	
		57) Hard Disks - SCSI	4.0%	SHI's Full Catalog of Storage Devices	%	
		58) Networking Accessories	4.0%	SHI's Full Catalog of Storage Devices	%	
		59) Optical Drives - CD-ROM	4.0%	SHI's Full Catalog of Storage Devices	%	
		60) Optical Drives - CD-RW	4.0%	SHI's Full Catalog of Storage Devices	%	
		61) Optical Drives - DVD-CD	4.0%	SHI's Full Catalog of Storage Devices	%	
		62) Optical Drives - DVD-RW	4.0%	SHI's Full Catalog of Storage Devices	%	
		63) Storage Accessories	4.0%	SHI's Full Catalog of Storage Devices	%	
		64) Storage - NAS	4.0%	SHI's Full Catalog of Storage Devices	%	
		65) Storage - SAN	4.0%	SHI's Full Catalog of Storage Devices	%	
		66) Tape Autoloaders -AIT	4.0%	SHI's Full Catalog of Storage Devices	%	
		67) Tape Autoloaders - DAT	4.0%	SHI's Full Catalog of Storage Devices	%	
		68) Tape Autoloaders - DLT	4.0%	SHI's Full Catalog of Storage Devices	%	
		69) Tape Autoloaders - LTO	4.0%	SHI's Full Catalog of Storage Devices	%	
		70) Tape Drives - 4mm	4.0%	SHI's Full Catalog of Storage Devices	%	
		71) Tape Drives - 8mm/VXA	4.0%	SHI's Full Catalog of Storage Devices	%	
		72) Tape Drives - AIT	4.0%	SHI's Full Catalog of Storage Devices	%	
		73) Tape Drives - DAT	4.0%	SHI's Full Catalog of Storage Devices	%	
		74) Tape Drives - DLT	4.0%	SHI's Full Catalog of Storage Devices	%	
		75) Tape Drives - LTO/Ultrium	4.0%	SHI's Full Catalog of Storage Devices	%	
		76) Tape Drives SDLT	4.0%	SHI's Full Catalog of Storage Devices	%	
		77) Tape Drives - Travan	4.0%	SHI's Full Catalog of Storage Devices	%	
6)	Group 6 - Network Equipment	78) 10/100 Hubs & Switches	5.0%	SHI's Full Catalog of Network Equipment	%	
		79) Bridges & Routers	5.0%	SHI's Full Catalog of Network Equipment	%	
		80) Gigabit Hubs & Swtiches	5.0%	SHI's Full Catalog of Network Equipment	%	
		81) Concentrators & Multiplexers	5.0%	SHI's Full Catalog of Network Equipment	%	
		82) Hardware Firewalls	5.0%	SHI's Full Catalog of Network Equipment	%	
		83) Intrusion Detection	5.0%	SHI's Full Catalog of Network Equipment	%	
		84) KVM	5.0%	SHI's Full Catalog of Network Equipment	%	
		85) Modems	5.0%	SHI's Full Catalog of Network Equipment	%	
		86) Network Test Equipment	5.0%	SHI's Full Catalog of Network Equipment	%	
		87) Network Adapters	5.0%	SHI's Full Catalog of Network Equipment	%	
		88) Network Cables	5.0%	SHI's Full Catalog of Network Equipment	%	
		89) Network Accessories	5.0%	SHI's Full Catalog of Network Equipment	%	
		90) Repeaters & Transcievers	5.0%	SHI's Full Catalog of Network Equipment	%	
		91) Wireless LAN Accessories	5.0%	SHI's Full Catalog of Network Equipment	%	
		92) Token Authentication	5.0%	SHI's Full Catalog of Network Equipment	%	
		93) 10G Fiber Optic Transceivers	5.0%	SHI's Full Catalog of Network Equipment	%	
		94) 1G Fiber Optic Transceivers	5.0%	SHI's Full Catalog of Network Equipment	%	
		95) Licensing Packages (e.g. Microsoft)	4.5%	SHI's Full Catalog of Software	%	
		96) Licensing Backup	4.5%	SHI's Full Catalog of Software	%	
		97) Licensing Barcode/OC	4.5%	SHI's Full Catalog of Software	%	
		98) Licensing Business Application	4.5%	SHI's Full Catalog of Software	%	
		99) Licensing CAD/CAM	4.5%	SHI's Full Catalog of Software	%	
		100) Licensing - Cloning	4.5%	SHI's Full Catalog of Software	%	
		101) Licensing - Computer Services	4.5%	SHI's Full Catalog of Software	%	
		102) Licensince - Database	4.5%	SHI's Full Catalog of Software	%	
		103) Licensing - Development	4.5%	SHI's Full Catalog of Software	%	
		104) Licensing - Entertainment	4.5%	SHI's Full Catalog of Software	%	
		105) Licensing - Financial	4.5%	SHI's Full Catalog of Software	%	
		106) Licensing - Flow Chart	4.5%	SHI's Full Catalog of Software	%	
		107) Licensing - Graphic Design	4.5%	SHI's Full Catalog of Software	%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
7)	Group 7 - Software	108) Licensing - Handheld	4.5%	SHI's Full Catalog of Software	%	
		109) Licensing - Network OS	4.5%	SHI's Full Catalog of Software	%	
		110) Licensing - OS	4.5%	SHI's Full Catalog of Software	%	
		111) Licensing - Personal Organization	4.5%	SHI's Full Catalog of Software	%	
		112) Licensing - Presentation	4.5%	SHI's Full Catalog of Software	%	
		113) Licensing - Reference	4.5%	SHI's Full Catalog of Software	%	
		114) Licensing - Report Analysis	4.5%	SHI's Full Catalog of Software	%	
		115) Licensing - Spreadhseet	4.5%	SHI's Full Catalog of Software	%	
		116) Licensing - Utilities	4.5%	SHI's Full Catalog of Software	%	
		117) Licensing - Warranties	4.5%	SHI's Full Catalog of Software	%	
		118) Licensing - Web Development	4.5%	SHI's Full Catalog of Software	%	
		119) Licensing - Word Processing	4.5%	SHI's Full Catalog of Software	%	
		120) Software - Backup	4.5%	SHI's Full Catalog of Software	%	
		121) Software - Barcode / OCR	4.5%	SHI's Full Catalog of Software	%	
		122) Software - Business Application	4.5%	SHI's Full Catalog of Software	%	
		123) Software - CAD/CAM	4.5%	SHI's Full Catalog of Software	%	
		124) Software - Cloning	4.5%	SHI's Full Catalog of Software	%	
		125) Software - Computer Services	4.5%	SHI's Full Catalog of Software	%	
		126) Software - Database	4.5%	SHI's Full Catalog of Software	%	
		127) Software - Development	4.5%	SHI's Full Catalog of Software	%	
		128) Software - Entertainment	4.5%	SHI's Full Catalog of Software	%	
		129) Software - Financial	4.5%	SHI's Full Catalog of Software	%	
		130) Software - Flow Chart	4.5%	SHI's Full Catalog of Software	%	
		131) Software - Graphic Design	4.5%	SHI's Full Catalog of Software	%	
		132) Software - Handheld	4.5%	SHI's Full Catalog of Software	%	
		133) Software - OS	4.5%	SHI's Full Catalog of Software	%	
		134) Software - Personal Organization	4.5%	SHI's Full Catalog of Software	%	
		135) Software - Presentation	4.5%	SHI's Full Catalog of Software	%	
		136) Software - Reference	4.5%	SHI's Full Catalog of Software	%	
		137) Software - Report Analysis	4.5%	SHI's Full Catalog of Software	%	
		138) Software - Spreadsheet	4.5%	SHI's Full Catalog of Software	%	
		139) Software - Utilities	4.5%	SHI's Full Catalog of Software	%	
		140) Software - Warranties	4.5%	SHI's Full Catalog of Software	%	
		141) Software - Web Development	4.5%	SHI's Full Catalog of Software	%	
		142) Software - Word Processing	4.5%	SHI's Full Catalog of Software	%	
8)	Group 8 - Media Supplies	143) Media - 4mm tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		144) Media - AIT tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		145) Media - DAT tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		146) Media - DLT tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		147) Media LTO / Ultrium tape drive	4.0%	SHI's Full Catalog of Media Supplies	%	
		148) Media - Magneto - Optical	4.0%	SHI's Full Catalog of Media Supplies	%	
		149) Media - Optical	4.0%	SHI's Full Catalog of Media Supplies	%	
		150) Media - SLR tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		151) Media - Travan tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		152) Media - VXA tape	4.0%	SHI's Full Catalog of Media Supplies	%	
		153) Media - zip	4.0%	SHI's Full Catalog of Media Supplies	%	
9)	Group 9 - Collaboration & IP Telephony	154) IP phones	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		155) Video conferencing products	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		156) Voice gateways / servers	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		157) Headsets	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		158) Audo conferencing products	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		159) Analog phones	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		160) Accessories	4.0%	SHI's Full Catalog of Collobration and IP Telephony	%	
		161) Advanced Integration	4.0%	SHI's Full Catalog of Other	%	
		162) Asset Disposal	4.0%	SHI's Full Catalog of Other	%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
		163) Asset Management	4.0%	SHI's Full Catalog of Other	%	
		164) Cables	4.0%	SHI's Full Catalog of Other	%	
		165) Cables - custom	4.0%	SHI's Full Catalog of Other	%	
		166) Cables - printer	4.0%	SHI's Full Catalog of Other	%	
		167) Complex warranties	4.0%	SHI's Full Catalog of Other	%	
		168) Desktop Accessories	4.0%	SHI's Full Catalog of Other	%	
		169) Display Accessories	4.0%	SHI's Full Catalog of Other	%	
		170) Electronic Services	4.0%	SHI's Full Catalog of Other	%	
		171) Handheld Accessories	4.0%	SHI's Full Catalog of Other	%	
		172) Imaging Accessories	4.0%	SHI's Full Catalog of Other	%	
		173) Imaging - Camcorders	4.0%	SHI's Full Catalog of Other	%	
		174) Imaging - Digital Cameras	4.0%	SHI's Full Catalog of Other	%	
		175) Intrenal Lab Service	4.0%	SHI's Full Catalog of Other	%	
		176) Lab fees	4.0%	SHI's Full Catalog of Other	%	
		177) Managed Services	4.0%	SHI's Full Catalog of Other	%	
		178) Miscellaneous solutions	4.0%	SHI's Full Catalog of Other	%	
		179) Mounting hardware for vehicles	4.0%	SHI's Full Catalog of Other	%	
		180) Networking Warranties	4.0%	SHI's Full Catalog of Other	%	
		181) Notebook Accessories	4.0%	SHI's Full Catalog of Other	%	
		182) Notebook Batteries	4.0%	SHI's Full Catalog of Other	%	
		183) PC Lab order services	4.0%	SHI's Full Catalog of Other	%	
		184) POS Accessories	4.0%	SHI's Full Catalog of Other	%	
		185) POS Displays	4.0%	SHI's Full Catalog of Other	%	
		186) Power Accessories	4.0%	SHI's Full Catalog of Other	%	
		187) Power Surge Protection	4.0%	SHI's Full Catalog of Other	%	
		188) Power UPS	4.0%	SHI's Full Catalog of Other	%	
		189) Server Accessories	4.0%	SHI's Full Catalog of Other	%	
		190) Service Charge	4.0%	SHI's Full Catalog of Other	%	
		191) System Components	4.0%	SHI's Full Catalog of Other	%	
		192) Training Courses	4.0%	SHI's Full Catalog of Other	%	
		193) Training Reference Manuals	4.0%	SHI's Full Catalog of Other	%	
		194) Warranties - Electronic	4.0%	SHI's Full Catalog of Other	%	
		195) iPAD / Tablet Stylus	4.0%	SHI's Full Catalog of Other	%	
		196) Mouse / Wrist Pads	4.0%	SHI's Full Catalog of Other	%	
		197) Security Locks and Hardware	4.0%	SHI's Full Catalog of Other	%	
		198) Tools	4.0%	SHI's Full Catalog of Other	%	
		199) Document Scanner Accessories	4.0%	SHI's Full Catalog of Other	%	
		200) Flatbed Scanners	4.0%	SHI's Full Catalog of Other	%	
		201) Mobile Scanners	4.0%	SHI's Full Catalog of Other	%	
		202) Network Scanners	4.0%	SHI's Full Catalog of Other	%	
		203) Sheetfed Scanners	4.0%	SHI's Full Catalog of Other	%	
		204) Wide Format Scanners	4.0%	SHI's Full Catalog of Other	%	
		205) Workgroup / Department Scanner	4.0%	SHI's Full Catalog of Other	%	
		206) Build to Order Desktops	4.0%	SHI's Full Catalog of Other	%	
		207) Nettop	4.0%	SHI's Full Catalog of Other	%	
		208) Point of Sale	4.0%	SHI's Full Catalog of Other	%	
		209) Ultra Small Form Factor	4.0%	SHI's Full Catalog of Other	%	
		210) Apple / Mac Memory Upgrades	4.0%	SHI's Full Catalog of Other	%	
10)	Group 10 - Other	211) Chips / SIMMs/SIPPs / ROMs	4.0%	SHI's Full Catalog of Other	%	
		212) Computer Cases	4.0%	SHI's Full Catalog of Other	%	
		213) CPUs / Fans	4.0%	SHI's Full Catalog of Other	%	
		214) Membory Accessories	4.0%	SHI's Full Catalog of Other	%	
		215) Motherboards / Chassis	4.0%	SHI's Full Catalog of Other	%	
		216) 1 - 2 port Serial Boards	4.0%	SHI's Full Catalog of Other	%	
		217) 3+ port Serial Boards	4.0%	SHI's Full Catalog of Other	%	
		218) Console Server	4.0%	SHI's Full Catalog of Other	%	
		219) Device Server	4.0%	SHI's Full Catalog of Other	%	
		220) Terminal Server	4.0%	SHI's Full Catalog of Other	%	

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	Proposed Discount	Manufacturer Name
		221) Content Management	4.0%	SHI's Full Catalog of Other	%	
		222) Firewall / VPN Applicances	4.0%	SHI's Full Catalog of Other	%	
		223) Multifunction Security Appliances	4.0%	SHI's Full Catalog of Other	%	
		224) Network Camera Accessories	4.0%	SHI's Full Catalog of Other	%	
		225) Network Cameras	4.0%	SHI's Full Catalog of Other	%	
		226) Physical/Environmental Security	4.0%	SHI's Full Catalog of Other	%	
		227) Security Applicance Accessories	4.0%	SHI's Full Catalog of Other	%	
		228) Security Tokens	4.0%	SHI's Full Catalog of Other	%	
		229) Unified Threat Management	4.0%	SHI's Full Catalog of Other	%	
		230) 2-way Radios / Walkie Talkies	4.0%	SHI's Full Catalog of Other	%	
		231) Apple Notebooks	4.0%	SHI's Full Catalog of Other	%	
		232) Convertible PCs / Slate PCs / iPAD	4.0%	SHI's Full Catalog of Other	%	
		233) iPAD	4.0%	SHI's Full Catalog of Other	%	
		234) Slate Tablet Computers	4.0%	SHI's Full Catalog of Other	%	
		235) GPS / PDA	4.0%	SHI's Full Catalog of Other	%	
		236) Wireless Communication Devices	4.0%	SHI's Full Catalog of Other	%	
		237) Batteries	4.0%	SHI's Full Catalog of Other	%	
		238) Power Supplies / Adapters	4.0%	SHI's Full Catalog of Other	%	
		239) Rackmountain Equipment	4.0%	SHI's Full Catalog of Other	%	
		240) Remote Power Management	4.0%	SHI's Full Catalog of Other	%	
		241) Surge Suppressors	4.0%	SHI's Full Catalog of Other	%	
		242) UPS / Battery Backup	4.0%	SHI's Full Catalog of Other	%	
		243) 14" & smaller LCD Display	4.0%	SHI's Full Catalog of Other	%	
		244) 15-19" LCD Display	4.0%	SHI's Full Catalog of Other	%	
		245) 15-19" Wide LCD Display	4.0%	SHI's Full Catalog of Other	%	
		246) 15-19" Wide LED Display	4.0%	SHI's Full Catalog of Other	%	
		247) 20-30" LCD Display	4.0%	SHI's Full Catalog of Other	%	
		248) 20-30" Wide LCD Display	4.0%	SHI's Full Catalog of Other	%	
		249) 20-30" Wide LED Display	4.0%	SHI's Full Catalog of Other	%	
		250) PCoIP and Zero Client Displays	4.0%	SHI's Full Catalog of Other	%	
		251) Arm Mounts	4.0%	SHI's Full Catalog of Other	%	
		252) Ceiling Mounts	4.0%	SHI's Full Catalog of Other	%	
		253) Combo Mounts	4.0%	SHI's Full Catalog of Other	%	
		254) Desktop Stands / Risers	4.0%	SHI's Full Catalog of Other	%	
		255) Flat Wlal Mounts	4.0%	SHI's Full Catalog of Other	%	
		256) Mount Accessories	4.0%	SHI's Full Catalog of Other	%	
		257) Pole Display	4.0%	SHI's Full Catalog of Other	%	
		258) Stands / Carts / Feet	4.0%	SHI's Full Catalog of Other	%	
		259) Tilt Wall Mounts	4.0%	SHI's Full Catalog of Other	%	
		260) C-Cure Products	4.0%	SHI's Full Catalog of Other	%	
		261) Istar Products	4.0%	SHI's Full Catalog of Other	%	

Item #	Product	SERVICE	STANDARD HOURLY RATE	DISCOUNT FROM STANDARD RATE	
					SHI will work with local partners when possible to insure the City is getting the best value. Prices for Services will vary depending on the local partners. The rates below are an average.
11)	Group 11 - Services	Design and Analysis	12500.0%	4%	
		Configuration	16500.0%	4%	
		Implementation	18500.0%	4%	
		Installation	18500.0%	4%	
		Training	9900.0%	4%	
		Maintenance & Support	9900.0%	4%	
		Additional Services Offered (please list any additional services offered and applicable discount / fees on a separate page and attach)	See #12	%	
12)	Group 12 - Additional Products/Services Not Identified	All other Current and Future Products not specifically identified here will be offered at a 4% discount off SHI Advertised List price. Please see description below for more information on SHI's proposed discount model for this contract.			
		Respondents please add			
		Respondents please add			
		Respondents please add			
		Respondents please add			
		Respondents please add			
		Respondents please add			

Item #	Product	Product / Group	Proposed Discount	Manufacturer Name	If applicable, you may add additional manufacturers/discounts	
					Proposed Discount	Manufacturer Name

All discounts articulated here represent the minimum discounts off SHI Advertised List Price; actual discounts may be significantly higher.

The comprehensive SHI offering for National IPA consists of all hardware, software, and services available to our customers in the public sector marketplace. The discount structure offered to National IPA is based on our Advertised Price List which can be located on www.shi.com. In many cases, SHI Advertised List Price already reflects a substantial discount off of Manufacturer Published List prices. Given the breadth of manufacturers and products that SHI offers, there will be many opportunities for SHI to secure additional discounts for eligible contract users. We work to provide your contract users with the most advantageous pricing available, above and beyond the minimum discounts offered, whenever possible.

SHI prides ourselves on being honest and transparent with our customers especially when it comes to pricing. We base our discount structure on SHI Advertised Price as this is a verifiable source. We do not inflate this Advertised Price for RFPs in order to make our discounts appear larger. Other vendors may use MSRP or Publisher List price, which can be unreliable as a pricelist may not exist for every product, a pricelist can change from day to day, and a pricelist can be inconsistent depending on where you source the information from. When a vendor manipulates contract language in this manner or uses a loose definition of cost, it results in an increase in profit for them and higher prices for customers.

If awarded, SHI is willing to provide complete transparency over the life of the contract as it relates to our costs and what we charge National IPA customers.

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