

Pricing:

CATEGORY	TYPES OF PRODUCTS	DISCOUNT FROM ADVERTISED LIST
Software		
SW: SW-GEN-14-3	All Cloud Products* *Note: AWS Direct Customers wishing to move to SHI minimum .50% discount off SHI Advertised List Price	1.00%
SW: SW-GEN-14-3	All Software Categories, Operating Systems, Security, Administrative, Backup and recovery, Development Products, Database Software	1.00%
Services		
Professional Services	All services will be handled and created custom per SOW provided	
Hardware		
HW: A	Cables (Network, Signal, Fiber Optic, Power), Cameras, Surveillance video, Security Cameras and Access Control Systems, Videoconferencing Systems	4.50%
HW: B	Computer Accessories (Keyboards, Mice, docks, Flash Memory, speakers), Telephones Sets, Headsets, Headphones, Network Routers, Channel Converters, Equipment and phone cases.	4.50%
HW: D	Racks and Rack Hardware	4.50%
HW: E	Batteries, Uninterruptable Power Systems, Battery Chargers	4.50%
HW: F	Memory Modules, RAM, DRAM, SDRAM, Pen or Flash Drives	4.50%
HW: H	Hard Drives, Disk Arrays and Array Controllers, Power adapters and Inverters, Network Interface Cards & Network Switch Products, Multimedia Storage Products,	4.50%
HW: HW6-1	Notebook computers, Tablets, Servers, Point of Sale, Desktops, Thin Clients, Workstations, All in One Desktops	1.00%
HW: J	Maintenance, Warrantees, etc.	4.50%
HW: Q	Flat Panel Display monitors, Large screen Monitors, TVs	2.00%
HW: R	Printers (Ink Jet, Laser, Matrix, Line Matrix, Label), Scanners, Multifunction Machines	4.50%

HW: T	Power Products, PDUs, Power Supplies, Power Monitors	4.50%
All Other		
Other	All other undefined categories that SHI is able to offer to Omnia Members	Per SOW

Sample Professional Services Rate* Card for SHI:

Role	Rate
Data / Mobility Architect	\$325
Solution Architect / Consultant	\$275
Engineer	\$225
Project Manager	\$185

***Pricing is a sample and can vary on location, minimum billing requirements and other relevant variables. These rates do not include travel expenses. SHI reserves the right to review and update rates on an annual basis.**

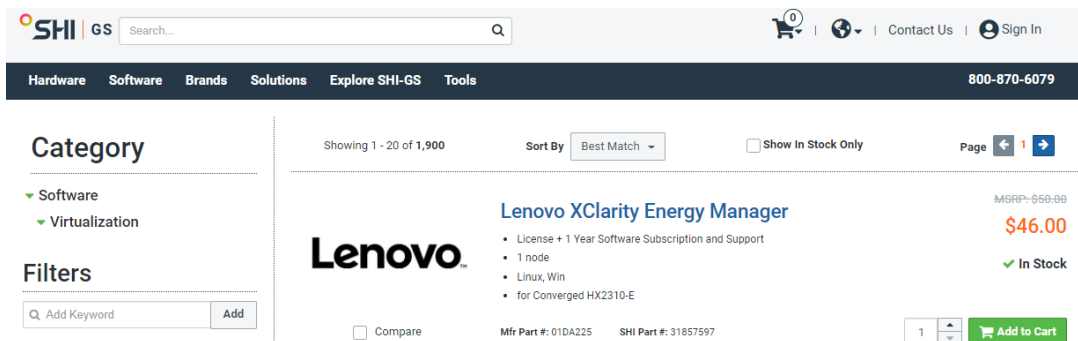
ii. Include an electronic copy of the catalog from which discount, or fixed price, is calculated. Electronic price lists must contain the following: (if applicable)

- Manufacturer part #
- Offeror's Part # (if different from manufacturer part #)
- Description
- Manufacturers Suggested List Price and Net Price
- Net price to Region 4 ESC

Media submitted for price list must include the Offerors' company name, name of the solicitation, and date on a Flash Drive (i.e., Pin or Jump Drives).

SHI Response:

SHI is providing our full catalog of cloud publishers found at <https://texas.gs.shi.com/>. This catalog provides ESC Region 4 access to advertised pricing along with associated discounted price to ESC members.



The screenshot shows the SHI GS website interface. At the top, there is a search bar and navigation links for 'Contact Us' and 'Sign In'. Below the navigation bar, there are tabs for 'Hardware', 'Software', 'Brands', 'Solutions', 'Explore SHI-GS', and 'Tools'. The main content area displays a product listing for 'Lenovo XClarity Energy Manager'. The product details include:

- Original Price: ~~MRP=\$50.00~~
- Current Price: **\$46.00**
- Status: **In Stock**
- Features: License + 1 Year Software Subscription and Support, 1 node, Linux, Win, for Converged HX2310-E
- Part Numbers: Mfr Part #: 01DA225, SHI Part #: 31857597
- Buttons: Compare, Add to Cart

 On the left side, there are filters for 'Category' (Software, Virtualization) and 'Filters' (Add Keyword, Add). The page also shows 'Showing 1 - 20 of 1,900' items and a 'Sort By' dropdown set to 'Best Match'.