

NCPA VENDOR DISCOUNT LIST 2023

Minimum Discount off MSRP/List

AMX/HARMAN	All AMX Catalog Items					
	15%					
APC/SCHNEIDER	Power Equipment					
	18%					
BIAMP SYSTEMS	All BiAmp Catalog Items					
	18%					
CABLES TO GO (C2G)	Misc. Cables					
	15%					
CHIEF MANUFACTURING INC	All Chief Catalog Items					
	18%					
CISCO	Cisco Compute	Cisco Hardware	Cisco SmartNet (Incumbent & EDU)	Cisco SmartNet (Non-incumbent)	Training	Software Subscriptions
	54%	35%	20%	8%	5%	8%
CRESTRON	All Creston Catalog Items					
	12%					
DA-LITE	All DA-Lite Catalog Items					
	15%					
EXTREME NETWORKS	All Extreme Catalog Items					
	3%					
EXTRON	All Extron Catalog Items					
	20%					
GETAC TECHNOLOGY CORPORATION	Rugged Laptops	Accessories, Peripherals, Warranty & Software				
	2%	1%				
HP ENTERPRISE	HPE Nimble	HPE Servers	Warranty	HPE Alletra		
	15%	15%	15%	15%		
HP ENTERPRISE ARUBA	HP Aruba Networking Equipment					
	20%					
HP INC	HP Monitors/Displays	HP Laptops / Tablets	HP Printers / Scanners	HP Workstations / Desktops	HP Poly	
	5%	4%	12%	4%	3%	
KINGSTON	Memory/Storage					
	5% - 15%					
LG ELECTRONICS	Monitors/Displays					
	2%					
LUXUL	All Luxul Catalog Items					
	15%					
MIDDLE ATLANTIC	All Middle Atlantic Catalog Items					
	22%					
NETAPP	All Netapp Category items A - W					
	5%					
PLANAR SYSTEMS INC	LED Video Wall	LCD Video Wall	Large Format LCD	Transparent OLED	Desktop & Touch	
	10%	10%	10%	10%	7%	
POCKETSTOP LLC	Software Subscriptions					
	5%					
SOUND CONTROL TECHNOLOGIES (SCT)	All SCT catalog Items					
	18%					
SHURE	All Sure Catalog Items					
	12%					
UNICOM SYSTEMS	Software					
	1%					
VADDIO	All Vaddio Catalog Items					
	10%					
VERITOS	All Veritos License					
	3%					
VERTIV	All Vertiv Catalog Items					
	7%					
VEEAM	Software					
	5%					
VMWARE	All Vmware Catalog					
	3%					
WIREMOLD	All Wiremold Catalog Items					
	18%					

NOTE:
UGI has relationships with many Original Equipment Manufacturers (OEMs) and solution providers. We have included this discount table for our top and most strategic partners as part of UGI's response. This is a subset of products and solutions that we provide our customers. Our experience in being an OMNIA Partners contract holder is that each public agency is different and may need a different set of OEMs and/or Solution providers to best meet their needs. UGI is experienced at adding these partners during the life of the contract to meet agencies' needs.

NOTE:
The LEGRAND List Price Catalog contains the following OEMs - C2G, Chief, DA-Lite, Luxul, Middle Atlantic, Vaddio, and Wiremold.