

## Appendix C to DIR Contract No. DIR-SDD-1951 - Pricing Index

For general purchases, Dell is offering fixed discounts as identified in the following table. Please note that these discounts will be based upon then-current retail pricing. Dell reserves the right to change retail prices, and therefore discounted prices, without notice. Standard shipping and handling is waived, however applicable tax (if applicable to the specific customer) or express/custom delivery charges will be added at the time of order.

Category	Products Classifications	Direct from Dell	Dell Prime with HUB Order Fulfillers	Dell Direct Online
		Discount from Dell Retail Price List		Minimum Additional Discount**
A	Most PowerEdge Servers, PowerEdge Racks; Most CloudEdge; PowerApp Appliance Servers; PowerVault Storage Products; Precision Workstations; OptiPlex Desktops; Most Customer Kits; Latitude Notebooks; Selected Toner; Selected Dell Cisco Switches	14.5%	14.5%	1%
F	Selected Toner	3%	3%	.5%
H	Base Ships Fast SKUs (Latitude, Optiplex, and Precision)	6%	6%	.5%
M	3rd Party Software & Peripherals - Mainstream Products	12%	12%	1%
R	Selected Services	9.6%	9.6%	0%
S	Selected Inspirons; Dell Compellent; Dell EqualLogic; Dell Kace; Selected Dell Printers; PowerConnect; Dell Projectors; Dell AIM; Selected PowerEdge; Dell EMC; Vostro Notebooks; XPS Notebooks; Alienware Notebooks; Most Dell Cisco switches; Mellanox switches; Dell Force10; Dell AppAssure, Dell SonicWALL	4%	4%	.5%
U	Spare Parts	0%	0%	0%

V	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Same discount as system	Same discount as system	0% Additional-- Matches Base
X	Selected Dell Printers; Selected Dell Monitors; Selected CloudEdge; Selected PowerEdge; Sonic Data Center Solutions; Selected 3rd Party Software & Peripherals; Non-Discountable Products	2%	2%	0%
Z	Selected Inspirons; Vostro Desktops & Notebooks; XPS Desktops; Alienware Desktops; Non-Discountable Service	0%	0%	0%

**\*\*Additional Online Discount:** This is defined as the additional discount off of list to be applied for offerings procured through the State of Texas online store only. Quoting and ordering must be initiated and completed online to qualify. Additional discounting applies only to the discounts noted in this table and are not offered in addition to promotional pricing offered to customers under the Dell / Texas DIR contract or Premier Pages maintained qualified to procure under the Dell / Texas DIR contract. Dell reserves the right to increase the online State of Texas procurement discounts at any time without changing the contractually required discounting noted above for the term of the agreement.

## Volume Discounts

The following volume discounts are for Category A only and assume a single purchase order with a maximum of 10 ship-to locations.

Purchase Order Volume	Minimum Discount*
\$1.00 - \$49,999.99	14.5%
\$50,000.00 - \$199,999.99	20%
\$200,000.00 - \$499,999.99	22.5%
\$500,000.00 - \$999,999.99	25%
\$1,000,000.00 - \$ 2,499,999.99	30%
\$2,500,000.00 - \$4,999,999.99	35%
\$5,000,000.00+	40%

\*Discounts exclude WYSE products, Latitude 10 tablets and Optiplex All-in-one chassis configurations. Customers may be permitted to negotiate further discounts based on their specific requirements.

## **Recommended Desktop and Notebook Models**

Vendor is providing recommended low, mid, and high-end pre-configured Desktop and Notebook Models at fixed prices. The pricing is pre-negotiated firm, fixed pricing to customers, not MSRP. DIR and Vendor will mutually review and agree to pre-configured offerings at least once every six months, and the Vendor website will be updated to reflect current offerings without the requirement of an additional contract amendment. The percentage discounts listed in the standard discounts or volume pricing sections above do not apply to pre-negotiated pricing.