

Virtucom, Inc.
Appendix C to DIR contract No. DIR-SDD-1997

Standard Discounts off of MSRP

Discounts off of MSRP for Lenovo Products and Services	
Manufacturer/ Product Line/ Product Category/ Service Categories/ Training Categories	Customer Discount % off MSRP
Accessories	21%
Visuals	13%
ThinkCentre	32%
ThinkPad	32%
ThinkServer	24%
ThinkStation	28%
Thinkpad Tablet	32%
Topseller Products	3%
Lenovo Services	21%

Discounts off of List Price for Virtucom Services	
Manufacturer/ Product Line/ Product Category/ Service Categories/ Training Categories	Customer Discount % off MSRP
Asset Tagging	33%
IT Asset Disposition Services	22%
Imaging	56%
Inside Delivery and Installation	38%
Product Training	9%
Screen Printing/Engraving/Etching	28%

Virtucom-Lenovo Price Match Guarantee

In the event the DIR approved customer finds a lower price point for the requested Lenovo product and submits the request to Virtucom, Virtucom will agree to match or beat the pricing for Lenovo products from either the Lenovo approved website (www.lenovo.com) or the Virtucom approved website (www.virtucom.com). In the event the pricing listed on either approved website is based upon a promotional period, the DIR approved customer must purchase the product for delivery within the advertised time period. Proof of the lower price may be requested by Virtucom at the time of purchase.

Volume Discount Offering

Virtucom is offering DIR approved customers additional discounts off MSRP based on volume purchasing. The volume discount structure is being provided in the format of two options, one based on the total purchase order amount or the second based on the number of units being purchased (the unit base discount is limited to the Desktop and Notebook category only – Topseller products not included). DIR customers may choose which option to utilize.

Option 1: DIR Approved Customer Volume Discount Pricing by Total Purchase Order		
Purchase Order Volume	Minimum Discount	Value-Add Services
\$1 - \$99,999	Standard DIR % discount per category listed above	N/A
\$100,000 - \$499,999	Standard DIR % discount per category listed above with additional 3% off the total purchase amount	Imaging included (if applicable)
\$500,000 - \$2,999,999	Standard DIR % discount per category listed above with additional 6% off the total purchase amount	Imaging and etching included(if applicable)
\$3,000,000+	Standard DIR % discount per category listed above with additional 7% off the total purchase amount	Imaging and etching included(if applicable)

Option 2: DIR Approved Customer Volume Discount Pricing by units for Desktops and Notebooks only (Excludes Topseller)		
Volume Pricing	Minimum Discount	Value-Add Services
1 - 99 Units	Volume Specific DIR % discount of 32% off MSRP	N/A
100 - 500 Units	Volume Specific DIR % discount of 32% off MSRP, plus 3%. Total of 35% off.	Imaging included
500+ Units	Specific DIR % discount of 32% off MSRP, plus 6%. Total of 38% off.	Imaging and etching included

Recommended Lenovo Desktop and Notebook Models

Vendor is providing recommended low, mid, and high-end pre-configured Desktop and Notebook Models at fixed prices. The ten initial product offerings are listed below and the Recommended Technical Specifications are included with this Attachment C. The pricing below 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 or volume pricing sections above do not apply to pre-negotiated pricing for pre-configured offerings listed below.

Recommended Desktops		Recommended Notebooks	
Model	DIR Customer Price	Model	DIR Customer Price
3493GRU	\$ 412.05	3254ACU	\$ 569.05
3493BPU	\$ 479.05	24683BU	\$ 854.05
0967A7U	\$ 569.05	246924U	\$ 996.55
3306A1U	\$ 664.05	23442HU	\$ 996.55
2992A5U	\$ 882.55	34442GU	\$1,424.05

Employee Purchase Program

Vendor and DIR agree to work toward possible establishment of an employee discount purchase program for Lenovo products and accessories by DIR employees. Vendor may discontinue the program at any time with notice to DIR.

Recommended Notebook Technical Specifications

	ThinkPad	ThinkPad	ThinkPad	ThinkPad	ThinkPad
System Type	E430	L430	L430	T430	X1 Carbon
Machine Type	3254	2468	2469	2344	3444
US English MTM	3254ACU	24683BU	246924U	23442HU	34442GU
List Price	\$599.00	\$899.00	\$1,049.00	\$1,049.00	\$1,499.00
DIR Customer Price	\$569.05	\$854.05	\$996.55	\$996.55	\$1,424.05
Top Seller	Yes	Yes	Yes	Yes	Yes
System Color	Midnight Black	Black	Black	Black	Black
Display	14.0" HD AG	14"HD AG, WWAN Capable	14.0" HD AG	14.0" HD AG	14" Premium HD+
Processor	Intel Core i3-2350M SMB	Intel Core i5-2520M	Intel Core i5-3320M	Intel Core i5-3320M	Intel Core i5-3427U
Intel vPro Enabled	No	No	No	Yes	Yes
Memory	4 GB	4 GB	4 GB	4 GB	4 GB
Graphics	Intel HD Graphics	Intel HD Graphics 4000			
Storage (GB / RPM)	320GB / 7200RPM	500GB / 7200rpm	320GB / 7200RPM	500GB / 7200RPM	128GB SSD
Optical Drive	DVD RW	DVD RW	DVD RW	DVD RW	No Optical
Web Cam	Yes	Yes	Yes	Yes	Yes
Blue tooth	No	Yes	Yes	Yes	Yes
Fingerprint Reader	No	Yes	Yes	Yes	Yes
WLAN	ThinkPad BGN	Intel 2200 BGN	Intel 6205 AGN	Intel 6205 AGN	Intel 6205s AGN
WWAN	No WWAN	WWAN Ready	WWAN Ready	WWAN Ready	No WWAN
Card / Slot / Tablet Pen Misc Option	7-in-1	7-in-1, Xpress Slot	7-in-1	4-in-1, Xpress Slot	4-in-1, Backlit KeyBoard
Battery	6 Cell	6 Cell	6 Cell	6 Cell	4 Cell
Operating System	Win 7 Pro 64	Win8 Pro 64	Win 7 Pro 64	Win 7 Pro 64	Win 7 Pro 64
Warranty	1 Yr Depot	3 Yr Depot	3 Yr Depot	3 Yr Depot	3 Yr Depot

Recommended Desktop Technical Specifications					
	ThinkCentre	ThinkCentre	ThinkCentre	ThinkCentre	ThinkCentre
System Type	Edge 72 SFF	Edge 72 SFF	M72e SFF	M82 SFF	M92p Mini Tower
Machine Type	3493	3493	0967	3306	2992
US English MTM	3493GRU	3493BPU	0967A7U	3306A1U	2992A5U
List Price	\$429.00	\$499.00	\$599.00	\$699.00	\$929.00
DIR Customer Price	\$412.05	\$479.05	\$569.05	\$664.05	\$882.55
Top Seller	Yes	Yes	Yes	Yes	Yes
Form Factor	SFF	SFF	SFF	SFF	TWR
Energy Star 5.0	No	No	No	No	Yes
Processor (CPU)	Pentium G654 (2.9 Ghz)	Core i3-3320t (2.8 GHz) 3rd Gen	Core i3-3320t (2.8 GHz) 3rd Gen	Core i5-3470t (2.9 GHz) 3rd Gen	Core i7-3770 (3.4 GHz) 3rd Gen
Intel vPro Enabled	No	No	No	No	Yes
Memory	2 GB (1 Dimm)	4GB (1 DIMM)	4GB (1 DIMM)	4GB (1 DIMM)	4GB (1 DIMM)
Hard Drive	500GB/ 7200RPM	500GB / 7200RPM	500GB / 7200RPM	500GB / 7200RPM	1TB / 7200RPM
Optical Drive	DVD RW	DVD RW	DVD RW	DVD RW	DVD RW
Graphics (Video Outputs)	Intel HD (VGA + DVI-D)	Intel HD (VGA + DVI-D)	Intel HD (VGA + DVI-D)	Intel HD (VGA + DP)	ATI Radeon HD7450 1GB (DVI-D + DP)
Operating System	Win 8 Pro (Downgradeable)	Win 7 Pro 64			
Warranty	1 Yr Onsite	1 Yr Onsite	3 Yr Onsite	3 Yr Onsite	3 Yr Onsite
Keyboard	USB	USB	USB	USB	USB
Mouse	USB	USB	USB	USB	USB
Floor Stand	Yes	Yes	No	Yes	No
VESA Mount	No	No	No	No	No
Web Camera	No	No	No	No	No
Wi-Fi	No	No	No	No	No
Blue-Tooth	No	No	No	No	No
Multi-Touch	No	No	No	No	No
AIO Stand	No	No	No	No	No