

**Department of Information Resources**  
**DIR-TSO-2538**  
**Appendix C - Pricing Index (per Amendment 7)**

Product Category	DIR Customer Discount % from HP MSRP/US List Price
<b>HP PERSONAL SYSTEMS</b>	
<b>Desktops</b>	
Entry-Level & Specialty Desktops (includes all AIO)	29.00%
Mid-Range Desktops	34.00%
High-End Desktops	34.00%
Smart Buys (Promotions)	1.00%
Configure-to-Order (CTO) Modules (Desktops)	29.00%
Options & Accessories (Desktops)	25.00%
<b>Workstations</b>	
Entry-Level Workstations	35.00%
Sprout	24.00%
Mid-Range Workstations	35.00%
High-End Workstations	37.00%
Smart Buys (Promotions)	1.00%
Configure-to-Order (CTO) Modules (Workstations)	35.00%
Options & Accessories (Workstations)	28.00%
<b>Retail Solutions</b>	
Retail Point-of-Sale (RPOS) Systems	29.00%
Smart Buys (Promotions)	1.00%
Options & Accessories (RPOS)	29.00%
<b>Thin Clients</b>	
Thin Clients	22.00%
Smart Buys (Promotions)	1.00%
Options & Accessories (Thin Clients)	22.00%
<b>Monitors</b>	
Monitors	24.00%
Digital Signage	29.00%
Smart Buys (Promotions)	1.00%
Options & Accessories (Monitors)	24.00%
<b>Notebook and Tablet Products</b>	
Mini Notebooks	24.00%
Specialty Tablets: Mini Tablet, Elite Pad	31.00%
Entry-Level Notebooks	28.00%
Mid-Range Notebooks and Tablets	32.00%
High-End Notebooks and Workstation Mobility	35.00%
Ultra-light Notebooks & Tablet PCs	34.00%
Smart Buys (Promotions) (Notebooks and Tablets)	1.00%
Configure-to-Order (CTO) Modules (Notebooks and Tablets)	32.00%
Options & Accessories (Notebooks and Tablets)	25.00%
Notebook Accessories - Education Software	30.00%
Next Gen Computing (Elite X3)	10.00%
Smart Buys (Promotions) (Next Gen Computing)	0.00%
<b>Care Pack Services</b>	
Care Pack Services	28.00%
Smart Buys (Promotions)	28.00%
<b>Customization Services</b>	
Personal Systems HW Customization	20.00%
Personal Systems Image Management	20.00%

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<b>HP PRINTING AND IMAGING</b>	
<b>Printers</b>	
HP Branded Printers (All HP All-in-One, Multifunction Printers and Devices, LaserJet, Inkjet, Large Format Printer)	<b>39.00%</b>
Options & Accessories (Printers)	<b>32.00%</b>
Jet Advantage HW	<b>28.00%</b>
Smart Buys (Promotions)	<b>1.00%</b>
<b>Scanners</b>	
Scanners	<b>34.00%</b>
Smart Buys (Promotions)	<b>1.00%</b>
<b>Specialty Printers</b>	
SCITEX Printers (Available through Order Fulfillers Only)	<b>0.00%</b>
TROY Printers	<b>10.00%</b>
<b>HP Supplies</b>	
LaserJet Supplies	<b>44.00%</b>
Designjet and InkJet Supplies	<b>34.00%</b>
Media and Paper	<b>27.00%</b>
<b>Imaging and Printing Software Solutions</b>	
Technology Solutions & Partners / Jet Advantage	<b>30.00%</b>
<b>Software Services</b>	
HP Software Professional Services	<b>10.00%</b>
HP Software Training Services	<b>10.00%</b>
<b>Print Maintenance &amp; Support Services</b>	
HP/Third Party Maintenance Services and Support	<b>7.00%</b>
Managed Print Services (MPS)	<b>17.00%</b>
<b>Hardware/Software Maintenance Support Services</b>	
Maintenance Services and Day One Contract Services (Printing and Personal Systems)	<b>46.00%</b>
<b>Financial Services and Asset Recovery</b>	
Hewlett Packard Financial Services Company (HPFS) <sup>1</sup>	<b>Customer Quotes Provided</b>
HP Product Return and Recycling (Several Programs Available) <sup>2</sup>	<b>Customer Quotes Provided</b>
<sup>1</sup> Please reference Master Lease Agreement (Appendices G, G1, and G2). <sup>2</sup> Several programs available, please see: <a href="http://www8.hp.com/us/en/hp-information/environment/product-recycling.html?jumpid=reg_r1002_usen_c-001_title_r0001#.UsmyZPRDtZ0">http://www8.hp.com/us/en/hp-information/environment/product-recycling.html?jumpid=reg_r1002_usen_c-001_title_r0001#.UsmyZPRDtZ0</a>	

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Product Category		DIR Customer Discount % from HP MSRP/US List Price
Third-Party Hardware		
Third-Party Hardware (See Brand Listing Below)		<b>15.00%</b>
<b>COMPANY NAMES</b>		
3DConnexion	3M	
<b>"A", "B", "C"</b>		
Addesso	Allied Telesis	Alteratec
Antenna Plus	Anthro	APC (Schneider Electric)
APG Cash Drawer	Approved Networks	ASUS
Avocent (an Emerson Company)	AXXON	Belkin
Barco	BLACK Box Network	Bosch (Dremel)
Bretford	C2G	CaseAce Products
Chicony	Cherry Keyboards	Chief
CMS	Crossmatch (DigitalPersona)	Crucial (by Micron)
Cyclone Products		
<b>"D", "E", "F"</b>		
Datamation Systems	Diamond Multimedia	Digi International
Eaton	Eizo	Emulux
Ergotron	EVGA	F5
<b>"G", "H", "I"</b>		
GETAC	Goldtouch	GovMark
Havis	Howard Medical	Humanscale
Hyundai	Identiv	IEE
Infocase	Infocus	Intel
iPearl		
<b>"J", "K", "L"</b>		
JAR Systems	Kensington	Key Tronic
Kingston	Lacie	LG
Liebert (an Emerson Company)	Lockncharge	Logitech
LSI Logic	LTB & Hamilton Electronics	
<b>"M", "N", "O"</b>		
MagTek	MASS Mutliples	Meridian
Mettler-Toledo	Micron	M-S Cash Drawer
NEC		
<b>"P", "Q", "R"</b>		
Peerless-AV	Plasmon	PMT
PNY	Polycom	Protect Computer Products
Riverbed Technologies		
<b>"S", "T", "U"</b>		
Samsonite	Sandisk	Scan Source
Seagate	SIIG	Targus
Tripp Lite		
<b>"V", "W", "X", "Y", "Z"</b>		
Virtual Instruments	Wave Systems	Zebra
Zoom	zSpace	
Third-Party Software		
Third-Party Software (See Brand Listing Below)		<b>10.00%</b>
<b>PUBLISHER NAMES</b>		
Absolute Software	LanDesk	Verdiem