

Tab 7 - Pricing Proposal

Please submit price list electronically via our online Bonfire portal (pricing can be submitted as Discount off MSRP, cost plus, etc.). Products, services, warranties, etc. should be included in price list. Prices submitted will be used to establish the extent of a respondent's products and services (Tab 5) that are available and also establish pricing per item.

Price lists must contain the following:

- Product name and part number (include both manufacturer part number and respondent part number if different from manufacturers).
- Description
- Vendor's List Price
- Percent Discount to NCPA participating entities

Dell Response

Dell maintains a Retail Price list online located at:
<http://ftpbox.us.dell.com/slq/weekly/dellpricereport.pdf>

The Price List is updated weekly, is available for download from this site in lieu of hard copy distribution and excludes promotional offers. Systems configured and discounted by your Dell's Sales Representatives or through on-line stores and Premier Pages, are based upon then-current retail pricing and exclude promotional offers.

Changes to retail prices are subject to Dell's discretion and generally take effect immediately, allowing us to provide price decreases and to introduce new products without waiting for a formal price list to be updated. Product Classifications and Categories may be changed by Dell without notice.

Not To Exceed Pricing

- NCPA requests pricing be submitted as "not to exceed pricing" for any participating entity.
- The awarded vendor can adjust submitted pricing lower but cannot exceed original pricing submitted for solicitation.
- NCPA requests that vendor honor lower pricing for similar size and scope purchases to other members.

Dell Response

Dell will provide the minimum discounts for the offers described in the Discount Category Matrix on the following page. The discounts are applied to Dell's then current Manufacturer Suggested Retail Pricing (MSRP) and Dell reserves the right to change the MSRP (which would also change the discounted selling price) at any time to apply to future orders. Regardless of the Category in which they may be sold, Dell shall not be obligated to provide any discounts with respect to APEX-branded products or offerings.

Product Categories	Product Category Classifications	Proposed Discounts
Category A	Dell Storage OEM, Fixed Workstations, Latitude, Mobile Workstations, OptiPlex (includes Thin Client), PowerEdge Servers, Software - Server and Other, Software - Storage, Cloud Client, Customer Kits (including some non-tied Monitors), Educational Chrome, Internet of Things (IOT)	15.00%
Category A	Consumer Chrome, Cloud Products only	3.00%
Category F	Dell Branded Printer Accessories, Parts, and Toner	1.50%
Category H	BTX, Prebuilt – Ready to Ship Systems	5.00%
Category M	3 rd Party Software & Peripherals – Mainstream Products Third Party	3.00%
Category R	CFI/Configuration Services; Selected Services	0.50%
Category S	Alienware Notebooks, Converged Infrastructure, Data Protection Appliance, Data Protection Software, Data Security Solutions, Dell Networking, Dell Storage PS, Dell Storage SC, Dell EMC, Displays, Hyper Converged Infrastructure, OEM Networking, Personal Notebooks, Projectors/Monitors/Other Electronics, Storage Entry, Storage High End, Storage Integrated Offer, Storage Mid-Range, Storage Unstructured, Tablets, Vostro Notebooks, XPS Notebooks	3.00%
Category U	Spare Parts	0.00%
Category V	System components with discounts that vary based upon the system in which the item is installed	Varies Per Base SKU
Category X	Third Party – Non-Discountable except where contractually required	3.00%
Category Z	Alienware Desktops, Personal Desktops, Vostro Desktops, XPS Desktops, Services - i.e., System Tied and Non-Tied (POS and APOS), Deployment, VSOE, and Custom	0.50%
Category Z1	Services - i.e., System Tied and Non-Tied, POS and APOS	0.50%
Category ZS	Services - i.e., System Tied and Non-Tied, POS and APOS	0.50%
Not Applicable	APEX Branded Solutions (Including Flex OnDemand where applicable)	0.00%

Pricing Notes:

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Changes to retail prices are subject to Dell's discretion and generally take effect immediately, allowing us to provide price decreases and to introduce new products without waiting for a formal price list to be updated. Product Classifications and Categories may be changed by Dell without notice. Where a Dell-branded product is comprised of both hardware and services, the resulting Discount Off List percentage will reflect a blend of the contract discounts associated with the hardware and tied services components of that product.

Where Dell sells third-party products on a "discount-off-list" basis and does not receive a list price from the manufacturer, Dell assigns a list price. Prices for custom services are agreed to through a separate Statement of Work and not included in the proposed prices herein. Where "discount off list", "cost plus", or "cost minus" calculations are used to determine pricing, Dell's standard discount product category list, product category or classification assignment for a particular product is subject to change by Dell and could affect pricing of that product.

Pricing, if included, may be subject to change in the event of an industry wide material constraint or shortages, including but not limited to memory, or other manufacturing materials or components, or due to other factors beyond Dell Technologies' reasonable control. Products may be discontinued or revised (including components thereto) at any time without notice. Should the initial proposed product(s) be discontinued before the replacement product(s) reach price parity with initial product(s), Dell Technologies reserves the right to re-negotiate pricing. For global proposals utilizing Dell Technologies' currency exchange hedge rates, rates are updated quarterly and only valid for the current quarter from the proposal submission date.