

Requisition

Req # 00182687

PO #

Date: 09/27/10

*Consent
#23734
11/9/10*

Bill To: x
x

Vendor: 178136
DELL MARKETING L.P.
C/O DELL USA LP
P.O. BOX 676044
DALLAS TX 75267-6044
FAX (800)433-9527

Ship To: INFORMATION TECHNOLOGY DEPARTMENT
100 E. CANO, 4TH FLOOR
EDINBURG TX 78540

Contact: EDNA KIRBY
956-292-7010

Contract No: DIR-SDD-890

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
1.00	EACH	DIR-SDD-890 Quote 1010754306189 New Contract End Date 09/13/2013 DO NOT DUPLICATE ORDER POWER EDGE 2950	2,516.40	2,516.40
		2HR 7x24 Service 2HR 7x24 onsite diagnosis/ 6HR repair 4HR 7X24 Service 4HR 5X10 Service Next Business Day Onsite Service Next Business Day Parts Only Advance Exchange Return to Depot Limited Technical Support Keep Your Hard Drive Gold Technical Support Complete Care Silver/Gold/Platinum End User ProSupport End User ProSupport Mission Critical IT ProSupport IT ProSupport Mission Critical Enterprise ProSupport Enterprise ProSupport Mission Critical End of Life		
1.00	EACH	REINSTATEMENT FEE	200.00	200.00
1.00	EACH	Discount	-407.46	-407.46
		Account No	Encumbrance	
		0-1100-415-00-200-002-0-336	2,308.94	
			Freight	.00
			Total	2,308.94
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

Authorized By: _____

Extended Services Quote Information	
Quote #:	1010754306189

Customer Information	
Date:	September 14, 2010
Company Name:	COUNTY OF HIDALGO
Dell Customer #:	8937178
Contract Code:	48ABO
Customer Agreement #:	DIR-SDD-890

Dell Contact Information	
Brad Kline	
APOS Services Consultant	
John. Kline@Dell.com	
Phone:	1-800-247-4618 ext. 5139858
Fax:	1-512-283-9992

Dell Extended Services Details									
Current Equipment Information			Extended Service Information						
Service Tag #	Model	Service Contract Type	Ship Date	Service Contract Expiration	Service Contract Type	New Contract End Date	Service Extension	Reinstatement Fee	Total Price
9L70DD1	POWER EDGE 2950	S9 + GD	7/30/2007	7/29/2010	S9+IPSMC	9/13/2013	\$ 2,516.40	\$ 200.00	\$ 2,716.40

Contract Descriptions	
2H	2HR 7x24 Service
6H	2HR 7x24 onsite diagnosis/ 6HR repair
S1. S9	4HR 7X24 Service
S4	4HR 5X10 Service
ND	Next Business Day Onsite Service
NP	Next Business Day - Parts Only
AE	Advanced Exchange
RR	Return to Depot
LT	Limited Technical Support
KK	Keep Your Hard Drive
TS	Gold Technical Support
CC	Complete Care
SV. GD. PL	Silver/Gold/Platinum
PS	End User ProSupport
PSMC	End User ProSupport Mission Critical
IPS	IT ProSupport
IPSMC	IT ProSupport Mission Critical
EPS	Enterprise ProSupport
EPSMC	Enterprise ProSupport Mission Critical
EOL	End Of Life

Extended Services Subtotal	\$ 2,516.40
Reinstatement Fees	\$ 200.00
Parts	\$ -
Subtotal:	\$ 2,716.40
Discounts Applied	\$ 407.46
Total:	\$ 2,308.94

Pricing does not include sales tax where applicable.
This quotation is valid for 30 days.

Purchase Order Requirements
Please remember to include the following information:

SF 10
12/26/07
Ref # 182687

[Questions about Services? Click here.](#)

[Support Questions? Click here.](#)

- Billing address
 - Shipping address, including a contact name & phone number
 - Terms stated as 'Net 30'
 - A total dollar amount
 - An authorizing signature (if required)
- Please attach a copy of your Dell quote, or reference the Dell quote number(s) on the purchase order.

Edna Kirby

From: Stan Ramos [stan.ramos@co.hidalgo.tx.us]
Sent: Thursday, September 23, 2010 11:31 AM
To: edna.kirby@co.hidalgo.tx.us
Subject: FW: quote `

Here is the response.

Stan Ramos III
Hidalgo County Information Technology
stan.ramos@co.hidalgo.tx.us
100 E. Cano 4th floor
Edinburg Tx, 78539
office 956-292-7010
fax 956-318-2152
cell 956-207-9883



Two words were failed in the sending of this message. However a large number of electrons were terribly inconvenient.

From: John_Kline@Dell.com [mailto:John_Kline@Dell.com]
Sent: Thursday, September 23, 2010 11:04 AM
To: stan.ramos@co.hidalgo.tx.us
Subject: RE: quote `

Hi Stan,
No I just need a PO or some form of payment.

Thank you,

John Bradley Kline III (Brad)
APOS Services Sales Representative
Dell | Select Public Accounts, South Central
Office: +1 512-513-9858 Toll Free: 800.247.4619 x 5139858
fax +1 512-283-9992
John_Kline@Dell.com

Customer feedback | How am I doing? Please contact my manager Ernest_Homer@Dell.com

From: Stan Ramos [mailto:stan.ramos@co.hidalgo.tx.us]
Sent: Thursday, September 23, 2010 11:01 AM
To: Kline, John
Subject: RE: quote `

Hey John question do we need to get a service agreement contract signed to purchase the extended warranty?

Stan Ramos III
Hidalgo County Information Technology
stan.ramos@co.hidalgo.tx.us
100 E. Cano 4th floor
Edinburg Tx, 78539

9/23/2010

office 956-292-7010
fax 956-318-2152
cell 956-207-9883



No trees were killed in the sending of this message. However a large number of electrons were terribly inconvenienced.

From: John_Kline@Dell.com [mailto:John_Kline@Dell.com]
Sent: Tuesday, September 21, 2010 3:31 PM
To: stan.ramos@co.hidalgo.tx.us
Subject: RE: quote`

Hi Stan,

I quoted the systems with the contract code but unfortunately the excel quotes don't reflect it properly. I added the code to the quote.

Thank you,

John Bradley Kline III (Brad)
APOS Services Sales Representative
Dell | Select Public Accounts, South Central
Office: +1 512-513-9858 Toll Free: 800.247.4619 x 5139858
fax +1 512-283-9992
John_Kline@Dell.com

Customer feedback | How am I doing? Please contact my manager Ernest_Homer@Dell.com

From: Stan Ramos [mailto:stan.ramos@co.hidalgo.tx.us]
Sent: Friday, September 17, 2010 8:52 AM
To: Herrera, Luis
Subject: RE: quote`

Also the quote for the extended warranty I need to reflect the dir contract.
Thanks

Stan Ramos III
Hidalgo County Information Technology
stan.ramos@co.hidalgo.tx.us
100 E. Cano 4th floor
Edinburg Tx, 78539
office 956-292-7010
fax 956-318-2152
cell 956-207-9883



No trees were killed in the sending of this message. However a large number of electrons were terribly inconvenienced.

From: Luis_Herrera@DELL.com [mailto:Luis_Herrera@DELL.com]
Sent: Thursday, September 16, 2010 3:02 PM
To: stan.ramos@co.hidalgo.tx.us
Subject: RE: quote`

9/23/2010

Hi Stan:

I need to know which kind of hard drives you need.

Please let me know

Thanks

Luis

From: Stan Ramos [mailto:stan.ramos@co.hidalgo.tx.us]

Sent: Thursday, September 16, 2010 2:05 PM

To: Herrera, Luis

Subject: quote`

Also can you please send me a quote for 2 hard drives for that same server.

Stan Ramos III

Hidalgo County Information Technology

stan.ramos@co.hidalgo.tx.us

100 E. Cano 4th floor

Edinburg Tx, 78539

office 956-292-7010

fax 956-318-2152

cell 956-207-9883



No images were killed in the sending of this message. However a large number of electrons were terribly disappointed.

Appendix C Product and 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 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	PowerEdge Departmental Servers, PowerVault Storage Products, Fixed Workstations, Mobile Workstations, Selected OptiPlex Desktops, Selected Latitude Notebooks, Customer Kits	13%	13%	1%
F	Toner	3%	3%	.5%
H	Value: Latitude, OptiPlex, Workstation; Future Products to be Determined.	6%	6%	.5%
K	S&P - Commodity	2%	2%	.5%
L	Software/Non-stocked: Selected Application Software, Non-stock Peripherals and Accessories	2%	2%	.5%
M	Third Party Software and Peripherals - Mainstream	12%	12%	1%
O	Selected Service on Poweredge Departmental Servers; Selected Dell Pro-Support Services; Decline Service; Selected 4-Hr On-Site; Business Care Plus On-Site Service (all years)	15.25%	15.25%	.75%
R	Selected On-site Service - NBD On-site Service (extended yrs)	9.6%	9.6%	0%
S	Selected Promotional Offers; Inspiron; Selected Latitude; Selected Power Edge; SC PowerEdge; Power Connect; EqualLogic; Dell/EMC; Imaging; Vostro Notebooks; XPS Notebooks	4%	4%	.5%
T	NBD Service Parts Contracts (extended yrs 3,4)	2%	2%	.5%
U	Spare Parts	0%	0%	0%
V	Peripherals and Accessories with Discounts that Vary Based upon the System on Which the Item is Installed.	Same discount as system	Same discount as system	0% Additional-- Matches Base
W	Selected Dimension Desktops	4%	4%	.5%
X	S&P Specific - Non-discountable Products	2%	2%	0%
Z	Selected Dimensions; Other Non-discountable Services	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 anytime without changing the contractually required discounting noted above for the term of the agreement.

Additional Tiered Discounting Thresholds:

Dell's proposal is to increase the discount for DIR Customers purchasing from Dell through the Texas DIR - Dell Master Contract every time the cumulative spend of all Customers purchasing from Dell through the Texas DIR - Dell Master Contract crosses the Proposed Gates gates as listed below:

The discount adjustment will occur on the first day of Dell's fiscal-quarter following the point at which the cumulative spend through the Dell MPA group crosses a gate.

Proposed Gates:

\$600M Total Sales: Increase Category A by ¼% for Dell Direct and Dell HUB Orders. No change to Additional Online Discount.

\$1.2B Total Sales: Increase Category A by ¼% for Dell Direct and Dell HUB Orders. No change to Additional Online Discount.

\$1.6B Total Sales: Increase Category A by ¼% for Dell Direct and Dell HUB Orders. No change to Additional Online Discount.

Category A Only, Single Purchase Order, Maximum of 10 Ship-to Locations

Minimum Dollar Volume Associated with Single Transaction	Maximum Dollar Volume Associated with Single Purchase Order	Category A Discount in addition to Initial Pricing Level Discount
\$50,000.00	\$99,999.99	Greater than or equal to 1%
\$100,000.00	\$199,999.99	Greater than or equal to 2%
\$200,000.00	\$499,999.99	Greater than or equal to 4%
\$500,000.00	\$999,999.99	Greater than or equal to 6%
\$1,000,000.00	No Maximum	Greater than or equal to 8%