

## 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	Discount from Dell Retail Price List		Dell Direct Online Minimum Additional Discount**
		Direct from Dell	Dell Prime with HUB Order Fulfillers	
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; Directline 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