



**Discount Structure for
U.S. Communities Contract 4400001195 (RQ09-997736-42B)**

Product Category	Description	Discount from Insight Standard Price
Workstations/Desktops	Desktops	0.230%
Laptops	Handhelds	2.776%
	Notebooks	1.197%
Monitors	Displays	1.490%
	POS Displays	3.839%
Servers	Servers Blade	2.782%
	Servers Tower	2.393%
Unix Systems	Servers UNIX	2.132%
Networking Equipment	10/100 Hubs & Switches	1.515%
	Bridges & Routers	2.525%
	Gigabit Hubs & Switches	2.406%
	Hardware Firewalls	2.664%
	Intrusion Detection	2.896%
	KVM	4.057%
	Network Adapters	2.885%
	Network Testing Equipment	2.275%
	Networking Communications	2.893%
	Repeaters & Transceivers	2.663%
	WiFi	3.144%
Storage	Disk Arrays	2.783%
	Disk Arrays JBOD	2.783%
	Drives Magneto-Optical	2.664%
	Drives Removable Disk	3.378%
	Hard Disks External	2.660%
	Hard Drives Fibre Channel	2.660%
	Hard Drives IDE/ATA/UDMA/SATA	6.206%
	Hard Drives Notebook	2.781%
	Hard Drives SCSI	2.526%
	Optical Drives CD-ROM	2.538%
	Optical Drives CD-RW	2.656%
	Optical Drives DVD/CDRW	0.325%
	Optical Drives DVD/R	3.133%
	Optical Drives DVD-ROM	2.783%
	Storage NAS	2.280%
	Storage SAN	2.664%
	Tape Autoloaders AIT	2.783%
	Tape Autoloaders DAT	2.783%
	Tape Autoloaders DLT	2.283%
	Tape Autoloaders LTO/Ultrium	2.280%
	Tape Drives 4mm	2.783%
	Tape Drives 8mm/VXA	4.773%
	Tape Drives AIT	2.528%
	Tape Drives DAT	2.783%
	Tape Drives DLT	2.900%
	Tape Drives LTO/Ultrium	2.907%
	Tape Drives SDLT	2.783%
	Tape Drives Travan	2.783%

Please call for volume pricing requests.



National Services Price List

Labor Categories

Job Title	IPS Hourly Rate List Price	USC Discount	USC Hourly Rate*
Field Engineer	\$75.00	30.00%	\$52.50
Project Coordinator	\$90.00	30.00%	\$63.00
Sr. Field Engineer	\$105.00	30.00%	\$73.50
Sr. Project Coordinator	\$110.00	30.00%	\$77.00
SQL Administrator	\$110.00	30.00%	\$77.00
Systems Engineer	\$125.00	30.00%	\$87.50
Sr. Systems Engineer	\$165.00	30.00%	\$115.50
Manager, Field Engineering	\$165.00	30.00%	\$115.50
Project Manager	\$160.00	30.00%	\$112.00
Consultant	\$200.00	30.00%	\$140.00
Sr. Project Manager	\$225.00	30.00%	\$157.50
Program Manager	\$215.00	30.00%	\$150.50
Sr. Principal Consultant	\$225.00	30.00%	\$157.50
Managing Consultant	\$275.00	30.00%	\$192.50
Sr. Consultant	\$255.00	30.00%	\$178.50
Technical Architect	\$280.00	30.00%	\$196.00
Director	\$300.00	30.00%	\$210.00

* This rate represents the maximum that Insight will charge relative to the skill rate throughout the U. S. for Insight or subcontracted resources.

Integration Services

Part Number	Service Offered	MSRP	USC Discount	USC Price*
99-PACK1	PC Integration Service Level I	\$22.00	10.00%	\$19.80
99-PACK2	PC Integration Service Level II	\$33.00	10.00%	\$29.70
99-PACK3	PC Integration Service Level III	\$30.00	10.00%	\$27.00
99-PACK4	PC Integration Service Level IV	\$38.00	10.00%	\$34.20
99-SERVER1	Server Pack Level I (non-Blade)	\$60.00	10.00%	\$54.00
99-SERVER2	Server Pack Level II (non-Blade)	\$68.00	10.00%	\$61.20
99-MONITOR	Self Test of Monitor; Asset tag	\$10.00	10.00%	\$9.00
99-PRINTER	Hardware Install of Memory and/or NIC in printer; Asset Tag if Requested **	\$16.00	10.00%	\$14.40
99-ASSET	Application of Asset Tag on any Non-Configured Device	\$8.00	10.00%	\$7.20
99-OSREPLACE***	Replacement or Dual Boot configuration of Preloaded Microsoft OS	\$30.00	10.00%	\$27.00
99-BURN1HR***	1 Hour Burn-in of Device in addition to standard config/testing time	\$8.00	10.00%	\$7.20
99-APPS***	Installation of up to 3 Single Applications (e.g AntiVirus) or 1 software suite	\$15.00	10.00%	\$13.50

* Image Load requires a client-provided Image. Additional charges may apply relative to this service.

** Duplexers, paper trays and other external devices should not be pre-installed.

*** Not a stand alone service. Requires a 99-PACK or 99-SERVER part number first.

Please note that additional restrictions may apply. Other services available. Some listings may require purchase of other service offerings as well. Advanced Integration Services for PCs, Servers, Blades, Racks, Networking equipment, etc. require an individual Statement of Work.

IMAC Services

Service Offered	Number of Units	MSRP	USC Discount	USC Price*
Basic Field Installation (unbox, remove old, connect new, assign network printer)	1-3	\$150.00	15.00%	\$127.50
	4-6	\$100.00	30.00%	\$70.00
	7-16	\$85.00	30.00%	\$59.50
	16+	\$70.00	30.00%	\$49.00
Basic De-Installations (verification of operation, DOD level erasure, disconnect cabling, placement in centralized on-site location)	1-3	\$150.00	15.00%	\$127.50
	4-6	\$100.00	30.00%	\$70.00
	7-16	\$85.00	30.00%	\$59.50
	16+	\$70.00	30.00%	\$49.00

*Onsite pricing assumes a 4-hour minimum. Additional IMAC services are available via a Statement of Work. Various restrictions may apply. Contact your Insight sales team for more information.