

Tab 7 - Pricing

Please submit price list electronically (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.

Dell Response:

Dell maintains a Retail Price list online through Dell's website at:
<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

- **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 has provided the above link to its current retail price list. Additionally, below is the discount structure we are proposing for NCPA.

- **Submit price list electronically on CD, DVD, or Flash Drive. Include respondents name, name of solicitation, and date on media of choice.**

Dell Response:

Dell's current retail price list can be found online at
<http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

- **Not To Exceed Pricing**
 - **NCPA requests pricing be submitted as "not to exceed pricing" for any participating entity.**

Dell Response:

Dell acknowledges this request and will make commercially reasonable efforts to adhere. 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.

Retail price changes take effect immediately, to allow immediate benefit of new product, price drops and changes. This Retail Price List is not available for paper distribution due to the volume and frequency of changes. However, Dell is able to maintain an on-line state store or Premier Page allowing end-users to configure systems at the proposed discounted pricing.

Note that, as a general practice, Dell's Sales Representatives provide quotations based upon current pricing. This allows us to pass on price drops and new product introductions without waiting for a formal price list to be updated.



Category	Products Classifications	Discount
A	Most PowerEdge Servers, PowerEdge Racks; Most CloudEdge; PowerApp Appliance Servers; PowerVault Storage Products; Precision Workstations; OptiPlex Desktops; Most Customer Kits; Latitude Notebooks	13.0%
F	Selected Toner	2%
H	Value: Latitude, Optiplex, and Workstation; Future Products to be Determined	5%
K	S&P Commodity	1%
M	3rd Party Software & Peripherals - Mainstream Products	11%
R	Selected Services	0%
S	Selected Inspirons; Dell Compellent; Dell EqualLogic; Dell Kace; Selected Dell Printers; PowerConnect; Dell Projectors; Dell AIM; Selected PowerEdge; Vostro Notebooks; XPS Notebooks; Alienware Notebooks; Most Dell Cisco switches; Mellanox switches; Dell Force10; Dell AppAssure, Dell SonicWALL; Dell Ocarina	3%
U	Spare Parts	0%
V	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Same discount as system
X	Selected Dell Printers; Selected Dell Monitors; Selected CloudEdge; Selected PowerEdge; Sonic Data Center Solutions; Selected 3rd Party Software & Peripherals; Non-Discountable Products	1%
Z	Selected Inspirons; Vostro Desktops & Notebooks; XPS Desktops; Alienware Desktops; Dell Wyse; Dell Boomi; Non-Discountable Service (except where contractually required)	0%

- *The awarded vendor can adjust submitted pricing lower but cannot exceed original pricing submitted for solicitation.*

Dell Response:

Dell acknowledges this request and will make commercially reasonable efforts to adhere.

- *NCPA requests that vendor honor lower pricing for similar size and scope purchases to other members.*

Dell Response:

Dell acknowledges this request and will make commercially reasonable efforts to adhere.

