

## Exhibit D: Price Schedule

NASPO ValuePoint Computer Equipment (2023-2028)

### CONTROL SET

**Master Agreement:** 23004  
**Contractor Name:** Dell Marketing, LP

### Awarded Bands:

Band 1: Personal Computing Devices (Windows)  
 Band 2: Personal Computing Devices (Non-Windows)  
 Band 3: Servers and Storage

Band	Category Code	Category Description	Discount off Baseline List
1	1B	Band 1 - Minimum Discount	18.0%
1	1T	Band 1 - Third Party Product Minimum Discount	5.5%
2	2B	Band 2 - Minimum Discount	18.0%
2	2T	Band 2 - Third Party Product Minimum Discount	5.5%
3	3B	Band 3 - Minimum Discount	18.0%
3	3T	Band 3 - Third Party Product Minimum Discount	5.5%
	S-1	Standalone Services	4.0%
	S-2	Warranty Services	4.0%
	S-3	Training and Other Professional Services	4.0%

## Exhibit D: Price Schedule

## Discount Structure

**Master Agreement:** 23004  
**Contractor Name:** Dell Marketing, LP  
**Baseline Price List:** Posted on Contractor's dedicated NASPO ValuePoint website

<b>Band 1: Personal Computer Equipment (Windows OS)</b>			
Band	Category Code	Category Description	Discount off Baseline List
<b>1</b>	<b>1B</b>	<b>Band 1 - Minimum Discount</b>	<b>18.0%</b>
1	1B-1	Desktops - Alienware, Inspiron, Vostro, XPS	0.5%
1	1B-2	Notebooks - Alienware, Inspiron, Vostro, XPS	2.5%
1	1B-3	Projectors/Monitors/Other Electronics	2.5%
1	1B-4	Displays	2.5%
1	1B-5	Imaging	2.5%
1	1B-6	Dell Branded - Printer accessories, parts, and toner	1.5%
1	1B-7	Spare Parts related to Band 1	0.5%
1	1B-8	Customer Kits	15.0%
1	1B-9	Ready to Ship configurations	4.0%
<b>1</b>	<b>1T</b>	<b>Band 1 - Third Party Product Minimum Discount</b>	<b>5.5%</b>
1	1T-1	Selected Third Party - Software and Peripherals	0.5%

<b>Band 2: Personal Computer Equipment (Non-Windows OS)</b>			
Band	Category Code	Category Description	Discount off Baseline List
<b>2</b>	<b>2B</b>	<b>Band 2 - Minimum Discount</b>	<b>18.0%</b>
2	2B-1	Commercial Chromebooks	15.0%
2	2B-2	Consumer Chromebooks	15.0%
2	2B-3	Projectors/Monitors/Other Electronics	2.5%
2	2B-4	Displays	2.5%
2	2B-5	Imaging	2.5%
2	2B-6	Dell Branded - Printer accessories, parts, and toner	1.5%
2	2B-7	Spare Parts related to Band 2	0.5%
2	2B-8	Customer Kits	15.0%
2	2B-9	Ready to Ship configurations	4.0%
<b>2</b>	<b>2T</b>	<b>Band 2 - Third Party Product Minimum Discount</b>	<b>5.5%</b>
2	2T-1	Selected Third Party - Software and Peripherals (Non-discountable)	0.5%

<b>Band 3: Servers and Storage</b>			
Band	Category Code	Category Description	Discount off Baseline List
<b>3</b>	<b>3B</b>	<b>Band 3 - Minimum Discount</b>	<b>18.0%</b>
3	3B-1	Spare Parts related to Band 3	0.5%
3	3B-2	Customer Kits	15.0%
<b>3</b>	<b>3T</b>	<b>Band 3 - Third Party Product Minimum Discount</b>	<b>5.5%</b>
3	3T-1	Selected Third Party - Software and Peripherals	0.5%

## Exhibit D: Price Schedule

## Volume-Based Discounts

Master Agreement: 23004  
 Contractor Name: Dell Marketing, LP

### Bands 1 & 2

#### 1. Per Transaction Multiple Unit Discount(s)

Contractor provides a contractual volume discount program as follows based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Purchasing Entity, or multiple entities conducting a cooperative purchase.

Min \$ Single Transaction	Max \$ Single Transaction	Per Transaction Multiple Unit Discount
\$100,000.00	\$199,999.99	1.0%
\$200,000.00	\$399,999.99	2.0%
\$400,000.00	\$599,999.99	4.0%
\$600,000.00	\$999,999.99	6.0%
\$1,000,000.00	No Maximum	8.0%

Note: Per Transaction Multiple Unit Discount does not apply to Category Exceptions, 3rd party products, services, and special promotional offers

#### 2. Cumulative Discount(s)

Contractor provides a cumulative volume discount as follows based on dollars resulting from the cumulative purchases by all purchases made by Purchasing Entities for the duration of the Master Agreement.

Threshold	Discount Level
Up to 2B	0.0%
\$2B to \$4B	1.0%
\$4B to \$6B	2.0%
\$6B to \$8B	3.0%
\$8B to \$10B	4.0%
Greater than \$10B	5.0%

Note: Cumulative Discount does not apply to Category Exceptions, 3rd party products, services, and special promotional offers

#### 3. Other Discount(s)

none

### Band 3

#### 1. Per Transaction Multiple Unit Discount(s)

Contractor provides a contractual volume discount program as follows based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Purchasing Entity, or multiple entities conducting a cooperative purchase.

Min \$ Single Transaction	Max \$ Single Transaction	Per Transaction Multiple Unit Discount
\$250,000.00	\$499,999.99	1.0%
\$500,000.00	\$999,999.99	2.0%
\$1,000,000.00	\$1,499,999.99	4.0%
\$1,500,000.00	\$1,999,999.99	6.0%
\$2,000,000.00	No Maximum	8.0%

Note: Per Transaction Multiple Unit Discount does not apply to Category Exceptions, 3rd party products, services, and special promotional offers.

**2. Cumulative Discount(s)**

*Contractor provides a cumulative volume discount as follows based on dollars resulting from the cumulative purchases by all purchases made by Purchasing Entities for the duration of the Master Agreement.*

<b>Column1</b>	<b>Discount Level</b>
Up to 2B	0.0%
\$2B to \$4B	1.0%
\$4B to \$6B	2.0%
\$6B to \$8B	3.0%
\$8B to \$10B	4.0%
Greater than \$10B	5.0%

Note: Cumulative Discount does not apply to Category Exceptions, 3rd party products, services, and special promotional offers.

**3. Other Discount(s)**

*Additional discount(s) available.*

none
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## Exhibit D: Price Schedule

## Services

**Master Agreement:** 23004  
**Contractor Name:** Dell Marketing, LP

Each Purchasing Entity will determine if and how services will be offered in the Participating

Travel for Services will be negotiated with each Participating Entity in the Participating Addendum.

<b>All Awarded Bands</b>		
<b>Category Code</b>	<b>Description of Service</b>	<b>Percent Discount</b>
S-1	Standalone Services	4.0%
S-2	Warranty Services	4.0%
S-3	Training and Other Professional Services	4.0%

**Master Agreement:** 23004

**Contractor Name:** Dell Marketing, LP

**All Awarded Bands****Optional: Lease Rates**

Dell Financial Services (DFS') payment solutions offer flexible end-of term options designed to suit each entity's unique needs. Payment terms are generally from 24 through 60 months and are tailored to match the essential useful life of the equipment to the payment term. Payments can be billed monthly, quarterly, semi-annually or annually.

DFS payment solution rates are adjusted quarterly in accordance with a formula based on fluctuations in treasury notes. Our rates are a function of several factors including estimates of future residual values, prevailing interest rates, borrowing costs, general and administrative expenses, and solution structure. Once a payment schedule has commenced, the rate remains constant for the term of the schedule.

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Prompt Payment Discount

Master Agreement: 23004

Contractor Name: Dell Marketing, LP

## All Awarded Bands

<input type="checkbox"/>		in 30
<input type="checkbox"/>		in 15, Net 30
<input type="checkbox"/>		in 10, Net 30
<input checked="" type="checkbox"/>		Net 30
<input type="checkbox"/>	Other (specify):	<input type="text"/>