

NASPO ValuePoint Computer Equipment (2023-2028)

**CONTROL SET**

**Master Agreement:** 23013  
**Contractor Name:** Lenovo (United States) Inc.

**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	0-25%
1	1B-1	Category 1 - End-User Devices	25.0%
1	1B-2	Category 2 - Peripherals and Accessories	15.0%
1	1B-3	Category 3 - Monitors/Displays	10.0%
1	1B-4	Category 4 - Lenovo Branded Software	10.0%
1	1B-5	Category 5 - Spare Parts	5.0%
1	1B-6	Category 6 - Non-Discountable Products & Services	0.0%
1	1T	Band 1 - Third Party Products and Software Minimum Discount	5.0%
2	2B	Band 2 - Minimum Discount	0-25%
2	2B-1	Category 1 - End-User Devices	25.0%
2	2B-2	Category 2 - Peripherals and Accessories	15.0%
2	2B-3	Category 3 - Monitors/Displays	10.0%
2	2B-4	Category 4 - Lenovo Branded Software	10.0%
2	2B-5	Category 5 - Spare Parts	5.0%
2	2B-6	Category 6 - Non-Discountable Products & Services	0.0%
2	2T	Band 2 - Third Party Products and Software Minimum Discount	5.0%
1	1S	Band 1 - Enhanced Warranty Services	15.0%
2	2S	Band 2 - Enhanced Warranty Services	15.0%

## Exhibit D: Price Schedule

Discount Structure

**Master Agreement:** 23013  
**Contractor Name:** Lenovo (United States) Inc.  
**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
1	1B	<b>Band 1 - Minimum Discount</b>	<b>0-25%</b>
1	1B-1	Category 1 - End-User Devices	25.0%
1	1B-2	Category 2 - Peripherals and Accessories	15.0%
1	1B-3	Category 3 - Monitors/Displays	10.0%
1	1B-4	Category 4 - Lenovo Branded Software	10.0%
1	1B-5	Category 5 - Spare Parts	5.0%
1	1B-6	Category 6 - Non-Discountable Products & Services	0.0%
1	1T	<b>Band 1 - Third Party Products and Software Minimum Discount</b>	<b>5.0%</b>

<b>Band 2: Personal Computer Equipment (Non-Windows OS)</b>			
Band	Category Code	Category Description	Discount off Baseline List
2	2B	<b>Band 2 - Minimum Discount</b>	<b>0-25%</b>
2	2B-1	Category 1 - End-User Devices	25.0%
2	2B-2	Category 2 - Peripherals and Accessories	15.0%
2	2B-3	Category 3 - Monitors/Displays	10.0%
2	2B-4	Category 4 - Lenovo Branded Software	10.0%
2	2B-5	Category 5 - Spare Parts	5.0%
2	2B-6	Category 6 - Non-Discountable Products & Services	0.0%
2	2T	<b>Band 2 - Third Party Products and Software Minimum Discount</b>	<b>5.0%</b>

**Category 1 - End-User Devices** - Most configurable commercial (non-consumer) end user devices including but not limited to Desktops, Notebooks, Workstations, Tablets, and Convertibles. Chrome OS and Android OS products are expressly excluded from Category 1. The following non-exhaustive list of Lenovo brands represents Category 1 and is offered for illustrative purposes only: ThinkCentre, Tiny-in-One, All-in-One, Thin Client, ThinkPad, ThinkStation, ThinkPad Mobile Workstation, ThinkPad Tablet, ThinkPad Yoga, ThinkBook.

**Category 2 - Peripherals and Accessories** - Lenovo Branded Peripherals and Accessories

**Category 3 - Monitors/Displays** - Monitors and/or Displays, including but not limited to ThinkVision branded monitors/displays.

**Category 4 - Software** - Lenovo branded Software

**Category 5 - Spare Parts**

**Category 6 - Non-Discountable Products & Services** - Topsellers which are defined as specific, non-configurable, stocked commercial and consumer devices. Selected Consumer Products and Services; Chrome OS and Android OS products; Lenovo's Legion-branded products; Gaming Solutions; Virtual Reality Solutions; Smart Office Solutions, and all products and/or services not otherwise categorized, classified, or described herein.

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**All Awarded Bands**

**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.*

Please contact Lenovo sales for per transaction multiple unit discounts. Lenovo prices these opportunities based on the quantity, specific product or products, in a given time period.  
*For Example: 100-500 Lenovo Category 1 Products = 26% minium discount (Direct Only); 501+ Lenovo Category 1 Products = 27% minium discount (Direct Only)*

**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.*

Lenovo will analyze the annual volume of sales on a yearly basis in order to provide potential discounts per Lenovo

**3. Other Discount(s)**

*Additional discount(s) available.*

N/A

**Exhibit D: Price Schedule**

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

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>Discount off Baseline List</b>
1S	Band 1 - Enhanced Warranty Services	15.0%
2S	Band 2 - Enhanced Warranty Services	15.0%

**Enhanced Warranty Services** - Most Services that enhance Lenovo’s Standard Warranty, including but not limited to, Premier Support, Warranty Extensions, Warranty Upgrades, Post Warranties, Accidental Damage Protection, Keep Your Drive.

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**All Awarded Bands**

**Optional: Lease Rates**

<b>Equipment</b>	<b>Least Term</b>	<b>LFS Rate Factor</b>
LFS FMV Desktop/Laptop	12 months	see current PSS
LFS FMV Desktop/Laptop	24 months	see current PSS
LFS FMV Desktop/Laptop	36 months	see current PSS
LFS FMV Desktop/Laptop	48 months	see current PSS
LFS FMV Desktop/Laptop	60 months	see current PSS

Lease rates based on purchase of \$250k

Fair Market Value (FMV) At the end of the term, provided all obligations have been met, you may exercise one of the following options:

- Return some or all of the equipment to LFS, or
- Purchase some or all of the units for the then Fair Market Value as defined in the MLA, or
- Renew some or all, of the units for a fixed term at the Fair Market Value renewal rate.

\$1 Purchase Option (\$1 PO) At the end of the lease term, provided all obligations have been met, you may pay \$1 and Title will pass.

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**All Awarded Bands**

		in 30
		in 15, Net 30
		in 10, Net 30
X		Net 30
	Other (specify):	