

NASPO ValuePoint Master Agreement and State PADDs

Pricing, Product, and Service Schedule Information

Computer Equipment, Peripherals,
and Related Services

Pricing

- The NASPO ValuePoint Master Agreement Amendment 2 identifies the current pricing discounts.
- A copy of can be found on Pure Storage's linked page under Amendment 2 Extension of Period of Performance.
- The discount on a price quote must match or be greater than the minimum discount stated. Be sure to ask for additional or volume discounts.

Pricing Structure

- Employs a MINIMUM discount-off baseline price list structure with category exceptions for each band
- The minimum discount and categorized exceptions are applied to all “quantity one” procurements
- An end user will be able to verify pricing using the named baseline price list and the minimum discounts with the categorized exceptions provided.

Pricing – Additional Discounts

- ALWAYS ask for additional discounts
- Deeper discounts expected for larger quantities
- Get quotes from more than one Vendor or reseller
- Benchmark pricing
- Check internet pricing

MASTER AGREEMENT PRICING SCHEDULES EXHIBIT B

Baseline pricing and products may fluctuate

Category Code and Minimum Discount are clearly stated

BASELINE PRICE LIST: VENDOR NAMES THE BPL & PROVIDES LINK OR WILL POST ON THEIR SITE

Allows Category Exceptions

BAND DISCOUNTS	CATEGORY	MINIMUM DISCOUNT
BAND 5 STORAGE	X	X%
CATEGORY EXCEPTIONS:	Y	Y%

IMPORTANT: The minimum discount is provided, refer to Contract Vendor's Website for any additional discounts and request a quote for bulk/volume discounts. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance.

3RD Party discount may be different the minimum discount for the Band

THIRD PARTY PRODUCTS - (APPLICABLE IN ALL BANDS)

Z
Z%

SERVICES - READ EACH SERVICE OFFERING CAREFULLY TO DETERMINE IF IT MEETS STATES NEEDS

Services are at the option of Participating States. Participating Addendums by each State may address service agreement terms and related travel. States may negotiate additional services.

LEASING

Participating Addendum may identify if and how leasing agreement terms will be conducted.

ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases.

VARIES BY VENDOR

IMPORTANT!
End users may always ask for additional discounts

Product and Service Schedules (PSS)

- PSS provides all products and services that are available through the Master Agreement
- HOWEVER, ALL PADDs between the State and Vendor restrict the purchase of **printers** that may be available on the Vendor's PSS
- The terms of the Master Agreement apply each time services are solicited from a Vendor. Services are to be mutually agreed upon between the Ordering Entity and Vendor
- Prior to placing an order, please ensure you read the PADD in its entirety, taking note of further restrictions, terms and conditions, and information specific to that PADD

Product and Service Schedules (PSS) cont.

- PSS can be found by clicking on the Vendor's name and selecting NASPO Value Point Product and Services Schedule.
- Again, pricing should match discounts provided in the most recent amendment to the Master Agreement
- PSS indicates the band, discount, category code, part number, manufacturer, and baseline and discounted prices

Services – As Defined in Exhibit G

- Exhibit G of the Master Agreement defines services as the directly related services required for the effective operation of a product offered or supplied
- Wireless, cloud, and managed print services are NOT ALLOWED
- Services must be related to the procurement of equipment

Services – As Defined in Exhibit G cont.

Services may include, but are not limited to:

- Warranty services
- Maintenance
- Installation, de-installation
- Factory integration (software or equipment components)
- Asset management
- Recycling/disposal
- Training and certification
- Pre-implementation design
- Disaster recover planning and support
- Service desk/help desk

For questions, please email the Division of Purchasing point of
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