

## Exhibit D: Price Schedule

NASPO ValuePoint Computer Equipment (2023-2028)

### CONTROL SET

**Master Agreement:** 23008  
**Contractor Name:** Hewlett Packard Enterprise

#### Awarded Bands:

	Band 1: Personal Computing Devices (Windows)
	Band 2: Personal Computing Devices (Non-Windows)
<b>x</b>	Band 3: Servers and Storage

Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	14.0%
3	3B-1	Entry Level Tower Servers	14.0%
3	3B-2	Scaleable Datacenter Infrastructure	27.0%
3	3B-3	x86 Premium and Scale-Up Rack Servers	27.0%
3	3B-4	x86 Blades & Synergy	27.0%
3	3B-5	Entry Level Servers & Server Options	20.0%
3	3B-6	Converged Systems	27.0%
3	3B-7	Integrity Solutions	20.0%
3	3B-8	Superdome Servers	30.0%
3	3B-9	Blade Storage	20.0%
3	3B-10	Nimble Storage Arrays	35.0%
3	3B-11	3PAR Storage	35.0%
3	3B-12	Primera Storage	35.0%
3	3B-13	Rack & Power- Related Products	20.0%
3	3B-14	MSA Products	20.0%
3	3B-15	ProLiant SL45X & Apollo Options	20.0%
3	3B-16	MSL & VSL Tape Libraries, Autoloaders and Accessories	20.0%
3	3B-17	D2D StoreOnce, NAS, StoreVirtual and MSAs	20.0%
3	3B-18	Other Datacenter HW & SW	5.0%
3	3B-19	Operating Systems & HW Related Software	0.0%
3	3B-20	Renew/Refurbished Equipment & Spare Parts	0.0%
3	3B-21	Specials/Promotions	1.0%
3	3T	Band 3 - Third Party Product Minimum Discount	5.0%
3	3T-1	Third Party Hardware & Services	10.0%
3	3T-2	Third Party Software & Services	5.0%
	S-1	General Consulting & Custom SOW	7.0%
	S-2	Education & Training Services	16.0%
	S-3	Installation & Startup Services	20.0%
	S-4	Hardware Maintenance & Services (Excludes Nimble)	20.0%
	S-5	Software Maintenance & Services (Excludes Nimble)	20.0%
	S-6	Non-discountable Services	0.0%
	S-7	Nimble Hardware/Software Maintenance & Services	5.0%

## Exhibit D: Price Schedule

## Discount Structure

**Master Agreement:** 23008  
**Contractor Name:** Hewlett Packard Enterprise  
**Baseline Price List:** Posted on Contractor's dedicated NASPO ValuePoint website

<b>Band 3: Servers and Storage</b>			
<b>Band</b>	<b>Category Code</b>	<b>Category Description</b>	<b>Discount off Baseline List</b>
<b>3</b>	<b>3B</b>	<b>Minimum Discount for Band</b>	<b>14.0%</b>
3	3B-1	Entry Level Tower Servers	14.0%
3	3B-2	Scaleable Datacenter Infrastructure	27.0%
3	3B-3	x86 Premium and Scale-Up Rack Servers	27.0%
3	3B-4	x86 Blades & Synergy	27.0%
3	3B-5	Entry Level Servers & Server Options	20.0%
3	3B-6	Converged Systems	27.0%
3	3B-7	Integrity Solutions	20.0%
3	3B-8	Superdome Servers	30.0%
3	3B-9	Blade Storage	20.0%
3	3B-10	Nimble Storage Arrays	35.0%
3	3B-11	3PAR Storage	35.0%
3	3B-12	Primera Storage	35.0%
3	3B-13	Rack & Power- Related Products	20.0%
3	3B-14	MSA Products	20.0%
3	3B-15	ProLiant SL45X & Apollo Options	20.0%
3	3B-16	MSL & VSL Tape Libraries, Autoloaders and Accessories	20.0%
3	3B-17	D2D StoreOnce, NAS, StoreVirtual and MSAs	20.0%
3	3B-18	Other Datacenter HW & SW	5.0%
3	3B-19	Operating Systems & HW Related Software	0.0%
3	3B-20	Renew/Refurbished Equipment & Spare Parts	0.0%
3	3B-21	Specials/Promotions	1.0%
<b>3</b>	<b>3T</b>	<b>Third Party Minimum Discount for Band</b>	<b>5.0%</b>
3	3T-1	Third Party Hardware & Services	10.0%
3	3T-2	Third Party Software & Services	5.0%

**Master Agreement:** 23008  
**Contractor Name:** Hewlett Packard Enterprise

**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.*

HPE may offer multiple unit discounts on a project by project basis. Additional discount percentages to be calculated at time of purchase.

**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.*

HPE will work directly with Purchasing Entities to offer cumulative discounts. These discounts may vary.

**3. Other Discount(s)**

*Additional discount(s) available.*

HPE offers additional discounts upon request for large project based purchases or bulk orders.

## Exhibit D: Price Schedule

Services

**Master Agreement:** 23008

**Contractor Name:** Hewlett Packard Enterprise

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.

All Awarded Bands		
Category Code	Description of Service	Percent Discount
S-1	General Consulting & Custom SOW	7.0%
S-2	Education & Training Services	16.0%
S-3	Installation & Startup Services	20.0%
S-4	Hardware Maintenance & Services (Excludes Nimble)	20.0%
S-5	Software Maintenance & Services (Excludes Nimble)	20.0%
S-6	Non-discountable Services	0.0%
S-7	Nimble Hardware/Software Maintenance & Services	5.0%

## Exhibit D: Price Schedule

Lease Rates

**Master Agreement:** 23008

**Contractor Name:** Hewlett Packard Enterprise

### All Awarded Bands

### Optional: Lease Rates

N/A

Master Agreement: 23008  
Contractor Name: Hewlett Packard Enterprise

**All Awarded Bands**

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

Customers are eligible for prepayment discounts on maintenance renewal services, excluding maintenance for Nimble products