

Appendix C- Pricing Index

DIR-TSO-3809

Mark III Systems, Inc.

LENOVO BRANDED PRODUCTS

Product Category/Product Line	Customer Discount % off MSRP
Desktops	
ThinkCentre Desktops	34.00%
Laptops	
ThinkPad Notebooks	34.00%
Tablets	
ThinkPad Tablets	34.00%
WorkStations	
ThinkStation Workstations	35.00%
Peripherals & Accessories	
ThinkServer Options	25.00%
ThinkServer Network Option	25.00%
Lenovo System x Enterprise Servers Peripherals and Options	25.00%
Lenovo System x Tower & Rack Optimized Servers Peripherals and Options	25.00%
Lenovo Flex System Chassis and Nodes Peripherals and Options	25.00%
Lenovo High-Density Systems Peripherals and Options	25.00%
Servers, Storage, and Networking	
ThinkServers	35.00%
Lenovo System x Tower & Rack Optimized Servers	24.50%
Lenovo System x Enterprise Servers	25.00%
Lenovo BladeCenter Chassis and Blade Servers	25.00%
Lenovo Flex System Chassis and Nodes	25.00%
Lenovo High-Density Systems	25.00%
RELATED SERVICES	
Services Description	Customer Discount % off MSRP
Extended Warranty on New Equipment	11.00%
Renewal of Support on Existing Equipment	18.00%
Implementation Services	20.00%
Software Implementation	20.00%
Optimization Services	20.00%
VOLUME DISCOUNT	
Type of Volume	Customer Discount % off MSRP
By QUANTITY	
1-99 units	same as specified
100-500 units	additional 5%
500+ units	additional 10%
Per Transaction (e.g. Purchase Order)	
\$1,000,000 (For Peripherals, System x servers, Flex System, High Density Systems, and BladeCenter).	30.00%
\$1,000,000 (For Desktops, Laptops, Tablets, Workstations, and Thinkservers).	36.00%
\$5,000,000 (For all categories)	38.00%
NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The Customer price is calculated as follows: Customer Price = (MSRP or List Price – Customer Discount) x (1 + DIR Administrative Fee, as set forth in the Contract).	

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THIRD PARTY PRODUCTS FOR LENOVO BRANDED

BRAND	Product Description	Customer Discount % off MSRP
Nutanix	Software	9.00%
VMware	New Licenses	4.25%
VMware	Renewals and support	2.75%
Citrix	Software	27.50%
Docker	Software	5.00%
RedHat	Software	5.00%
Mellanox	Lenovo parts	25.00%
Qlogic	Lenovo parts	25.00%
nVidia	Lenovo parts	25.00%
Broadcom	Lenovo parts	25.00%

Related services and third party products may only be sold as part of an Lenovo solution and cannot be sold separately unless the 3rd party product is for maintenance or support of the Lenovo solution.

NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The Customer price is calculated as follows: Customer Price = (MSRP or List Price – Customer Discount) x (1 + DIR Administrative Fee, as set forth in the Contract).