



DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT SERVICES

450 Columbus Boulevard, Suite 1202, Hartford, CT 06103

Sent Via E-Mail

October 23, 2017

Thomas Shea
Sales Account Executive
EMC Corporation
2150 Post Road 5th Floor
Fairfield CT 06824
Thomas.D.Shea@Dell.com

Re: Master Agreement #B-04-008

Dear Mr. Shea:

I have received your recent request to update the Product Schedule associated with the above noted Master Agreement. **This change adds the attached hardware, software, and support services for the Department of Transportation to the current product schedule.**

Given the terms and conditions of this agreement, the request to update the Product Schedule is approved. A copy of your Product Schedule Update request is attached to this letter.

Please consider the services a part of the associated Master Agreement and retain this approval for future reference.

Best regards,

A handwritten signature in blue ink, which appears to be "Jean Del Greco", is written over a black rectangular redaction box.

Jean Del Greco
Contract Specialist
DAS Procurement Services

cc: Master Agreement File B-04-008



October 23rd, 2017

Jean Del Greco
Contract Specialist, State of Connecticut
Department of Administrative Services
Procurement Services
450 Columbus Blvd Suite 1202

Hartford, CT 06103

Reference: EMC Quote #'s 6001570454 and 6001571015

Master Agreement CT - 04ITZ0008MA, B-04-008

Dear Jean Del Greco:

In accordance with our agreement Contract # CT - 04ITZ0008MA, B-04-008 please consider this a Product Schedule Update request to add attached quotation # 6001570454 and 6001571015 to the current Product Schedule

Please contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Thomas Shea", is written over a solid black rectangular redaction bar that covers the printed name.

Thomas Shea
EMC Sales Account Manager
Cell: 203 803-3669
Thomas.D.Shea@emc.com

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: THOMAS SHEA

Email: thomas.d.shea@dell.com

Quote #: 6001570454 V01

Date: 30.10.2017

Valid Until:

Contract #: CT - 04ITZ0008MA,B-04-008

Sold To:	Bill To:	Ship To:	Install At:	End User:
CT DEPT OF TRANSPORTATION	CT DEPT OF TRANSPORTATION	CT DEPT OF TRANSPORTATION OIT	CT DEPT OF TRANSPORTATION OIT	CT DEPT OF TRANSPORTATION OIT
Joe Garofalo 860-594-3556	Joe Garofalo 860-594-3556	Joe Garofalo 860-594-3556	Joe Garofalo 860-594-3556	
OFF OF INFO SYSTEMS 2710 BERLIN TPKE NEWINGTON CT 06111 USA	OFF OF INFO SYSTEMS 2710 BERLIN TPKE NEWINGTON CT 06111 USA	2800 BERLIN TPKE NEWINGTON CT 06111 USA	2800 BERLIN TPKE NEWINGTON CT 06111 USA	2800 BERLIN TPKE NEWINGTON CT 06111 USA

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BROCADE 6510 SWITCH NEW SOL

SYSTEM

CONNECTRIX B-SERIES SOLUTION

DS-6510R-B	DS-6510R-B 24P/48P 16GB RTF BASE SWITCH	2	EA	40,040.00	40,040.00	55.82%	17,689.95		
C13-PWR-12	2 C13 CORDS NEMA 5-15 125V 10A - NON DPE	2	EA	0.00	0.00	0.00%	0.00		
DS6510-RCKMNT	DS-6510-B RACK MOUNT KIT	2	EA	1,200.00	1,200.00	55.82%	530.17		
DS6510-16G8PU	DS-6510B 16G 12PORT UPGRADE KIT	2	EA	19,564.00	19,564.00	55.82%	8,643.51		
BRSFP16G10KLW	BRCD LBL 16GB 10KM LONG WAVE SFP	4	EA	19,560.00	19,560.00	70.36%	5,796.71		
CTX-OM3-10M	OM3 50/125 FIBER CABLE LC- LC 10 METER	12	EA	3,480.00	3,480.00	55.82%	1,537.49		
W-PS-HW-001	PROSUPPORT W/NBD-HARDWARE WARRANTY	1	EA	0.00	0.00	0.00%	0.00	36	
WU-PSM-HW-001	PROSUPPORT W/MISSION CRITICAL-HW WARRANT	1	EA	4,442.76	4,442.76	66.18%	1,502.37	36	

Hardware Sub-total	\$83,844.00	\$83,844.00	59.21%	\$34,197.83
Hardware Wty and Maint Sub-total	\$4,442.76	\$4,442.76	66.18%	\$1,502.37

PS-PD-TRACKING	PRODEPLOY TRACKING MODEL	1	EA	0.00	0.00	0.00%	0.00		
PS-BAS-INSW	GENERIC SWITCH OR BLADE INSTAL	2	EA	4,060.00	4,060.00	22.27%	3,155.67		
PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	2	EA	0.00	0.00	0.00%	0.00		
PS-BAS-UPGSW	GENERIC SWITCH OR BLADE UPGRADE	2	EA	21,940.00	21,940.00	22.27%	17,053.05		

Services Sub-total	\$26,000.00	\$26,000.00	22.27%	\$20,208.72
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Configuration Sub-total

Hardware Sub-total	\$83,844.00	\$83,844.00	59.21%	\$34,197.83
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Quote



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Email: thomas.d.shea@dell.com

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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #
	Warranty and Warranty Upgrades Sub-total			\$4,442.76	\$4,442.76	66.18%	\$1,502.37		
	Services Sub-total			\$26,000.00	\$26,000.00	22.27%	\$20,208.72		
	Configuration Total			\$114,286.76	\$114,286.76	51.08%	\$55,908.92		

Proposal Summary

Hardware Summary	\$83,844.00	\$83,844.00	59.21%	\$34,197.83
Services Summary	\$26,000.00	\$26,000.00	22.27%	\$20,208.72

Warranty and Warranty Upgrades Summary	\$4,442.76	\$4,442.76	66.18%	\$1,502.37
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Total Products and Services (USD)	\$55,908.92
Total Price (USD)	\$55,908.92

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Notes:

Quote



EMC Corporation
176 South Street
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Quote Prepared By: THOMAS SHEA

Email: thomas.d.shea@dell.com

Quote #: 6001571015 V01

Date: 30.10.2017

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UNITY											
SYSTEM											
UNITY 450F ALL FLASH											
D3F-2SFXL2-3840	UNITY AFA 3.84TB SSD 25X2.5	45	EA	480,825.00	480,825.00	58.00%	201,946.50				
D3SFP16FAF	UNITY 4X16GB SFP FC CONNECTION	1	EA	0.00	0.00	0.00%	0.00				
D3SL16FAF	UNITY 2X4 PORT 16G FC IO	1	EA	3,530.00	3,530.00	58.00%	1,482.60				
D3SL10IO4PTAF	UNITY 2X4 PORT 10GB ISCSI/ETH OPT IO	1	EA	2,440.00	2,440.00	58.00%	1,024.80				
D32BD32AD25AF	UNITY 450F 2U DPE 25X2.5 DRIVE EMC RK	1	EA	23,235.00	23,235.00	58.00%	9,758.70				
40U-RK-DOORAF	UNITY AFA RACK W/DOOR	1	EA	1,350.00	1,350.00	58.00%	567.00				
D3122ADAF	UNITY 2U 25X2.5 12G EXPDAE -EMC RCK D	1	EA	2,440.00	2,440.00	58.00%	1,024.80				
40U-PWR-USAF	CAB POWER CORD US	2	EA	740.00	740.00	58.00%	310.80				
M-PSM-HWE-005	PROSUPPORT W/MISSION CRITICAL-HARDWARE	1	EA	153,741.24	153,741.24	58.00%	64,571.32	36		30,133.28	EOPS
Hardware Sub-total				\$514,560.00	\$514,560.00	58.00%	\$216,115.20				
Hardware Wty and Maint Sub-total				\$153,741.24	\$153,741.24	58.00%	\$64,571.32				
VSC-SIA-12-PR	SEL STORAGE CLOUD STD IA CAP UNITY PROMO	31	EA	4,761.60	4,761.60	100.00%	0.00				
458-001-842	UNITY 400F/450F BASE SOFTWARE+ D@RE=IC	1	EA	0.00	0.00	0.00%	0.00				
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	0.00%	0.00	36			
Software Sub-total				\$4,761.60	\$4,761.60	100.00%	\$0.00				
Software Wty and Maint Sub-total				\$0.00	\$0.00	0.00%	\$0.00				
PS-PD-TRACKING	PRODEPLOY TRACKING MODEL	1	EA	0.00	0.00	0.00%	0.00				
PS-BAS-UXIMB	BASE IMPLEMENTATION	1	EA	2,500.00	2,500.00	15.00%	2,125.00				
PS-BAS-UXHWIN	HARDWARE INSTALLATION	1	EA	1,895.00	1,895.00	15.00%	1,610.75				
PS-BAS-UXIMSNAP	SNAP IMPLEMENTATION	1	EA	2,925.00	2,925.00	15.00%	2,486.25				

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: THOMAS SHEA

Email: thomas.d.shea@dell.com

Quote #: 6001571015 V01

Date: 30.10.2017

Valid Until:

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PS-BAS-PEBASE	PS PROJECT ENGAGEMENT BASE	1	EA	2,830.00	2,830.00	15.00%	2,405.50				
PS-BAS-UXADHSM	ADD HOST SMALL	1	EA	1,355.00	1,355.00	15.00%	1,151.75				
PS-BAS-UXADSESM	ADD SHARE/EXPORT SMALL	1	EA	1,355.00	1,355.00	15.00%	1,151.75				
Services Sub-total				\$12,860.00	\$12,860.00	15.00%	\$10,931.00				

Configuration Sub-total

Hardware Sub-total	\$514,560.00	\$514,560.00	58.00%	\$216,115.20
Software Sub-total	\$4,761.60	\$4,761.60	100.00%	\$0.00
Prepaid HW Maintenance Sub-total	\$153,741.24	\$153,741.24	58.00%	\$64,571.32
Prepaid SW Maintenance Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Services Sub-total	\$12,860.00	\$12,860.00	15.00%	\$10,931.00
Configuration Total	\$685,922.84	\$685,922.84	57.49%	\$291,617.52

UNITY

SYSTEM

RECOVERPOINT

458-001-440	RECOVERPOINT FOR VM STARTER PACKS	1	EA	0.00	0.00	0.00%	0.00
456-107-803	RP4VM ESSENTIAL SW FOR UNITY=IB	1	EA	0.00	0.00	0.00%	0.00

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M-PSM-SW-D3-001	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	0.00%	0.00	36			
458-001-375	RP BASIC FOR UNITY 400/400F/450F =IC	1	EA	0.00	0.00	0.00%	0.00				
M-PSM-SWE-004	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	0.00%	0.00	36			
Software Sub-total				\$0.00	\$0.00	0.00%	\$0.00				
Software Wty and Maint Sub-total				\$0.00	\$0.00	0.00%	\$0.00				

Configuration Sub-total

Software Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Prepaid SW Maintenance Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Configuration Total	\$0.00	\$0.00	0.00%	\$0.00

UNITY

SYSTEM

APPSYNC

458-001-735	APPSYNC BASIC FOR UNITY 400F/450F =IC	1	EA	0.00	0.00	0.00%	0.00				
456-111-474	APPSYNC BASIC FOR UNITY 400F/450F LIC=IC	1	EA	0.00	0.00	0.00%	0.00				
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	0.00%	0.00	36			
Software Sub-total				\$0.00	\$0.00	0.00%	\$0.00				
Software Wty and Maint Sub-total				\$0.00	\$0.00	0.00%	\$0.00				

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Configuration Sub-total

Software Sub-total				\$0.00	\$0.00	0.00%	\$0.00				
Prepaid SW Maintenance Sub-total				\$0.00	\$0.00	0.00%	\$0.00				
Configuration Total				\$0.00	\$0.00	0.00%	\$0.00				

Proposal Summary

Hardware Summary				\$514,560.00	\$514,560.00	58.00%	\$216,115.20				
Software Summary				\$4,761.60	\$4,761.60	100.00%	\$0.00				
Services Summary				\$12,860.00	\$12,860.00	15.00%	\$10,931.00				

Prepaid HW Maintenance Summary				\$153,741.24	\$153,741.24	58.00%	\$64,571.32				
Prepaid SW Maintenance Summary				\$0.00	\$0.00	0.00%	\$0.00				

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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #	Annual Maintenance Renewal Price (USD)	Maintenance Renewal Valid For (Months)	
Total Products and Services (USD)							\$291,617.52					
Total Price (USD)							\$291,617.52					

Notes: