



DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT SERVICES

450 Columbus Boulevard, Suite 1202, Hartford, CT 06103

Sent Via E-Mail

April 19, 2018

Jonathan Hogleund
Sales Account Manager
Dell EMC Corporation
176 South Street
Hopkinton, MA 01748
Jonathan.Hogleund@Dell.com

Re: Master Agreement #B-04-008

Dear Mr. Hogleund:

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 services for the Judicial Branch 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,


Jean Del Greco
Contract Specialist
DAS Procurement Services

cc: Master Agreement File B-04-008



April 19th, 2018

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 6001819965 and 6001863276

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 # 6001819965 and 6001863276 to the current Product Schedule

Please contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jon Hoglund', is written over a solid black rectangular redaction box.

Jon Hoglund
Dell EMC Sales Account Manager
Cell: 203 231-9244
Jonathan.Hoglund@emc.com

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: JONATHAN HOGLUND

Email: jonathan.hoglund@dell.com

Quote #: 6001819965 V02

Date: 18.04.2018

Valid Until: 27.04.2018

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

Payment Terms: NET 30

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
DD9300								
SYSTEM		DD9300 SOLUTION						
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	1	EA	4,050.00	73.69%	1,065.49		
DD9300	SYSTEM DD9300 NFS CIFS	1	EA	0.00	0.00%	0.00		
DD9300-CTL	SYSTEM DD9300 CTL NFS CIFS	1	EA	171,000.00	73.69%	44,987.28		
C-DD9300SSDBASEKIT	DD9300 BASE KIT -SSD	1	EA	0.00	0.00%	0.00		
C-10GMOP4P-NF	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	1	EA	4,860.00	73.69%	1,278.59		
C-16GFC-M2P-NF	DD 16GBIT FC IO MOD LC 2PORT OPTION	1	EA	4,860.00	73.69%	1,278.59		
R-DS60-4-120S-G3	OPT DS60 SHELF 30X4TB SAS HDD RACK G3	1	EA	90,668.00	73.69%	23,853.26		
R-DS60-4-240S-G3	OPT DS60 SHELF 60X4TB SAS HDD RACK G3	1	EA	180,552.00	73.69%	47,500.25		
R-FACINSTL9300	DD9300 OPTION - FACTORY INSTALL KIT	1	EA	0.00	0.00%	0.00		
DDRACK-1PH-3	RACK DATA DOMAIN 40U SNGL PHASE RK-BEZEL	1	EA	3,400.00	73.69%	894.48		
R-FACIN9300-BZ	DD9300 OPTION - FACT INSTALL BEZEL	1	EA	0.00	0.00%	0.00		
R-FACIN-DS60-BZ3	DS60 OPTION - FACT INSTALL BEZEL G3	2	EA	0.00	0.00%	0.00		
PC-RK30-US-1	POWER CORD SINGLE PHASE US&JAP RACK DUAI	1	EA	575.00	77.69%	128.27		
M-PSM-HW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-HARDWARE	1	EA	267,372.00	73.69%	70,341.16	60	EOPS
Hardware Sub-total				\$459,965.00	73.70%	\$120,986.21		
Hardware Wty and Maint Sub-total				\$267,372.00	73.69%	\$70,341.16		

DDOS-60	DOCS DD OS DOC 6=IA	1	EA	0.00	0.00%	0.00		
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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
458-001-418	DD9300 OPERATING ENVIRONMENT SOFTWARE	1	EA	0.00	0.00%	0.00		
456-109-751	LICENSE BASE DD OE DD9300=IA	1	EA	16,200.00	73.69%	4,261.95		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	9,720.00	73.69%	2,557.17	60	EOPS
458-001-913	DD9300 SSD CAPACITY LICENSE	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-802	DD REPLICATION SOFTWARE OPTION=CB	360	EA	28,800.00	73.69%	7,576.80		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	25,920.00	73.69%	6,819.12	60	
458-001-912	DD9300 RAW SHELF CAPACITY LICENSE	1	EA	0.00	0.00%	0.00		
456-111-963	DS60 4TB ACT 60TB RAW=CB	6	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-801	DD BOOST SOFTWARE OPTION=CB	360	EA	21,600.00	73.69%	5,682.60		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	19,440.00	73.69%	5,114.34	60	
458-001-800	DD SOFTWARE=CB	360	EA	437,400.00	73.69%	115,072.72		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	262,440.00	73.69%	69,043.63	60	EOPS
Software Sub-total				\$504,000.00	73.69%	\$132,594.07		
Software Wty and Maint Sub-total				\$317,520.00	73.69%	\$83,534.26		
ProDeploy								
PS-BAS-DDPH	IMPL PRERACKED CONTROLLER & SHELVES	1	EA	6,330.00	32.82%	4,252.53		
PS-BAS-DDIB	IMPL DATA DOMAIN (BASE)	1	EA	6,540.00	32.82%	4,393.61		
PS-PD-DDTRACKING	DATA DOMAIN PRODEPLOY TRACKING	1	EA	0.00	0.00%	0.00		
Services Sub-total				\$12,870.00	32.82%	\$8,646.14		

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
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Configuration Sub-total

Hardware Sub-total				\$459,965.00	73.70%	\$120,986.21		
Software Sub-total				\$504,000.00	73.69%	\$132,594.07		
Prepaid HW Maintenance Sub-total				\$267,372.00	73.69%	\$70,341.16		
Prepaid SW Maintenance Sub-total				\$317,520.00	73.69%	\$83,534.26		
Services Sub-total				\$12,870.00	32.82%	\$8,646.14		
Configuration Total				\$1,561,727.00	73.36%	\$416,101.84		

DPS4VM

SYSTEM

DATA PROTECTION SUITE SOLUTION

458-002-060	DPA SINGLE FEDERATED REPORTING SERVER	1	EA	0.00	0.00%	0.00		
456-112-408	DPA SINGLE FED REPORTING SERVER=IA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-M1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	

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458-002-386	DATA PROTECTION CENTRAL DM=CA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-M1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-192	DPS FOR VMWARE	1	EA	0.00	0.00%	0.00		
456-113-086	NW 9.2 DPS CAP ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-112-133	VREALIZE DP EXTENSION 4.0=IA	1	EA	0.00	0.00%	0.00		
456-113-291	CLOUDBOOST AWS DPS ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-109-974	DPS FOR VMWARE 2TB AVE ENABLER=CA	2	EA	0.00	0.00%	0.00		
456-112-958	DPS FOR VMWARE AVAMAR H ENABLER=IA	1	EA	0.00	0.00%	0.00		
456-107-804	DPS FOR VMWARE RP4VM ENABLER=IB	480	EA	0.00	0.00%	0.00		
456-110-832	DPS FOR VMWARE SOCKETS=IA	32	EA	67,200.00	75.47%	16,481.75		
456-110-835	DPS FOR VMWARE DPSEARCH ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-110-834	DPS FOR VMWARE DPA ENABLER-C=CB	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-M1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	77,280.00	75.47%	18,954.01	60	
458-001-481	EMC GRANULAR RECOVERY FOR MICROSOFT=IC	1	EA	0.00	0.00%	0.00		
456-111-143	EMC GLR FOR MS APPS ENABLER=CA	25	EA	11,125.00	77.69%	2,481.80		
M-PSM-SW-DD-H1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	12,793.80	77.69%	2,854.09	60	
Software Sub-total				\$78,325.00	75.79%	\$18,963.55		
Software Wty and Maint Sub-total				\$90,073.80	75.79%	\$21,808.10		

Configuration Sub-total

Software Sub-total	\$78,325.00	75.79%	\$18,963.55
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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
Prepaid SW Maintenance Sub-total				\$90,073.80	75.79%	\$21,808.10		
Configuration Total				\$168,398.80	75.79%	\$40,771.65		

DPS BACKUP

SYSTEM

DATA PROTECTION SUITE SOLUTION

458-000-882	EMC DATA PROTECTION SUITE FOR BACKUP	1	EA	0.00	0.00%	0.00		
456-112-957	AVAMAR H DPS BACKUP ENABLER=IA	1	EA	0.00	0.00%	0.00		
456-112-133	VREALIZE DP EXTENSION 4.0=IA	1	EA	0.00	0.00%	0.00		
456-106-406	DPS FOR BU DDBOOST FOR APPS ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-110-557	CLOUDBOOST V2 CLIENT FOR DPS ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-107-280	DPS FOR BU DP SEARCH ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-110-556	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	1	EA	0.00	0.00%	0.00		
456-106-112	EMC BACKUP SUITE DPA ENABLER=B=CB	5	EA	0.00	0.00%	0.00		
456-113-086	NW 9.2 DPS CAP ENABLER=CA	5	EA	0.00	0.00%	0.00		
456-105-958	DATA PROT SUITE BACKUP 1-10TB=CA	5	EA	60,500.00	75.47%	14,838.48		
M-PSM-SW-DD-H1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	69,574.80	77.69%	15,520.99	60	
458-002-060	DPA SINGLE FEDERATED REPORTING SERVER	1	EA	0.00	0.00%	0.00		
456-112-408	DPA SINGLE FED REPORTING SERVER=IA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-M1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	

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458-002-386	DATA PROTECTION CENTRAL DM=CA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-M1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
Software Sub-total				\$60,500.00	75.47%	\$14,838.48		
Software Wty and Maint Sub-total				\$69,574.80	77.69%	\$15,520.99		

Configuration Sub-total

Software Sub-total	\$60,500.00	75.47%	\$14,838.48
Prepaid SW Maintenance Sub-total	\$69,574.80	77.69%	\$15,520.99
Configuration Total	\$130,074.80	76.66%	\$30,359.47

M1200 GRID

SYSTEM

AVAMAR SOLUTION

PC-NA120V-1	POWER CORD NORAMERICA120V 5-15P C13 2M	10	EA	0.00	0.00%	0.00
AVMUTILFG4TD	AVAMAR G4T UTILITY NODE FLD INSTL	1	EA	14,000.00	75.47%	3,433.70
AVM1200FG4TD	AVAMAR G4T M1200 NODE FLD INSTL	3	EA	72,750.00	75.47%	17,842.96

P-R3-201601

EMC Confidential

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AVMCOMKIT4T	AVAMAR G4T COMM MODULE INSTALL KIT	1	EA	200.00	75.48%	49.05		
AVM19CBINTG4S	AVAMAR G4S INTERNAL 19-CABLE BUNDLE	2	EA	400.00	75.47%	98.11		
AVMFIELDKITG4TD	AVAMAR G4T FIELD KIT COBRANDED	4	EA	0.00	0.00%	0.00		
AVM6CBLEXT	6 NODE LONG CABLE BNDL EXTERNAL ROUTING	2	EA	300.00	75.47%	73.58		
AVM10GBMCU	AVAMAR G4T QUAD 10GB CU MANF INSTL	8	EA	0.00	0.00%	0.00		
AVMCOMG4TF	AVAMAR G4T COMM MODULE FLD INSTL	2	EA	8,000.00	75.47%	1,962.11		
W-PS-HW-001	PROSUPPORT W/NBD-HARDWARE WARRANTY	1	EA	0.00	0.00%	0.00	24	
M-PSM-HW-DP-M1	PROSUPPORT W/MISSION CRITICAL-HARDWARE	1	EA	28,485.36	75.47%	6,986.44	36	
WU-PSM-HW-PM-001	PROSUPPORT W/MISSION CRIT WARRNTY UPG-H'	1	EA	5,697.12	75.47%	1,397.30	24	

*Line Item 178 is an upgrade to Line Item 176, which is included for Avamar Hardware by default with 24 Months of Support; Line Item 177 is a 36 month add on to the default base coverage, placing AV Hardware under 60 Months of support

Hardware Sub-total				\$95,650.00	75.47%	\$23,459.51		
Hardware Wty and Maint Sub-total				\$34,182.48	75.47%	\$8,383.74		
458-001-507	ESA FOR AVAMAR	1	EA	0.00	0.00%	0.00		
456-111-202	ESA FOR AVAMAR=IA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-H1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-769	OPENSTACK DP EXTN	1	EA	0.00	0.00%	0.00		
456-111-636	OPENSTACK DP EXTN FOR AV=IA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-H1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
Software Sub-total				\$0.00	0.00%	\$0.00		
Software Wty and Maint Sub-total				\$0.00	0.00%	\$0.00		

PS-BAS-ADMN	DATA STORE MULTI-NODE BASE IMP	1	EA	8,920.00	32.82%	5,992.51		
PS-BAS-AVDSMI	AVAMAR DS INSTALL FOR MULTI NODE	1	EA	2,890.00	32.82%	1,941.52		

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
	Services Sub-total			\$11,810.00	32.82%	\$7,934.03		

Configuration Sub-total

Hardware Sub-total				\$95,650.00	75.47%	\$23,459.51		
Software Sub-total				\$0.00	0.00%	\$0.00		
Prepaid HW Maintenance Sub-total				\$28,485.36	75.47%	\$6,986.44		
Prepaid SW Maintenance Sub-total				\$0.00	0.00%	\$0.00		
Warranty and Warranty Upgrades Sub-total				\$5,697.12	75.47%	\$1,397.30		
Services Sub-total				\$11,810.00	32.82%	\$7,934.03		
Configuration Total				\$141,642.48	71.92%	\$39,777.28		

PS-BAS-AVVBLK	AVAMAR INTEGRATION WITH VSPHERE	1	EA	10,810.00	32.82%	7,262.22
PS-BAS-RPVMRR	IMPLEMENT RPVM REMOTE ON 1 CG AS POC	1	EA	3,920.00	32.82%	2,633.48

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PS-BAS-AVMIGM	EMC MIGRATION FOR MULTI AVAMAR QS	1	EA	8,360.00	32.82%	5,616.30		
PS-BAS-SABLK	COMMERCIAL SA 4HOURS QS	2	EA	3,940.00	32.82%	2,646.92		
CE-VALPAKRP	RECOVERPOINT VALUEPAK	1	EA	3,000.00	30.64%	2,080.84		
Services Sub-total				\$30,030.00	32.60%	\$20,239.76		

Proposal Summary

Hardware Summary	\$555,615.00	\$555,615.00	74.00%	\$144,445.72
Software Summary	\$642,825.00	\$642,825.00	74.11%	\$166,396.10
Services Summary	\$54,710.00	\$54,710.00	32.70%	\$36,819.93

Prepaid HW Maintenance Summary	\$295,857.36	\$295,857.36	73.86%	\$77,327.60
Prepaid SW Maintenance Summary	\$477,168.60	\$477,168.60	74.67%	\$120,863.35
Warranty and Warranty Upgrades Summary	\$5,697.12	\$5,697.12	75.47%	\$1,397.30

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: JONATHAN HOGLUND

Email: jonathan.hoglund@dell.com

Quote #: 6001819965 V02

Date: 18.04.2018

Valid Until: 27.04.2018

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

Payment Terms: NET 30

Sold To:	Bill To:	Ship To:	End User:
JUDICIARY COURTS OF THE STATE OF CONNECTICUT	JUDICIARY COURTS OF THE STATE OF CONNECTICUT	JUDICIARY COURTS OF THE STATE OF CONNECTICUT	JUDICIARY COURTS OF THE STATE OF CONNECTICUT
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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
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Total Products and Services (USD)							\$547,250.00
Total Price (USD)							\$547,250.00

Notes:

This Quote is subject to the terms and conditions governed by 04ITZ0008MA,B-04-008

The Dell EMC pricing incorporates a Standard State Discount of \$1,868,911.28 between the two quotes. Half of this incentive (\$934,455.64) was applied across all line items within this quote.

The Dell EMC pricing incorporates a \$250,000 Buy Back Incentive towards existing DD4500, as well as DP Suite and NetWorker licensing, between the two quotes. Half of this incentive (\$125,000) was applied across all line items within this quote.

The Dell EMC pricing incorporates an End of Quarter State Pricing Incentive of \$420,505.04 between the two quotes. Half of this incentive (\$210,252.52) was applied across all line items within this quote.

This Quote incorporates a \$100,000 discount associated with OpenVMs applied across all line items

Agreed by the undersigned, authorized Customer representative:

By (Sign): _____

Name (Print): _____

Quote



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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
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Title: _____

Date: _____

Rev: 7 OCT 2017

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: JONATHAN HOGLUND

Email: jonathan.hoglund@dell.com

Quote #: 6001863276 V02

Date: 18.04.2018

Valid Until: 27.04.2018

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

Payment Terms: NET 30

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
DD9300								
SYSTEM DD9300 SOLUTION								
C-10GMOP4P-NF	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	1	EA	4,860.00	68.75%	1,518.63		
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	1	EA	4,050.00	68.75%	1,265.52		
DD9300	SYSTEM DD9300 NFS CIFS	1	EA	0.00	0.00%	0.00		
DD9300-CTL	SYSTEM DD9300 CTL NFS CIFS	1	EA	171,000.00	68.75%	53,433.13		
C-DD9300SSDBASEKIT	DD9300 BASE KIT -SSD	1	EA	0.00	0.00%	0.00		
R-DS60-4-120S-G3	OPT DS60 SHELF 30X4TB SAS HDD RACK G3	1	EA	90,668.00	68.75%	28,331.43		
R-DS60-4-240S-G3	OPT DS60 SHELF 60X4TB SAS HDD RACK G3	1	EA	180,552.00	68.75%	56,417.88		
R-FACINSTL9300	DD9300 OPTION - FACTORY INSTALL KIT	1	EA	0.00	0.00%	0.00		
DDRACK-1PH-3	RACK DATA DOMAIN 40U SNGL PHASE RK-BEZEL	1	EA	3,400.00	68.75%	1,062.41		
R-FACIN9300-BZ	DD9300 OPTION - FACT INSTALL BEZEL	1	EA	0.00	0.00%	0.00		
R-FACIN-DS60-BZ3	DS60 OPTION - FACT INSTALL BEZEL G3	2	EA	0.00	0.00%	0.00		
PC-RK30-US-1	POWER CORD SINGLE PHASE US&JAP RACK DUAI	1	EA	575.00	72.69%	157.03		
C-16GFC-M2P-NF	DD 16GBIT FC IO MOD LC 2PORT OPTION	1	EA	4,860.00	68.75%	1,518.63		
M-PSM-HW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-HARDWARE	1	EA	267,372.00	68.75%	83,546.91	60	EOPS
Hardware Sub-total				\$459,965.00	68.76%	\$143,704.66		
Hardware Wty and Maint Sub-total				\$267,372.00	68.75%	\$83,546.91		
DDOS-60	DOCS DD OS DOC 6=IA	1	EA	0.00	0.00%	0.00		

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
458-001-418	DD9300 OPERATING ENVIRONMENT SOFTWARE	1	EA	0.00	0.00%	0.00		
456-109-751	LICENSE BASE DD OE DD9300=IA	1	EA	16,200.00	68.75%	5,062.09		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	9,720.00	68.75%	3,037.25	60	EOPS
458-001-913	DD9300 SSD CAPACITY LICENSE	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-802	DD REPLICATION SOFTWARE OPTION=CB	360	EA	28,800.00	68.75%	8,999.26		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	25,920.00	68.75%	8,099.34	60	
458-001-912	DD9300 RAW SHELF CAPACITY LICENSE	1	EA	0.00	0.00%	0.00		
456-111-963	DS60 4TB ACT 60TB RAW=CB	6	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-801	DD BOOST SOFTWARE OPTION=CB	360	EA	21,600.00	68.75%	6,749.45		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	19,440.00	68.75%	6,074.50	60	
458-001-800	DD SOFTWARE=CB	360	EA	437,400.00	68.75%	136,676.31		
M-PSM-SW-DD-DD1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	262,440.00	68.75%	82,005.79	60	EOPS
Software Sub-total				\$504,000.00	68.75%	\$157,487.11		
Software Wty and Maint Sub-total				\$317,520.00	68.75%	\$99,216.88		
ProDeploy								
PS-BAS-DDPH	IMPL PRERACKED CONTROLLER & SHELVES	1	EA	6,330.00	24.69%	4,767.08		
PS-BAS-DDIB	IMPL DATA DOMAIN (BASE)	1	EA	6,540.00	24.69%	4,925.23		
PS-PD-DDTRACKING	DATA DOMAIN PRODEPLOY TRACKING	1	EA	0.00	0.00%	0.00		
Services Sub-total				\$12,870.00	24.69%	\$9,692.31		

Quote



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Email: jonathan.hoglund@dell.com

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
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Configuration Sub-total

Hardware Sub-total				\$459,965.00	68.76%	\$143,704.66		
Software Sub-total				\$504,000.00	68.75%	\$157,487.11		
Prepaid HW Maintenance Sub-total				\$267,372.00	68.75%	\$83,546.91		
Prepaid SW Maintenance Sub-total				\$317,520.00	68.75%	\$99,216.88		
Services Sub-total				\$12,870.00	24.69%	\$9,692.31		
Configuration Total				\$1,561,727.00	68.39%	\$493,647.87		

M1200 GRID

SYSTEM

AVAMAR SOLUTION

PC-NA120V-1	POWER CORD NORAMERICA120V 5-15P C13 2M	10	EA	0.00	0.00%	0.00		
AVMUTILFG4TD	AVAMAR G4T UTILITY NODE FLD INSTL	1	EA	14,000.00	69.69%	4,243.30		
AVM1200FG4TD	AVAMAR G4T M1200 NODE FLD INSTL	3	EA	72,750.00	69.69%	22,050.02		

P-R3-201601

EMC Confidential

Quote



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99 E RIVER DR EAST HARTFORD CT 06108 USA	99 E RIVER DR EAST HARTFORD CT 06108 USA	99 E RIVER DR EAST HARTFORD CT 06108 USA	99 E RIVER DR EAST HARTFORD CT 06108 USA

Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
AVMCOMKIT4T	AVAMAR G4T COMM MODULE INSTALL KIT	1	EA	200.00	69.69%	60.62		
AVM19CBINTG4S	AVAMAR G4S INTERNAL 19-CABLE BUNDLE	2	EA	400.00	69.69%	121.24		
AVMFIELDKITG4TD	AVAMAR G4T FIELD KIT COBRANDED	4	EA	0.00	0.00%	0.00		
AVM6CBLEXT	6 NODE LONG CABLE BNDL EXTERNAL ROUTING	2	EA	300.00	69.69%	90.93		
AVM10GBMCU	AVAMAR G4T QUAD 10GB CU MANF INSTL	8	EA	0.00	0.00%	0.00		
AVMCOMG4TF	AVAMAR G4T COMM MODULE FLD INSTL	2	EA	8,000.00	69.69%	2,424.74		
W-PS-HW-001	PROSUPPORT W/NBD-HARDWARE WARRANTY	1	EA	0.00	0.00%	0.00	24	
M-PSM-HW-DP-M1	PROSUPPORT W/MISSION CRITICAL-HARDWARE	1	EA	28,485.36	69.69%	8,633.71	36	
WU-PSM-HW-PM-001	PROSUPPORT W/MISSION CRIT WARRNTY UPG-H'	1	EA	5,697.12	69.69%	1,726.76	24	

*Line Item 103 is an upgrade to Line Item 101, which is included for Avamar Hardware by default with 24 Months of Support; Line Item 102 is a 36 month add on to the default base coverage, placing AV Hardware under 60 Months of support

Hardware Sub-total				\$95,650.00	69.69%	\$28,990.85		
Hardware Wty and Maint Sub-total				\$34,182.48	69.69%	\$10,360.47		
458-001-507	ESA FOR AVAMAR	1	EA	0.00	0.00%	0.00		
456-111-202	ESA FOR AVAMAR=IA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-H1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
458-001-769	OPENSTACK DP EXTN	1	EA	0.00	0.00%	0.00		
456-111-636	OPENSTACK DP EXTN FOR AV=IA	1	EA	0.00	0.00%	0.00		
M-PSM-SW-DD-H1	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00%	0.00	60	
Software Sub-total				\$0.00	0.00%	\$0.00		
Software Wty and Maint Sub-total				\$0.00	0.00%	\$0.00		
PS-BAS-ADMN	DATA STORE MULTI-NODE BASE IMP	1	EA	8,920.00	24.69%	6,717.59		
PS-BAS-AVDSMI	AVAMAR DS INSTALL FOR MULTI NODE	1	EA	2,890.00	24.69%	2,176.44		

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
	Services Sub-total			\$11,810.00	24.69%	\$8,894.03		

Configuration Sub-total

Hardware Sub-total				\$95,650.00	\$95,650.00	69.69%	\$28,990.85
Software Sub-total				\$0.00	\$0.00	0.00%	\$0.00
Prepaid HW Maintenance Sub-total				\$28,485.36	\$28,485.36	69.69%	\$8,633.71
Prepaid SW Maintenance Sub-total				\$0.00	\$0.00	0.00%	\$0.00
Warranty and Warranty Upgrades Sub-total				\$5,697.12	\$5,697.12	69.69%	\$1,726.76
Services Sub-total				\$11,810.00	\$11,810.00	24.69%	\$8,894.03
Configuration Total				\$141,642.48	\$141,642.48	65.94%	\$48,245.35

PS-BAS-AVMIGM	EMC MIGRATION FOR MULTI AVAMAR QS	1	EA	8,360.00	8,360.00	24.69%	6,295.86
PS-BAS-SABLK	COMMERCIAL SA 4HOURS QS	2	EA	3,940.00	3,940.00	24.69%	2,967.19

Quote



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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
	Services Sub-total			\$12,300.00	\$12,300.00	24.69%		\$9,263.05

Proposal Summary

Hardware Summary	\$555,615.00	\$555,615.00	68.92%	\$172,695.51
Software Summary	\$504,000.00	\$504,000.00	68.75%	\$157,487.11
Services Summary	\$36,980.00	\$36,980.00	24.69%	\$27,849.39

Prepaid HW Maintenance Summary	\$295,857.36	\$295,857.36	68.84%	\$92,180.62
Prepaid SW Maintenance Summary	\$317,520.00	\$317,520.00	68.75%	\$99,216.88
Warranty and Warranty Upgrades Summary	\$5,697.12	\$5,697.12	69.69%	\$1,726.76

Total Products and Services (USD)				\$551,156.27
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Quote



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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
							Total Price (USD)	\$551,156.27

Notes:
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Agreed by the undersigned, authorized Customer representative:

By (Sign): _____
Name (Print): _____
Title: _____
Date: _____

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Item	Description	Qty	UOM	Total List Price (USD)	Discount	Extended Price (USD)	Months	Renewal Price Validity Period
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Rev: 7 OCT 2017