

REPRINT



**COUNTY of EL DORADO**

Procurement & Contracts

BLANKET PURCHASE ORDER

PURCHASE ORDER NO.

BP20170250

DATE	REQUISITION NO.	TYPE	BLANKET PO#	PAGE	DELIVERY DATE	EXPIRATION DATE	THIS NUMBER MUST BE ON ALL INVOICES, PACKING LISTS, AND RELATED PAPER WORK.
03/29/17		BP		01		03/31/17	

VENDOR

HEWLETT PACKARD, INC.  
1501 PAGE MILL ROAD  
PALO ALTO

CA 94304

SHIP TO

THIS IS NOT AN ORDER  
SEE SPECIFIC ORDERS  
AGAINST BLANKET FOR  
SHIP TO ADDRESS

REQUESTOR	F.O.B. POINT	TERMS
	DESTINATION	NET 30

**NOTE CONDITIONS ON REVERSE**

LINE	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	EXTENDED TOTAL
001			202-14 I.T.: NETWORK COMPONE HP T520 THIN PRO AMD STEPPE EAGLE 1.2 GHZ DUAL CORE 8CF/4CB PART NO. G9F04AA#ABA FOR VDI PROJECT REFERENCE: QUOTE # 11583135 PRICE INCREASED BY \$6.00	231.0000	
002			900-01 SVCS:FREIGHT; PAID <u>CONTRACT MNWNC-115 AND MNNVP-133</u> CALIFORNIA PARTICIPATING ADDENDUM #7-15-70-34-001; MINNESOTA WSCA- NASPO MASTER PRICE AGREEMENT #MNWNC-115 COMPUTER EQUIPMENT (DESKTOPS, LAPTOPS, TABLETS, SERVERS AND STORAGE INCLUDING RELATED PERIPHERALS & SERVICES) TERM: 04/01/2015 - 03/31/2018 BOS APPROVAL: 03/22/16, #27 COMPARATIVE MARKET ANALYSIS ON FILE IN THE EVENT OF ANY CONFLICT, THE FOLLOWING ORDER PRECEDENCE CONTINUED, NEXT PAGE	.0001	

This Purchase Order expressly limits acceptance to the terms and conditions stated herein, set forth on the reverse side hereof and any supplementary or additional terms and conditions annexed hereto or incorporated herein by reference. Any additional or different terms and conditions proposed by seller are objected to and hereby rejected.

SFX TOTAL INDEX SUB-OBJECT USER CODE

I hereby certify that this purchase order is issued in accordance with procedures prescribed by ordinance and BOS Policy C-17 governing purchase of such items for the County of El Dorado.

*[Signature]*  
Purchasing Agent  
(Note: Authorized signature in lieu of Purchasing Agent for purchase less than \$5,000.00)

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03/29/17		BP		02		03/31/17	

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	DESTINATION	NET 30

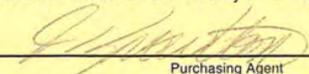
## NOTE CONDITIONS ON REVERSE

LINE	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	EXTENDED TOTAL
			<p>SHALL APPLY:</p> <p>1) EXHIBIT "A" CALIFORNIA PARTICIPATING ADDENDUM.</p> <p>2) EXHIBIT "A" ASSIGNMENT AGREEMENT</p> <p>REFERENCE: QUOTE #11341330</p> <p>INVOICE TO: SAME AS SHIP TO</p> <p>FOR ORDER QUESTIONS, CONTACT: DAVID RUSSELL, 530-621-5575</p> <p>FOR BILLING QUESTIONS, CONTACT: MEGAN AREVALO, 530-621-5147</p> <p>NO BUSINESS LICENSE REQUIRED DELIVERY OR SERVICES WITHIN CITY LIMITS.</p> <p>THIS BLANKET PURCHASE ORDER REPLACES BP20170250, DATED 01/09/17, ISSUED TO EXTEND THE CONTRACT THROUGH 3/31/2018 FOR ANTICIPATED PURCHASES IN THE COMING YEAR</p> <p>ALL OTHER TERMS AND CONDITIONS OF BP20170250 INCORPORATED HEREIN BY REFERENCE, SHALL REMAIN UNCHANGED AND IN FULL FORCE AND EFFECT.</p>		

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SFX                      TOTAL                      INDEX                      SUB-OBJECT                      USER CODE

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VAZDOE

HEWLETT PACKARD, INC.  
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REQUESTOR	F.O.B. POINT	TERMS
<i>[Signature]</i>	DESTINATION	NET 30

## NOTE CONDITIONS ON REVERSE

LINE	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	EXTENDED TOTAL
003			202-14 I.T.: NETWORK COMPONE HP MT42 MOBILE THIN CLIENT WES7E AMD PRO A8 PRO-8600B 1.6G*2M APU 32GB M2 SATA-3 SOLID STATE DRIVE PART NO. G9U29UA#ABA FOR VDI PROJECT ***** DO NOT USE THIS ITEM ***** ***SEE LINE 005 FOR REPLACEMENT***		
004			202-01 I.T.: VDI COMPONENTS HP 2013 ULTRA SLIM DOCKING STATION PART # D9Y32AA#ABA *THIS ITEM NO LONGER NEEDED, DOES* *NOT WORK WITH VDI. DO NOT ORDER*		
005			202-14 I.T.: NETWORK COMPONE HP MT43 MOBILE THIN CLIENT AMD PRO A8 PRO-9600B QUAD CORE APU W/RADEON R5 GRAPHICS, 128GB M2 SATA -3 HARD DRIVE. PART NO. Z9F98AA#ABA FOR VDI PROJECT CONTINUED, NEXT PAGE	650.0000	

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SFX TOTAL INDEX SUB-OBJECT USER CODE

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03/29/17		BP		04		03/31/17	

VENDOR

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SHIP TO ADDRESS

REQUESTOR	F.O.B. POINT	TERMS
<i>[Signature]</i>	DESTINATION	NET 30

## NOTE CONDITIONS ON REVERSE

LINE	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	EXTENDED TOTAL
006			REFERENCE: QUOTE #11578459 THIS ITEM REPLACES ITEM IN LINE 003 MT42 MOBILE THIN CLIENT 202-14 I.T.: NETWORK COMPONE HP MT20 MOBILE THIN CLIENT THIN PRO INTEL CELERON 3865U, 4GB DDR4, 128GB M2 SATA ADD HARD DRIVE PART NO. 1CA42AA#ABA FOR VDI PROJECT	375.0000	
007			REFERENCE: QUOTE #11579610 **** NEW ITEM AS OF 3/29/17 **** 202-14 I.T.: NETWORK COMPONE HP T730 THIN PRO AMD R-SERIES RX- 427BB 2.7 GHZ QUAD CORE 16GF/4GB AM AMD FIRE PRO W2100 PART NO. P5V90UA#ABA FOR VDI PROJECT REFERENCE: QUOTE # 11578459 CONTINUED, NEXT PAGE	440.0000	

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 (Note: Authorized signature in lieu of Purchasing Agent for purchases less than \$5,000.00)

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REQUESTOR	F.O.B. POINT	TERMS
	DESTINATION	NET 30

## NOTE CONDITIONS ON REVERSE

LINE	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	EXTENDED TOTAL
			**** NEW ITEM AS OF 3/29/17 ****		

CONTRACT AMOUNT: 99,999.00

This Purchase Order expressly limits acceptance to the terms and conditions stated herein, set forth on the reverse side hereof and any supplementary or additional terms and conditions annexed hereto or incorporated herein by reference. Any additional or different terms and conditions proposed by seller are objected to and hereby rejected.

PLEASE REFER ALL QUESTIONS  
 CONCERNING THIS ORDER TO:

MEGAN AREVALO  
 (530) 621-5147 EXT 5147

VENDOR NUMBER : 009869 09

SFX TOTAL INDEX SUB-OBJECT USER CODE  
 REQUESTING DEPT: INFORMATION TECHNOLOGIES  
 360 FAIR LANE

PLACERVILLE CA 95667

I hereby certify that this purchase order is issued in accordance with procedures prescribed by ordinance and BOS Policy C-17 governing purchase of such items for the County of El Dorado.

Purchasing Agent

(Note: Authorized signature in lieu of Purchasing Agent for purchases less than \$5,000.00)

Contract #: 7-15-70-34-001(HP)

# CONTRACT ROUTING SHEET MNNVP-133

Date Prepared: 03/27/17

Need Date: RUSH PLEASE

**PROCESSING DEPARTMENT:**

Department: CAO, Procurement & Contracts Division

Dept. Contact: Eric van Leeuwen

Phone #: 530-621-5834

Department

Head Signature: *[Signature]* 3/27/17

**CONTRACTOR:**

Name: Hewlett Packard Company

Address: 8000 Foothills Parkway  
Roseville, CA 95747

Phone: 800-386-1115

**CONTRACTING DEPARTMENT:** CAO, Procurement and Contracts Division, on behalf of Information Technologies

Service Requested: Re-review and approval of piggybacking off Minnesota Master Agreement No. MNWNC-133, and California Participating Addendum No. 7-15-70-34-001 Amendment 1 (extension)

Contract Term: 11/01/16 - 3/31/18 - 2020 / Contract Value: \$99,999.00

Previously approved Blue Route is attached for reference. The contract has been extended through 03/31/2020.

**COUNTY COUNSEL:** (Must approve all contracts and MOU's)

Approved:  Disapproved:  Date: 3/28/2017 By: JDS

Approved:  Disapproved:  Date:                      By:                     

Detailed description here (see sample)

\* extending the contract term, set to expire 3/31/2017 for another 3 yrs from 4/1/2017 - 3/31/2020. BP to be issued for only one year through 3/31/2018.

Revised to match for next BP change order.

EL BONITO COUNTY COUNSEL  
11 MAR 28 AM 9:15

PLEASE FORWARD TO PURCHASING. THANKS!

**AMENDMENT NO. 1 TO CONTRACT NO. MNNVP-133**

**THIS AMENDMENT** is by and between the State of Minnesota, acting through its commissioner of Administration ("State"), and HP Inc., 1501 Page Mill Road, Palo Alto, CA 94304 ("Contract Vendor").

**WHEREAS**, the State has a Contract with the Contract Vendor identified as Contract No. MNNVP-133, April 1, 2015, through March 31, 2017 ("Contract"), to provide Computer Equipment: (Desktops, Laptops and Tablets, including Related Peripherals and Services); and

**WHEREAS**, Minn. Stat. § 16C.03, subd. 5, affords the commissioner of Administration, or delegate pursuant to Minn. Stat. § 16C.03, subd. 16, the authority to amend contracts; and

**WHEREAS**, the terms of the Contract allow the State to amend the Contract as specified herein, upon the mutual agreement of the Materials Management Division and the Contract Vendor in a fully executed amendment to the Contract.

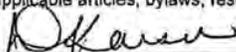
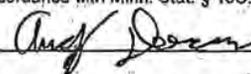
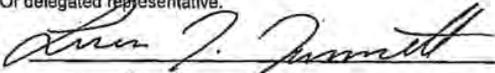
**NOW, THEREFORE**, it is agreed by the parties to amend the Contract as follows:

1. That Contract No. MNNVP-133 is extended through March 31, 2020, at the same terms and conditions.
2. The Contract Vendor shall provide Computer Equipment: (Desktops, Laptops and Tablets, including Related Peripherals and Services) at the prices set forth on the following schedule: HP Inc. Price Schedule.

This Amendment is effective beginning April 1, 2017, or upon the date that the final required signatures are obtained, whichever occurs later, and shall remain in effect through contract expiration, or until the Contract is canceled, whichever occurs first.

Except as herein amended, the provisions of the Contract between the parties hereto are expressly reaffirmed and remain in full force and effect.

**IN WITNESS WHEREOF**, the parties have caused this Amendment to be duly executed intending to be bound thereby.

<p><b>1. HP INC.</b> The Contractor certifies that the appropriate person(s) have executed this Amendment on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.</p> <p>By: <u></u> Signature Deborah Kaiser Printed Name</p> <p>Title: <u>Contract Administrator</u></p> <p>Date: <u>1/24/17</u></p> <p>By: _____ Signature</p> <p>Printed Name _____</p> <p>Title: _____</p> <p>Date: _____</p>	<p><b>2. MATERIALS MANAGEMENT DIVISION</b> In accordance with Minn. Stat. § 16C.03, subd. 3.</p> <p>By: <u></u> Title: <u>Acquisition Management Specialist</u></p> <p>Date: <u>2/1/17</u></p> <p><b>3. COMMISSIONER OF ADMINISTRATION</b> Or delegated representative.</p> <p>By: <u></u> Date: <u>2/8/2017</u></p>
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**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**

**Band 1 - Desktops**  
**Responder Name: HP Inc. ("HP")**  
**Name Change Effective 11/1 to HP Inc.**

CTO base units are at base pricing; modules are at CTO discount  
 Obsolete category codes  
 New Category Codes

**Base Line Pricing Utilized:**

**Off HP List Price** (Published Publically for HP Branded Products only) <http://h118000.www1.hp.com/showroom/pl.html>; Third Party Hardware and Software available will be posted in a PDF with HP List and Manufacturer list for components available weekly. Custom Services - HP will provide product entries with the List price and Contract Price Quotes and maintain for auditing purposes.

**Change in Category Code**

Category Code		MINIMUM BAND DISCOUNT: 18% (excludes Peripherals, Third Party, Value Add Services and Promotions)	
Category Code	HP Product Codes	Desktops	Product Series Name
IM1	QTT17/1, QTT37/1, QTT41/1, QTT52/1, QTT53/1	Entry-Level & Specialty Desktops (includes AIO)	6300 AIO, 8300 AIO, 3500, 3515, 4300, 800 AIO, 800 AIO, State 21 AIO, 2xx and 4xx product series for desktops and AIO
IM2	QTT15/1, QTT18/1, QTT19/1, QTT20/1, QTT21/1, QTT22/1, QTT23/1, QTT24/1	Mid-Range	5700 and 6300 product series
IM3	QTT16/1, QTT19/1, QTT39/1	High-End	8xx and 7xx product series, s1cc
IM4	QTO50/1, QTO52/1, QTO51/1, QTO53/1, QTR97/1, QTS19/1	Retail Solutions	mp6800, HP Digital Signage Displays
IM5	QTN18/1	Desktop CTO (Configure To Order) Systems	All desktop product models
IM5-B	Bundle/PCCS sku/CTO sku	CTO configure to order system bundled in one customer part number	All desktop product models
IM6	QTO30/1, QTN09/1, QTM91/1, QTM05/1, QTM20/1, QTM55/1, QTM83/1, QTM88/1, QTN03/1, QTO48/1, QTM10/1, QTM10/2	Desktop Options and Accessories	All desktop product models
Category Code	HP Product Codes	Workstations	Product Series Name
IM7	QTP44/1, QTO94/1, QTO95/1, QTO87/1, QTP43/1, QTT46/1, QTM21/1, QTT20/1, QTT22/1	Entry / Value Workstations	Z1, Z2xx, Z2xx, Z4xx, Sprout
IM8	QTT21/1, QTT23/1	Mid-Range Workstations	Z6xx
IM9	QTT21/2, QTT23/2	High-End Workstations	Z8xx
IM10	QTN95/1, QTT73/1	Workstation CTO (Configure To Order) Systems	All workstation models
IM10-B	Bundle/PCCS sku/CTO sku	CTO configure to order system bundled in one customer part number	All workstation models
IM11	QTM23/1, QTM94/1, QTM08/1, QTM54/1, QTM82/1, QTN56/1, QTN61/1, QTO45/1	Workstation Options and Accessories	All workstation models
Category Code	HP Product Codes	Thin Clients	Product Series Name
IM12	QTO99/1, QTO31/1, QTO99/1, QTR74/1, QTR75/1, QTR53/1, QTR53/2, QTR42/1	Thin Clients	HP MultiSeat ms6200 Desktop, HP Thin Client i510, i535z, i5550z, i5565, i5565z, i5570, i5570e, i5740, i5740e, i5745, i610, i610 PLUS, i310, 410, 410 AIO, 820, i5xx, i6xx, i7xx, i8xx
IM-TC	QTO99/2, QTM96/1	Thin Client Options and Accessories	All thin client models
IM-PRGMC	QTM16/1, QTM17/1, QTO99/1, QTO92/1, QTR42/1, QTO96/1, QTO97/1, QTO98/1, QTP67/1, QTP68/1, QTR01/1, QTO31/1, QTO54/1, QTR98/1, QTM72/1	<b>Promotions/Smart Buys "all HP Branded Products" in the Band</b>	

2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

Band 2 - Notebooks  
 Responder Name: HP Inc. ("HP")  
 Name Change Effective 11/1 to HP Inc.

CTO base units are at base pricing; modules are at CTO discount

Obsolete category codes

New Category Codes  
 Change in Category Code

Base Line Pricing Utilized:

Off HP List Price (includes Productivity, Performance and Proactive Products only) - <http://www.hp.com/go/room> (a) Price Third Party Hardware and Software will be based on the HP List Price and Manufacturer List Price available weekly in Custom Quotes in the provision pricing module with the List Price and Contract Price Guide and market for pricing purposes.

Category Code		MINIMUM BAND DISCOUNT: 13% (excludes peripherals, third party, value add services and promotions)		
Category Code	HP Product Codes	Notebooks	Product Series Name	Off HP List Price
2M1	QTT01/2, QTT01/4, QTM46/1	Entry-Level Notebooks	2xx, 3xx, 4xx product series	17%
2M2	QTR02/1, QTP45/1, QTR43/1	Mini Notebooks	Chromebooks, 215, 210, Probook 11EE	12%
2M3	QTT02/2, QTT40/1, QTP98/1	Mid-Range Notebooks, ProBook Series	4xx product series	21%
2M4	QTT02/2, QTT02/4, QTT03/1, QTT03/2, QTT03/3, QTT03/4, QTT03/5, QTT03/6, QTT03/7, QTT03/8, QTT03/9, QTT03/10, QTT03/11, QTT03/12, QTT03/13, QTT03/14, QTT03/15, QTT03/16, QTT03/17, QTT03/18, QTT03/19, QTT03/20, QTT03/21, QTT03/22, QTT03/23, QTT03/24, QTT03/25, QTT03/26, QTT03/27, QTT03/28, QTT03/29, QTT03/30, QTT03/31, QTT03/32, QTT03/33, QTT03/34, QTT03/35, QTT03/36, QTT03/37, QTT03/38, QTT03/39, QTT03/40, QTT03/41, QTT03/42, QTT03/43, QTT03/44, QTT03/45, QTT03/46, QTT03/47, QTT03/48, QTT03/49, QTT03/50, QTT03/51, QTT03/52, QTT03/53, QTT03/54, QTT03/55, QTT03/56, QTT03/57, QTT03/58, QTT03/59, QTT03/60, QTT03/61, QTT03/62, QTT03/63, QTT03/64, QTT03/65, QTT03/66, QTT03/67, QTT03/68, QTT03/69, QTT03/70, QTT03/71, QTT03/72, QTT03/73, QTT03/74, QTT03/75, QTT03/76, QTT03/77, QTT03/78, QTT03/79, QTT03/80, QTT03/81, QTT03/82, QTT03/83, QTT03/84, QTT03/85, QTT03/86, QTT03/87, QTT03/88, QTT03/89, QTT03/90, QTT03/91, QTT03/92, QTT03/93, QTT03/94, QTT03/95, QTT03/96, QTT03/97, QTT03/98, QTT03/99, QTT03/100	Mid-Range Notebooks, ProBook Series	4xx product series	21%
2M5	QTT02/1, QTN11/1	Notebook & Tablet PC CTO Modules	All Notebook models	21%
2M5B	Bundle/PCCS sku/CTO5 sku	CTO configure to order system bundled in one customer part number	All Notebook models	21%
2M6	QTM22/1, QTM92/1, QTM04/1, QTM07/1, QTM09/1, QTM84/1, QTM87/1, QTN14/1, QTN85/1	Notebook Options and Accessories	All Notebook models	21%
2M7	QTP44/1, QTO94/1, QTO95/1, QTO87/1, QTP43/1, QTT46/1, QTM00/1	Notebook Accessories - Education Software	All Notebook models	21%
Category Code	HP Product Codes	Notebooks		
2M8	QTT36/1	Mobile Thin Clients	m40	15%
12M-TC	QTO99/2, QTM96/1	Thin Client Options and Accessories	All thin client models	15%
Category Code	HP Product Codes			
23M-PRGMO	QTP44/1, QTO94/1, QTO95/1, QTO87/1, QTP43/1, QTT46/1	Printer/Scanner/Software/Security/Cloud/Storage/Proactive/Thin Client		15%

11/19/2017

**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**  
**Band 3 - Tablets**  
**Responder Name: HP Inc. ("HP")**  
**Name Change Effective 11/1 to HP Inc.**

CTO base units are at base pricing; modules are at CTO discount

Obsolete category codes

New Category Codes  
 Change in Category Code

**Base Line Pricing Utilized:**

**Off HP List Price:** (Published Publically for HP branded Products only) (www.hp.com/go/pricecheck) (Third Party Hardware and Software available will be posted via RFP with HP Standard Manufacturer list components available directly to custom services/HP will provide pricing advice with the list price and Contract Price Quotes and maintain for pricing purposes)

Category Code				MINIMUM BAND DISCOUNT: 20% (excludes peripherals, third party, value add services and promotions)
Category Code	HP Product Codes	Tablets	Product Series Name	Off HP List Price
3M1	QIT49/1, QIT54/1, QIT10/1, QIT55/1	Specialty Tablets; Mini Tablet, Elite pad	Slates, ElitePad 900 & ElitePad 1xxx, Pro x2 410, Pro Tablet 408	21%
3M1	QTM21/1	Entry Level Tablets	x2 210, Elite x2 xxx	20%
3M2	QIT02/1, QIT83/1	Ultra-light & Tablet PCs	9470n, EliteBook Revolve 810, 820, 612, 410, 9480, 10xx, Spectre x380	23%
3M2A	QIT02/1, QIT83/1	Mid-Range Tablets	Tablet Pro x2 612, Pro Tablet 608	21%
23M5	QTQ27/1, QTN11/1	Tablet CTO (Configure to Order) Systems	All Tablet models	21%
23M5-B	Bundle/PCCS sku/CTOS sku	CTO configure to order system bundled in one customer part number	All Tablet models	21%
23M5	QTM22/1, QTM92/1, QTM04/1, QTM07/1, QTM09/1, QTM84/1, QTM87/1, QTN14/1, QTN85/1	Tablet Options and Accessories	All Tablet models	21%
23M7	QTM00/1	Tablet Accessories - Education Software	All Tablet models	20%
23M-PROMO	QTP44/1, QTO94/1, QTO95/1, QTO87/1, QTP43/1, QIT46/1			Off HP List Price

11/9/2017

**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**  
**Peripherals: Bands 1, 2 and 3**  
**Responder Name: HP Inc. ("HP")**  
**Name Change Effective 11/1 to HP Inc.**

Obsolete Category Codes  
 New Category Codes

Peripherals: Band 1-3				Off HP List Price (Published Publically) <a href="http://192.168.1.10/ValuePoint.com/showItem.asp?Item="></a>
<b>Category Code</b>		<b>HP Product Codes</b>		
<b>Monitor Options and Accessories</b>				
P-1	QTN00/1, QTN02/1, QTN02/2, QTN02/3	HP Business LCD Monitors, HP Business Touchscreen Monitors	All HP Commercial Monitors	20%
P-2	QTM98/1	Monitor Options and Accessories		20%
<b>Category Code</b>		<b>HP Product Codes</b>		
<b>Printer Options &amp; Supplies</b>				
P-3	QTN23/1, QTR34/1, QTN26/1, QTN27/1, QTO13/1, QTO15/1, QTO16/1, QTR81/1, QTO26/1, QTO26/2, QTO27/1, QTO89/1, QTS04/1, QTO90/1, QTP57/1, QTR55/1, QTO44/1, QTO45/1, QTR70/1, QTO57/1, QTO57/2, QTR32/1, QTR35/1, QTR92/1, QTR96/1, QTP47/1, QTM61/1	Printers	All HP Printers including, but not limited to All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models	28%
P-4	QTN30/1	Scanners	All HP Scanners	26%
P-5	QTN31/1, QTN31/2	Printer Options & Accessories	All HP Printer Models	24%
P-7	QTN18/1	Supplies	LaserJet Ink/Cartridge and associated Ink/Cartridge options	33%
P-8	QTN22/1, QTR33/1	Supplies	DesignJet and InkJet Ink/Cartridge and associated Ink/Cartridge options	25%
P-10	QTR73/1	Print	Access Control Hardware	20%
<b>Category Code</b>		<b>HP Product Codes</b>		
<b>Printer Options &amp; Supplies Calculators</b>				
P-9	QTR47/1	Calculators	Calculators	20%



QTM32/1 and QTM59/1 are new codes

Obsolete Category Codes  
New Category Codes

## 2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule

**Value Add Services: Bands 1, 2 and 3**  
**Responder Name: HP Inc. ("HP")**  
**Name Change Effective 11/1 to HP Inc.**

11/19/2017 - HP Company for 3 Year Bid Modification Rights Reserved

### Value Add Services Band 1-3

Category Code	HP Product Codes			Off-HP List Price
123VS-1	QTM32/1, QTM59/1, QTM32/2, QTM59/2, QTM32/3, QTM59/3, QTM32/4, QTM59/4, QTM32/5, QTM59/5, QTM32/6, QTM59/6, QTM32/7, QTM59/7, QTM32/8, QTM59/8, QTM32/9, QTM59/9, QTM32/10, QTM59/10, QTM32/11, QTM59/11, QTM32/12, QTM59/12, QTM32/13, QTM59/13, QTM32/14, QTM59/14, QTM32/15, QTM59/15, QTM32/16, QTM59/16, QTM32/17, QTM59/17, QTM32/18, QTM59/18, QTM32/19, QTM59/19, QTM32/20, QTM59/20, QTM32/21, QTM59/21, QTM32/22, QTM59/22, QTM32/23, QTM59/23, QTM32/24, QTM59/24, QTM32/25, QTM59/25, QTM32/26, QTM59/26, QTM32/27, QTM59/27, QTM32/28, QTM59/28, QTM32/29, QTM59/29, QTM32/30, QTM59/30, QTM32/31, QTM59/31, QTM32/32, QTM59/32, QTM32/33, QTM59/33, QTM32/34, QTM59/34, QTM32/35, QTM59/35, QTM32/36, QTM59/36, QTM32/37, QTM59/37, QTM32/38, QTM59/38, QTM32/39, QTM59/39, QTM32/40, QTM59/40, QTM32/41, QTM59/41, QTM32/42, QTM59/42, QTM32/43, QTM59/43, QTM32/44, QTM59/44, QTM32/45, QTM59/45, QTM32/46, QTM59/46, QTM32/47, QTM59/47, QTM32/48, QTM59/48, QTM32/49, QTM59/49, QTM32/50, QTM59/50, QTM32/51, QTM59/51, QTM32/52, QTM59/52, QTM32/53, QTM59/53, QTM32/54, QTM59/54, QTM32/55, QTM59/55, QTM32/56, QTM59/56, QTM32/57, QTM59/57, QTM32/58, QTM59/58, QTM32/59, QTM59/59, QTM32/60, QTM59/60, QTM32/61, QTM59/61, QTM32/62, QTM59/62, QTM32/63, QTM59/63, QTM32/64, QTM59/64, QTM32/65, QTM59/65, QTM32/66, QTM59/66, QTM32/67, QTM59/67, QTM32/68, QTM59/68, QTM32/69, QTM59/69, QTM32/70, QTM59/70, QTM32/71, QTM59/71, QTM32/72, QTM59/72, QTM32/73, QTM59/73, QTM32/74, QTM59/74, QTM32/75, QTM59/75, QTM32/76, QTM59/76, QTM32/77, QTM59/77, QTM32/78, QTM59/78, QTM32/79, QTM59/79, QTM32/80, QTM59/80, QTM32/81, QTM59/81, QTM32/82, QTM59/82, QTM32/83, QTM59/83, QTM32/84, QTM59/84, QTM32/85, QTM59/85, QTM32/86, QTM59/86, QTM32/87, QTM59/87, QTM32/88, QTM59/88, QTM32/89, QTM59/89, QTM32/90, QTM59/90, QTM32/91, QTM59/91, QTM32/92, QTM59/92, QTM32/93, QTM59/93, QTM32/94, QTM59/94, QTM32/95, QTM59/95, QTM32/96, QTM59/96, QTM32/97, QTM59/97, QTM32/98, QTM59/98, QTM32/99, QTM59/99, QTM32/100, QTM59/100	Subcontract Services (Core pack)	All HP Standard Facilities, Core Level, Off-HP Facilities, and HP Direct/Partner/Off-HP Standard and Premium	7%
123VS-2	Select pre-built parts	Image Loading	All Manufacturer Facility (HP Direct)	4%
123VS-3	Select pre-built parts	Image Consulting	All Manufacturer Facility (HP Direct)	3%
123VS-4	Select pre-built parts	Asset Tagging	All Manufacturer Facility (HP Direct)	5%
123VS-5	Custom Services created specifically for a procuring entity, which may or may not have HP Product Codes. QTM32/1	Custom Services through HP or an HP authorized Service Subcontractor as allowed per Participating State and/or Procuring Entity	Installation-Installation, maintenance, support, training, migration, and optimization of products offered or supplied under the Master Price Agreement. These types of 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 recovery planning and support, service desk/telehelp, and any other directly related technical support services required for the effective operation of a product offered or supplied	7%
123VS-6	Custom Services	Hardware/Software Maintenance Support	See tab for Band 1-3 Services for Schedule for Additional Aggregate Discounts	30%
123VS-7	Custom Services	Services Labor for Non Warranty Items	See Services tab for Band 1-3 for Schedule of Time & Material Hourly Rates	See Services Tab for Time & Material Hourly Rates
123VS-8	Custom Services	Remote Software Support		10%
123VS-9	Select pre-built parts	Image Loading		10%
123VS-10	Select pre-built parts	Image Consulting		10%
123VS-11	Select pre-built parts	Asset Tagging		10%
123VS-12	QTP44/1, QTO94/1, QTO95/1, QTOR7/1, QTP43/1, QTT46/1	Value Added Logistics		15%
123VS-13	Custom Services	Onsite Deployment/Installation		10%
123VS-14	Custom Services non Care Pack offer	Hard Drive Data Destruction		10%
123VS-15	Custom Services	Disassembly/Recycling		10%
123VS-16	Custom Services	Break Fbr - Non Warranty		12%
123VS-17	Custom Services	General Consulting		10%
123VS-18	Custom training (majority of)	Training		10%
123VS-19	Custom Services	State hourly rate for staging/deployment services		10%

### Value Add Maintenance Support Services, Non Warranty T&M and T&M Projects for Service Labor

**MAINTENANCE SERVICES** Discount: 20% discount off US List  
**Global Integrated Service (Hardware Maintenance Services and System Software Maintenance Services)**

**US SITE DENSITY DISCOUNT SCHEDULE**

Account Balance	Discount
\$400,000-\$799,999	2%
\$800,000-\$1,199,999	4%
\$1,200,000-\$1,599,999	6%
\$1,600,000 and over	

**US MULTI-YEAR DISCOUNT SCHEDULE**

Contract Length	Discount
2 years	3%
3 years	6%
4 years	8%
5 years	8%

US PREPAYMENT DISCOUNT SCHEDULE	Discount
1 year	4%
2 years	6%
3 years	9%

Services Labor - T&M Charges start at list pricing. HP will provide special fixed pricing on large project opportunities.

**Time and Materials Services**

Applicable in the continental United States only.

On-Site Labor Rate Hourly rate for U.S. excluding Alaska and Puerto Rico Standard business hours 8-5 M-F, 1 Hr Min After Hours M-F, Saturday, Sunday and Holidays: 2 Hr Min 3-9 Business Days within 200miles	Contract Color, Banner, Labor Rate (Software and Application)					
	PC Desktops, and most Printers	Account Support Services (ASC) rates	Microsoft O/S	Short Term Consulting	User Application Support (UAS Program)	
			Pay Per Call		Per Incident	Hourly Rate
\$140	\$280		\$294	\$250	\$30	\$150
\$175	\$350		\$294	\$325**	\$45	\$180
	Quote Only		Up to Next Business Day	Up to Next Business Day	Next Available Engineer	Next Available Engineer

\*\* After hours service is not available for Microsoft.

Standard Business Hours 8-5 M-F, 1 Hr Min After Hours M-F, Saturday, Sunday and Holidays: 2 Hr Min 3-9 Business Days within 200miles Not available	Expedited Response Fees for Non-Contract Customers for Power Edge Hardware Repair Services Applicable to all applicable devices, labor and parts charges			
	DAY 0 Call received	Day 1 Next Day Response	DAY 2 Two day Response	DAY 3-5 Standard Response
No response/ Not available	\$350 Desktops and Most Printers*	\$350 Desktops and Most Printers*	\$700 All Others	No additional fee
No response/ Not available	\$700 All Others	\$700 All Others	\$700 All Others	No additional fee
No response/ Not available	\$700 Desktops and Most Printers*	\$700 Desktops and Most Printers*	\$700 Desktops and Most Printers*	No additional fee
No response/ Not available	\$2,500 All Others	\$2,500 All Others	\$2,500 All Others	No additional fee

Expedited Response Fees for Customers With Existing Hardware Service Contract Coverage (to upgrade on a per-incident basis to higher level support)				
Time service request received >	8am	1pm	5pm	9pm
Monday through Friday	Included in coverage - No charge			
Sat, Sun, and HP holidays	Included in coverage - No charge			
Monday through Friday	Included in coverage - No charge			\$700 Desktops and Most Printers; \$2,500 All Others*
Sat, Sun, and HP holidays	No Charge			\$700 Desktops and Most Printers; \$2,500 All Others*
Monday through Friday	Included in Coverage - No Charge		---	\$700 Desktops and Most Printers; \$2,500 All Others*
Sat, Sun, and HP holidays	No Charge		---	\$700 Desktops and Most Printers; \$2,500 All Others*
Monday through Friday	No Charge		---	\$700 Desktops and Most Printers; \$2,500 All Others*
Sat, Sun, and HP holidays	No Charge		---	\$700 Desktops and Most Printers; \$2,500 All Others*
Monday through Friday	\$350 Desktops & Most Printers; \$700 All Others*		---	\$700 Desktops and Most Printers; \$2,500 All Others*
Sat, Sun, and HP holidays	\$350 Desktops & Most Printers; \$700 All Others*		---	\$700 Desktops and Most Printers; \$2,500 All Others*

Note: Expedited response is dependent on resource availability. \* Large Enterprise Printers fall in the "other" category above.  
 \*\*\* Calls placed during these times may be serviced on the same day depending on resources and estimated completion time.

HP Per Event Remote Hardware Support (Provided by Contact Center)		
Hourly Rates for US only	HP non-Intel® Systems	HP Intel® Systems
Standard Business Hours M-F 8 am - 5 pm	\$250 per hour, 1 hour minimum	\$180 per hour, 1 hour minimum
ALL other days and times	\$325 per hour, 2 hour minimum	\$235 per hour, 2 hour minimum
Response Time	Up to Next Business Day	Up to Next Business Day

Zone	0	1	2	3	4	5	6
Zone 0	0-5	25-Jun	26-30	31-100	101-200	201-300	300 +
Zone 1	\$0	\$140	\$240	\$320	\$505	Quote only	Quote only

Zone	0	1	2	3	4	5	6
Zone 0	0-5	25-Jun	26-30	31-100	101-200	201-300	300 +
Zone 1	\$75	\$75	\$75	\$1-100	\$350	Quote only	Quote only

1) Zone Fees do not apply to NonStop. NonStop Travel Fees will be calculated on actual travel time incurred (based on the hourly rate).  
 2) Mileage is measured from the closest HP primary support office to the customer location as a radius (radial distance). Zone Mileage definitions may vary in some locations.

Expedited Response Fees - Installation Services					
	DAY 0	DAY 1	DAY 2	DAY 3+	Any Day
	Charge for same day installation start	Charge for next day installation start	Charge for installation start two days from call receipt	Charge for installation start three days from call receipt	Additional Charge for after-hours installation
	(Std business hours M-F 8 am-5 pm)	(Std business hours M-F 8 am-6 pm)	(Std business hours M-F 8 am-5 pm)	(Std business hours M-F 8 am-5 pm)	
	Custom Quote	\$700	\$350	No charge	\$700 plus O/T Rates

1/9/2017

**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**  
**Bands 1-3 - Software**  
 Responder Name: Hewlett Packard Company ("HP")  
 Name Change to HP Inc. effective 11/1/2015

B1252/1 must be deleted from HPS-1  
 New Category Code or Manufacturer

Category Code		HP Product Code		HP Branded Software	Off HP List Price
HPS-1	B1252/1_QTR72/1			HP Software Licenses	All HP Branded Enterprise Licenses 70%
HPS-2		Software and Support are on the same HP Product Codes		HP Software Support	Support and Installation (includes Software Maintenance Services which is 25%

Category Code		HP Product Code		Third Party Operating System & Application Software (off the Shelf)	Off Manufacturer List
TPS-1		All Software Manufacturers listed below or in this section. Manually coded.		Minimum Discount: 5% By Manufacturer see in this section and below for approved Third Party Software Manufacturers	50%

APPROVED THIRD PARTY SOFTWARE MANUFACTURERS	
BitDefender	Kaspersky Software
Absolute Software	Lenovo
Avast	Limnux Inc. (d.b.a. GoGuardian)
Adaptive Computing	McAfee Software
Audible Software	Microsoft
AppSense	Nero
Avast	Nutanix
Altachmate	Novell
Checkpoint	QuickBooks
Citrix Government	RedHat Software
ClassLink	StarMagic Software
Computer Associates	Symantec Software
Corel Software	Veeam Software
Diskcopier	Vendian Software
DyKnow	Visio Software
HEAT	VMWare Software
Itemity	Wave Systems Software

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**2015-2020 NASPO ValuePoint Computer Equipment PSS Discount Schedule**  
**Bands 1-3 - Third Party Hardware**  
 Responder Name: Hewlett Packard Company ("HP")  
 Name Change to HP Inc. effective 11/1/2015

New approved hardware vendors or Product Codes

Category Code	HP Product Codes	Third Party Options/Products Minimum Discount: 10%	Off HP List Price
TPH-1	(Manual listing), QTR37/1, QTR37/2	Other Manufacturers not noted in this category are Third Party Approved Manufacturers below. All Hardware Manufacturers except APC and GETAC	10%
TPH-2	(Manual listing)	Manufacturer: APC/Schneider Electric	15%
TPH-3	(Manual listing)	Manufacturer: GETAC	10%

**2015-2020 Approved Third Party Hardware Manufacturers**

Updated 10/20/15. Which is posted at the website and in the upgrade listings which is used as the authorization listing (6/1/2016)

3DOConnection	Bosch (Dremel)	Duobe	Ination	Mallory Technologies Inc.	Summit
3M	Bretford	Eaton	Intel	Monomax	Seagate
Adaptive	Biometric Communications	Epson Teac/Board	InfoCase	Meridian	SFO
Adesso	Brother	Elo	InFocus	Monitor Cable Products	Smith Enterprises Inc. (SEI)
Alomac	Burk	Elo TouchSystems	Intel	Motola	Sony
Altek Televis	CGS formerly Cable In Go	Emulex	IOGEAR	M-S Cash Drawer	StarTech
Antenna Plus	Canon	Epson	Intrepid	NEC	Synrad Technologies
Artisan Corporation	Cherry Keyboard	Ergotron	JAR Systems	NETGEAR	Targus
Auxon	Clancy	EVGA	Jupiter	Nikon	Tos
APC/Schneider Electric	Chil Manufacturing	F3	Kensington	Peerless Industries	Tripp Lite
APEX	CMIS products	Falstrom	Key Tronic	Philips	Tray
APG Cash Drawer	Credipoint	Felows	iGripplus	Planar Monitors	Verbatim
Avicrom	Creative Labs	Fusion-IO/REC	La Cie	Planonics	Venernic
Axon	Crowley Co.	Gambler Johnson	LG	PHV	Virtual Instruments
ATI	Credal	Getac	Libert	Proction Measuring Technologies (PMT)	Western Digital
Avocent	Cyber Acoustics	Goldtouch	Legitech	Protect Computer Products	Xplore Technologies
Banco	Cyclone Products	Herc	Magnum	Clonic	Xyplex
Barracuda Network	Dalmeida Systems	Honeywell	MagTek	Quantum	Zebra Technologies
Belkin	Dell Peripherals	Huawei/Scale	MacCase	Riverbed	iSpock

## STATE OF MINNESOTA – WORKFORCE CERTIFICATE INFORMATION

Required by state law for ALL bids or proposals that could exceed \$100,000

Complete this form and return it with your bid or proposal. The State of Minnesota is under no obligation to delay proceeding with a contract until a company becomes compliant with the Workforce Certification requirements in Minn. Stat. §363A.36.

**BOX A – MINNESOTA COMPANIES** that have employed more than 40 full-time employees within this state on any single working day during the previous 12 months, check one option below:

- Attached is our current Workforce Certificate issued by the Minnesota Department of Human Rights (MDHR).
- Attached is confirmation that MDHR received our application for a Minnesota Workforce Certificate on \_\_\_\_\_ (date).

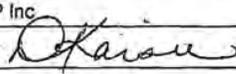
**BOX B – NON-MINNESOTA COMPANIES** that have employed more than 40 full-time employees on a single working day during the previous 12 months in the state where it has its primary place of business, check one option below:

- Attached is our current Workforce Certificate issued by MDHR.
- We certify we are in compliance with federal affirmative action requirements. Upon notification of contract award, you must send your federal or municipal certificate to MDHR at [compliance.MDHR@state.mn.us](mailto:compliance.MDHR@state.mn.us). If you are unable to send either certificate, MDHR may contact you to request evidence of federal compliance. The inability to provide sufficient documentation may prohibit contract execution.

**BOX C – EXEMPT COMPANIES** that have not employed more than 40 full-time employees on a single working day in any state during the previous 12 months, check option below if applicable:

- We attest we are exempt. If our company is awarded a contract, we will submit to MDHR within 5 business days after the contract is fully signed, the names of our employees during the previous 12 months, the date of separation, if applicable, and the state in which the persons were employed. Send to [compliance.MDHR@state.mn.us](mailto:compliance.MDHR@state.mn.us).

By signing this statement, you certify that the information provided is accurate and that you are authorized to sign on behalf of your company.

Name of Company: HP Inc Date: 1/24/17  
Authorized Signature:  Telephone number: 281-927-8498  
Printed Name: Deborah Kaiser Title: Contract Administrator

**For assistance with this form, contact:**

Minnesota Department of Human Rights, Compliance Services

Web: <http://mn.gov/mdhr/>  
Email: [compliance.mdhr@state.mn.us](mailto:compliance.mdhr@state.mn.us)

TC Metro: 651-539-1095 Toll Free: 800-657-3704  
TTY: 651-296-1283

CONTRACT NO. MNNVP-133

MASTER AGREEMENT AWARD COMPUTER EQUIPMENT

HP INC.

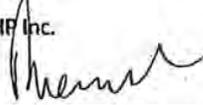
**POWER OF ATTORNEY**

HP Inc., a corporation incorporated and existing under the laws of the state of Delaware, having its principal place of business at 1501 Page Mill Road, Palo Alto, California 94304 (the "Company"), represented by its Deputy General Counsel and Assistant Secretary, Ruairidh Ross, who is authorized to represent the Company individually, hereby authorizes to the below listed individuals to sign all bids, quotations, leases and contracts with customers and government agencies, up to the limits indicated below, including such bids, and bonds as may be required in connection with such bids and contracts on behalf of the Company in accordance with the chart below.

NAME	JOB TITLE	AMOUNT	LOCATION
Deborah Jarvis	Director, Americas Transformation, Innovation, and Enablement	\$50,000,000	Vancouver, WA
Jim Ranalli	Manager - Americas Contract Operations	\$50,000,000	Toronto, Ontario, Canada
Nancy Lenkowski	Contract Administrator	\$5,000,000	Alpharetta, GA
Milagros Buendia	Contract Administrator	\$5,000,000	Tlaquepaque, Jalisco, Mexico
Fernando Castillo Valdovinos	Contract Administrator	\$5,000,000	Tlaquepaque, Jalisco, Mexico
Catherine Bingham	Contract Administrator	\$5,000,000	Houston, TX
Deborah Kaiser	Contract Administrator	\$10,000,000	Houston, TX
Rodrigo Petersen Gomez	Contract Administrator	\$5,000,000	Tlaquepaque, Jalisco, Mexico
Fatima Renteria Sauced	Contract Administrator	\$5,000,000	Houston, TX
Sondra Andrea Perez Fernandez	Contract Administrator	\$5,000,000	Tlaquepaque, Jalisco, Mexico
Alejandra Martin del Campo Valencia	Contract Administrator	\$5,000,000	Tlaquepaque, Jalisco, Mexico
Hyrum (Ed) Hatch	Contract Negotiator	\$10,000,000	Houston, TX
Judith Alexander	Contract Negotiator	\$10,000,000	Hollywood, FL
Sheila Wright	Contract Negotiator	\$10,000,000	Mt. Airy, MD
Barbara Paddock	Contract Negotiator	\$10,000,000	San Diego, CA

All prior powers of attorney in effect for these individuals named herein, as of the date hereof, are hereby revoked.

This power of attorney shall be valid until one year from the date hereof and may be revoked at any time for any reason prior thereto without notice. This power of attorney shall automatically be revoked for each such person named herein, effective as of the date that each such person ceases to be employed by the Company or any of its subsidiaries.

HP Inc.  


Ruairidh Ross  
 Deputy General Counsel and Assistant Secretary

Date: February 22, 2016

ACKNOWLEDGEMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA )
COUNTY OF SANTA CLARA )

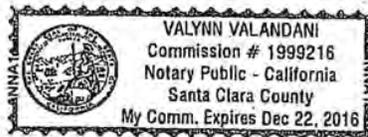
On February 22, 2016, before me, Valynn Valandani, Notary Public,

personally appeared Ruairidh Ross, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Valynn Valandani
SIGNATURE OF NOTARY PUBLIC



(SEAL)

**Written Delegation of Signature Authority -- ACO SLED Contract Administrators**

I, Jim Ranalli, Americas Contracts Operations Manager, give the SLED Contracts Administrators listed below, full signature power to sign on behalf of HP Inc. up to \$50M.

This delegation of signature authority is granted for the following purposes: signature authorization required for bids, quotations, and contracts.

This delegation of signature authority is valid until January 31, 2017 and may be revoked at any time prior thereto for any reason without notice. This power of attorney shall be automatically revoked should Contracts Administrator change his/her position within the Company or cease to be employed by the Company.

Contracts Administrator Name	SLA Level	Delegation Level	Delegation Amount	Effective Date	Expiry Date
Catherine Bingham	\$5,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017
Fernando Castillo Valdovinos	\$5,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017
Deborah Kaiser	\$10,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017
Nancy Lenkowski	\$5,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017
Alejandra Martin del Campo Valencia	\$5,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017
Sondra Andrea Perez Fernandez	\$5,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017
Fatima Renteria Sauced	\$5,000,000	C5	Up to \$50,000,000	25/02/2016	31/01/2017

Signed this 25th day of February 2016.



Jim Ranalli  
Americas Contracts Operations Manager  
HP



Minnesota Department of  
**HUMAN RIGHTS**

## **CERTIFICATE OF COMPLIANCE**

**HEWLETT-PACKARD COMPANY is hereby certified as a contractor by the Minnesota Department of Human Rights. This certificate is valid from 4/2/2014 to 4/1/2018.**

This certification is subject to revocation or suspension prior to its expiration if the department issues a finding of noncompliance or if your organization fails to make a good faith effort to implement its affirmative action plan.

**Minnesota Department of Human Rights**

**FOR THE DEPARTMENT BY:**

A handwritten signature in black ink, appearing to read "Kevin M. Lindsey".

Kevin M. Lindsey, Commissioner

AN EQUAL OPPORTUNITY EMPLOYER

Freeman Building • 625 Robert Street North • Saint Paul, Minnesota 55155  
Tel 651.539.1100 • MN Relay 711 or 1.800.627.3529 • Toll Free 1.800.657.3704 • Fax 651.296.9042 • [mn.gov/mdhr](http://mn.gov/mdhr)

**RUSH!**

BP 20170250

Contract #: 7-15-70-34-001(HP)

### CONTRACT ROUTING SHEET

Date Prepared: 11/07/16

Need Date: RUSH - Needed for Public Defender VDI deployment

**PROCESSING DEPARTMENT:**

Department: CAO, Procurement & Contracts Division

Dept. Contact: Eric van Leeuwen

Phone #: 530-621-5834

Department

Head Signature: *mp*

**CONTRACTOR:**

Name: Hewlett Packard Company

Address: 8000 Foothills Parkway

Roseville, CA 95747

Phone: 800-386-1115

**CONTRACTING DEPARTMENT:** CAO, Procurement and Contracts Division, on behalf of Information Technologies

Service Requested: Review and approval of piggybacking off Minnesota Master Agreement No. MNWNC-108, and California Participating Addendum No. 7-15-70-34-001

Contract Term: 11/01/16 - 3/31/17 Contract Value: \$50,000.00

**COUNTY COUNSEL:** (Must approve all contracts and MOU's)

Approved:  Disapproved:  Date: 11/8/16 By: *YBJ*

Approved:  Disapproved:  Date:  By:

Detailed description here (see sample)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

EL DORADO COUNTY COUNSEL  
2016 NOV - 7 PM 1:29

PLEASE FORWARD TO PURCHASING. THANKS!

**PARTICIPATING ADDENDUM**

**NASPO Valuepoint Cooperative Purchasing Program**

**COMPUTER EQUIPMENT MASTER AGREEMENT**

Minnesota Master Agreement No.: MNWNC-115 and MNNVP-133

**California Participating Addendum No. 7-15-70-34-001**

HEWLETT PACKARD COMPANY (Contractor)

This Participating Addendum Number **7-15-70-34-001** is entered into between the State of California, Department of General Services (hereafter referred to as "State" or "DGS") and Hewlett Packard Company (hereafter referred to as "Contractor") under the NASPO Valuepoint Cooperative Purchasing Program Master Agreement Number MNWNC-115 ("Master Agreement") executed by the State of Minnesota.

**1. Scope**

- A. This Participating Addendum covers the purchase of Computer Equipment under the Master Agreement for the following product bands:

Band 1 – Desktop  
Band 2 – Laptop  
Band 3 – Tablet

- B. This Participating Addendum is available for use by California political subdivisions/local governments (hereafter referred to as "Purchasing Entities"). A political subdivision/local government is defined as any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.
- C. Political subdivision/local government use of this Participating Addendum is optional. Each political subdivision/local government is to make its own determination whether this Participating Addendum and the Minnesota Master Agreement are consistent with its procurement policies and regulations.

**2. Term**

- A. The term of this Participating Addendum shall begin upon signature approval by the State and will end March 31, 2017, or upon termination by the State, whichever occurs first.
- B. Lead State amendments to extend the Master Agreement term date are automatically incorporated into this Participating Addendum unless terminated early in accordance with the terms and conditions of the Master Agreement or this Participating Addendum.

### 3. Order of Precedence

In the event of any inconsistency between the articles, attachments, or provisions which constitute this agreement, the following descending order of precedence shall apply:

- A. California Participating Addendum 7-15-70-34-001
- B. Minnesota WSCA-NASPO Master Agreement MNWNC-115
- C. Minnesota Solicitation including all Addendums; and
- D. Contract Vendor's response to the Solicitation

### 4. Terms and Conditions

The California General Provisions – Information Technology (GSPD401IT), revised and effective 09/5/14, is hereby incorporated by reference and made a part of this Participating Addendum. The 12 page document is available at:  
[http://www.documents.dgs.ca.gov/pd/poliproc/GSPD401IT14\\_0905.pdf](http://www.documents.dgs.ca.gov/pd/poliproc/GSPD401IT14_0905.pdf).

### 5. Price List

Contractor shall maintain a website dedicated to this Participating Addendum which contains the Product and Service Schedule (PSS) and designated base line price list for participating entities to verify product/service pricing and applicable discounts offered under the Master Agreement.

### 6. Partner Utilization

- A. Contractor may use Partners under this Participating Addendum for sales and service functions as defined herein. Contractor shall be responsible for successful performance and compliance with all requirements in accordance with the terms and conditions under this Participating Addendum, even if work is performed by Partners. Contractor will be the sole point of contact with regard to Participating Addendum contractual matters, reporting, and administrative fee requirements.
- B. Contractor has two (2) distinct Partner Programs: (1) the Reseller Agent Program; and (2) the Fulfillment Subcontractor Program. Both are available to authorized Purchasing Entities to select from under this Participating Addendum.

#### 1) Reseller Agent Program:

Under the Reseller Agent Program the purchase order ("Order") is made out to Hewlett-Packard Company ("HP"). HP fulfills and ships the Order to the Purchasing Entity and invoices the Purchasing Entity directly. The Reseller Agents provide pre- and post-sales support. Pre- and post-sales support includes, but is not limited to, providing advice on specifications, quotes, assist in escalation of order(s), and returns. The authorized Reseller Agent(s) under this Participating Addendum will be listed on the Contractor's dedicated website. Orders and payment are issued by the Purchasing Entity direct to HP under the Reseller Agent Program. The Reseller Agent HP Authorization Number must be listed in all quotes and related Order activities for sales and tracking purposes. Orders must include the Participating Addendum Number.

2) Fulfillment Subcontractor Program:

Under Fulfillment Subcontractor Program the purchase order ("Order") is made out to the named Fulfillment Subcontractor. The Fulfillment Subcontractor receives the Order(s) and invoices the Purchasing Entity directly, in addition to handling all Order tracking and escalations and offering pre- and post-sales support. The authorized Fulfillment Subcontractor(s) for receipt of Orders from Participating Entities under this Participating Addendum will be listed on the Contractor's dedicated website. Orders and payment are issued by the Purchasing Entity direct to the named Fulfillment Subcontractor under the Fulfillment Subcontractor Program. Fulfillment Subcontractors are responsible for sending a copy of all purchase orders and invoices to the Contractor for compliance with quarterly usage reporting and administrative fee requirements. Orders must include the Participating Addendum Number.

**7. Invoicing**

The Participating Addendum Number and Ordering Agency Purchase Order Number shall appear on each purchase order and invoice for all purchases placed under this Participating Addendum.

**8. Usage Reporting**

- A. Contractor shall submit usage reports on a quarterly basis to the State Contract Administrator for all California entity purchases using the WSCA-NASPO Detailed Sales report template.
- B. The report is due even when there is no activity.
- C. The report shall be an Excel spreadsheet transmitted electronically to the DGS mailbox at PDWSCA@dgs.ca.gov.
- D. Any report that does not follow the required format or that excludes information will be deemed incomplete. Contractor will be responsible for submitting corrected reports within five business days of the date of written notification from the State.
- E. Tax must not be included in the report, even if it is on the purchase order.
- F. Reports are due for each quarter as follows:

Reporting Period	Due Date
JUL 1 to SEP 30	OCT 31
OCT 1 to DEC 31	JAN 31
JAN 1 to MAR 31	APR 30
APR 1 to JUN 30	JUL 31

- G. Failure to meet reporting requirements and submit the reports on a timely basis shall constitute grounds for suspension of this contract.

**9. Administrative Fee**

- A. Contractor shall submit a check, payable to the State of California, remitted to the Department of General Services, Procurement Division for the calculated amount equal to one percent (0.01) of the sales for the quarterly period.
- B. Contractor must include the Participating Addendum Number on the check. Those checks submitted to the State without the Participating Addendum Number will be returned to Contractor for additional identifying information.
- C. Administrative fee checks shall be submitted to:

State of California  
Department of General Services, Procurement Division  
Attention: Multiple Awards Program  
707 3<sup>rd</sup> Street, 2<sup>nd</sup> Floor, MS 2-202  
West Sacramento, CA 95605

- D. The administrative fee shall not be included as an adjustment to Contractor's Master Agreement pricing.
- E. The administrative fee shall not be invoiced or charged to the ordering agency.
- F. Payment of the administrative fee is due irrespective of payment status on orders or service contracts from a Purchasing Entity.
- G. Administrative fee checks are due for each quarter as follows:

Reporting Period	Due Date
JUL 1 to SEP 30	OCT 31
OCT 1 to DEC 31	JAN 31
JAN 1 to MAR 31	APR 30
APR 1 to JUN 30	JUL 31

- H. Failure to meet administrative fee requirements and submit fees on a timely basis shall constitute grounds for suspension of this contract.

**10. Contract Management**

A. The primary contact individuals this Participating Addendum shall be as follows:

Hewlett Packard (Contractor)	
Name:	Debra Lee
Phone:	(847) 537-0344
Fax:	(847) 572-1336
E-Mail:	<a href="mailto:Debra.Lee@hp.com">Debra.Lee@hp.com</a>
Address:	442 Swan Blvd. Deerfield, IL 60015

State of California	
Name:	Julie Matthews
Phone:	(916) 375-4612
Fax:	(916) 375-4663
E-Mail:	<a href="mailto:Julie.Matthews@dgs.ca.gov">Julie.Matthews@dgs.ca.gov</a>
Address:	Department of General Services Procurement Division 707 Third Street, 2nd Floor, MS 2-202 West Sacramento, CA 95605

B. Should the contact information for either party change, the party will provide written notice with updated information no later than ten business days after the change.

**11. Termination of Agreement**

The State may terminate this Participating Addendum at any time upon 30 days prior written notice to the Contractor. Upon termination or other expiration of this Participating Addendum, each party will assist the other party in orderly termination of the Participating Addendum and the transfer of all assets, tangible and intangible, as may facilitate the orderly, nondisrupted business continuation of each party. This provision shall not relieve the Contractor of the obligation to perform under any purchase order or other similar ordering document executed prior to the termination becoming effective.

**12. Separation**

This Participating Addendum is based on Master Agreement Number MNWNC-115 until November 1, 2015. In accordance with the Assignment Agreement for MNWNC-115 executed by the State of Minnesota on July 7, 2015, this Participating Addendum will be assigned to Master Agreement No. MNNVP-133 effective November 1, 2015.

13. Agreement

- A. This Participating Addendum and the Master Agreement together with its exhibits and/or amendments, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Participating Addendum and the Master Agreement, together with its exhibits and/or amendments, shall not be added to or incorporated into this Participating Addendum or the Master Agreement and its exhibits and/or amendments, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Participating Addendum and the Master Agreement and its exhibits and/or amendments shall prevail and govern in the case of any such inconsistent or additional terms.
- B. By signing below Contractor agrees to offer the same products/and or services as on the Master Agreement, at prices equal to or lower than the prices on that contract.
- C. IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date of execution by both parties below.

Participating State:  
STATE OF CALIFORNIA

By: CCW for JB  
Name: Jim Butler  
Title: Deputy Director  
Date: 9/29/15

Contractor:  
HEWLETT PACKARD COMPANY

By: Matthew C. Keek  
Name: Matthew C. Keek  
Title: Senior Counsel  
Date: 9/28/15

**PARTICIPATING ADDENDUM AMENDMENT**  
**California Participating Addendum No. 7-15-70-34-001**  
**Amendment No. 1**

The parties hereto mutually agree to amend Participating Addendum Number 7-15-70-34-001 as follows:

1. Per Participating Addendum Section 12 (Separation), Participating Addendum 7-15-70-34-001 is assigned from Master Agreement No. MNWNC-115 with Hewlett Packard Company to Master Agreement No. MNNVP-133 with HP Inc. which will do business in California as HP Computing and Printing Inc. effective November 1, 2015. All references to Hewlett Packard Company ("Contractor") and MNWNC-115 within the Participating Addendum are hereby revised to reflect HP Inc. doing business as HP Computing and Printing Inc. ("Contractor") and MNNVP-133.

All other terms and conditions shall remain the same.

IN WITNESS WHEREOF, the parties have executed this Participating Addendum Amendment as of the date of execution by both parties below.

**Participating State:**  
STATE OF CALIFORNIA

By:     *Jim Butler*    

Name:     Jim Butler    

Title:     Deputy Director    

Date:     11/18/15    

**Contractor:**  
HP COMPUTING AND PRINTING INC.

By:     *Nancy Lenkowski*    

Name:     Nancy Lenkowski    

Title:     Contract Administrator    

Date:     11/17/2015

# EXHIBIT "A"

## ASSIGNMENT AGREEMENT

This Assignment Agreement is by and among the State of Minnesota, acting through its commissioner of Administration (State), Hewlett Packard Company, ("Original Contract Vendor") 3000 Hanover Street, Palo Alto, CA 94304, HP Inc., ("Assigned Contract Vendor") 1501 Page Mill Road, Palo Alto, CA 94304 and Hewlett Packard Enterprise, ("Assigned Contract Vendor") 3000 Hanover Street, Palo Alto, CA 94304.

**WHEREAS**, the State has an agreement with the Original Contract Vendor, Master Agreement No. MNWNC-115, ("Master Agreement") effective April 1, 2015 through March 31, 2017 to provide Computer Equipment (Desktops, Laptops, Tablets, Servers and Storage including related peripherals & services); and

**WHEREAS**, the Original Contract Vendor wishes to separate Hewlett Packard Company into two independent companies and assign all its interests and obligations in the Master Agreement to the Assigned Contract Vendors;

**WHEREAS**, the assignment provision of the Master Agreement provides assignment of the agreement only upon written consent of the State.

**NOW THEREFORE**, the parties agree to the following:

1. Effective November 1, Master Agreement No. MNWNC-115 is assigned to two independent companies, the Assigned Contract Vendors The products have been divided as noted below:

Master Agreement No. MNNVP-133

HP Inc.

Master Agreement Administrator: Debra Lee; [debra.lee@hp.com](mailto:debra.lee@hp.com), 847-537-0344 or 847-922-2977

HP Inc. will provide Desktops, Laptops and Tablets including related peripherals and services (Bands 1, 2, & 3).

Master Agreement No. MNNVP-134

Hewlett Packard Enterprise

Master Agreement Administrator: Stacy Kearns; [Stacey.lyn.kearns@hp.com](mailto:Stacey.lyn.kearns@hp.com), 512-319-3018

Hewlett Packard Enterprise will provide Servers and Storage including related peripherals and services. (Bands 4 & 5).

This Agreement will become effective upon its approval and execution by the parties and approval of the appropriate State officials, pursuant to Minn. Stat. §16C.05, subd. 2.

2. The State hereby approves the request of the Original Contract Vendor to assign to the Assigned Contract Vendors all its interests, rights, responsibilities, duties, and other provisions set forth in the Master Agreement, which is attached and incorporated as Exhibit C, provided the Original Contract Vendor and the Assigned Contract Vendors agree to all provisions set forth in this Assignment Agreement. Furthermore the Assigned Contract Vendors agree to the Pricing Schedules attached and incorporated as Exhibit A and B. These Pricing Schedules provide clarity to the established products and discounts assigned to each vendor and fully replace the Original Contract Vendor Master Agreement Pricing Schedule.
3. The Original Contract Vendor and the Assigned Contract Vendors jointly and severally represent and warrant to the State that:
  - a. the Original Contract Vendor is not in default of any of its obligations under the Contract; and
  - b. the Original Contract Vendor has assigned to the Assigned Contract Vendors, under separate agreement, sufficient information, rights to technology, and key personnel sufficient to enable the Assigned Contract Vendors to properly perform the duties, responsibilities, obligations, and all other provisions assigned to the Assigned Contract Vendors; in addition, Original Contract Vendor assigns all prepaid funds paid by the Participating Entity under the Master Agreement for services, storage or subscriptions to the applicable Assigned Contract Vendor who has received transfer of such services, storage and subscriptions and
  - c. the Assigned Contract Vendors are ready, willing, and able to perform all of the duties, obligations, and responsibilities of the Master Agreement.
4. The Assigned Contract Vendors accept assignment of all the provisions of the Master Agreement.
5. Ordering and invoicing for Hewlett Packard Company acting through Hewlett Packard Enterprise may begin on or after 8/1/2015.

Ordering and invoicing for HP Inc. may begin on or after 11/1/2015.

Any and all amounts due to Hewlett Packard Company by the Participating Entity for goods and/or services provided by the Hewlett Packard Company Vendor prior to November 1, 2015, under the Master Agreement will be paid to Hewlett Packard Company by the Participating Entity. Any and all amounts due under the Master Agreement on or after November 1, 2015, will be paid to the Assigned Contract Vendors by the Participating Entity.

- 6. When applicable, payment for remaining work and travel expenses from the Master Agreement will be paid at the rates set in the Master Agreement. The amount to be paid to the Assigned Contract Vendors will not exceed the Contract's total costs, minus the total payments made to the Original Contract Vendor.
- 7. The Assigned Contract Vendors will provide proof of insurance with the coverage and in the amounts called for in the original solicitation document, attached herein. It is understood currently Hewlett Packard Enterprise is a subsidiary of Hewlett Packard Company and therefore insured as required. Once the separation occurs November 1, 2015, insurance certificates will be provided for each new company.
- 8. The Assigned Contract Vendors will supply Affirmative Action Certification if so required by MN.Stat. § 36A.36, or if applicable certify Assigned Vendor is in federal affirmative action compliance pursuant to MN.Stat. § 363A.36.

**IN WITNESS WHEREOF**, the parties have caused this Assignment Agreement to be duly executed intending to be bound thereby.

**1. ORIGINAL CONTRACT VENDOR  
HEWLETT PACKARD COMPANY**

The Original Contract Vendor certifies that the appropriate person(s) have executed this document on behalf of the Contract Vendor as required by applicable articles, bylaws, resolutions, or ordinances.

By: *Mertha Ober*  
 Title: Senior Counsel  
 Date: June 30, 2015

By: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

**2. MATERIALS MANAGEMENT DIVISION and  
NASPO ValuePoint (formerly WSCA-NASPO)  
Master Agreement Administrator]**  
 In accordance with Minn. Stat. §16C.03, Subd. 3.

By: *Stuekale*  
 Title: Acquisition Management Specialist  
 Date: 7/7/15

**3. COMMISSIONER OF ADMINISTRATION**  
 Or delegated representative.

By: *John J. Jannett*  
 Date: 7/7/2015

**4. ASSIGNED CONTRACT VENDOR  
HP Inc.**

The Assigned Contract Vendor certifies that the appropriate person(s) have executed the Contract on behalf of the Contract Vendor as required by applicable articles, bylaws, resolutions, or ordinances.

By: *Mertha Ober*  
 Title: Senior Counsel  
 Date: June 30, 2015

By: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

**5. ASSIGNED CONTRACT VENDOR  
HEWLETT PACKARD ENTERPRISE**

The Assigned Contract Vendor certifies that the appropriate person(s) have executed the Contract on behalf of the Contract Vendor as required by applicable articles, bylaws, resolutions, or ordinances.

By: *Mertha Ober*  
 Title: Senior Counsel  
 Date: June 30, 2015

By: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

**EXHIBIT A**

The Assigned Contract Vendors accept assignment of all the provisions of the Master Agreement MNWNC-115. The following pricing schedule reflects the products (Desktops-Band 1, Laptops Band 2, & Laptops Band 3) assigned to Hewlett Packard Inc. and replaces Exhibit B of Master Agreement MNWNC-115 held by Hewlett Packard Company.

**HP INC.**

**MNNVP-133**

**EXHIBIT B - PRICING SCHEDULE**

**COMPUTER EQUIPMENT: DESKTOPS, LAPTOPS, TABLETS**

<b>1. BASELINE PRICING HP INC. LIST PRICE</b>		
<b>2. BAND DISCOUNTS</b>	<b>CATEGORY CODE</b>	<b>MINIMUM DISCOUNT</b>
BAND 1 DESKTOP	1M	16%
BAND 2 LAPTOP	2M	12%
BAND 3 TABLET	3M	20%
Category Exception: Promotions/Smart Buys	PROMO	1%
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.		
<b>3. THIRD PARTY PRODUCTS</b>	TPH	10%
Category Exception: Third Party Software	TPS	5%
See HP NASPOValuePoint Website for Approved Third Party Software & Hardware Manufacturers.		
<b>4. SERVICES - Offered at 7-22% - Contact HP for Time and Materials Rates and Custom Services</b>		
Services are at the option of the Participating State. The Participating Addendum by each State may address service agreement terms. The majority of HP Branded products include up to a 3 year warranty and HP provides options to upgrade to 2, 3, 4 and 5 year warranty through HP Care Packs for some products as available. For product specifications & standard warranty included with system see: <a href="http://h71069.www7.hp.com/quickspecs/overview.html#intro">http://h71069.www7.hp.com/quickspecs/overview.html#intro</a>		
<b>5. LEASING</b>		
Participating Addendum may identify if and how leasing agreement terms will be conducted.		
<b>6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases.</b>		
a. <b>Big Deal Pricing:</b> Contact HP sales for additional savings provided through “special fixed pricing” (Big Deal). HP offers Multiple Transaction Volume based on the quantity, specific product or products purchased in a given time period.		
b. <b>Cumulative and Special Discounts:</b> Based on annual volume, HP will evaluate yearly sales on the Master Agreement and may elect to provide potential increased discount per band or provide specials for select products for the product category or series life cycle.		
c. <b>Additional Bulk/Volume Discount Options:</b> HP may provide procuring entities with different flexible savings options based on what meets their specific needs and requirements. HP may provide opportunities in the form of additional equipment if allowed by the Participating Entity.		
d. <b>Contact HP for detailed list of additional discounts provided.</b>		



**EXHIBIT C**

**MASTER AGREEMENT MNWNC-115**



STATE OF MINNESOTA  
 Materials Management Division  
 112 Administration Building  
 50 Sherburne Avenue  
 St. Paul, MN 55155  
 Voice: 651.296.2600  
 Fax: 651.297.3996



**MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD**  
 WITH  
**Hewlett Packard Company**  
 FOR

**COMPUTER EQUIPMENT: (Desktops, Laptops, Tablets, Servers, and Storage including Related Peripherals & Services)**

To: Hewlett-Packard Company  
 3000 Hanover Street  
 Palo Alto, CA 94304

CONTRACT NO: MNWNC-115

Contract Vendor Administrator:  
 Debra Lee  
 Email: [debra.lee@hp.com](mailto:debra.lee@hp.com)  
 Phone: 847.537.0344

CONTRACT PERIOD: April 1, 2015, or upon final executed signatures, whichever is later

Through March 31, 2017

EXTENSION OPTION: UP TO 36 MONTHS

You are hereby notified that your response to our solicitation, which opened January 31, 2014, is accepted. The following documents, in order of precedence, are incorporated herein by reference and constitute the entire Contract between you and the State: 1. A Participating Entity's Participating Addendum ("PA") A Participating Entity's Participating Addendum shall not diminish, change, or impact the rights of the Lead State with regard to the Lead State's contractual relationship with the Contract Vendor under the Terms of Minnesota WCSA-NASPO Master Agreement; 2. Minnesota WCSA-NASPO Master Agreement (includes negotiated Terms and Conditions); 3. The Solicitation; and 4. the Contract Vendor's response to the Solicitation. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above.

IN WITNESS WHEREOF, the parties have caused this Agreement to be duly executed intending to be bound thereby.

**1. HEWLETT-PACKARD COMPANY**

The Contractor certifies that the appropriate person(s) have executed this Agreement on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.

By: *Matthew C. Keck*  
Signature

Title: Senior Counsel  
Printed Name

Date: 2/12/15

By: \_\_\_\_\_  
Signature

Title: \_\_\_\_\_  
Printed Name

Date: \_\_\_\_\_

**2. MINNESOTA MATERIALS MANAGEMENT DIVISION**

In accordance with Minn. Stat. § 16C.03, subd. 3.

By: *Joe Kahle*  
Signature

Title: Master Agreement Administrator  
Printed Name

Date: 2/17/15

**3. MINNESOTA COMMISSIONER OF ADMINISTRATION**

Or delegated representative.

By: Original signed  
Signature

Date: \_\_\_\_\_

FEB 26 2015

By Lucas J. Jannett



**COMPUTER EQUIPMENT  
2014-2019**



**MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD  
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COMPUTER EQUIPMENT
2014-2019



MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD
SUMMARY

- 1. BACKGROUND. The State of Minnesota, Department of Administration, Materials Management Division publicly posted a Request for Proposal on behalf of the State of Minnesota and WSCA-NASPO Cooperative Procurement Program ("WSCA-NASPO") resulting in a Master Agreement Award. After evaluation by a multi-state sourcing team the solicitation resulted in this Minnesota WSCA-NASPO Master Agreements with qualified manufacturers for Computer Equipment (Desktops, Laptops, Tablets, Servers, and Storage including related Peripherals & Services).

The original solicitation contains the requirements and definitions establishing the following Product Bands allowed on the Master Agreement. The configuration limits and restrictions for this Master Agreement are provided below. Participating Entities may revise these in their Participating Addendum. Bands awarded are identified below:

- Band 1: Desktop Band 3: Tablet Band 5: Storage
Band 2: Laptop Band 4: Server

The original solicitation included Band 6: Ruggedized. This band has been removed and ruggedized equipment will be allowed in Bands 1-5. The original solicitation and responses may be found on the WSCA-NASPO Website.

- 2. EFFECTIVE DATE. The Master Agreement contract term will begin on April 1, 2015, or upon final executed signatures, whichever is later, through March 31, 2017, with the option to extend up to 36 months, upon agreement by both parties. Contract Sales may not begin until the Website, Product and Service Schedule and third party products have been approved by the Master Agreement Administrator.
3. PARTICIPATION. All authorized governmental entities in any State are welcome to use the resulting Master Agreements through WSCA-NASPO with the approval of the State Chief Procurement Official. Contract Vendors are able to sign Participating Addendums (PA) at the option of Participating States. Participating States reserve the right to add State specific terms and conditions and modify the scope of the contract in their Participating Addendum as allowed by the Master Agreement.
4. CONFIGURATION DOLLAR LIMITS. The following configuration limits apply to the Master Agreement. Participating States may define their configuration limits in their participating addendum. The Participating State's Chief Procurement Official may increase or decrease the configuration limits, as defined in their Participating Addendum. The Participating State will determine with the Contract Vendor how to approve these modifications to the State's Product and Service Schedule.

The dollar limits identified below are based on a SINGLE computer configuration. This is NOT a restriction on the purchase of multiple configurations (e.g. an entity could purchase 10 laptops @ \$10,000 for a total purchase price of \$100,000).

Table with 2 columns: ITEM and CONFIGURATION\*. Rows include Server (\$500,000), Storage (\$500,000), Desktops (\$ 10,000), Laptops (\$ 10,000), Tablets (\$ 5,000), Peripherals (\$ 5,000), and Services (Addressed by each State in participating addendum).

\* Configuration is defined as the combination of hardware and software components that make up the total functioning system. Software purchases are considered a part of the configuration limit of the equipment.

5. **RESTRICTIONS.** The following restrictions apply to the Master Agreement. A Participating State may set further restrictions of products in their Participating Addendum. The Participating State will determine with the Contract Vendor how to approve these modifications to the State's Product and Service Schedule.

**a. Software**

1. Software is restricted to operating systems and commercial off-the-shelf (COTS) software and is subject to equipment configuration limits.
2. Software is an option which must be related to the procurement of equipment.
3. Software must be pre-loaded or provided as an electronic link with the initial purchase of equipment.
4. Software such as middleware which is not always installed on the equipment, but is related to storage and server equipment (Band 4&5) purchased, is allowed and may be procured after the initial purchase of equipment.

**b. Services**

1. Services must be related to the procurement of equipment.
2. Service limits will be addressed by each State.
3. Wireless phone and internet service is not allowed.
4. Cloud Services including acquisitions structured as managed on-site services are not allowed.
5. Managed Print Services are not allowed.

**c. Third Party Products.**

1. Contract Vendors can only offer Third Party Products in the bands they have been awarded.
2. Contract Vendor cannot offer products manufactured by another Contract Vendor holding a Minnesota WSCA-NASPO Master Agreement unless approved by the Lead State.

**d. Additional Product/Services**

1. Hardware and software required to solely support wide area network (WAN) operation and management are not allowed.
2. Lease/Rentals of equipment may be allowed and will be addressed by each State.
3. Cellular Phone Equipment is not allowed.
4. EPEAT Bronze requirement may be waived, on a State case by case basis, if approved by the State's Chief Procurement Officer.

6. **PARTNER UTILIZATION:** Each state represented by WSCA-NASPO that chooses to participate in this Master Agreement independently has the option of utilizing partners. Only partners approved by the Participating State may be deployed. The participating State will define the process to add and remove partners in their participating addendum.



**COMPUTER EQUIPMENT  
2014-2019**



**MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD  
EXHIBIT A - TERMS & CONDITIONS**

**MASTER AGREEMENT TERMS AND CONDITIONS**

**A. GENERAL TERMS, CONDITIONS & INSTRUCTIONS**

1. **ACCEPTANCE OF TERMS AND CONDITIONS.** The contents of the RFP and the response of the successful responder will become Master Agreement contractual obligations, along with the final Master Agreement, if acquisition action ensues. A statement of acceptance of the proposed Contract Terms and Conditions, unless taken exception to, as specified in the RFP must be included in the response. Any suggestions for alternate language shall be presented. The Lead State is under no obligation to accept wording changes submitted by the responder. The Lead State is solely responsible for rendering decisions in matters of interpretation on all terms and conditions. Any response which fails to comply with this requirement may be disqualified as nonresponsive.

All general proposal terms, specifications and WSCA-NASPO Terms & Conditions form a part of this RFP and will apply to any Master Agreements entered into as a result thereof.

2. **CONFLICT OF TERMS/ORDER OF PRECEDENCE:**

- a. A Participating Entity's Participating Addendum ("PA");
- b. Minnesota WSCA-NASPO Master Agreement (includes negotiated Terms & Conditions)
- c. The Solicitation including all Addendums; and
- d. Contract Vendor's response to the Solicitation

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contract Vendor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to the Master Agreement as an Exhibit or Attachment. No other terms and conditions shall apply, including terms and conditions listed in the Contract Vendor's response to the Solicitation, or terms listed or referenced on the Contract Vendor's website, in the Contract Vendor quotation/sales order or in similar documents subsequently provided by the Contract Vendor. The solicitation language prevails unless a mutually agreed exception has been negotiated.

3. **ADDENDA TO THE RFP.** Any addendum issued will become a part of the RFP. The Lead State may modify or clarify the RFP by issuing one or more addenda to all parties who have received the RFP. Each responder must follow the directions on the addendum. Addenda will be numbered consecutively in the order they are issued.
4. **AWARD.** The award of this solicitation will be based upon the total accumulated points as established in the RFP, for separate items, by grouping items, or by total lot, and where at its sole discretion the Lead State believes it will receive the best value. The Lead State reserves the right to award this solicitation to a single responder, or to multiple responders, whichever is in the best interest of the Lead State. It is the State's intent to award to multiple responders. The Lead State reserves the right to accept all or part of an offer, to reject all offers, to cancel the solicitation, or to re-issue the solicitation, whichever is in the best interest of the Lead State.

The Sourcing Team will make a recommendation on the award of this RFP. The commissioner of Administration or designee may accept or reject the recommendation of the Sourcing Team. The final award decision will be made by the Commissioner of Administration and the WSCA-NASPO Management Board.

5. **CLARIFICATION.** If a responder discovers any significant ambiguity, error, conflict, discrepancy, omission, or other deficiency in the RFP, the responder shall immediately notify the Acquisition Management Specialist in writing, as

specified in the introduction, of such error and request modification or clarification of the document. This notification is due no later than seven calendar days prior to the proposal due date and time.

Responders are cautioned that any activity or communication with a State employee or officer, or a member of the Evaluation Team, regarding this Solicitation's contents or process, is strictly prohibited and may, as a result, have its response rejected. Any communication regarding this Solicitation, its content or process, must be directed to the Acquisition Management Specialist listed in the Solicitation documents.

6. **COMPLETION OF RESPONSES.** A response may be rejected if it is conditional or incomplete. Responses that contain conflicting, false, or misleading statements or that provide references that contradict or do not support an attribute or condition stated by the responder, may be rejected.
7. **MASTER AGREEMENT ADMINISTRATOR.** The Master Agreement Administrator designated by WSCA-NASPO and the State of Minnesota, Department of Administration is: Susan Kahle. Direct all correspondence and inquiries, legal questions, general issues, or technical issues regarding this RFP to:

Susan Kahle  
Acquisition Management Specialist  
Department of Administration  
Materials Management Division  
50 Sherburne Avenue  
112 Administration Building  
St. Paul, MN 55155

Fax: 651.297.3996  
E-mail: [susan.kahle@state.mn.us](mailto:susan.kahle@state.mn.us)

8. **DISPOSITION OF DATA SUBMITTED BY CONTRACT VENDOR .** All materials submitted in response to this RFP will become property of the Lead State and will become public record after the evaluation process is completed. The evaluation process is complete when negotiations with the selected vendors are final.

By executing this Contract, the Contract Vendor certifies and agrees that all information provided in the Contract and in response to the solicitation will be made public in accordance with the solicitation and that no information has been designated Trade Secret pursuant to the Minnesota Government Data Practices Act.

If the Contract Vendor submits information after execution of this Contract that it believes to be trade secret materials, as defined by the Minnesota Government Data Practices Act, Minn. Stat. § 13.37, the Contract Vendor must:

- a. clearly mark all trade secret materials at the time the information is submitted;
- b. include a statement with regard to the information justifying the trade secret designation for each item; and,
- c. defend any action seeking release of the materials it believes to be trade secret, and indemnify and hold harmless the Lead State, its agents and employees, from any judgments awarded against the Lead State in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives the Lead State's award of a Master Agreement. In submitting a response to the RFP, the responder agrees that this indemnification survives as long as the trade secret materials are in possession of the Lead State. The Lead State will not consider the prices submitted by the responder to be trade secret materials.

9. **DISPUTE RESOLUTION PROCEDURES.** Any issue a responder has with the RFP document, which includes, but is not limited to, the terms, conditions, and specifications, must be submitted in writing to and received by the Master Agreement Administrator prior to the opening due date and time. Any issue a responder has with the Master Agreement award must be submitted in writing to the Master Agreement Administrator within five working days from the time the notice of the intent to award is issued. This notice may be made by any of the following methods: notification by letter, fax or email, or posted on the Materials Management website, [www.mmd.admin.state.mn.us](http://www.mmd.admin.state.mn.us). The Lead State will respond to any protest received that follows the above procedure. For those protests that meet the above submission requirements, the appeal process is, in sequence: The responsible Master Agreement Administrator, the Materials Management Division (MMD) Assistant Director, and the MMD Director.
10. **ELECTRONIC FILES TO DOWNLOAD, COMPLETE, AND RETURN.** Responders must download a Word/Excel document.
11. **ENTIRE AGREEMENT.** A written Master Agreement (including the contents of this RFP and selected portions of Contract Vendor's response incorporated therein by reference) and any written addenda thereto constitute the entire agreement of the parties to the Master Agreement.

- 12. IRREVOCABLE OFFER.** In accordance with this Request for Proposal, and subject to all conditions thereof, the undersigned agrees that its response to this RFP, or any part thereof, is an irrevocable offer for 180 days following the submission deadline date unless stated otherwise in the RFP. It is understood and agreed that the response, or any part thereof, when accepted by the appropriate department and State officials in writing, may become part of a legal and binding Master Agreement between the undersigned vendor and the State of Minnesota.
- 13. MATERIAL DEVIATION.** A responder shall be presumed to be in agreement with these terms and conditions unless it takes specific exception to one or more of the conditions. Submission by the responder of its proposed language shall not be viewed as an exception unless the responder specifically states in the response that its proposed changes are intended to supersede the terms and conditions.
- RESPONDERS ARE CAUTIONED THAT BY TAKING ANY EXCEPTION THEY MAY BE MATERIALLY DEVIATING FROM THE REQUEST FOR PROPOSAL. IF A RESPONDER MATERIALLY DEVIATES FROM THE GENERAL TERMS, CONDITIONS AND INSTRUCTIONS OR THE WSCA-NASPO TERMS AND CONDITIONS AND/OR SPECIFICATIONS, ITS RESPONSE MAY BE REJECTED.**
- A material deviation is an exception to the Request for Proposal general or WSCA-NASPO terms and conditions and/or specifications that:
- gives the responder taking the exception a competitive advantage over other vendors; or,
  - gives the Lead State something significantly different from that which the Lead State requested.
- 14. NONRESPONSIVE RESPONSES.** Responses that do not comply with the provisions in the RFP may be considered nonresponsive and may be rejected.
- 15. NOTICES.** If one party is required to give notice to the other under the Master Agreement, such notice shall be in writing and shall be effective upon receipt. Delivery may be by certified United States mail or by hand, in which case a signed receipt shall be obtained. A facsimile transmission shall constitute sufficient notice, provided the receipt of the transmission is confirmed by the receiving party. Either party must notify the other of a change in address for notification purposes. All notices to the Lead State shall be addressed as follows:

**STATE OF MINNESOTA:**  
MN WSCA-NASPO COMPUTER EQUIPMENT CONTRACT ADMINISTRATOR  
112 Administration Bldg.  
50 Sherburne Avenue  
St. Paul, MN 55155  
651-296-2600

## MASTER AGREEMENT TERMS AND CONDITIONS

### B. WSCA-NASPO TERMS AND CONDITIONS

1. **ADMINISTRATIVE FEES.** The Contract Vendor shall pay a WSCA-NASPO Administrative Fee of one-tenth of one percent (0.1% or 0.001) in accordance with the Terms and Conditions of the Master Agreement no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on sales of products and services (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.

Additionally, some states may require an additional fee be paid directly to the state on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contract Vendor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements may not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

2. **AGREEMENT ORDER OF PRECEDENCE.** The Master Agreement shall consist of the following documents:
  - a. A Participating Entity's Participating Addendum ("PA");
  - b. Minnesota WSCA-NASPO Master Agreement (includes negotiated Terms and Conditions)
  - c. The Solicitation including all addendums; and
  - d. Contract Vendor's response to the Solicitation

These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contract Vendor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment. No other terms and conditions shall apply, including terms and conditions listed in the Contract Vendor's response to the Solicitation, or terms listed or referenced on the Contract Vendor's website, in the Contract Vendor quotation/sales order or in similar documents subsequently provided by the Contract Vendor. The solicitation language prevails unless a mutually agreed exception has been negotiated.

3. **AMENDMENTS.** The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the WSCA-NASPO Master Agreement Administrator.
4. **ASSIGNMENT OF ANTITRUST RIGHTS.** NEGOTIATED. Contract Vendor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contract Vendor now has or which may accrue to the Contract Vendor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contract Vendor for the purpose of carrying out the Contract Vendor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action to the extent the assignment is necessary for the Participating Entity to overcome Federal or State's bar on indirect purchases.
5. **ASSIGNMENT/SUBCONTRACT.** NEGOTIATED Contract Vendor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the WSCA-NASPO Master Agreement Administrator.

Lead State, or Participating Entity, shall not assign, delegate or otherwise transfer all or any part of this Agreement without prior written consent from Contractor, except for assignment or delegation to a Participating Entity State agency or eligible Purchasing Entity.

6. **CANCELLATION.** Unless otherwise stated in the terms and conditions, any Master Agreement may be canceled by either party upon 60 days' notice, in writing, prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the special terms and conditions of this solicitation or in the applicable Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of a Participating Entity to indemnification by the Contract Vendor, rights of payment for goods/services delivered and accepted, and rights attending any warranty or default in performance in association with any order. Cancellation of the Master Agreement due to Contract Vendor default may be immediate if defaults cannot be reasonably cured as allowed per Default and Remedies term.

**7. CONFIDENTIALITY, NON-DISCLOSURE AND INJUNCTIVE RELIEF, NEGOTIATED**

**7.1 Confidentiality.** Contract Vendor acknowledges that it and its employees or agents may, in the course of providing the Product under this Master Agreement, be exposed to or acquire information that is confidential to Participating Entity or Participating Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contract Vendor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (a) any Participating Entity records, (b) personnel records, and (c) information concerning individuals, is confidential information of Participating Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contract Vendor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (a) is or becomes (other than by disclosure by Contract Vendor) publicly known; (b) is furnished by Participating Entity to others without restrictions similar to those imposed by this Master Agreement; (c) is rightfully in Contract Vendor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (d) is obtained from a source other than Participating Entity without the obligation of confidentiality; (e) is disclosed with the written consent of Participating Entity or; (f) is independently developed by employees, agents or subcontractor of Contract Vendor who can be shown to have had no access to the Confidential Information

**7.2 Non-Disclosure.** Contract Vendor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and not to copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than the performance of this Master Agreement to Participating Entity hereunder, and to advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contract Vendor shall use commercially reasonable efforts to assist Participating Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contract Vendor shall advise Participating Entity immediately if Contract Vendor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement and Contract Vendor shall at its expense cooperate with Participating Entity in seeking injunctive or other equitable relief in the name of Participating Entity or Contract Vendor against any such person. Except as directed by Participating Entity, Contract Vendor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Participating Entity's request, Contract Vendor shall turn over to Participating Entity all documents, papers, and other matter in Contract Vendor's possession that embody Confidential Information. Notwithstanding the foregoing, Contract Vendor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

**7.3 Injunctive Relief.** Contract Vendor acknowledges that breach of this Section, including disclosure of any Confidential Information, will cause irreparable injury to Participating Entity that is inadequately compensable in damages. Accordingly, Participating Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contract Vendor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Participating Entity and are reasonable in scope and content.

**7.4 Contractor Information.** Contractor information exchanged under this Agreement will be treated as confidential if identified and labeled as such at disclosure and if the circumstances of disclosure would reasonably indicate such treatment to the extent it is protected from disclosure under governing law. Confidential information may only be used for the purpose of fulfilling obligations or exercising rights under this Agreement, and shared with employees, agents (including WSCA-NASPO Cooperative Purchasing Organization LLC) or contractors with a need to know such information to support that purpose. Confidential information will be protected using a reasonable degree of care to prevent unauthorized use or disclosure for three (3) years from the date of receipt or (if longer) for such period as the information remains confidential. These obligations do not cover information that: i) was known or becomes known to the receiving party without obligation of confidentiality; ii) is independently developed by the receiving party; or iii) where disclosure is required by law or a governmental agency. Contractor acknowledges that pricing, reported usage, and other provisions of this Agreement that describe the products and services available under the master agreement may be made publicly available by WSCA-NASPO to promote use of the Agreement and shall not be considered Confidential information.

**7.5 Personal Information.** Each party shall comply with their respective obligations under applicable data protection legislation. Contractor does not intend to have access to personally identifiable information ("PII") of Participating Entity in providing services. To the extent Contractor has access to Participating Entity PII stored on a system or device of Participating Entity, such access will likely be incidental and Participating Entity will remain the data controller of Participating Entity PII at all times. Contractor will use any PII to which it has access strictly for purposes of delivering the services ordered.

7.6 Participating Entity is agreeing to the above language to the extent is not in conflict with Participating Entities public disclosure laws.

8. **DEBARMENT.** The Contract Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (Master Agreement) by any governmental department or agency. If the Contract Vendor cannot certify this statement, attach a written explanation for review by WSCA-NASPO.

In any order against this Master Agreement for a requirement established by a Purchasing Entity that discloses the use of federal funding, to the extent another form of certification is not required by a Participating Addendum or the order of the Purchasing Entity, the Contractor's quote represents a recertification consistent with the terms of paragraph 8, Section 2D, Minnesota Terms and Conditions

9. **DEFAULTS & REMEDIES. NEGOTIATED.**

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
- Nonperformance of contractual requirements; or
  - A material breach of any term or condition of this Master Agreement; or
  - Any representation or warranty by Contract Vendor in response to the solicitation or in this Master Agreement proves to be untrue or materially misleading; or
  - Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contract Vendor, or the appointment of a receiver or similar officer for Contract Vendor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or
  - Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 30 calendar days in which Contract Vendor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contract Vendor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contract Vendor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contract Vendor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
- Exercise any remedy provided by law; and
  - Terminate this Master Agreement and any related Master Agreements or portions thereof; and
  - Impose liquidated damages as provided in this Master Agreement; and
  - Suspend Contract Vendor from receiving future bid solicitations; and
  - Suspend Contract Vendor's performance; and
  - Withhold payment until the default is remedied.
- d. In the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.
- e. Contractor may discontinue performance with any Purchasing Entity if Purchasing Entity fails to pay any undisputed sum due, or with any Participating Entity if after thirty (30) days written notice Participating Entity has not cured any other material failure to perform under this Agreement.

10. **DELIVERY.** Unless otherwise indicated in the Master Agreement, the prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination with all transportation and handling charges paid by the Contract Vendor. Additional delivery charges will not be allowed for back orders.

11. **FORCE MAJEURE.** Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The WSCA-NASPO Master Agreement Administrator may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

12. **GOVERNING LAW.** This procurement and the resulting agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of any Participating Addendum or order against the Master Agreements shall be governed by and construed in accordance with the laws of the Participating Entity's State. Venue for any claim, dispute or action concerning an order placed against the Master Agreements or the effect of a Participating Addendum shall be in the Purchasing Entity's State.

13. **INDEMNIFICATION.** DELETED SEE SECTION 2C17

14. **INDEMNIFICATION – INTELLECTUAL PROPERTY.** DELETED SEE SECTION 2C17

15. **INDEPENDENT CONTRACT VENDOR.** The Contract Vendor shall be an independent Contract Vendor, and as such shall have no authorization, express or implied to bind WSCA-NASPO or the respective states to any agreements, settlements, liability or understanding whatsoever, and agrees not to perform any acts as agent for WSCA-NASPO or the states, except as expressly set forth herein.

16. **INDIVIDUAL CUSTOMER.** Except to the extent modified by a Participating Addendum, each Participating Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or to recover any costs allowed in the Master Agreement and applicable Participating Addendum for their purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contract Vendor will apply the charges and invoice each Purchasing Entity individually.

17. **INSURANCE.** NEGOTIATED. Except to the extent modified by a Participating Addendum, Contract Vendor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contract Vendor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in the Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or at a Participating Entity's option, result in termination of its Participating Addendum.

Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, for each of the following categories:

- a. Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
- b. Contract Vendor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.

The Contract Vendor is responsible for payment of Contract related premiums on all insurance policies, and deductibles.

Prior to commencement of the work, Contract Vendor shall provide to the Participating Entity a written endorsement to the Contract Vendor's general liability insurance policy that (i) includes the Participating Entity as an additional insured, which endorsement may be met through the use of what is referred to as a "blanket" additional insured endorsement, and (ii) provides that the Contract Vendor's liability insurance policy shall be primary, with any liability insurance of the Participating Entity as secondary and noncontributory.

Contract Vendor shall furnish to Participating Entity copies of certificates of all required insurance within thirty (30) calendar days of the Participating Addendum's effective date and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished, upon request. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at the Lead State Master Agreement Administrator's sole option, result in this Master Agreement's termination.

Coverage and limits shall not limit Contract Vendor's liability and obligations under this Master Agreement.

18. **LAWS AND REGULATIONS.** NEGOTIATED. Any and all supplies, services and equipment offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

If software is licensed to Participating Entity for use in the performance of a US Government prime contract or subcontract, Participating Entity agrees that consistent with FAR 12.211 and 12.212, commercial computer software, documentation and technical data for commercial items are licensed under publisher's standard commercial license.

Products and services provided under these terms are for Participating Entity's internal use and not for further commercialization. Participating Entity is responsible for complying with applicable laws and regulations, including but not limited to, obtaining any required export or import authorizations if Purchasing Entity exports, imports or otherwise transfers products and/or deliverables provided under this Agreement.

**19. LICENSE OF PRE-EXISTING INTELLECTUAL PROPERTY. DELETED – SEE SECTION 2B30 FOR REVISED TERM ADDRESSING TITLE OF PRODUCT.**

**20. NO WAIVER OF SOVEREIGN IMMUNITY.** The Lead State, Participating Entity or Purchasing Entity to the extent it applies does not waive its sovereign immunity by entering into this Contract and fully retains all immunities and defenses provided by law with regard to any action based on this Contract.

If a claim must be brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court of the Participating Entity's State.

**21. ORDER NUMBERS.** NEGOTIATED Contract order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels (if possible), packing slips, invoices, and on all correspondence.

"Order" means the accepted order including any supporting materials which the parties identify as incorporated either by attachment or reference ("Supporting Materials"). Supporting Materials may include (as examples) product lists, hardware or software specifications, standard or negotiated service descriptions, data sheets and their supplements, and statements of work (SOWs), published warranties and service level agreements, and may be available to Participating Entity in hard copy or by accessing a designated Contractor website.

**22. PARTICIPANTS.** WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states and the District of Columbia. Obligations under this Master Agreement are limited to those Participating States who have signed a Participating Addendum where contemplated by the solicitation. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions. Unless otherwise specified in the solicitation, the resulting award will be permissive.

**23. PARTICIPATION OF ENTITIES.** Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

**24. PAYMENT.** NEGOTIATED. Payment for completion of an order under this Master Agreement is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contract Vendor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

Prices are exclusive of taxes, duties, and fees, unless otherwise quoted. If a withholding tax is required by law, the tax will be added and identified on the applicable invoice. Prices include the fee as specified in section 1.

**25. PUBLIC INFORMATION.** The Master Agreement and all related documents are subject to disclosure pursuant to the Participating Entity's public information laws.

**26. RECORDS ADMINISTRATION AND AUDIT.** NEGOTIATED. The disclosure of records in Participating States relating to Participating addenda and orders placed against the Master Agreement shall be governed by the laws of the Participating State and entity who placed the order.

The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity,

a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.

Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for an overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.

The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State Master Agreement Administrator to review compliance with those obligations.

Records will be retained longer if required by Participating Entity's law.

Contractor will be advised with reasonable prior written notice of each audit. The parties will work together in good faith to establish an audit process that does not interfere with Contractor's ability to perform its obligations under this Agreement or any other agreement, or compromise any reasonable security processes or procedures. Contractor will provide the auditor with information reasonably required to effect the audit, provided however that Contractor reserves the right to impose limitation or require additional assurances from Customer and its auditor as may be necessary to protect the Confidential Information of Contractor to the extent such limitations and assurances are not in conflict with Participating Entity's governing laws. In no event will Contractor be required to provide Customer or its auditor with access to Contractor's internal costs and resource utilization data, or data related to employees or other customers of Contractor to the extent it's not in conflict with Participating Entity's governing law.

**27. REPORTS - SUMMARY AND DETAILED USAGE.** In addition to other reports that may be required by this solicitation, the Contract Vendor shall provide the following WSCA-NASPO reports.

- a. **Summary Sales Data.** The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at <http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than the last day of the month following the end of the calendar quarter (as specified in the reporting tool).
- b. **Detailed Sales Data.** Contract Vendor shall also report detailed sales data by: state; entity/customer type, e.g., local government, higher education, K12, non-profit; Purchasing Entity name; Purchasing Entity bill-to and ship-to locations; Purchasing Entity and Contract Vendor Purchase Order identifier/number(s); Purchase Order Type (e.g., sales order, credit, return, upgrade, determined by industry practices); Purchase Order date; Ship Date; and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State no later than the last day of the month following the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through email; CD-Rom, jump drive or other electronic matter as determined by the Lead State.

Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in Section 6, Attachment H.

- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the Participating Addendum. Specific data in relation to sales to employees for personal use to be defined in the final contract award to ensure only public information is reported.
- d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

**28. ACCEPTANCE AND ACCEPTANCE TESTING, NEGOTIATED.**

- a. **Acceptance.** Purchasing Entity (the entity authorized under the terms of any Participating Addendum to place orders under this Master Agreement) shall determine whether all Products and Services delivered meet the

Contractor's published specifications (a.k.a. "Specifications"). No payment shall be made for any Products or Services until the Purchasing Entity has accepted the Products or Services. The Purchasing Entity will make every effort to notify the Contractor within thirty (30) calendar days following delivery of non-acceptance of a Product or completion of Service. In the event that the Contractor has not been notified within 30 calendar days from delivery of Product or completion of Service, the Product and Services will be deemed accepted on the 31<sup>st</sup> day after delivery of Product or completion of Services. This clause shall not be applicable, if acceptance testing and corresponding terms have been mutually agreed to by both parties in writing.

b. **Acceptance Testing.** The Purchasing Entity (the entity authorized under the terms of any Participating Addendum to place orders under this Master Agreement) and the Contract Vendor shall determine if Acceptance Testing is applicable and/or required for the purchase. The terms in regards to acceptance testing will be negotiated, in writing, as mutually agreed. If Acceptance Testing is NOT applicable, the terms regarding Acceptance in the Contract shall prevail.

c. **Installation.** If Contractor is providing installation with the product purchase, Contractor's site guidelines (available upon request) will describe the facilities Participating Entity is required to provide. Contractor will conduct its standard installation and test procedures to confirm completion.

29. **SYSTEM FAILURE OR DAMAGE.** In the event of system failure or damage caused by the Contract Vendor or its Product, the Contract Vendor agrees to use its commercially reasonable efforts to restore or assist in restoring the system to operational capacity. The Contract Vendor shall be responsible under this provision to the extent a "system" is defined at the time of the Order; otherwise the rights of the Purchasing Entity shall be governed by the Warranty.

30. **TITLE OF PRODUCT.** NEGOTIATED

**OWNERSHIP**

a. **Intellectual Property Rights.** No transfer of ownership of any intellectual property will occur under this Agreement. Purchasing Entity grants Contractor a non-exclusive, worldwide, royalty-free right and license to any intellectual property that is necessary for Contractor and its designees to perform the ordered services. If deliverables are created by Contractor specifically for Purchasing Entity and identified as such in Supporting Material, Contractor hereby grants Purchasing Entity a worldwide, non-exclusive, fully paid, royalty-free license to reproduce and use copies of the deliverables internally.

b. **Title.** Title for hardware products will pass upon delivery to Customer or its designee. Where permitted by law, HP retains a security interest in products sold until full payment is received.

31. **WAIVER OF BREACH.** Failure of Lead State Master Agreement Administrator, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State or Participating Entity must be in writing. Waiver by the Lead State Master Agreement Administrator, Participating Entity, or Purchasing Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or breach of any terms or requirements shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, a Participating Addendum, or order.

32. **WARRANTY.** NEGOTIATED. The warranty provided must be the manufacturers written warranty tied to the product at the time of purchase and must include the following: (a) the Product performs according to the Specifications (b) the Product is suitable for the ordinary purposes for which such Product is used, and, (c) the Product is designed and manufactured in a commercially reasonable manner. Products and services are provided with the standard manufacturer's published warranty, support, and software licensing terms ("Specifications"). Services are performed using generally recognized commercial practices and standards. Customer agrees to provide prompt notice of any service concerns.

For third party products sold by the Contract Vendor that are not Contractor-branded, the Contract Vendor sells the third party products with the manufacturer or publisher's standard warranty, license, and maintenance "AS IS". The Contract Vendor will provide warranty and maintenance call numbers and assist the customer in engaging the manufacturer on warranty and maintenance issues.

Upon breach of the warranty, the Contract Vendor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contract Vendor. If the repaired and/or replaced Product proves to be inadequate, or falls of its essential purpose, the Contract Vendor will refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or so ordered by the court.

This Agreement states all remedies for warranty claims. To the extent permitted by law, Contractor disclaims all other warranties.

## MASTER AGREEMENT TERMS AND CONDITIONS

### C. MINNESOTA TERMS AND CONDITIONS

1. **ACCEPTANCE OF PROPOSAL CONTENT.** The contents of this RFP and selected portions of response of the successful Proposer will become contractual obligations, along with the final Master Agreement, if acquisition action ensues. The Lead State is solely responsible for rendering the decision in matters of interpretation of all terms and conditions.
2. **ACCESSIBILITY STANDARDS.** The State of Minnesota has developed IT Accessibility Standards effective September 1, 2010, which entails, in part, the Web Content Accessibility Guidelines (WCAG) 2.0 (Level AA) and Section 508 Subparts A-D which can be viewed at [http://www.mmd.admin.state.mn.us/pdf/accessibility\\_standard.pdf](http://www.mmd.admin.state.mn.us/pdf/accessibility_standard.pdf)  
~~Responders must complete the WCAG-VPAT form included in the FORMS section of the RFP. The completed VPAT form will be scored based on its compliance with the Accessibility Standards.~~ The requested WCAG VPAT applies to the responder's website to be offered under the Contract. For products offered, VPATS are only to be provided upon request by the participating entity.  
  
Upon request by the participating entity, the responder must make best efforts to provide Voluntary Product Accessibility Templates (VPATS) for all products offered in its response. Click here for link to VPATS for both Section 508 VPAT and WCAG 2.0 VPAT <http://mn.gov/oet/policies-and-standards/accessibility/#>.
3. **ADMINISTRATIVE PERSONNEL CHANGES.** The Contract Vendor must notify the Contract Administrator of changes in the Contract Vendor's key administrative personnel, in advance and in writing. Any employee of the Contract Vendor who, in the opinion of the State of Minnesota, is unacceptable, shall be removed from the project upon written notice to the Contract Vendor. In the event that an employee is removed pursuant to a written request from the Acquisition Management Specialist, the Contract Vendor shall have 10 working days in which to fill the vacancy with an acceptable employee.
4. **AMENDMENT(S).** Master Agreement amendments shall be negotiated by the Lead State with the Contract Vendor whenever necessary to address changes in the terms and conditions, costs, timetable, or increased or decreased scope of work. An approved Master Agreement amendment means one approved by the authorized signatories of the Contract Vendor and the Lead State as required by law.
5. **AMERICANS WITH DISABILITIES ACT (ADA).** DELETED.
6. **AWARD OF RELATED CONTRACTS.** In the event the Lead State undertakes or awards supplemental Contracts for work related to the Master Agreement or any portion thereof, the Contract Vendor shall cooperate fully with all other Contract Vendors and the State in all such cases. All Master Agreements between subcontractors and the Contract Vendor shall include a provision requiring compliance with this section.
7. **AWARD OF SUCCESSOR CONTRACTS.** In the event the State undertakes or awards a successor for work related to the Contract or any portion thereof, the current Contract Vendor shall cooperate fully during the transition with all other Contract Vendors and the State in all such cases. All Master Agreements between subcontractors and the Contract Vendor shall include a provision requiring compliance with this section.
8. **CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION.**
  - a. Certification regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions.  
Instructions for certification:
    1. By signing and submitting this proposal, the prospective lower tier participant [responder] is providing the certification set out below.
    2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.

3. The prospective lower tier participant shall provide immediate written notice to the person to whom this proposal [response] is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or had become erroneous by reason of changed circumstances.
  4. The terms covered transaction, debarred, suspended, ineligible lower tier covered transaction, participant, person, primary covered transaction, principal, proposal, and voluntarily excluded, as used in this clause, have the meaning set out in the Definitions and Coverages section of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.
  5. The prospective lower tier participant agrees by submitting this response that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction [subcontract equal to or exceeding \$25,000] with a person who is proposed for debarment under 48 CFR part 9, subpart 9.4, debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.
  6. The prospective lower tier participant further agrees by submitting this proposal that it will include this clause titled, "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion – Lower Tier Covered Transaction," without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
  7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not proposed for debarment under 48 CFR part 9, subpart 9.4, debarred, suspended, ineligible, or voluntarily excluded from covered transactions, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the list of parties excluded from federal procurement and nonprocurement programs.
  8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
  9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is proposed for debarment under 48 CFR part 9, subpart 9.4, suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.
- b. Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions.
1. The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
  2. Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.
9. **CHANGE REQUESTS. NEGOTIATED.** The Lead State reserves the right to request, during the term of the Master Agreement, changes to the products offered. Products introduced during the term of the Master Agreement shall go through a formal review process. A formal process of changing the Master Agreement shall be developed during the negotiation of the Master Agreement. The Contract Vendor shall evaluate and recommend products for which agencies have an expressed need. The Lead State shall require the Contract Vendor to provide a summary of its research of those products being recommended for inclusion in the Master Agreement as well as defining how adding the product will enhance the Master Agreement. The Lead State may request that products, other than those recommended, are added to the Master Agreement.

In the event that the Lead State desires to add new products and services that are not included in the original Master Agreement, the Lead State requires that independent manufacturers and resellers cooperate with the already

established Contract Vendor in order to meet the Lead State's requirements. Evidence of the need to add products or services should be demonstrated to the Lead State. The Master Agreement shall be modified via supplement or amendment. The Lead State will negotiate the inclusion of the products and services with the Contract Vendor. No products or services will be added to the Master Agreement without the Lead State's prior approval.

Requests to change the scope of services or deliverables, on a per-Order basis, will require a change order signed by the Purchasing Entity and Contractor.

10. **CONFLICT MINERALS.** Contract Vendor must provide information to the public on its website regarding the use of conflict minerals, as required by Section 13(p) of the Securities Exchange Act of 1934, as amended, and the rules promulgated thereunder. See: <http://www.sec.gov/rules/final/2012/34-67716.pdf>.
11. **COPYRIGHTED MATERIAL WAIVER.** The Lead State reserves the right to use, reproduce and publish proposals in any manner necessary for State agencies and local units of government to access the responses and/or to respond to request for information pursuant to Minnesota Government Data Practices Act, including but not limited to emailing, photocopying, State Intranet/Internet postings, broadcast faxing, and direct mailing. In the event that the response contains copyrighted or trademarked materials, it is the responder's responsibility to obtain permission for the Lead State to reproduce and publish the information, regardless of whether the responder is the manufacturer or reseller of the products listed in the materials. By signing its response, the responder certifies that it has obtained all necessary approvals for the reproduction and/or distribution of the contents of its response and agrees to indemnify, protect, save and hold the Lead State, its representatives and employees harmless from any and all claims arising from the violation of this section and agrees to pay all legal fees incurred by the Lead State in the defense of any such action.
12. **EFFECTIVE DATE.** Pursuant to Minnesota law, the Master Agreement arising from this RFP shall be effective upon the date of final execution by the Lead State, unless a later date is specified in the Master Agreement.
13. **FOREIGN OUTSOURCING OF WORK.** Upon request, the Contract Vendor is required to provide information regarding the location of where services, data storage and/or location of data processing under the Master Agreement will be performed.
14. **GOVERNMENT DATA PRACTICES.** The Contract Vendor and the Lead State must comply with the Minnesota Government Data Practices Act, Minn. Stat. Ch. 13, (and where applicable, if the Lead State contracting party is part of the judicial branch, with the Rules of Public Access to Records of the Judicial Branch promulgated by the Minnesota Supreme Court as the same may be amended from time to time) as it applies to all data provided by the Lead State to the Contract Vendor and all data provided to the Lead State by the Contract Vendor. In addition, the Minnesota Government Data Practices Act applies to all data created, collected, received, stored, used, maintained, or disseminated by the Contract Vendor in accordance with the Master Agreement that is private, nonpublic, protected nonpublic, or confidential as defined by the Minnesota Government Data Practices Act, Ch. 13 (and where applicable, that is not accessible to the public under the Rules of Public Access to Records of the Judicial Branch).  
  
In the event the Contract Vendor receives a request to release the data referred to in this article, the Contract Vendor must immediately notify the Lead State. The Lead State will give the Contract Vendor instructions concerning the release of the data to the requesting party before the data is released. The civil remedies of Minn. Stat. § 13.08, apply to the release of the data by either the Contract Vendor or the Lead State.  
  
The Contract Vendor agrees to indemnify, save, and hold the State of Minnesota, its agent and employees, harmless from all claims arising out of, resulting from, or in any manner attributable to any violation of any provision of the Minnesota Government Data Practices Act (and where applicable, the Rules of Public Access to Records of the Judicial Branch), including legal fees and disbursements paid or incurred to enforce this provision of the Master Agreement. In the event that the Contract Vendor subcontracts any or all of the work to be performed under the Master Agreement, the Contract Vendor shall retain responsibility under the terms of this article for such work.
15. **HAZARDOUS SUBSTANCES.** To the extent that the goods to be supplied by the Contract Vendor contain or may create hazardous substances, harmful physical agents or infectious agents as set forth in applicable State and federal laws and regulations, the Contract Vendor must provide Material Safety Data Sheets regarding those substances. A copy must be included with each delivery.
16. **HUMAN RIGHTS/AFFIRMATIVE ACTION.** The Lead State requires affirmative action compliance by its Contract Vendors in accordance with Minn. Stat. § 363A.36 and Minn. R. 5000.3400 to 5000.3600.

- a. Covered contracts and Contract Vendors. One-time acquisitions, or a contract for a predetermined amount of goods and/or services, where the amount of your response is in excess of \$100,000 requires completion of the Affirmative Action Certification page. If the solicitation is for a contract for an indeterminate amount of goods and/or services, and the State estimated total value of the contract exceeds \$100,000 whether it will be a multiple award contract or not, you must complete the Affirmative Action Certification page. If the contract dollar amount or the State estimated total contract amount exceeds \$100,000 and the Contract Vendor employed more than 40 full-time employees on a single working day during the previous 12 months in Minnesota or in the state where it has its principal place of business, the Contract Vendor must comply with the requirements of Minn. Stat. § 363A.36, subd. 1 and Minn. R. 5000.3400 to 5000.3600. A Contract Vendor covered by Minn. Stat. § 363A.36, subd. 1 and Minn. R. 5000.3400 to 5000.3600 that had more than 40 full-time employees within Minnesota on a single working day during the previous 12 months must have a certificate of compliance issued by the commissioner of the Department of Human Rights (certificate of compliance). A Contract Vendor covered by Minn. Stat. § 363A.36, subd. 1 that did not have more than 40 full-time employees on a single working day during the previous 12 months within Minnesota but that did have more than 40 full-time employees in the state where it has its principal place of business and that does not have a certificate of compliance must certify that it is in compliance with federal affirmative action requirements.
- b. Minn. Stat. § 363A.36, subd. 1 requires the Contract Vendor to have an affirmative action plan for the employment of minority persons, women, and qualified disabled individuals approved by the commissioner of the Department of Human Rights (commissioner) as indicated by a certificate of compliance. Minn. Stat. § 363A.36 addresses suspension or revocation of a certificate of compliance and contract consequences in that event. A contract awarded without a certificate of compliance may be voided.
- c. Minn. R. 5000.3400-5000.3600 implement Minn. Stat. § 363A.36. These rules include, but are not limited to, criteria for contents, approval, and implementation of affirmative action plans; procedures for issuing certificates of compliance and criteria for determining a Contract Vendor's compliance status; procedures for addressing deficiencies, sanctions, and notice and hearing; annual compliance reports; procedures for compliance review; and contract consequences for noncompliance. The specific criteria for approval or rejection of an affirmative action plan are contained in various provisions of Minn. R. 5000.3400-5000.3600 including, but not limited to, parts 5000.3420-5000.3500 and parts 5000.3552-5000.3559.
- d. Disabled Workers. Minn. R. 5000.3550 provides the Contract Vendor must comply with the following affirmative action requirements for disabled workers.

#### AFFIRMATIVE ACTION FOR DISABLED WORKERS

- (a) The Contract Vendor must not discriminate against any employee or applicant for employment because of physical or mental disability in regard to any position for which the employee or applicant for employment is qualified. The Contract Vendor agrees to take affirmative action to employ, advance in employment, and otherwise treat qualified disabled persons without discrimination based upon their physical or mental disability in all employment practices such as the following: employment, upgrading, demotion or transfer, recruitment, advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship.
- (b) The Contract Vendor agrees to comply with the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.
- (c) In the event of the Contract Vendor's noncompliance with the requirements of this clause, actions for noncompliance may be taken in accordance with Minn. Stat. § 363A.36 and the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.
- (d) The Contract Vendor agrees to post in conspicuous places, available to employees and applicants for employment, notices in a form to be prescribed by the commissioner of the Minnesota Department of Human Rights. Such notices must state the Contract Vendor's obligation under the law to take affirmative action to employ and advance in employment qualified disabled employees and applicants for employment, and the rights of applicants and employees.
- (e) The Contract Vendor must notify each labor union or representative of workers with which it has a collective bargaining agreement or other contract understanding, that the Contract Vendor is bound by the terms of Minn. Stat. § 363A.36 of the Minnesota Human Rights Act and is committed to take affirmative action to employ and advance in employment physically and mentally disabled persons.

- e. Consequences. The consequences of a Contract Vendor's failure to implement its affirmative action plan or make a good faith effort to do so include, but are not limited to, suspension or revocation of a certificate of compliance by the commissioner, refusal by the commissioner to approve subsequent plans, and termination of all or part of the Contract by the commissioner or the State.
- f. Certification. The Contract Vendor hereby certifies that it is in compliance with the requirements of Minn. Stat. § 363A.36, subd. 1 and Minn. R. 5000.3400-5000.3600 and is aware of the consequences for noncompliance. It is agreed between the parties that Minn. Stat. 363.36 and Minn. R. 5000.3400 to 5000.3600 are incorporated into any contract between these parties based upon this specification or any modification of it. A copy of Minn. Stat. § 363A.36 and Minn. R. 5000.3400 to 5000.3600 are available upon request from the contracting agency.

**17. INDEMNIFICATION. NEGOTIATED.** The Contract Vendor shall indemnify, protect, save and hold harmless the Lead State and the Participating Entity, its representatives and employees, from any and all third party claims or causes of action, including all legal fees incurred by the Lead State and the Participating Entity arising from the negligence or willful misconduct in performance of the Master Agreement by the Contract Vendor or its agents, employees, or subcontractors. This clause shall not be construed to bar any legal remedies the Contract Vendor may have with the Lead State's and Participating Entity's failure to fulfill its obligations pursuant to the Master Agreement.

If the Participating Entity's laws require approval of a third party to defend Participating Entity, Participating Entity will seek such approval and if approval is not received, Contract Vendor is not required to defend that Participating Entity.

**18. INTELLECTUAL PROPERTY INDEMNIFICATION.** The Contract Vendor warrants that any Contractor-branded materials or products provided or produced by the Contract Vendor or utilized by the Contract Vendor in the performance of this Master Agreement will not infringe upon or violate any patent, copyright, trade secret, or any other proprietary right of any third party. In the event of any such claim by any third party against the Participating Entity, the Participating Entity shall promptly notify the Contract Vendor. The Contract Vendor, at its own expense, shall indemnify, defend or settle, and hold harmless the Participating Entity against any loss, cost, expense, or liability (including legal fees) arising out of such a claim, whether or not such claim is successful against the Participating Entity.

If such a claim has occurred, or in the Contract Vendor's opinion is likely to occur, the Contract Vendor shall either procure for the Participating Entity the right to continue using the materials or products or replacement or modified materials or products. If an option satisfactory to the Participating Entity is not reasonably available, the Participating Entity shall return the materials or products to the Contract Vendor, upon written request of the Contract Vendor and at the Contract Vendor's expense.

The Contractor has no obligation for any claim of infringement arising from:

- a. The Contractor's compliance with the Purchasing Entity's or by a third party on the Purchasing Entity's behalf designs, specifications, or instructions;
- b. The Contractor's use of technical information or technology provided by the Purchasing Entity;
- c. Product modifications by the Purchasing Entity or a third party;
- d. Product use prohibited by Specifications or related application notes; or
- e. Product use with Products that are not the Contractor-branded.

**19. LIMITATION OF LIABILITY.** Contractor will be responsible for damages that Purchasing Entity may incur as a result of purchasing products and services from HP, up to \$10,000,000 (ten million dollars).

Except for unauthorized use of Purchasing Entity's or Contractor's intellectual property, neither Purchasing Entity nor Contractor will be liable for lost revenues or profits, downtime costs, loss or damage to data or indirect, special or consequential costs or damages. Contractor does not limit its liability for death or bodily injury caused by its negligence, acts of fraud, willful repudiation of the agreement, nor any liability which may not be excluded or limited by applicable law.

**20. JURISDICTION AND VENUE.** This RFP and any ensuing Master Agreement, its amendments and supplements thereto, shall be governed by the laws of the State of Minnesota, USA. Venue for all legal proceedings arising out of the Master Agreement, or breach thereof, shall be in the State or federal court with competent jurisdiction in Ramsey County, Minnesota. By submitting a response to this Request for Proposal, a Responder voluntarily agrees to be subject to the jurisdiction of Minnesota for all proceedings arising out of this RFP, any ensuing Master Agreement, or any breach thereof.

- 21. LAWS AND REGULATIONS.** Any and all services, articles or equipment offered and furnished must comply fully with all local, State and federal laws and regulations, including Minn. Stat. § 181.59 prohibiting discrimination and business registration requirements of the Office of the Minnesota Secretary of State.
- 22. NONVISUAL ACCESS STANDARDS.** Pursuant to Minn. Stat. § 16C.145, the Contract Vendor shall comply with the following nonvisual technology access standards :
- That the effective interactive control and use of the technology, including the operating system applications programs, prompts, and format of the data presented, are readily achievable by nonvisual means;
  - That the nonvisual access technology must be compatible with information technology used by other individuals with whom the blind or visually impaired individual must interact;
  - That nonvisual access technology must be integrated into networks used to share communications among employees, program participants, and the public; and
  - That the nonvisual access technology must have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

These standards do not require the installation of software or peripheral devices used for nonvisual access when the information technology is being used by individuals who are not blind or visually impaired.

- 23. NOTICE TO RESPONDERS.** Pursuant to Minn. Stat. § 270C.65, subd. 3, Contract Vendors are required to provide their Federal Employer Identification Number or Social Security Number. This information may be used in the enforcement of federal and State tax laws. Supplying these numbers could result in action to require a Contract Vendor to file tax returns and pay delinquent tax liabilities. These numbers will be available to federal and State tax authorities and State personnel involved in the payment of State obligations.
- 24. ORGANIZATIONAL CONFLICTS OF INTEREST.** The responder warrants that, to the best of its knowledge and belief, and except as otherwise disclosed, there are no relevant facts or circumstances which could give rise to organizational conflicts of interest. An organizational conflict of interest exists when, because of existing or planned activities or because of relationships with other persons:
- a Contract Vendor is unable or potentially unable to render impartial assistance or advice to the State;
  - the Contract Vendor's objectivity in performing the work is or might be otherwise impaired; or
  - the Contract Vendor has an unfair competitive advantage.

The Contract Vendor agrees that if an organizational conflict of interest is discovered after award, an immediate and full disclosure in writing shall be made to the Assistant Director of the Department of Administration's Materials Management Division that shall include a description of the action the Contract Vendor has taken or proposes to take to avoid or mitigate such conflicts. If an organizational conflict of interest is determined to exist, the State may, at its discretion, cancel the Master Agreement. In the event the Contract Vendor was aware of an organizational conflict of interest prior to the award of the Master Agreement and did not disclose the conflict to the Master Agreement Administrator, the State may terminate the Master Agreement for default. The provisions of this clause shall be included in all subcontracts for work to be performed, and the terms "Contract," "Contract Vendor," "Master Agreement", "Master Agreement Administrator" and "Contract Administrator" modified appropriately to preserve the State's rights.

- 25. PAYMENT CARD INDUSTRY DATA SECURITY STANDARD AND CARDHOLDER INFORMATION SECURITY. NEGOTIATED. NOT APPLICABLE TO CONTRACT VENDOR.**
- 26. PERFORMANCE WHILE DISPUTE IS PENDING.** Notwithstanding the existence of a dispute, the parties shall continue without delay to carry out all of their responsibilities under the Master Agreement that are not affected by the dispute. If a party fails to continue without delay to perform its responsibilities under the Master Agreement, in the accomplishment of all undisputed work, any additional cost incurred by the other parties as a result of such failure to proceed shall be borne by the responsible party.
- 27. PREFERENCE.**  
**Targeted/Economically Disadvantaged.** In accordance with Minn. Stat. § 16C.16, subs. 6 and 7, eligible certified targeted group (TG) businesses and certified economically disadvantaged (ED) businesses will receive a 6 percent preference on the basis of award for this RFP. The preference is applied only to the first \$500,000 of the response to the RFP. Eligible TG businesses must be currently certified by the Materials Management Division prior to the bid opening date and time.

To verify TG/ED certification, refer to the Materials Management Division's web site at [www.mmd.admin.state.mn.us](http://www.mmd.admin.state.mn.us) under "Vendor Information, Directory of Certified TG/ED Vendors."

To verify TG eligibility for preference, refer to the Materials Management Division's web site under "Vendor Information, Targeted Groups Eligible for Preference in State Purchasing" or call the Division's HelpLine at 651.296.2800.

**Reciprocal Preference.** In accordance with Minn. Stat. §16C.06, subd 7, the acquisition of goods or services shall be allowed a preference over a non-resident vendor from a state that gives or requires a preference to vendors from that state, the preference shall be equal to the preference given or required by the state of the non-resident vendor. If you wish to be considered a Minnesota Resident vendor you must claim that by filling out the Resident Vendor Form included in this solicitation and include it in your response.

**Veteran.** In accordance with Minn. Stat. § 16C.16, subd. 6a, (a) Except when mandated by the federal government as a condition of receiving federal funds, the commissioner shall award up to a six percent preference in the amount bid on state procurement to **certified small businesses** that are **majority-owned and operated by:**

- (1) recently separated veterans who have served in active military service, at any time on or after September 11, 2001, and who have been discharged under honorable conditions from active service, as indicated by the person's United States Department of Defense form DD-214 or by the commissioner of veterans affairs;
- (2) veterans with service-connected disabilities, as determined at any time by the United States Department of Veterans Affairs; or
- (3) any other veteran-owned small businesses certified under section 16C.19, paragraph (d).

In accordance with Minn. Stat. § 16C.19 (d), a veteran-owned small business, the principal place of business of which is in Minnesota, is certified if it has been verified by the United States Department of Veterans Affairs as being either a veteran-owned small business or a service disabled veteran-owned small business, in accordance with Public Law 109-461 and Code of Federal Regulations, title 38, part 74.

To receive a preference the veteran-owned small business must meet the statutory requirements above by the solicitation opening date and time. The preference is applied only to the first \$500,000 of the response.

If responder is claiming the veteran-owned preference, attach documentation, sign and return form with response to the solicitation. Only eligible veteran-owned small businesses that meet the statutory requirements and provide adequate documentation will be given the preference.

28. **PUBLIC INFORMATION.** Once the information contained in the responses is deemed public information, interested parties may request to obtain the public information. You may call 651.201.2413 between the hours of 8:00 a.m. to 4:30 p.m. to arrange this.
29. **PUBLICITY.** Any publicity given to the program, publications or services provided resulting from a State contract for goods or services, including but not limited to notices, informational pamphlets, press releases, research, reports, signs and similar public notices prepared by or for the Contract Vendor, or its employees individually or jointly with others, or any subcontractors, shall identify the State as the sponsoring agency and shall not be released, unless such release is a specific part of an approved work plan included in the Master Agreement prior to its approval by the State's Authorized Representative and the State's Assistant Director or designee of Materials Management Division. The Contract Vendor shall make no representations of the State's opinion or position as to the quality or effectiveness of the products and/or services that are the subject of the Master Agreement without the prior written consent of the State's Assistant Director or designee of Materials Management Division. Representations include any publicity, including but not limited to advertisements, notices, press releases, reports, signs, and similar public notices.
30. **PURCHASE ORDERS.** The State requires that there will be no minimum order requirements or charges to process an individual purchase order. The Master Agreement number and the PO number must appear on all documents (e.g., invoices, packing slips, etc.). The Ordering Entity's purchase order constitutes a binding contract
31. **RIGHTS RESERVED.** Notwithstanding anything to the contrary, the State reserves the right to:
  - a. reject any and all responses received;
  - b. select, for Master Agreements or for negotiations, a response other than that with the lowest cost;
  - c. waive or modify any informalities, irregularities, or inconsistencies in the responses received;
  - d. negotiate any aspect of the proposal with any responder and negotiate with more than one responder;
  - e. request a BEST and FINAL OFFER, if the State deems it necessary and desirable; and

- f. terminate negotiations and select the next response providing the best value for the State, prepare and release a new RFP, or take such other action as the State deems appropriate if negotiations fail to result in a successful Master Agreement.
- 32. RISK OF LOSS OR DAMAGE.** The State is relieved of all risks of loss or damage to the goods and/or equipment during periods of transportation, and installation by the Contract Vendor and in the possession of the Contract Vendor or their authorized agent.
- 33. SEVERABILITY.** If any provision of the Master Agreement, including items incorporated by reference, is found to be illegal, unenforceable, or void, then both the State and the Contract Vendor shall be relieved of all obligations arising under such provisions. If the remainder of the Master Agreement is capable of performance it shall not be affected by such declaration or finding and shall be fully performed.
- 34. STATE AUDITS** (Minn. Stat. § 16C.05, subd. 5). The books, records, documents, and accounting procedures and practices of the Contract Vendor or other party, that are relevant to the Master Agreement or transaction are subject to examination by the contracting agency and either the Legislative Auditor or the State Auditor as appropriate for a minimum of six years after the end of the Master Agreement or transaction. The State reserves the right to authorize delegate(s) to audit this Master Agreement and transactions.
- 35. SURVIVABILITY. NEGOTIATED.** The following rights and duties of the State and responder will survive the expiration or cancellation of the resulting Master Agreements. These rights and duties include, but are not limited to paragraphs: Indemnification, Hold Harmless and Limitation of Liability, State Audits, Government Data Practices, Governing Law, Jurisdiction and Venue, Publicity, Intellectual Property Indemnification, and Admin Fees. Software licenses, warranty, and service agreement that were entered into under the terms and conditions of the Agreement shall survive the expiration or termination of this Agreement.
- 36. TRADE SECRET/CONFIDENTIAL INFORMATION.** Any information submitted as Trade Secret must be identified and submitted per the Trade Secret Form and must meet Minnesota Trade Secret as defined in Minn. Stat. § 13.37



## COMPUTER EQUIPMENT 2014-2019



### MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD EXHIBIT B - PRICING

1. **BAND(S) AWARDED:** Band 1: Desktop Band 2: Laptop Band 3: Tablet Band 4: Server Band 5: Storage.
2. **PRICE STRUCTURE.** The contract employs a MINIMUM discount-off baseline price list structure with category exceptions for each band. The category discounts may be higher or lower than the than the band discount. The minimum discount and categorized exceptions will be applied to all "quantity one" procurements. An end user will be able to verify pricing using the named base line price list and the minimum discounts with the categorized exceptions provided in the Master Agreement.
3. **PRICE GUARANTEE.** These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement.
4. **BASELINE PRICE LIST.** The Base Line Price is designated in the Pricing Discount Schedule. The Base Line Price List must be accessible and verifiable by potential end users preferably on the Contract Vendor Website. All historic versions of the Baseline Price List must be made available upon request pursuant to the audit provisions.
5. **PRODUCT AND SERVICE SCHEDULE (PSS).** The Product and Service Schedule (PSS) identifies a complete listing of all products and services included in the awarded Master Agreement. The PSS serves as the Contract Catalog. **The PSS will be submitted to the Lead State following contract award and must be approved by the Lead State prior to the start of any sales.** The PSS must be available on the Contract Vendor website for end users to verify pricing based on the minimum discounts with category exceptions provided off a designated base line price list. The Contract Vendor will work with each State to develop a satisfactory PSS reflecting the individual States restrictions.
6. **CHANGES TO THE PSS.** Contract Vendor will request changes to the PSS utilizing an Action Request Form (ARF) Submittals will be reviewed by the Lead State quarterly. Obsolete and discontinued products will be removed.
7. **BULK/VOLUME PRICING.** Further bulk/quantity savings may be obtained when additional quantities are requested. Additional savings are expected when competing awarded vendors for volume pricing.
8. **PROMOTIONAL OFFERS.** Contract Vendors may provide promotions for deeply discounted products based on their inventory and sales. The Contract Vendors will be responsible to market these offers.
9. **PREMIUM SAVINGS PACKAGE PROGRAM.** Contract Vendors participating in the Premium Savings Package (PSP) Program will commit to the standard configurations. The standards currently are refreshed every six months (May and November). Refresh schedule is subject to change. See current configurations: <http://www.wnpsp.com/index.html>. States and other Participating Entities can choose to purchase these packages without any signing additional documents.
10. **TRADE-IN.** Trade-In Programs are the option of the Participating Entity. The Participating Addendum by each State may address the allowance of Trade-Ins.
11. **SERVICES.** Services are at the option of the Participating Entity. The Participating Addendum by each State may address service agreement terms and related travel.

12. **LEASING.** The Discount schedule will indicate if the Contract Vendor provides leasing. Participating Entities may enter in to lease agreements if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted.
13. **FREIGHT.** All prices shall be FOB Destination, prepaid and allowed (with freight included in the price), to the address, receiving dock or warehouse as specified on the ordering agency's purchase order, in those situations in which the "deliver-to" address has no receiving dock or agents, the Contract Vendor must be able to deliver to the person specified on the PO without additional cost. If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance in order for the customer to determine if the additional cost will affect the decision to utilize the Contract Vendor.
14. **DELIVERY.** Delivery of ordered product should be completed within thirty (30) calendar days after receipt of an order, unless otherwise agreed to by the ordering agency.



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**MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD  
EXHIBIT B - PRICING SCHEDULE**

<b>1. BASELINE PRICING HP LIST PRICE</b>		<b>LINK:</b>	
<b>2. BAND DISCOUNTS</b>			
	<b>CATEGORY CODE</b>	<b>MINIMUM DISCOUNT</b>	
BAND 1 DESKTOP	1M	16%	
BAND 2 LAPTOP	2M	12%	
BAND 3 TABLET	3M	20%	
BAND 4 SERVER	4M	14%	
BAND 5 STORAGE	5M	20%	
Category Exception: Promotions/Smart Buys	PROMO	1%	
<p><b>IMPORTANT:</b> 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.</p>			
<b>3. THIRD PARTY PRODUCTS</b>		<b>TPH</b>	<b>10%</b>
Category Exception: Third Party Software		TPS	5%
Category Exception: Microsoft O/S when purchased with Band 4 items		4M16	0%
See HP WSCA-NASPO Website for Approved Third Party Software & Hardware Manufacturers.			
<b>4. SERVICES - Offered at 7-22% - Contact HP for Time and Materials Rates and Custom Services</b>			
<p>Services are at the option of the Participating State. The Participating Addendum by each State may address service agreement terms. The majority of HP Branded products include up to a 3 year warranty and HP provides options to upgrade to 2, 3, 4 and 5 year warranty through HP Care Packs for some products as available. For product specifications &amp; standard warranty included with system see: <a href="http://h71069.www7.hp.com/quickspecs/overview.html#ntro">http://h71069.www7.hp.com/quickspecs/overview.html#ntro</a></p>			
<b>5. LEASING</b>			
Participating Addendum may identify if and how leasing agreement terms will be conducted.			
<b>6. ADDITIONAL DISCOUNTS - Request a quote for discounts on bulk/volume purchases.</b>			
<p>a. <b>Big Deal Pricing:</b> Contact HP sales for additional savings provided through "special fixed pricing" (Big Deal). HP offers Multiple Transaction Volume based on the quantity, specific product or products purchased in a given time period.</p>			
<p>b. <b>Cumulative and Special Discounts:</b> Based on annual volume, HP will evaluate yearly sales on the Master Agreement and may elect to provide potential increased discount per band or provide specials for select products for the product category or series life cycle.</p>			
<p>c. <b>Additional Bulk/Volume Discount Options:</b> HP may provide procuring entities with different flexible savings options based on what meets their specific needs and requirements. HP may provide opportunities in the form of additional equipment if allowed by the Participating Entity.</p>			
<p>d. <b>Contact HP for detailed list of additional discounts provided.</b></p>			



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**MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD  
EXHIBIT C - PRODUCT AND SERVICE SCHEDULE (PSS)**

1. **MAINTAINING THE PSS.** The Product and Service Schedule (PSS) identifies a complete listing of all products and services included in the awarded Master Agreement. The PSS serves as the WSCA-NASPO Contract Catalog. **The PSS will be submitted to the Lead State following contract award and must be approved by the Lead State prior to the start of any sales.** The PSS must be available on the Contract Vendor website for end users to verify pricing based on the minimum discounts with category exceptions provided off a designated base line price list. The Contract Vendor will work with each State to develop a satisfactory PSS reflecting the individual States restrictions. The Contract Vendor will work to develop a PSS satisfactory to the Lead State prior to the start of sales and containing the following information:
  - a. Band number
  - b. Part # - SKU #
  - c. Manufacturer
  - d. Description
  - e. Minimum Discount
  - f. Category Code (This code will be refined during the approval process)
  - g. Other fields approved by the Lead State
2. **CHANGES TO THE PSS:** Contract Vendor will request changes to the PSS utilizing an Action Request Form (ARF). Submittals will be reviewed by the Lead State quarterly. Obsolete and discontinued products will be removed.
3. **FORMAT:** The format for the final product and service schedule will be approved within 30 days of contract award. Suggested format is provided below:

MANUFACTURER NAME: \_\_\_\_\_ DATE: \_\_\_\_\_  
 BASELINE PRICE LIST: \_\_\_\_\_  
 LINK: \_\_\_\_\_

BAND	Part # - SKU#	MANUFACTURER	DESCRIPTION	MINIMUM DISCOUNT	CATEGORY CODE
1	XYZ	ABC	DESKTOP	60%	1M
2	550	ZZZZZZZ	LAPTOP CART	10%	2TM
3	123A	ABC	SUPER TABLET	25%	3A

4. **THIRD PARTY PRODUCTS:** A list of third party products is to be submitted to the Lead State. Approval must be received from the Lead State prior to adding third party products to the Product and Service Schedule. Master Agreement restrictions of third party products include:
  - a. Contract Vendors can only offer Third Party Products in the bands they have been awarded.
  - b. Contract Vendor cannot offer products manufactured by another Contract Vendor holding a Minnesota WSCA-NASPO Master Agreement unless approved by the Lead State.
  - c. The Contract Vendor will assign the manufacturer or publisher's warranty and maintenance. The Contract Vendor will provide warranty and maintenance call numbers and assist the customer in engaging the manufacturer on warranty and maintenance issues.
  - d. Any additions to the Third Party Product list must be submitted utilizing the Action Request Form.
  - e. The approved Third Party Product list will be clearly posted on the Vendor provided website and updated as products are approved.



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**MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD  
EXHIBIT D - WEBSITE**

1. **IMPLEMENTATION.** Within 30 calendar days of Master Agreement award, the Contract Vendor must provide a sample URL of the Master Agreement webpage to the Lead State for review and approval. The Lead State will review and determine acceptability of the website format and data. If the information is determined to be unacceptable or incorrect, the Contract Vendor will have 15 calendar days to provide revisions to the Lead State. Once the website is approved, the Contract Vendor may not make material changes to the website without notifying the Lead State and receiving written approval of the changes utilizing the Action Request Form. The Contract Vendor must continue to monitor and update the website throughout the life of the contract. Periodic audits may be conducted to ensure websites are updated and Contract Vendors will be expected to correct deficiencies.
2. **WEBSITE CONTENT.** The website must be separate from the Contract Vendor's commercially available (i.e., public) on-line catalog and ordering systems. Contract Vendor agrees to pursue design of a website to include the items listed below. The Lead State will review and determine acceptability of the website format and data as stated in Item 1 above.
  - a. Baseline Price List and historic versions
  - b. Approved Product and Service Schedule (PSS)
  - c. Product specifications, pricing, and configuration aids for the major product categories proposed that can be used to obtain an on-line quote
  - d. Third Party Product list will be clearly posted on the Vendor provided website and updated as products are approved
  - e. Link to the WCSA-NASPO EmarketCenter
  - f. Online ordering capability with the ability to remember multiple ship to locations if applicable to product
  - g. Contact information for order placement, service concerns (warranty and maintenance), problem reporting, and billing concerns
  - h. Sales representatives for participating entities
  - i. Purchase order tracking
  - j. Available Twenty-four (24) hours per day, seven (7) days per week availability, except for regularly scheduled maintenance
  - k. Additional Terms may not be posted on the Website without written approval of the Lead State
  - l. Link to the WCSA-NASPO EmarketCenter if a State is participating
  - m. Information on accessibility and accessible products
  - n. If participating in Premium Savings Package Program, lead with these products and display prominently on the website
  - o. Links to environmental certification, including but not limited to take-back/recycling programs,
  - p. Information regarding the use of Conflict minerals, as required by Section 13(p) of the Securities Exchange Act of 1934, as amended, and the rules promulgated thereunder. See: <http://www.sec.gov/rules/final/2012/34-67716.pdf>
  - q. Service options, service agreements for negotiations when allowed by a participating addendum
  - r. EPEAT, Energy Star, etc.
  - s. Link to Signed Participating Addendums
  - t. Link to Signed Master Agreement
  - u. Link to solicitation and Response
3. **TERMINATION** Upon termination or expiration of the Master Agreement awarded from this RFP all websites, on-line offering systems and Electronic Catalog functions supported and/or available as part of the Master Agreement will cease and be removed from public viewing access without redirecting to another website.



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**MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD**  
**EXHIBIT E - ACTION REQUEST UPDATE FORM (ARF)**

The Action Request Form (ARF) provided in this document must be utilized by the Contract Vendor to provide quarterly updates of PSS and to make requests. The Action Request Forms may be reviewed quarterly by the Lead State.

DATE: \_\_\_\_\_

ATTN: WSCA-NASPO Master Agreement Administrator

RE: Master Agreement # \_\_\_\_\_ with \_\_\_\_\_ (Contract Vendor)

Dear WSCA-NASPO Master Agreement Administrator:

\_\_\_\_\_ (Contract Vendor) is providing the following update and/or requesting the action noted below.

Action Requested: \_\_\_\_\_

Action Log: \_\_\_\_\_ Verify Log is attached

**SELECT ACTION BELOW AND PROVIDE REQUIRED INFORMATION:**

- Update of Product & Service Schedule      Provide summary of additions, deletions and pricing changes.
- Quarterly Self Audit      Check this box to verify the Quarterly Self Audit has been completed
- Third Party Product Addition      Provide warranty Guarantee
- Marketing Approval      Attach Materials for review
- Material Website Change      Describe and provide link for review
- Miscellaneous Inquiry      Provide detail (e.g. key contact change, etc.)

The Contract Vendor certifies Products and Services provided meet the terms and conditions of the Master Agreement and understands they may be audited for compliance. Additional information may be requested upon submission. The Lead State may remove previously approved items throughout the life of the Master Agreement if in the best interest at its sole discretion.

Contract Vendor: \_\_\_\_\_ Name of Requester: \_\_\_\_\_

\_\_\_\_\_ Title of Requester:





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**MINNESOTA WCSA-NASPO MASTER AGREEMENT AWARD**

**EXHIBIT F - REPORTING**

1. **OWNERSHIP:** Recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WCSA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided.

2. **DUE DATE:** Reports shall be due no later than the last day of the month following the end of the calendar quarter.

	FROM	TO	DUE
Q1	January 1	March 31	April 30
Q2	April 1	June 30	July 31
Q3	July 1	September 30	October 31
Q4	October 1	December 31	January 31

3. **REQUIRED REPORTS:**

	Report Name	Submitted to	Purpose & Submittal
1	WCSA-NASPO Administrative Fee	WCSA-NASPO	Identify total sales and administrative fee due to WCSA-NASPO 1) Go to: <a href="http://www.naspo.org/WNCPO/Calculator.aspx">http://www.naspo.org/WNCPO/Calculator.aspx</a> 2) Complete all contract report information fields 3) Enter total sales per State or Select "no sales for quarter" checkbox 4) Click on Submit button
2	WCSA-NASPO Detailed Sales	WCSA-NASPO	Detailed sales data by line item. Currently via an Excel Report template. Future MAY involve a portal. No modifications may be made by the Contract Vendor to the template. This report may also fulfill the reporting requirements of self audits, premium savings sales, and Bring Your Own Device Employee Sales.
3	Participating States	Participating State	Contract Vendor may utilize the detailed sales report to report to individual States unless otherwise directed by the State. States may require additional reporting.
4	Participating Addendum Status	WCSA-NASPO	Provides status of Participating Addendums. Excel Template to be provided by WCSA-NASPO.
5	Premium Saving Package (PSP)	PSP Lead	Additional reporting may be requested.
6	Quarterly Updates of PSS and Self Audit	Lead State	Utilize the Action Request Form (ARF)



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MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD

EXHIBIT G – DEFINITIONS

**Acceptance.** See Master Agreement Terms regarding Acceptance and Acceptance Testing.

**Accessory.** Accessories do not extend the functionality of the computer, but enhances the user experience i.e., mouse pad, monitor stand. For the purposes of this proposal, accessories are considered peripherals.

**Bands:** For the purpose of this solicitation, there are six product bands which may be awarded. Each product band includes related peripherals and services. Responders must only respond to Bands in which they manufacture the defined product. Responder may receive an award in one or more bands for which they manufacture a product based on the evaluation.

**BAND 1: DESKTOP.** A desktop computer is a personal computer intended for regular use at a single location. A desktop computer typically comes in several units connected together during installation: 1) the processor, 2) display monitor and 3) input devices usually a keyboard and a mouse. All operating systems for tablets are allowed. Zero Clients, Thin clients, all in ones and workstations will also be included under desktops. Ruggedized equipment may also be included in the Product and Service schedule for this band.

**BAND 2: LAPTOP.** A laptop computer is a personal computer for mobile use. A laptop includes a display, keyboard, point device such as a touchpad and speakers into a single unit. A laptop can be used away from an outlet using a rechargeable battery. All operating systems for tablets are allowed. Laptops will include notebooks, ultrabook, mobile thin clients, chromebooks and netbooks. Computers with mobile operating systems will also be included under laptops. Tablets that have the option to be utilized with a keyboard can be sold in this band. Ruggedized equipment may also be included in the Product and Service Schedule for this band.

**BAND 3: TABLET.** A tablet is a mobile computer that provides a touchscreen which acts as the primary means of control. All operating systems for tablets are allowed. Ruggedized equipment may also be included as a category in the Product and Service Schedule for this band.

**BAND 4: SERVER.** A server is a physical computer dedicated to run one or more services or applications (as a host) to serve the needs of the users of other computers on a network. This band also includes server appliances. Server appliances have their hardware and software preconfigured by the manufacturer. It also includes embedded networking components such as those found in blade chassis systems. Ruggedized equipment may also be included in the Product and Service Schedule for this band.

**BAND 5: STORAGE.** Storage is hardware with the ability to store large amounts of data. This band includes SAN switching necessary for the proper functioning of the storage environment. Ruggedized equipment may also be included in the Product and Service Schedule for this band.

~~**BAND 6: RUGGEDIZED DEVICES** Ruggedized refers to devices specifically designed to operate reliably in harsh usage environments and conditions, such as strong vibrations, extreme temperatures and wet or dusty conditions. Ruggedized Devices may also be offered under bands 1-5 of the Master Agreement. BAND 6 REMOVED. RUGGEDIZED EQUIPMENT MAY BE SOLD IN BANDS 1-5, PROVIDED IT MEETS BAND REQUIREMENTS.~~

**Cloud Services.** Delivery of computing as a service rather than a product, whereby shared resources, software and information are provided to computers and other devices as a utility over a network, such as the Internet. (Cloud Services including acquisitions structured as managed on-site services are not allowed.)

**Contract Vendor or Contractor.** The manufacturer responsible for delivering products or performing services under the terms and conditions set forth in the Master Agreement. The Contract Vendor must ensure partners utilized in the performance of this contract adhere to all the terms and conditions. For the purposes of this RFP, the term Partner will be utilized in naming the relationship a manufacturer has with another company to market and sell the contract. Participating States will have final determination/approval if a Partner may be approved for that state in the role identified by the Contract Vendor.

**Components.** Parts that make up a computer configuration.

**Configuration.** The combination of hardware and software components that make up the total functioning system.

**Desktop.** This is Band 1 of this solicitation. A desktop computer is a personal computer intended for regular use at a single location. A desktop computer typically comes in several units connected together during installation: 1) the processor,

2) display monitor and 3) input devices usually a keyboard and a mouse. Desktop virtualization endpoints such as zero and thin clients will also be included under the Desktop Band.

**Energy Star®.** A voluntary energy efficiency program sponsored by the U.S. Environmental Protection Agency. The Energy Star program makes identification of energy efficient computers easy by labeling products that deliver the same or better performance as comparable models while using less energy and saving money. Energy Star qualified computers and monitors automatically power down to 15 watts or less when not in use and may actually last longer than conventional products because they spend a large portion of time in a low-power sleep mode. For additional information on the Energy Star program, including product specifications and a list of qualifying products, visit the Energy Star website at <http://www.energystar.gov>.

**EPEAT.** A system for identifying more environmentally preferable computer desktops, laptops, and monitors. It includes an ANSI standard - the IEEE 1680 EPEAT standard - and website [www.epeat.net](http://www.epeat.net) to identify products manufacturers have declared as meeting the standard. EPEAT provides a clear and consistent set of performance criteria for the design of products. It is not a third-party certification program. Instead, Manufacturers self-certify that their products are in conformance with the environmental performance standard for electronic products.

**FOB Destination.** Shipping charges are included in the price of the item and the shipped item becomes the legal property and responsibility of the receiver when it reaches its destination unless there is acceptance testing required.

**FOB Inside Delivery.** Special Shipping arrangements, such as inside delivery, may include additional fees payable by the Purchasing Entity. Any FOB inside delivery must be annotated on the Purchasing Entity ordering document.

**General Consulting.** Services related to advising agencies on how best to use information technology to meet business objectives. Examples of such services would include management and administration of IT systems. Each State will have varying laws, rules, policies and procedures surrounding general consulting which need adherence. Minnesota Statute section 16C.08 defines general consulting for the State of Minnesota. <https://www.revisor.mn.gov/statutes/?id=16C.08>

**Laptop.** This is Band 2 of this solicitation. A laptop computer is a personal computer for mobile use. A laptop includes a display, keyboard, point device such as a touchpad and speakers into a single unit. A laptop can be used away from an outlet using a rechargeable battery. Laptop Band may include notebooks, ultrabooks, and netbooks. Computers with mobile operating systems will also be included under the Laptop Band.

**Lead State.** The State conducting this cooperative solicitation and centrally administering any resulting Master Agreement with the permission of the Signatory States. Minnesota is the Lead State for this procurement and the laws of Minnesota Statute Chapter 16C apply to this procurement.

**Manufacturer.** A company that, as one of its primary business function, designs, assembles owns the trademark/patent and markets branded computer equipment.

**Master Agreement.** The underlying agreement executed by and between the Lead State and the Contract Vendor.

**Middleware.** Middleware is the software "glue" that helps programs and databases (which may be on different computers) work together. Its most basic function is to enable communication between different pieces of software.

**Options.** An item of equipment or a feature that may be chosen as an addition to or replacement for standard equipment and features.

**Order.** A purchase order, sales order, or other document used by a Purchasing Entity to order the Equipment.

**Participating Addendum.** A written statement of agreement signed by the Contract Vendor and a Participating State or other Participating Entity that clarifies the operation of this Master Agreement for the Participating Entity (e.g., ordering procedures specific to a Participating State) and may add other state-specific language or other requirements. A Participating Addendum evidences the Participant's willingness to purchase and the Contract Vendor's willingness to provide equipment under the terms and conditions of this Master Agreement with any and all exceptions noted and agreed upon.

**Participating States.** States that utilize the Master Agreement established by the RFP and enter into a Participating Addendum which further defines their participation.

**Participating Entity.** A Participating State, or other legal entity, properly authorized by a Participating State to enter into the Master Agreement through a Participating Addendum and that authorizes orders from the Master Agreement by Purchasing Entities. Under the WSCA-NASPO program, in some cases, local governments, political subdivisions or other entities in a State may be authorized by the chief procurement official to execute its own Participating Addendum where a Participating Addendum is not executed by the chief procurement official for that state that covers local governments, political subdivisions, or other government entities in the state.

**Partner.** A company, authorized by the Contract Vendor and approved by the Participating State, to provide marketing, support, or other authorized contract services on behalf of the Contract Vendor in accordance with the terms and conditions of the Contract Vendor's Master Agreement. In the RFP, Partner is the term that is used to call out the many different relationships a manufacturer may have with another company to market their product including, but not limited to agents, subcontractors, partners, fulfillment partners, channel partners, business partners, servicing subcontractor, etc.

**Peripherals.** A peripheral means any hardware product that can be attached to, added within or networked with personal computers, servers and storage. Peripherals extend the functionality of a computer without modifying the core components of the system. For the purposes of this proposal, peripherals are defined as including accessories.

Peripherals may be manufactured by a third party, however, Contract Vendor shall not offer any peripherals manufactured by another Contract Vendor holding a Master Agreement. The Contract Vendors shall provide the warranty service and

maintenance for all peripherals on the Master Agreement. **Examples of peripherals/accessories/options:** Include but are not limited to: printers, monitors, multifunction printers, audiovisual equipment, instructional equipment, cabling, modems, networking to support server, storage and client applications such as routers, switches. Software is an option which must be related to the purchase of equipment and subject to configuration limits. **Third party products are allowed to be offered as peripherals/accessories/options and may be offered in any related band.**

**Per Transaction Multiple Unit Discount.** A contractual volume discount based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase.

**Premium Savings Packages.** Deeply discounted standard configurations available to Purchasing Entities using the Master Agreement. This specification includes a commitment to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals. WSCA-NASPO reserves the right to expand and modify the PSP throughout the life of the contract. See <http://www.wnpsp.com/index.html>.

**Purchasing Entity** – means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, that issues an order against the Master Agreement and becomes financially committed to the purchase.

**Ruggedized.** This is Band 6 of this solicitation. Ruggedized refers to equipment specifically designed to operate reliably in harsh usage environments and conditions, such as strong vibrations, extreme temperatures and wet or dusty conditions.

**Services.** Broadly classed as installation/de-installation, maintenance, support, training, migration, and optimization of products offered or supplied under the Master Agreement. These types of 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 recovery planning and support, service desk/helpdesk, and any other directly related technical support service required for the effective operation of a product offered or supplied. Contract Vendors may offer, but participating States and entities do not have to accept, limited professional services related **ONLY** to the equipment and configuration of the equipment purchased through the resulting contracts. **EACH PARTICIPATING STATE DETERMINES RESTRICTIONS AND NEGOTIATES TERMS FOR SERVICES.**

**Server.** This is Band 4 of this solicitation. A server is a physical computer dedicated to run one or more services or applications (as a host) to serve the needs of the users of other computers on a network. This band also includes server appliances. Server appliances have their hardware and software preconfigured by the manufacturer. It also includes embedded networking components such as those found in blade chassis systems. Ruggedized equipment may also be included in the Product and Service Schedule for this band.

**Storage.** This is Band 5 of this solicitation. Storage is hardware with the ability to store large amounts of data. This band includes SAN switching necessary for the proper functioning of the storage environment. Ruggedized equipment may also be included in the Product and Service Schedule for this band.

**Storage Area Network.** A storage area network (SAN) is a high-speed special-purpose network (or subnetwork) that interconnects different kinds of data storage devices with associated data servers on behalf of a larger network of users.

**Storage as a Service (STaaS).** An architecture model by which a provider allows a customer to rent or lease storage space on the provider's hardware infrastructure on a subscription basis. E.g., manage onsite or cloud services.

**Software.** For the purposes of this proposal, software is commercial operating off the shelf machine-readable object code instructions including microcode, firmware and operating system software that are preloaded on equipment. The term "Software" applies to all parts of software and documentation, including new releases, updates, and modifications of software.

**Tablet.** This is Band 3 of this solicitation. A tablet is a mobile computer that provides a touchscreen which acts as the primary means of control. Tablet band may include notebooks, ultrabooks, and netbooks that are touchscreen capable.

**Takeback Program.** The Contract Vendor's process for accepting the return of the equipment or other products at the end of life.

**Third Party Products.** Products sold by the Contract Vendor which are manufactured by another company.

**Upgrade.** Refers to replacement of existing software, hardware or hardware component with a newer version.

**Warranty.** The Manufacturer's general warranty tied to the product at the time of purchase.

**Wide Area Network or WAN.** A data network that serves users across a broad geographic area and often uses transmission devices provided by common carriers.

**WSCA-NASPO.** The WSCA-NASPO cooperative purchasing program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization of the National Association of State Procurement Officials (NASPO). The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State Contract Administrator.