

ATTACHMENT A TO EXHIBIT C: EQUIPMENT PRICING SHEET

CATEGORY	MANUFACTURER	*COST PLUS % (State Agencies/CPV Members)	*COST PLUS % (Education K-12)	*COST PLUS % (Education - Higher Ed.)
Desktop Computers:				
	Apple	2.75	2.75	2.75
	Dell	2.75	2.75	2.75
	Getac	2.75	2.75	2.75
	HP Inc.	2.75	2.75	2.75
	Lenovo	2.75	2.75	2.75
	Microsoft	2.75	2.75	2.75
	NEC	2.75	2.75	2.75
	Panasonic	2.75	2.75	2.75
	Samsung	2.75	2.75	2.75
	Toshiba	2.75	2.75	2.75
	Acer	2.75	2.75	2.75
	Asus	2.75	2.75	2.75
Laptop Computers:				
	Apple	2.75	2.75	2.75
	Dell	2.75	2.75	2.75
	Getac	2.75	2.75	2.75
	HP Inc.	2.75	2.75	2.75
	Lenovo	2.75	2.75	2.75
	Microsoft	2.75	2.75	2.75
	NEC	2.75	2.75	2.75
	Panasonic	2.75	2.75	2.75
	Samsung	2.75	2.75	2.75
	Toshiba	2.75	2.75	2.75
	Acer	2.75	2.75	2.75
	Asus	2.75	2.75	2.75
Fully Ruggedized Laptop Computers:				
	Panasonic	3	3	3
	Dell	3	3	3
	Getac	3	3	3

CATEGORY	MANUFACTURER	*COST PLUS % (State Agencies/CPV Members)	*COST PLUS % (Education K-12)	*COST PLUS % (Education - Higher Ed.)
Tablets:				
	Apple	2.75	2.75	2.75
	Dell	2.75	2.75	2.75
	Getac	2.75	2.75	2.75
	HP Inc.	2.75	2.75	2.75
	Lenovo	2.75	2.75	2.75
	Microsoft	2.75	2.75	2.75
	NEC	2.75	2.75	2.75
	Panasonic	2.75	2.75	2.75
	Samsung	2.75	2.75	2.75
	Toshiba	2.75	2.75	2.75
	Acer	2.75	2.75	2.75
	Asus	2.75	2.75	2.75
Monitors:				
	Apple	2.75	2.75	2.75
	Dell	2.75	2.75	2.75
	Getac	2.75	2.75	2.75
	HP Inc.	2.75	2.75	2.75
	Lenovo	2.75	2.75	2.75
	NEC	2.75	2.75	2.75
	Panasonic	2.75	2.75	2.75
	Samsung	2.75	2.75	2.75
	Toshiba	2.75	2.75	2.75
	3M	3	3	3
	Acer	2.75	2.75	2.75
	Asus	2.75	2.75	2.75
	BenQ	3	3	3
	Elo Touchsystems	2.75	2.75	2.75
	Microsoft	5.75	5.75	5.75
	Philips	2.75	2.75	2.75
	Planar Systems	3	3	3
	Sharp	2.75	2.75	2.75
	ViewSonic	2.75	2.75	2.75
Printers/Scanners/Faxes:				
	Canon	5	5	5
	EPSON	5	5	5
	HP Inc.	5	5	5
	Lexmark	5	5	5

CATEGORY	MANUFACTURER	*COST PLUS % (State Agencies/CPV Members)	*COST PLUS % (Education K-12)	*COST PLUS % (Education - Higher Ed.)
	Brother	5	5	5
	Dymo	5	5	5
	Fujitsu	5	5	5
	Ricoh	5	5	5
	Xerox	5	5	5
	Zebra Technology	5	5	5
Computer Accessories & Cables:				
	Altec Lansing	3.25	3.25	3.25
	AMD	3.25	3.25	3.25
	APC	6	6	6
	Belkin	3.25	3.25	3.25
	CablesToGo	3.25	3.25	3.25
	Case Logic	3.25	3.25	3.25
	Creative Technology	3.25	3.25	3.25
	Eaton	6	6	6
	Ergotron	6	6	6
	Fellows	3.25	3.25	3.25
	Kensington	3.25	3.25	3.25
	Kingston	3.25	3.25	3.25
	Logitech	3.25	3.25	3.25
	Monster	3.25	3.25	3.25
	Nvidia	3.25	3.25	3.25
	PNY	3.25	3.25	3.25
	Seagate	3.25	3.25	3.25
	Targus	3.25	3.25	3.25
	TrippLite	6	6	6
	Western Digital	3.25	3.25	3.25
	3M	3.25	3.25	3.25
	Anywhere Cart	6	6	6
	AverMedia	3.25	3.25	3.25
	Axiom	3.25	3.25	3.25
	BenQ	3.25	3.25	3.25
	Bretford	6	6	6
	Chief	3.25	3.25	3.25
	Gamber Johnson	3.25	3.25	3.25
	Imation	3.25	3.25	3.25
	Intel	3.25	3.25	3.25
	JAR Systems	6	6	6

CATEGORY	MANUFACTURER	*COST PLUS % (State Agencies/CPV Members)	*COST PLUS % (Education K-12)	*COST PLUS % (Education - Higher Ed.)
	LaCie	3.25	3.25	3.25
	Lind Electronics	3.25	3.25	3.25
	LocknCharge	6	6	6
	Luxor	6	6	6
	Peerless	3.25	3.25	3.25
	Planar Systems	3.25	3.25	3.25
	Plantronics	3.25	3.25	3.25
	PowerGistics	6	6	6
	SanDisk	3.25	3.25	3.25
	Spectrum Industries	6	6	6
	StarTech.com	3.25	3.25	3.25
	TriCentric	3.25	3.25	3.25
	Varidesk	6	6	6
	Verbatim	3.25	3.25	3.25
	Vertiv	6	6	6
	Wilson Electronics	3.25	3.25	3.25
Laptop/Tablet Cases:				
	Max Cases	3.25	3.25	3.25
	Otter Products	3.25	3.25	3.25
	V7	3.25	3.25	3.25

Note about Tariffs:

The United States government recently imposed tariffs on technology-based products imported from China. Affected technology manufacturers are in the process of evaluating the impact of the tariffs and passing mandated cost increases on to partners such as Insight. The situation is fluid and manufacturers are providing frequent cost updates, in some instances, multiple times per day. For this reason Insight has to use a pricing methodology for the proposal that is reflective of the ever-changing cost impact of the imposed tariffs on products. Insight will attempt to adhere to its price proposal as quoted; however, the volatility in manufacturers' costs due to the tariffs may require a requote prior to finalizing any subsequent award or purchase order.