



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

August 18th, 2008

Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

Dear Gentilepersons:

Lenovo appreciates the opportunity to provide this proposal for the State of West Virginia Request for Quote IPO8.

It has been a great honor to have been the State of West Virginia's desktop and notebook computer technology partner for the last three years. With this proposal, Lenovo will demonstrate that we continue to be the best partner for the State. In addition to Lenovo's industry leading technological innovation, the State has an experienced account team who has significant hands on experience, in supporting and effectively managing through the diversity of the State's multi-agency operating environment. Lenovo is poised to once again earn the honor of partnering with the State of West Virginia as you prepare for the next stages of centralization of IT related activities into the State Office of Technology.

Lenovo's proposal demonstrates that we understand how the State and its agencies operate. Our proposal does more than just provide the agencies and their employees with the budget-saving tools, reliable products, and exceptional support. Lenovo's proposal opens the door to a creative discussion on how to integrate technology solutions such as Image Ultra Builder to provide additional cost savings for the State of West Virginia.

Lenovo is confident that our proposal provides the State with the best value for service and support, guaranteed fulfillment reliability, and industry leading product innovation and quality. We look forward to further discussions surrounding the proposal. Please don't hesitate to contact us with any questions.

I affirm that I, Lora Eckler of Lenovo (United States), Inc. am empowered and authorized to execute contracts on behalf of the Company. Lenovo agrees with the Mandatory RFQ requirements and all terms and conditions herein.

Sincerely,



Lora Eckler
Account Executive
Lenovo (United States), Inc.

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PURCHASING DIVISION
STATE OF WV

**ATTACHMENT A – GOVERNMENT****DESKTOP CONFIGURATION – STANDARD – M57 Tower****EPEAT Sliver Classification****Built from base unit 6075-AGU**

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|----------------|----------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo E6550 E7000 or above | Core2Duo E8200 2.6 GHz | \$748 | 40% | \$449 |
| Chipset | Intel Q33 | Intel Q35 | | | |
| Memory | 2GB DDR2* | 2GB DDR2 (4 Slots 3 Open) | | | |
| Hard Drive | 80GB SATA or SATA II | 80GB 7200rpm SATA | | | |
| Optical Drive | CDRW/DVD Reader | CDRW/DVD Reader | | | |
| Graphics | Integrated | Integrated GMA 3100 | | | |
| Floppy | (Optional) | None | | | |
| USB Ports | Four rear, two front | 6 rear, 2 front | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Serial Ports | One (Optional) | 1 rear | | | |
| Parallel Ports | One | 1 rear | | | |
| Warranty | Four years on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$449 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's desktop "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed.
- The 40% discount will be maintained as a safety net ceiling so that the State will never pay more than 40% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the desktop standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT B – GOVERNMENT

DESKTOP CONFIGURATION - POWER USER – M57 Tower

EPEAT Silver Classification

Built from base unit 6075-AGU

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|----------------|-----------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo E6850 E8400 | Core2Duo E8400 3.0Ghz | \$908 | 40% | \$549 |
| Chipset | Intel Q35 | Intel Q35 | | | |
| Memory | 4GB DDR2* | 4GB DDR2 (4 Slots 2 Free) | | | |
| Hard Drive | 320 GB or more SATA or SATA II | 320GB 7200rpm SATA | | | |
| Optical Drive | CDRW/DVD+-RW | CDRW/DVD+-RW | | | |
| Graphics | PCI Express 256 Mb | PCI Express ATI Radeon 256 ** | | | |
| Floppy | (Optional) | None | | | |
| USB Ports | Four rear, two front | 6 rear, 2 front | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Serial Ports | One | 1 rear | | | |
| Parallel Ports | One | 1 rear | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$549 |

*The power Desktop as long as there are 4 slots may be populated with 2 – 2GB dims, leaving 2 slots open

Lenovo note** System includes dual VGA dongles

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's power user "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed
- The 40% discount will be maintained as a safety net ceiling so that the State will never pay more than 40% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the desktop standard configuration only
- Ground shipping and handling within the US is included in the pricing The warranty and warranty support is also included at the level specified in the specification sheet.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT C – GOVERNMENT

NOTEBOOK CONFIGURATION: STANDARD – R400

EPEAT Sliver Classification

Built from base unit 7439-V2U

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---------------|-------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo T7250 | Core2Duo P8400 2.26 GHz | \$1,333 | 35% | \$799 |
| Chipset | 965GM | Intel 965GM | | | |
| Memory | 2GB DDR2* | 2GB DDR3 (2 Slots 1 Free) | | | |
| Hard Drive | 80 GB | 80GB 5400RPM | | | |
| Optical Drive | CDRW/DVD Reader | CDRW/DVD Reader | | | |
| Graphics | Integrated | Integrated GMA X4500 | | | |
| Display Size | 14-inch or 15-inch wide | 15.4 Inch Wide | | | |
| Resolution | XGA or SXGA or better | WXGA | | | |
| USB Ports | At least two | 3 Ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n/Draft 2.0 | 802.11n/Draft 2.0 Intel® WiFi Link 5100 | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | No | No | | | |
| Weight | 5.75 to 6.5 pounds | 5.11 pounds | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$799 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's standard notebook "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed



- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the notebook standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price

**ATTACHMENT D – GOVERNMENT****NOTEBOOK CONFIGURATION - DAY EXTENDER: T500****EPEAT Sliver Classification****Built from base unit 2055-45U**

DAY EXTENDER: Users who use their notebooks in the office, taking them home in the evening or over the weekend to do extra work. These notebooks are usually taken "from plug to plug" using electrical power and minimizing the requirements for long battery life.

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---------------|----------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo T7700 | Core2Duo P8600 2.4GHZ ** | \$1,691 | 35% | \$1099 |
| Chipset | 965PM | Intel 965PM | | | |
| Memory | 2GB DDR2* | 2GB DDR3 (2 Slots 1 Free) | | | |
| Hard Drive | 80 GB | 80GB 5400RPM | | | |
| Optical Drive | CDRW/DVD Reader | CDRW/DVD Reader | | | |
| Graphics | Discrete | (Discrete) AMD M86M Switchable Graphics 256MB | | | |
| Display Size | 15-inch wide | 15.4 Inch Wide | | | |
| Resolution | WXGA + | WSXGA+ | | | |
| USB Ports | At least three | 3 ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n Draft 2.0 | 802.11n Draft 2.0 Intel® WiFi Link 5100 | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | Optional | None | | | |
| Weight | 5.75 to 6.5 pounds | 5.81 pounds | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$1099 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open

Lenovo note ** iAMT Technology – capable of supporting Intel's Active Management Virtualization included

Pricing assumptions:

- Pricing is in USD



- The pricing (total unit cost) offered is for the State's day extender "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed
- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the notebook standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price

**ATTACHMENT E – GOVERNMENT****NOTEBOOK - TRAVELING WORKER: x200****EPEAT Sliver Classification****Built from base unit 7458-M3U**

TRAVELING WORKER: Users who are out of the office as much as 80% of the time. They tend to carry their notebooks most of the day and will often work in many diverse locations. For these users, weight and battery life are important selection criteria, along with performance and price.

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|------------------|---|--|-----------|--------------------|---------------|
| Processor | Core2Duo T7500 U7500 or U7600 for 12.1 inch display | Core2Duo P8400 2.26GHz | \$1,688 | 35% | \$1099 |
| Chipset | 965GM | Intel 965GM | | | |
| Memory | 2GB DDR2* | 2GB DDR3 (2 Slots 1 Free) | | | |
| Hard Drive | 120 GB | 160 GB 5400 rpm | | | |
| Optical Drive | CDRW/DVD+ RW | USB DVDRW/CDRW (bundled part 41N5565) | | | |
| Graphics | Integrated | Integrated GMA x3100 | | | |
| Display Size | 14.1-inch or 12.1-inch wide | 12.1 Inch Wide | | | |
| Resolution | WXGA+ or WXGA | WXGA | | | |
| USB Ports | At least three | 3 ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n Draft 2.0 | 802.11n Draft 2.0 Intel® WiFi Link 5100 | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | Yes | 6 cell (bundled part number 43R9254) System comes with 6 cell lithium ion battery | | | |
| Weight | 3 to 5 pounds | 3.14 | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$1099 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Price includes all requested options as system bundle



Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's traveling worker "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed
- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the notebook standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT F – GOVERNMENT

TABLET: x61 Tablet

EPEAT Sliver Classification

Built from base unit 7762-54U

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---------------|----------------------------------|---|-----------|--------------------|---------------|
| Processor | Core2Duo T7500 | Core2Duo L7500 1.66GHz | \$2,330 | 35% | \$1514 |
| Chipset | 965GM | 965 GM | | | |
| Memory | 2GB DDR2* | 2GB DDR2 (2 Slots 1 Free) | | | |
| Hard Drive | 80 GB | 80GB 5400 rpm | | | |
| Optical Drive | CDRW/DVD Reader | USB CDRW/DVD ROM (bundled part 40Y8637) | | | |
| Graphics | Integrated | Integrated GMA x3100 | | | |
| Display Size | 12.1-inch wide | 12.1-inch | | | |
| Resolution | XGA, SXGA, WXGA, WXGA+ | XGA | | | |
| USB Ports | At least three | 3 ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n Draft 2.0 | 802.11n Draft 2.0 Intel® Wireless WiFi Link 4965AGN | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | Yes | 4 Cell (bundled part 40Y8314) System comes with 4 cell lithium ion battery | | | |
| Weight | Less than 5 pounds | 3.77 lbs | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$1514 |

Price includes all requested options as system bundle

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's tablet "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed



- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined when the product is placed on the "Change Order" list for the tablet standard configuration only. In this instance, the 35% figure is from the bundle of parts that make the system configuration as proposed
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price

**ATTACHMENT G – GOVERNMENT****MISCELLANEOUS COMPONENTS**

| Component | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|--|---|-----------|------------|---------------|
| Notebook: | | | | |
| 1GB Memory (single) | 1 GB PC3-8500 DDR3 SDRAM 1067MHz SODIMM | \$45.00 | 25% | \$34.00 |
| 2GB Memory (single) | 2 GB PC3-8500 DDR3 SDRAM 1067MHz SODIMM | \$85.00 | 23% | \$66.00 |
| Desktop: | | | | |
| 1GB Memory (single) | 1GB PC2-5300 667MHz DDR2 SDRAM | \$40.00 | 20% | \$32.00 |
| 2GB Memory (single) | 2GB PC2-5300 667MHz DDR2 SDRAM | \$65.00 | 19% | \$53.00 |
| External Floppy Drive (USB) | External USB Floppy Drive 1.44 MB | \$55.00 | 18% | \$45.00 |
| External 80GB USB Portable Drive (USB) | Portable 80GB USB 2.0 Hard Drive | \$105 | 26% | \$78 |
| External 120GB USB Portable Drive (USB) | Portable 120GB USB 2.0 Hard Drive | \$119 | 25% | \$89 |
| External Enhanced Keyboard (USB) | USB External Enhanced Keyboard Built in 2 port USB Hub | \$39 | 36% | \$25 |
| External 2-button mouse w/scroll (USB) | USB Optical Wheel Mouse | \$15 | 34% | \$10 |
| Targus Nylon Carrying Case | Targus Nylon Top Load Carry Case – Think Pad Branded (3 rd Party Part) | \$29 | 21% | \$23 |
| Targus Leather Carrying Case | Targus Leather Carrying Case (3 rd Party Part) | \$46 | 15% | \$39 |
| 6 cell battery | 6 Cell Lithium | \$159 | 25% | \$119 |
| 9 cell battery | 9 Cell Lithium | \$179 | 25% | \$134 |
| 8 cell battery | 8 cell Lithium | \$159 | 25% | \$119 |
| AC Adapter | 90W AC Adapter | \$59 | 49% | \$30 |
| Port Replicator | TP Essential Port Replicator | \$179 | 28% | \$129 |
| Full Docking Station | TP Advanced Docking Station | \$379 | 27% | \$279 |
| Monitor Stand | Convertible Monitor Stand | \$79 | 30% | \$55 |
| AC/DC Combo Adapter | 90 W AC/DC with Interchangeable tips | \$120 | 31% | \$83 |
| USB 2GB Memory Thumb Drive (stick) | USB Memory Thumb drive (2GB stick) | \$30 | 30% | \$21 |
| External Speakers | CYBER ACOUSTICS (3 rd Party Part) | \$5 | NA | \$5 |



| Component | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|--|---|-----------|------------|---------------|
| Integrated 56K Fax Modem | Integrated 56K Fax Modem (Third party part) | \$20 | 15% | \$17 |
| Accidental Damage Coverage for all Laptops/Tablets | 4 Year Upgrade Accidental Damage Protection | \$399 | 1.25% | \$50 |

Pricing assumptions:

- Pricing is in USD
- The discount level is only to demonstrate the delta between pricing Lenovo is offering for each option and the List price. Lenovo intends to commit the price offered for the life of the specific option proposed. List pricing on options is subject to change so the discount may also change
- Ground shipping and handling within the US is included in the pricing proposed.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT H – GOVERNMENT

SERVICES

Due to Lenovo's intimate knowledge of the State's current processes, we are proposing dual services routes to support imaging and post manufacturing integration.

While on a multi image platform environment, Lenovo will continue to utilize NCompass for all primary services but we have also outlined an option in our proposal to allow the State to fund Image Ultra Builder at little to no actual out of pocket expense by utilizing the Lenovo Self Maintainer program. This will allow us to move primary imaging and integration service into Lenovo manufacturing as an additional cost saving alternative.

Proposed solution in a multi platform environment:

| Services | Cost |
|---|-------|
| Image Load per Machine | \$20 |
| Ground Shipping Charge per Notebook and tablet | \$25 |
| Ground Shipping Charge per PC | \$47 |
| Ground Shipping Charge Accessories | \$10 |
| Asset Tagging per Machine | \$15 |
| Non-warranty Hourly Labor Rate (on-site) | \$69 |
| Non-warranty Hourly Labor Rate (MCSE certified) | \$106 |
| Network Printer Installation | \$41 |
| Travel Charges per Hour | \$47 |
| Configuration of Hard Drive per machine | \$28 |
| Configuration (other) per machine | \$8 |

Proposed solution for a single platform environment:

| Services | Cost |
|-----------------------------|------|
| Image Load per Machine | \$10 |
| Shipping Charge per machine | \$0 |
| Asset Tagging per machine | \$9 |

Pricing assumptions:

- Pricing is in USD
- Single platform vendor pricing assumes that the services are addressed by Lenovo at the point of manufacturing
 - The image load fee is based on the State providing Lenovo a "certified and tested" image to load
 - The asset tag fee is for a Lenovo basic asset tag. A simple tag contains the following fields (ID Barcode, fixed text, customer provided graphic, Machine type, model number, and serial number) That tag is priced at \$9 dollars
 - Shipping and handling is already included in the system pricing proposed for Attachments A-E and also for the non-standard discount rates in Attachment I. For your reference, here are Lenovo's shipping rates: For ThinkCentre PC=\$25, for ThinkPad notebook=\$15, for ThinkVision LCD monitor=\$15, for Lenovo Branded option=\$5
- Pricing in a multi-vendor environment is based on the inclusion of NCompass as an "In-State" vendor
 - The image load fee is based on the State providing NCompass a "certified and tested" image to load
 - The asset tag includes data fields required and provided by the State



- Shipping charges apply to orders only where the State requests the orders go via NCompass. There is no charge for shipping to NCompass but a delivery fee of \$47 for desktops and \$25 for tablets and notebooks.
- Configuration of hard drive per machine is for drive formatting.
- Configuration (other) includes adding memory, adding opticals, adding/changing hard drives.
- Travel will be applied for remote installation/customization.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price.

**ATTACHMENT I – GOVERNMENT**

OPTIONAL HARDWARE -This equipment will be purchased at the option of the agency.

| Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---|-------------------------|------------|---------------|
| ThinkPad X300 - SL7100(1.2GHz), 2GB RAM, 64GB Solid State Drive, 13.3in 1440x900 LCD, Intel X3100, CDRW/DVDRW, Intel 802.11agn wireless, Bluetooth, 1Gb Ethernet, UltraNav, Secure chip, Fingerprint reader, Camera, 6c Li-Ion, WinVista Business 32 | \$3624 | 31% | \$2500 |
| ThinkStation S10 -Intel® Core 2 Extreme Processor QX6850, 4GB, 146GB 15000RPM SAS HDD, no diskette drive, PCI/PCIe Tower (5x6), NVIDIA Quadro FX4600 768MB PCIe, DVD Recordable, Dual Gigabit Ethernet, IEEE 1394, Memory Card Reader, Windows Vista Business 64 | \$4707 | 18% | \$3861 |
| ThinkPad W500 - Intel Core 2 Duo T9600 processor (2.8Ghz), Camera, 200GB 7200 rpm FDE, Intel 5300 AGN (3x 3) , BT, FPR, Express Card Reader/ PC Card, Mult-Burner , 4GB (2GBx 2 Dimm) , 9 cell, iAMT , Gigabit, Modem, Vista B-32, 3YR Depot Warranty, WUXGA, M86GL(512MB)-Switchable Graphics | \$2927 | 34% | \$1927 |
| Computrace Complete 4 year License | \$137 | 41% | \$81 |
| 17" Viewsonic Color TFT SXGA (VA703b) | \$235 | 21% | \$185 |
| 19" Viewsonic with Speakers (VG930M) | \$275 | 7% | \$255 |
| 17" Wide Viewsonic (VA1716w) | \$225 | 18% | \$185 |
| 19" Viewsonic (VA926) | \$305 | 22% | \$239 |
| 19" Wide Viewsonic (VA926) | \$305 | 31% | \$209 |
| 20" Wide Viewsonic (VA2026w) | \$309 | 14% | \$265 |
| 22 Wide Viewsonic (VA2226w) | \$355 | 25% | \$265 |
| 17" Viewsonic with speakers (VG730m) | \$259 | 19% | \$210 |
| 19" Wide Viewsonic with Speakers (VG1930wm) | \$395 | 35% | \$255 |
| 20" Wide Viewsonic with Speakers (VG2030wm) | \$299 | 15% | \$255 |
| 22" Wide Viewsonic with Speakers (VG2230wm) | \$389 | 29% | \$275 |
| 17" ThinkVision L174 | \$230 | 24% | \$175 |
| 19" ThinkVision L190x | \$380 | 22% | \$295 |
| 19" ThinkVision L197 | \$240 | 19% | \$195 |
| 19" ThinkVision L1900p | Announce Sep 9, 08 | NA | \$249 |
| 20" ThinkVision L200p wide | \$290 | 24% | \$221 |
| 20" ThinkVision L220x wide | \$500 | 22% | \$390 |
| 22" ThinkVision L2240P | Announce Sep 8, 2008 | NA | \$254 |



| Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---|-----------|------------|---------------|
| Hard Drive Retention | \$20 | 25% | \$15 |
| X61t 4 cell battery - Tablet | \$129 | 66% | \$44 |
| X200 4 cell battery - Traveler | \$129 | 26% | \$96 |
| T/R 4 cell - Standard Notebook | \$119 | 25% | \$89 |
| Ergrotron Notebook Stand | \$180 | 15% | \$153 |
| Ergrotron - Desktop Stand | \$95 | 15% | \$81 |
| Lexmark x4550 Office All in One Inkjet Printer | \$129.99 | 24% | \$99 |
| Lexmark E352DN Monochrome Network Laser Printer | \$449 | 6% | \$420 |
| Lexmark 3.5K Yield Toner CartridgeE250/E350/E352 | \$130 | 4% | \$125 |
| Lexmark X4650 Wireless All-In-One Color Inkjet Printer | \$130 | 4% | \$125 |
| Lexmark C534N Color Network Laser Printer | \$699 | 8% | \$645 |
| Lexmark T640 Monochrome Laser Printer | \$599 | 6% | \$565 |
| Canon PIXMA MP530 - Office All-In-One Printer | \$180 | 2% | \$176 |
| Canon Pixma iP3500 Photo Inkjet Printer | \$79.99 | NA | \$78 |
| "Non Standard" discount levels below for all other Lenovo product not individually price | | | |
| ThinkCentre desktops | | 23% | |
| ThinkPad notebook | | 20% | |
| Lenovo Branded options | | 18% | |
| Lenovo ThinkVision monitors | | 12% | |

Pricing assumptions:

- Pricing is in USD
- The discount level is only to demonstrate the delta between pricing Lenovo is offering for each non-standard product and the List price. Lenovo intends to commit the price offered for the life of the specific system/option proposed. List pricing on options is subject to change so the discount may also change.
- The **"Non-Standard"** discount levels are to demonstrate that Lenovo will offer a discount on all products the State buys from Lenovo, not just those specifically quoted. The discount levels will be applied to the list price in place on the date of order. Memory and third party options are not included in the non-standard discount calculations. ThinkStation workstations are not included (Lenovo did not enter web prices nor purchase cost prices since they will vary according to the configuration selected)
- Ground shipping and handling within the US is included in the pricing.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price

Employee Purchase Program:

Lenovo will offer an employee purchase program to the State of West Virginia.

The program is helpful to employees but relies heavily on marketing to ensure that the employees know that they have this option. **So, should the State find this program of value, and is willing to support marketing efforts, Lenovo will provide a 2% revenue stream on all orders placed under the program to the State of West Virginia on a quarterly basis to support the marketing effort.** Lenovo will provide the marketing collateral to the State, we simply request that you forward it to the employees that you feel will find this helpful.

More information on the program:



Lenovo's **Employee Purchase Program (EPP)** offers a turnkey solution for employees to purchase Lenovo PC products, accessories and options directly from Lenovo at discounted prices.

These discounts cover Lenovo's entire product line, including the best engineered award-winning ThinkPad notebook. As a valued EPP participant you are entitled to receive discounts **up to 15% off lenovo.com prices, in addition to any lenovo.com discounts or promotional offers** (often a savings of up to 29% from the regular public price). Moreover, CPP customers will frequently receive special eCoupon offers providing even greater discounts to those listed above!

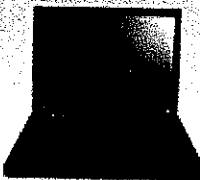
Lenovo provides a customized Lenovo Web site with a vanity URL.

This EPP site offers superior configure-to-order capability, intuitive web navigation, alternative financing options featuring 'Bill Me Later', and Pay Pal, faster delivery times (on average), and a customer specific 800 number available on the Web site for customers who wish to speak directly to a dedicated sales representative for assistance when placing their order.

Affinity Program Discounts

| | | |
|------------------------------------|-----------------------|---------------------------|
| ThinkPad and ThinkCentre PCs 5% | Lenovo 3000 PCs 5% | PC Accessories 5 - 15% |
|------------------------------------|-----------------------|---------------------------|

Sale price - Includes lenovo.com promotional price



ThinkPad T61

From: **\$1,309.00***

Sale price: **\$958.55***

To view your savings, each product on your Affinity site will list two prices. The "From price" is the web price shown on lenovo.com. The "Sale price" is the lenovo.com promotional discount and your additional **Lenovo Affinity Program** discount.

You can confirm that you are getting your entitled discount if your program name appears in the masthead at the top of a shopping page.

Web price on lenovo.com
Sale price - includes lenovo.com promotional discount PLUS your entitled discount

Note to the State: Lenovo can offer the teacher program found in the Education pricing section and the EPP above as one site if the State will find it helpful to consolidate the programs



ATTACHMENT J – GOVERNMENT

COST EVALUATION

Please transfer the totals from the following Attachments to this page. The Cost Evaluation points will be calculated using the total cost below.

| | | | |
|--------------|--------------------|--------------------------------|------------------------|
| ATTACHMENT A | \$ 449.00 | x 3,200 standard desktop pcs = | \$ 1,436,800.00 |
| ATTACHMENT B | \$ 549.00 | x 550 power user desktop pcs = | \$ 301,950.00 |
| ATTACHMENT C | \$ 799.00 | x 350 standard notebooks = | \$ 279,650.00 |
| ATTACHMENT D | \$ 1,099.00 | x 350 day extender notebooks = | \$ 384,650.00 |
| ATTACHMENT E | \$ 1,097.00 | x 350 traveling notebooks = | \$ 384,650.00 |
| ATTACHMENT F | \$ 1,514.00 | x 150 tablets = | \$ 227,100.00 |
| ATTACHMENT G | \$ 1,435.00 | | \$ 1,435.00 |
| ATTACHMENT H | \$ 19.00 | x 3,000 machines = | \$ 57,000.00 |
| TOTAL | \$ 5,528.00 | | \$ 3,071,800.00 |

Pricing Assumptions:

- The pricing from this table comes from each Attachment as specified. The pricing assumptions apply as per each attachment
- Attachment G, Lenovo took the purchase price for all options with the exception of the DDR3 notebook memory in the 1GB and 2GB sticks form and added them together to reach the total price quoted as a quantity of one. Lenovo's Montevina ThinkPad products utilize DDR3 further emphasizing our position as the industry leader in innovation
- Attachment H, Lenovo used the single platform table as the basis for the \$19 quoted price.



ATTACHMENT A – EDUCATION

DESKTOP CONFIGURATION – STANDARD – M57 Tower

EPEAT Sliver Classification

Built from base unit 6075-AGU

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|----------------|----------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo E6550 E7000 or above | Core2Duo E8200 2.6 GHz | \$748 | 40% | \$449 |
| Chipset | Intel Q33 | Intel Q35 | | | |
| Memory | 2GB DDR2* | 2GB DDR2 (4 Slots 3 Open) | | | |
| Hard Drive | 80GB SATA or SATA II | 80GB 7200rpm SATA | | | |
| Optical Drive | CDRW/DVD Reader | CDRW/DVD Reader | | | |
| Graphics | Integrated | Integrated GMA 3100 | | | |
| Floppy | (Optional) | None | | | |
| USB Ports | Four rear, two front | 6 rear, 2 front | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Serial Ports | One (Optional) | 1 rear | | | |
| Parallel Ports | One | 1 rear | | | |
| Warranty | Four years on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$449 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's desktop "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed
- The 40% discount will be maintained as a safety net ceiling so that the State will never pay more than 40% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the desktop standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT B – EDUCATION

DESKTOP CONFIGURATION - POWER USER – M57 Tower

EPEAT Sliver Classification

Built from base unit 6075-AGU

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|----------------|--------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo E6850 E8400 | Core2Duo E8400 3.0Ghz | \$908 | 40% | \$549 |
| Chipset | Intel Q35 | Intel Q35 | | | |
| Memory | 4GB DDR2* | 4GB DDR2 (4 Slots 2 Free) | | | |
| Hard Drive | 320 GB or more SATA or SATA II | 320GB 7200rpm SATA | | | |
| Optical Drive | CDRW/DVD+-RW | CDRW/DVD+-RW | | | |
| Graphics | PCI Express 256 Mb | PCI Express ATI Radeon 256 ** | | | |
| Floppy | (Optional) | None | | | |
| USB Ports | Four rear, two front | 6 rear, 2 front | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Serial Ports | One | 1 rear | | | |
| Parallel Ports | One | 1 rear | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$549 |

*The power Desktop as long as there are 4 slots may be populated with 2 – 2GB dims, leaving 2 slots open

Lenovo note** System includes dual VGA dongles

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's power user "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed.
- The 40% discount will be maintained as a safety net ceiling so that the State will never pay more than 40% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the desktop standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price.

**ATTACHMENT C – EDUCATION****NOTEBOOK CONFIGURATION: STANDARD – R400****EPEAT Sliver Classification****Built from base unit 7439-V2U**

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---------------|-------------------------------|--|-----------|--------------------|---------------|
| Processor | Core2Duo T7250 | Core2Duo P8400 2.26 GHz | \$1,333 | 35% | \$799 |
| Chipset | 965GM | Intel 965GM | | | |
| Memory | 2GB DDR2* | 2GB DDR3 (2 Slots 1 Free) | | | |
| Hard Drive | 80 GB | 80GB 5400RPM | | | |
| Optical Drive | CDRW/DVD Reader | CDRW/DVD Reader | | | |
| Graphics | Integrated | Integrated GMA X4500 | | | |
| Display Size | 14-inch or 15-inch wide | 15.4 Inch Wide | | | |
| Resolution | XGA or SXGA or better | WXGA | | | |
| USB Ports | At least two | 3 Ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n/Draft 2.0 | 802.11n/Draft 2.0 Intel® WiFi Link 5100 | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | No | No | | | |
| Weight | 5.75 to 6.5 pounds | 5.11 pounds | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$799 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's standard notebook "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed.
- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the notebook standard configuration only



- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT D – EDUCATION

NOTEBOOK CONFIGURATION - DAY EXTENDER: T500

EPEAT Sliver Classification

Built from base unit 2055-45U

DAY EXTENDER: Users who use their notebooks in the office, taking them home in the evening or over the weekend to do extra work. These notebooks are usually taken "from plug to plug" using electrical power and minimizing the requirements for long battery life.

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|--------------------|----------------------------------|--|-----------|------------|---------------|
| Processor | Core2Duo T7700 | Core2Duo P8400 2.26GHZ ** | \$1,691 | 35% | \$1099 |
| Chipset | 965PM | Intel 965PM | | | |
| Memory | 2GB DDR2* | 2GB DDR3 (2 Slots 1 Free) | | | |
| Hard Drive | 80 GB | 80GB 5400RPM | | | |
| Optical Drive | CDRW/DVD Reader | CDRW/DVD Reader | | | |
| Graphics | Discrete | (Discrete) AMD M86M Switchable Graphics 256MB | | | |
| Display Size | 15-inch wide | 15.4 Inch Wide | | | |
| Resolution | WXGA + | WSXGA+ | | | |
| USB Ports | At least three | 3 ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n Draft 2.0 | 802.11n Draft 2.0 Intel® WiFi Link 5100 | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | Optional | None | | | |
| Weight | 5.75 to 6.5 pounds | 5.81 pounds | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| Total Cost: | | | | | \$1099 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Lenovo note ** iAMT Technology – capable of supporting Intel's Active Management Virtualization included

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's day extender "standard" model only and will remain in effect for the life of the system proposed



- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed.
- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the notebook standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT E – EDUCATION

NOTEBOOK - TRAVELING WORKER: x200

EPEAT Sliver Classification

Built from base unit 7458-M3U

TRAVELING WORKER: Users who are out of the office as much as 80% of the time. They tend to carry their notebooks most of the day and will often work in many diverse locations. For these users, weight and battery life are important selection criteria, along with performance and price.

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|------------------|---|--|-----------|--------------------|---------------|
| Processor | Core2Duo T7500 U7500 or U7600 for 12.1 inch display | Core2Duo P8600 2.26GHz | \$1,688 | 35% | \$1099 |
| Chipset | 965GM | Intel 965GM | | | |
| Memory | 2GB DDR2* | 2GB DDR3 (2 Slots 1 Free) | | | |
| Hard Drive | 120 GB | 160 GB 5400 rpm | | | |
| Optical Drive | CDRW/DVD+ RW | USB DVDRW/CDRW (bundled part 41N5565) | | | |
| Graphics | Integrated | Integrated GMA x3100 | | | |
| Display Size | 14 1-inch or 12.1-inch wide | 12.1 Inch Wide | | | |
| Resolution | WXGA+ or WXGA | WXGA | | | |
| USB Ports | At least three | 3 ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n Draft 2.0 | 802.11n Draft 2.0 Intel® WiFi Link 5100 | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | Yes | 6 cell (bundled part number 43R9254) System comes with 6 cell lithium ion battery | | | |
| Weight | 3 to 5 pounds | 3.14 pounds | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$1099 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Price includes all requested options as system bundle

Pricing assumptions:

- Pricing is in USD



- The pricing (total unit cost) offered is for the State's traveling worker "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed.
- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined at the time the product is placed on the "Change Order" and will apply to the notebook standard configuration only
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT F – EDUCATION

TABLET: x61 Tablet

EPEAT Sliver Classification

Built from base unit 7762-54U

| Component | Minimum Specifications | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---------------|----------------------------------|---|-----------|--------------------|---------------|
| Processor | Core2Duo T7500 | Core2Duo L7500 1.66GHz | \$2,330 | 35% | \$1514 |
| Chipset | 965GM | 965 GM | | | |
| Memory | 2GB DDR2* | 2GB DDR2 (2 Slots 1 Free) | | | |
| Hard Drive | 80 GB | 80GB 5400 rpm | | | |
| Optical Drive | CDRW/DVD Reader | USB CDRW/DVD ROM (bundled part 40Y8637) | | | |
| Graphics | Integrated | Integrated GMA x3100 | | | |
| Display Size | 12.1-inch wide | 12.1-inch | | | |
| Resolution | XGA, SXGA, WXGA, WXGA+ | XGA | | | |
| USB Ports | At least three | 3 ports | | | |
| NIC | Integrated 10/100/1,000 | Integrated 10/100/1,000 | | | |
| Modem | Integrated 56 Kbps | Integrated 56 Kbps | | | |
| Wireless | 802.11n Draft 2.0 | 802.11n Draft 2.0 Intel® Wireless WiFi Link 4965AGN | | | |
| Bluetooth | Bluetooth Wireless Technology | Bluetooth Wireless Technology | | | |
| Extra Battery | Yes | 4 Cell (bundled part 40Y8314) System comes with 4 cell lithium ion battery | | | |
| Weight | Less than 5 pounds | 3.77 lbs | | | |
| Warranty | Four Years, on-site | 4 year on-site next business day parts and labor | | | |
| | | | | Total Cost: | \$1514 |

*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.

Price includes all requested options as system bundle

Pricing assumptions:

- Pricing is in USD
- The pricing (total unit cost) offered is for the State's tablet "standard" model only and will remain in effect for the life of the system proposed
- The price point will be offered on the "like for like" follow-on product following the Lenovo Customer Transition Plan. Should the State elect features and function above the "like for like" follow-on, the price will be adjusted according to the specifications changed.



- The 35% discount will be maintained as a safety net ceiling so that the State will never pay more than 35% from the Lenovo list price determined when the product is placed on the "Change Order" list for the tablet standard configuration only. In this instance, the 35% figure is from the bundle of parts that make the system configuration as proposed.
- Ground shipping and handling within the US is included in the pricing. The warranty and warranty support is also included at the level specified in the specification sheet.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT G – EDUCATION

MISCELLANEOUS COMPONENTS

| Component | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---|---|-----------|------------|---------------|
| Notebook: | | | | |
| 1GB Memory (single) | 1 GB PC3-8500 DDR3 SDRAM 1067MHz SODIMM | \$45.00 | 25% | \$34.00 |
| 2GB Memory (single) | 2 GB PC3-8500 DDR3 SDRAM 1067MHz SODIMM | \$85.00 | 23% | \$66.00 |
| Desktop: | | | | |
| 1GB Memory (single) | 1GB PC2-5300 667MHz DDR2 SDRAM | \$40.00 | 20% | \$32.00 |
| 2GB Memory (single) | 2GB PC2-5300 667MHz DDR2 SDRAM | \$65.00 | 19% | \$53.00 |
| External Floppy Drive (USB) | External USB Floppy Drive 1.44 MB | \$55.00 | 18% | \$45.00 |
| External 80GB USB Portable Drive (USB) | Portable 80GB USB 2.0 Hard Drive | \$105 | 26% | \$78 |
| External 120GB USB Portable Drive (USB) | Portable 120GB USB 2.0 Hard Drive | \$119 | 25% | \$89 |
| External Enhanced Keyboard (USB) | USB External Enhanced Keyboard Built in 2 port USB Hub | \$39 | 36% | \$25 |
| External 2-button mouse w/scroll (USB) | USB Optical Wheel Mouse | \$15 | 34% | \$10 |
| Targus Nylon Carrying Case | Targus Nylon Top Load Carry Case – Think Pad Branded (3 rd Party Part) | \$29 | 21% | \$23 |
| Targus Leather Carrying Case | Targus Leather Carrying Case (3 rd Party Part) | \$46 | 15% | \$39 |
| 6 cell battery | 6 Cell Lithium | \$159 | 25% | \$119 |
| 9 cell battery | 9 Cell Lithium | \$179 | 25% | \$134 |
| 8 cell battery | 8 cell Lithium | \$159 | 25% | \$119 |
| AC Adapter | 90W AC Adapter | \$59 | 49% | \$30 |
| Port Replicator | TP Essential Port Replicator | \$179 | 28% | \$129 |
| Full Docking Station | TP Advanced Docking Station | \$379 | 27% | \$279 |
| Monitor Stand | Convertible Monitor Stand | \$79 | 30% | \$55 |
| AC/DC Combo Adapter | 90 W AC/DC with Interchangeable tips | \$120 | 31% | \$83 |
| USB 2GB Memory Thumb Drive (stick) | USB Memory Thumb drive (2GB stick) | \$30 | 30% | \$21 |
| External Speakers | CYBER ACOUSTICS (Third party part) | \$5 | NA | \$5 |



| Component | Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|--|---|-----------|------------|---------------|
| Integrated 56K Fax Modem | Integrated 56K Fax Modem (Third party part) | \$20 | 15% | \$17 |
| Accidental Damage Coverage for all Laptops/Tablets | 4 Year Upgrade Accidental Damage Protection | \$399 | 1.25% | \$50 |

Pricing assumptions:

- Pricing is in USD
- The discount level is only to demonstrate the delta between pricing Lenovo is offering for each option and the List price. Lenovo intends to commit the price offered for the life of the specific option proposed. List pricing on options is subject to change so the discount may also change.
- Ground shipping and handling within the US is included in the pricing proposed.
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price



ATTACHMENT H – EDUCATION

SERVICES

Due to Lenovo's intimate knowledge of the State's current processes, we are proposing dual services routes to support imaging and post manufacturing integration.

While on a multi image platform environment, Lenovo will continue to utilize NCompass for all primary services but we have also outlined an option in our proposal to allow the State to fund Image Ultra Builder at little to no actual out of pocket expense by utilizing the Lenovo Self Maintainer program. This will allow us to move primary imaging and integration service into Lenovo manufacturing as an additional cost saving alternative.

Proposed solution in a multi platform environment:

| Services | Cost |
|---|-------|
| Image Load per Machine | \$20 |
| Ground Shipping Charge per Notebook and tablet | \$25 |
| Ground Shipping Charge per PC | \$47 |
| Ground Shipping Charge Accessories | \$10 |
| Asset Tagging per Machine | \$15 |
| Non-warranty Hourly Labor Rate (on-site) | \$69 |
| Non-warranty Hourly Labor Rate (MCSE certified) | \$106 |
| Network Printer Installation | \$41 |
| Travel Charges per Hour | \$47 |
| Configuration of Hard Drive per machine | \$28 |
| Configuration (other) per machine | \$8 |

Pricing assumptions:

- Pricing is in USD
- Single platform vendor pricing assumes that the services are addressed by Lenovo at the point of manufacturing
 - The image load fee is based on the State providing Lenovo a "certified and tested" image to load
 - The asset tag fee is for a Lenovo basic asset tag A simple tag contains the following fields (ID Barcode, fixed text, customer provided graphic, Machine type, model number, and serial number) That tag is priced at \$9 dollars.
 - Shipping and handling is already included in the system pricing proposed for Attachments A-E and also for the non-standard discount rates in Attachment I For your reference, here are Lenovo's shipping rates: For ThinkCentre PC=\$25, for ThinkPad notebook=\$15, for ThinkVision LCD monitor=\$15, for Lenovo Branded option=\$5
- Pricing in a multi-vendor environment is based on the inclusion of NCompass as an "In-State" vendor
 - The image load fee is based on the State providing NCompass a "certified and tested" image to load
 - The asset tag includes data fields required and provided by the State
 - Shipping charges apply to orders only where the State requests the orders go via NCompass. There is no charge for shipping to NCompass but a delivery fee of \$47 for desktops and \$25 for tablets and notebooks
 - Configuration of hard drive per machine is for drive formatting
 - Configuration (other) includes adding memory, adding Opticals, adding/changing hard drives
 - Travel will be applied for remote installation/customization
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price

**ATTACHMENT I – EDUCATION**

OPTIONAL HARDWARE -This equipment will be purchased at the option of the agency.

| Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|--|-------------------------|------------|---------------|
| ThinkPad X300 - SL7100(1.2GHz), 2GB RAM, 64GB Solid State Drive, 13 3in 1440x900 LCD, Intel X3100, CDRW/DVDRW, Intel 802.11agn wireless, Bluetooth, 1Gb Ethernet, UltraNav, Secure chip, Fingerprint reader, Camera, 6c Li-Ion, WinVista Business 32 | \$3624 | 31% | \$2500 |
| ThinkStation S10 -Intel® Core 2 Extreme Processor QX6850, 4GB, 146GB 15000RPM SAS HDD, no diskette drive, PCI/PCIe Tower (5x6), NVIDIA Quadro FX4600 768MB PCIe, DVD Recordable, Dual Gigabit Ethernet, IEEE 1394, Memory Card Reader, Windows Vista Business 64 | \$4707 | 18% | \$3861 |
| ThinkPad W500 - Intel Core 2 Duo T9600 processor (2.8Ghz), Camera, 200GB 7200 rpm FDE, Intel 5300 AGN (3x 3) , BT, FPR, Express Card Reader/ PC Card, Multit-Burner , 4GB (2GBx 2 Dimm) , 9 cell, iAMT , Gigabit, Modem, Vista B-32, 3YR Depot Warranty, WUXGA, M86GL(512MB)-Switchable Graphics | \$2927 | 34% | \$1927 |
| Computrace Complete 4 year License | \$137 | 41% | \$81 |
| 17" Viewsonic Color TFT SXGA (VA703b) | \$235 | 21% | \$185 |
| 19" Viewsonic with Speakers (VG930M) | \$275 | 7% | \$255 |
| 17" Wide Viewsonic (VA1716w) | \$225 | 18% | \$185 |
| 19" Viewsonic (VA926) | \$305 | 22% | \$239 |
| 19" Wide Viewsonic (VA926) | \$305 | 31% | \$209 |
| 20" Wide Viewsonic (VA2026w) | \$309 | 14% | \$265 |
| 22 Wide Viewsonic (VA2226w) | \$355 | 25% | \$265 |
| 17" Viewsonic with speakers (VG730m) | \$259 | 19% | \$210 |
| 19" Wide Viewsonic with Speakers (VG1930wm) | \$395 | 35% | \$255 |
| 20" Wide Viewsonic with Speakers (VG2030wm) | \$299 | 15% | \$255 |
| 22" Wide Viewsonic with Speakers (VG2230wm) | \$389 | 29% | \$275 |
| 17" ThinkVision L174 | \$230 | 24% | \$175 |
| 19" ThinkVision L190x | \$380 | 22% | \$295 |
| 19" ThinkVision L197 | \$240 | 19% | \$195 |
| 19" ThinkVision L1900p | Announce Sep 9, 08 | NA | \$249 |
| 20" ThinkVision L200p wide | \$290 | 24% | \$221 |
| 20" ThinkVision L220x wide | \$500 | 22% | \$390 |
| 22" ThinkVision L2240P | Announce Sep 8, 2008 | NA | \$254 |



| Vendor's Specifications | Unit Cost | % Discount | Purchase Cost |
|---|-----------|------------|---------------|
| Hard Drive Retention | \$20 | 25% | \$15 |
| X61t 4 cell battery - Tablet | \$129 | 66% | \$44 |
| X200 4 cell battery - Traveler | \$129 | 26% | \$96 |
| T/R 4 cell – Standard Notebook | \$119 | 25% | \$89 |
| Ergrotron Notebook Stand | \$180 | 15% | \$153 |
| Ergrotron – Desktop Stand | \$95 | 15% | \$81 |
| Lexmark x4550 Office All in One Inkjet Printer | \$129.99 | 24% | \$99 |
| Lexmark E352DN Monochrome Network Laser Printer | \$449 | 6% | \$420 |
| Lexmark 3.5K Yield Toner CartridgeE250/E350/E352 | \$130 | 4% | \$125 |
| Lexmark X4650 Wireless All-In-One Color Inkjet Printer | \$130 | 4% | \$125 |
| Lexmark C534N Color Network Laser Printer | \$699 | 8% | \$645 |
| Lexmark T640 Monochrome Laser Printer | \$599 | 6% | \$565 |
| Canon PIXMA MP530 – Office All-In-One Printer | \$180 | 2% | \$176 |
| Canon PIXMA iP3500 Photo Inkjet Printer | \$79.99 | NA | \$78 |
| “Non Standard” discount levels below for all other Lenovo product not individually price | | | |
| ThinkCentre desktops | | 23% | |
| ThinkPad notebook | | 20% | |
| Lenovo Branded options | | 18% | |
| Lenovo ThinkVision monitors | | 12% | |

Pricing assumptions:

- Pricing is in USD
- The discount level is only to demonstrate the delta between pricing Lenovo is offering for each non-standard product and the List price. Lenovo intends to commit the price offered for the life of the specific system/option proposed. List pricing on options is subject to change so the discount may also change.
- The **“Non-Standard”** discount levels are to demonstrate that Lenovo will offer a discount on all products the State buys from Lenovo, not just those specifically quoted. The discount levels will be applied to the list price in place on the date of order. Memory and third party options are not included in the non-standard discount calculations. ThinkStation workstations are not included (Lenovo did not enter web prices nor purchase cost prices since they will vary according to the configuration selected)
- Ground shipping and handling within the US is included in the pricing
- Any applicable taxes or fees charged by Federal, State or jurisdictions are not included in the price

Note to the State: Lenovo can offer the teacher program found in the Education pricing section and the EPP above as one site if the State will find it helpful to consolidate the programs



ATTACHMENT J – EDUCATION

COST EVALUATION

Please transfer the totals from the following Attachments to this page. The Cost Evaluation points will be calculated using the total cost below.

| | | | |
|--------------|--------------------|--------------------------------|------------------------|
| ATTACHMENT A | \$ 449.00 | x 3,200 standard desktop pcs = | \$ 1,436,800.00 |
| ATTACHMENT B | \$ 549.00 | x 550 power user desktop pcs = | \$ 301,950.00 |
| ATTACHMENT C | \$ 799.00 | x 350 standard notebooks = | \$ 279,650.00 |
| ATTACHMENT D | \$ 1,099.00 | x 350 day extender notebooks = | \$ 384,650.00 |
| ATTACHMENT E | \$ 1,097.00 | x 350 traveling notebooks = | \$ 384,650.00 |
| ATTACHMENT F | \$ 1,514.00 | x 150 tablets = | \$ 227,100.00 |
| ATTACHMENT G | 1,435.00 | | 1,435.00 |
| ATTACHMENT H | 19.00 | x 3,000 machines = | 57,000.00 |
| TOTAL | \$ 5,528.00 | | \$ 3,071,800.00 |

Pricing Assumptions:

- The pricing from this table comes from each Attachment as specified. The pricing assumptions apply as per each attachment
- Attachment G, Lenovo took the purchase price for all options with the exception of the DDR3 notebook memory in the 1GB and 2GB sticks form and added them together to reach the total price quoted as a quantity of one. Lenovo's Montevina ThinkPad products utilize DDR3 further emphasizing our position as the industry leader in innovation
- Attachment H, Lenovo used the single platform table as the basis for the \$19 quoted price.

Teacher Purchase Program:

Lenovo will offer a purchase program to the teachers in the State

The program is helpful to teachers but relies heavily on marketing to ensure that the teachers know that they have this option. **So, should the State find this program of value, and is willing to support marketing efforts, Lenovo will provide a 2% revenue stream on all orders placed under the program to the State of West Virginia on a quarterly basis to support the marketing effort.** Lenovo will provide the marketing collateral to the State, we simply request that you forward it to the teachers and schools that you feel will find this helpful.

More information on the program:

Lenovo's **Campus Purchase Program (CPP)** offers a turnkey solution for the Students, Faculty, Staff, and Alumni of Lenovo's customers to purchase Lenovo PC products, accessories and options directly from Lenovo at discounted prices.

These discounts cover Lenovo's entire product line, including the best engineered award-winning ThinkPad notebook. As a valued CPP participant you are entitled to receive discounts **up to 15% off lenovo.com prices, in addition to any lenovo.com discounts or promotional offers** (often a savings of up to 29% from the regular public price). Moreover, CPP customers will frequently receive special eCoupon offers providing even greater discounts to those listed above!

Lenovo provides a customized Lenovo Education Web site with a vanity URL.