



Quote #	Quote Date
040412-14	4/4/2012

(Quote valid for 30 days)

TO:

Name: **Frank Whittaker**
 Company: West Virginia State Treasurer's Office
 Address: 2019 Washington Street East
 Address: Charleston, WV 25305
 Phone:
 Fax:
 Email:

FROM:

Name: **Todd May**
 Company: AdvizeX Technologies
 Address: 6480 Rockside Woods Blvd
 Address: Independence, OH 44131
 Phone: 216-901-1818
 Fax:
 Email: tmay@advizex.com

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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
VB300 EX #1				
MGMT-AMPW-00-A02	Advanced Management Pod Non-Redundant Switch	2	\$8,100.00	\$16,200.00
MGMT-AMPM-00-A05	Advanced Management Pod Non-Redundant Server	1	\$23,953.00	\$23,953.00
AGGE-10SR-00-B01	10GBASE-SR SFP Module (2)	4	\$2,990.00	\$11,960.00
AGGE-5548-00-E01	Nexus 5500 Layer 2 Daughter Card (2)	1	\$0.00	\$0.00
AGGE-5548-00-C01	Nexus 5548 UP Chassis (2), 32 10GbE Ports, 2 PS, 2 Fans	1	\$51,200.00	\$51,200.00
AGGE-SFPP-00-A01	Ethernet Aggregation SFP+	4	\$1,495.00	\$5,980.00
AGGS-9148-00-C01	CISCO 48-PORT 8GB FC SWITCH 16 ACTIVE PORTS (2)	1	\$17,320.00	\$17,320.00
BLDE-1EI0-00-A01	Blade Pack: UCS B200 M2 (2) 3.46GHz Xeon (6c) 192GB @ 800MHz (19.2 GB/s)	4	\$51,506.00	\$206,024.00
COMP-IF8G-00-B01	UCS Fabric Interconnect Fibre Channel 6x8Gbps Port Upgrade	1	\$10,320.00	\$10,320.00
COMP-BSC2-00-A01	Compute Base 2 UCS Chassis 2x6120	1	\$93,340.00	\$93,340.00
INFR-POU3-00-B01	Infrastructure, Power, 208V, 30A	1	\$3,060.00	\$3,060.00
INFR-POU8-00-B02	Infrastructure, Power, 208V, 30A, For SE Rack	1	\$1,530.00	\$1,530.00
INFR-CAB3-00-B01	Infrastructure, EMC MiniSAS, 300EX/FX	1	\$2,174.00	\$2,174.00
INFR-CSB0-00-B01	Infrastructure, 300EX	1	\$8,051.00	\$8,051.00
INFR-XSE0-00-B01	Infrastructure, Storage, Expansion	1	\$4,099.00	\$4,099.00
RACK-VBLK-00-A01	Vblock Cabinet Sides	1	\$992.00	\$992.00
STOR-5300-00-A01	VNX5300 Unified FC	1	\$30,500.00	\$30,500.00



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
STOR-RPA4-00-A01	GEN4 RPA FOR VNX5100 AND VNX5300	2	\$7,540.00	\$15,080.00
STOR-DAE3-00-A02	3U DAE WITH 15X3.5 INCH DRIVE SLOTS (2)	2	\$4,720.00	\$9,440.00
DISK-5301-00-A01	VNX 200GB FAST CACHE SAS FLASH (1)-15X3.5 IN DPE/DAE	2	\$4,950.00	\$9,900.00
DISK-7432-00-A01	T2 Boot Drives: 5x300GB 15K 520BPS 6GB SAS 3.5 CARRIER	1	\$3,400.00	\$3,400.00
DISK-1331-00-A01	T1 RAID5(4+1) 5 Drives: 200GB 6GB SAS FLASH DRIVE	3	\$24,750.00	\$74,250.00
DISK-4301-00-A01	T1 200GB 6GB SAS FLASH DRIVE Global HS	1	\$4,950.00	\$4,950.00
DISK-2734-00-A01	T2 5 Drives RAID5(4+1) : 600GB 15K 520BPS 6GB SAS 3.5 CARRIER	4	\$5,400.00	\$21,600.00
DISK-4704-00-A01	T2 600GB 15K 520BPS 6GB SAS 3.5 CARRIER Global HS	2	\$1,080.00	\$2,160.00
DISK-3935-00-A01	T3 5 Drives RAID5(4+1) : 2TB 7200RPM 6GB SAS 3.5 CARRIER	3	\$4,750.00	\$14,250.00
DISK-4905-00-A01	T3 2TB 7200RPM 6GB SAS 3.5 CARRIER HS	1	\$950.00	\$950.00
FC10M-50MLC	FCHNL 10M 50/125 LC-LC CABLES	8	\$420.00	\$3,360.00
VB300 EX #1 Hardware Subtotal				\$646,043.00
SFTW-UIMB-00-B01	IONIX UIM MANAGED COMPUTE BLADE SOFTWARE	8	\$6,500.00	\$52,000.00
SFTW-UIMF-00-A01	IONIX UNIFIED INFRASTRUCTURE FOUNDATION SOFTWARE	1	\$10,000.00	\$10,000.00
SFTW-N1KV-00-B16	Nexus 1000V eDelivery CPU License 16 Pack	1	\$10,775.00	\$10,775.00
SFTW-PPCH-00-A01	POWERPATH UCS CHASSIS LICENSE	2	\$0.00	\$0.00
SFTW-PPSK-00-A01	POWERPATH CPU SOCKET LICENSE	16	\$1,645.00	\$26,320.00
SFTW-PPBL-00-A01	POWERPATH BLADE LICENSE	8	\$0.00	\$0.00
SFTW-FIPT-00-A01	UCS 6100 Series Fabric Interconnect 1 10GE port license	12	\$2,774.00	\$33,288.00



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
SFTW-5300-00-A01	VNX 5300 Unified FC Base Software	1	\$8,194.00	\$8,194.00
SFTW-WS28-00-A01	Microsoft Windows Standard Edition, Supports 2 VM's	6	\$759.00	\$4,554.00
SFTW-SS28-00-A01	Microsoft SQL Server Edition, Supports 1 vCPU	1	\$2,476.00	\$2,476.00
SFTW-FS53-00-A01	FAST SUITE FOR VNX5300	1	\$3,797.00	\$3,797.00
SFTW-PPAK-00-A01	Total Protection Pack for VNX 5300	1	\$18,700.00	\$18,700.00
VB300 EX#1 Software Subtotal				\$170,104.00
SUPH-AMPW-00-A01	Annual Support Advanced Management Pod Switch Hardware	10	\$941.00	\$9,410.00
SUPH-AMPM-00-A01	Annual Support Advanced Management Pod Non-Redundant Server	5	\$405.00	\$2,025.00
SUPH-5548-00-C01	Annual Maintenance Nexus 5548 UP (2) 1RU Chassis, 2 PS, 2 Fan, 32 Fixed 10GE Ports	5	\$5,060.00	\$25,300.00
SUPU-9148-00-C01	Premium Maintenance Upgrade CISCO 48-PORT 8GB FC SWITCH 16 ACTIVE PORTS (2)	1	\$766.00	\$766.00
SUPH-9148-00-C01	Annual Hardware Maintenance CISCO 48-PORT 8GB FC SWITCH 16 ACTIVE PORTS (2) after Warranty	2	\$850.00	\$1,700.00
SUPH-1140-00-B02	Annual Support Blade Pack: UCS B200 M2 (2)	20	\$510.00	\$10,200.00
SUPH-IF8G-00-B01	Annual Support UCS FI Fibre Channel 6x8Gbps Port Upgrade	5	\$198.00	\$990.00
SUPH-BSC2-00-A01	Annual Support Compute Base 2 UCS Chassis 2x6120	5	\$1,864.00	\$9,320.00
SUPU-5300-00-A01	VNX5300 Unified Hardware Maintenance - Premium Upg	1	\$2,745.00	\$2,745.00
SUPH-5300-00-A01	VNX5300 Unified Annual Maintenance After Warranty	2	\$3,050.00	\$6,100.00
SUPH-RPA4-00-A01	Annual Support GEN4 RPA FOR VNX5100 AND VNX5300 after 1 Year Premium	8	\$754.00	\$6,032.00
SUPH-DAE3-00-A02	3U DAE WITH 15X3.5 INCH DRIVE SLOTS (2) Annual Support After Warranty	4	\$472.00	\$1,888.00



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
SUPH-FST2-00-A01	VNX 200GB FAST CACHE SAS FLASH ANNUAL MAINTENANCE AFTER WARRANTY	4	\$594.00	\$2,376.00
SUPH-200F-00-A01	VNX 200GB 6GB SAS FLASH DRIVE ANNUAL MAINTENANCE AFTER WARRANTY	2	\$594.00	\$1,188.00
SUPH-300S-00-A01	VNX 300GB 15K 520BPS 6GB SAS 3.5 CARRIER ANNUAL MAINTENANCE AFTER WARRANTY	10	\$82.00	\$820.00
SUPH-600S-00-A01	VNX 600GB 15K 520BPS 6GB SAS 3.5 CARRIER ANNUAL MAINTENANCE AFTER WARRANTY	44	\$130.00	\$5,720.00
SUPH-2TBN-00-A01	VNX 2TB 7200RPM 6GB SAS 3.5 CARRIER ANNUAL MAINTENANCE AFTER WARRANTY	32	\$114.00	\$3,648.00
	VB300 EX #1 Hardware Support Subtotal			\$90,228.00
SUPP-UIMB-00-A01	ANNUAL SUPPORT IONIX UIM MANAGED COMPUTE BLADE	40	\$1,495.00	\$59,800.00
SUPP-UIMF-00-A01	ANNUAL SUPPORT IONIX UIM FOUNDATION	5	\$2,300.00	\$11,500.00
SUPS-N1KV-00-B16	Nexus 1000V CPU License 16 Pack Annual Support	5	\$2,784.00	\$13,920.00
SUPS-PPTH-00-A01	POWERPATH ANNUAL MAINTENANCE PER CPU	80	\$378.00	\$30,240.00
SUPS-5300-00-A01	VNX5300 Unified Annual Software Maintenance	5	\$1,475.00	\$7,375.00
SUPS-FS53-00-A01	ANNUAL SUPPORT FAST SUITE FOR VNX5300	5	\$683.00	\$3,415.00
SUPS-PPAK-00-A01	Annual Support Total Protection Pack for VNX 5300	5	\$3,366.00	\$16,830.00
	VB300 EX #1 Software Support Subtotal			\$143,080.00
VBlock Services	VBlock Delivery and Implementation Services	1	\$0.00	\$0.00
MNFG-LVL1-00-A02	Manufacturing and Factory Assembly Level 1 - Applies per Vblock System	1	\$26,481.00	\$26,481.00
SHNH-LVL1-US-A01	Shipping and Handling Level 1 - USA	1	\$9,752.00	\$9,752.00
	VB300 EX #1 Services Subtotal			\$36,233.00



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	<p style="text-align: right;">VB300 EX # 1 Subtotal</p> <p>VB300 EX #1 Notes: Scenario 1 Server VM + VDI Block 15 drives 2201 GB usable. 3 RAID-5: 4+1 Scenario 1 Server VM + VDI Block 10 drives 4294 GB usable. 2 RAID-5: 4+1 Scenario 1 Server VM + VDI Block 10 drives 14589 GB usable. 2 RAID-5: 4+1 Scenario 2 File File 5 drives 7294 GB usable. 1 RAID-5: 4+1 Scenario 3 RecoverPoint Disk Pool Block 10 drives 4294 GB usable. 2 RAID-5: 4+1 VCE seamless support can be enabled for the client's Vblock only if VMware licenses, subscription, and support are purchased from VCE, VMware, or Cisco (no other sources are permitted). If the client chooses to not purchase VMware products from V - Own or purchase an active VMware ELA, VSPP, or Federal license and support contract from VMware, in the correct geography of Vblock deployment. - Have available unused perpetual licenses that were directly purchased from VMware, with upgrade subscription and VMware support, coterminous with support purchased from VCE on the Vblock. No other sources of VMware licenses can be used, if the client opts out from buying VMware from VCE. Client licenses from other OEMs (HP, Dell, IBM, or others) will not have support contracts at VMware. They will have support contracts at the OEM. The VMware support contract should be active for the full support term ordered for the Vblock. ACT Release V1R8.1 Estimated Vblock Lead Time : 45 days</p>			\$1,085,688.00
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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
VB300 EX #2				
MGMT-AMPW-00-A02	Advanced Management Pod Non-Redundant Switch	2	\$8,100.00	\$16,200.00
MGMT-AMPM-00-A05	Advanced Management Pod Non-Redundant Server	1	\$23,953.00	\$23,953.00
AGGE-10SR-00-B01	10GBASE-SR SFP Module (2)	4	\$2,990.00	\$11,960.00
AGGE-5548-00-E01	Nexus 5500 Layer 2 Daughter Card (2)	1	\$0.00	\$0.00
AGGE-5548-00-C01	Nexus 5548 UP Chassis (2), 32 10GbE Ports, 2 PS, 2 Fans	1	\$51,200.00	\$51,200.00
AGGE-SFPP-00-A01	Ethernet Aggregation SFP+	4	\$1,495.00	\$5,980.00
AGGS-9148-00-C01	CISCO 48-PORT 8GB FC SWITCH 16 ACTIVE PORTS (2)	1	\$17,320.00	\$17,320.00
BLDE-1EI0-00-A01	Blade Pack: UCS B200 M2 (2) 3.46GHz Xeon (6c) 192GB @ 800MHz (19.2 GB/s)	4	\$51,506.00	\$206,024.00
COMP-IF8G-00-B01	UCS Fabric Interconnect Fibre Channel 6x8Gbps Port Upgrade	1	\$10,320.00	\$10,320.00
COMP-BSC2-00-A01	Compute Base 2 UCS Chassis 2x6120	1	\$93,340.00	\$93,340.00
INFR-POU3-00-B01	Infrastructure, Power, 208V, 30A	1	\$3,060.00	\$3,060.00
INFR-POU8-00-B02	Infrastructure, Power, 208V, 30A, For SE Rack	1	\$1,530.00	\$1,530.00
INFR-CAB3-00-B01	Infrastructure, EMC MiniSAS, 300EX/FX	1	\$2,174.00	\$2,174.00
INFR-CSB0-00-B01	Infrastructure, 300EX	1	\$8,051.00	\$8,051.00
INFR-XSE0-00-B01	Infrastructure, Storage, Expansion	1	\$4,099.00	\$4,099.00
RACK-VBLK-00-A01	Vblock Cabinet Sides	1	\$992.00	\$992.00
STOR-5300-00-A01	VNX5300 Unified FC	1	\$30,500.00	\$30,500.00
STOR-RPA4-00-A01	GEN4 RPA FOR VNX5100 AND VNX5300	2	\$7,540.00	\$15,080.00



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
STOR-DAE3-00-A02	3U DAE WITH 15X3.5 INCH DRIVE SLOTS (2)	2	\$4,720.00	\$9,440.00
DISK-5301-00-A01	VNX 200GB FAST CACHE SAS FLASH (1)-15X3.5 IN DPE/DAE	2	\$4,950.00	\$9,900.00
DISK-7432-00-A01	T2 Boot Drives: 5x300GB 15K 520BPS 6GB SAS 3.5 CARRIER	1	\$3,400.00	\$3,400.00
DISK-1331-00-A01	T1 RAID5(4+1) 5 Drives: 200GB 6GB SAS FLASH DRIVE	3	\$24,750.00	\$74,250.00
DISK-4301-00-A01	T1 200GB 6GB SAS FLASH DRIVE Global HS	1	\$4,950.00	\$4,950.00
DISK-2734-00-A01	T2 5 Drives RAID5(4+1) : 600GB 15K 520BPS 6GB SAS 3.5 CARRIER	5	\$5,400.00	\$27,000.00
DISK-4704-00-A01	T2 600GB 15K 520BPS 6GB SAS 3.5 CARRIER Global HS	2	\$1,080.00	\$2,160.00
DISK-3935-00-A01	T3 5 Drives RAID5(4+1) : 2TB 7200RPM 6GB SAS 3.5 CARRIER	4	\$4,750.00	\$19,000.00
DISK-4905-00-A01	T3 2TB 7200RPM 6GB SAS 3.5 CARRIER HS	1	\$950.00	\$950.00
FC10M-50MLC	FCHNL 10M 50/125 LC-LC CABLES	8	\$420.00	\$3,360.00
	VB300 EX #2 Hardware Subtotal			\$656,193.00
SFTW-UIMB-00-B01	IONIX UIM MANAGED COMPUTE BLADE SOFTWARE	8	\$6,500.00	\$52,000.00
SFTW-UIMF-00-A01	IONIX UNIFIED INFRASTRUCTURE FOUNDATION SOFTWARE	1	\$10,000.00	\$10,000.00
SFTW-N1KV-00-B16	Nexus 1000V eDelivery CPU License 16 Pack	1	\$10,775.00	\$10,775.00
SFTW-PPCH-00-A01	POWERPATH UCS CHASSIS LICENSE	2	\$0.00	\$0.00
SFTW-PPSK-00-A01	POWERPATH CPU SOCKET LICENSE	16	\$1,645.00	\$26,320.00
SFTW-PPBL-00-A01	POWERPATH BLADE LICENSE	8	\$0.00	\$0.00
SFTW-FIPT-00-A01	UCS 6100 Series Fabric Interconnect 1 10GE port license	12	\$2,774.00	\$33,288.00



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SFTW-WS28-00-A01	Microsoft Windows Standard Edition, Supports 2 VM's	6	\$759.00	\$4,554.00
SFTW-SS28-00-A01	Microsoft SQL Server Edition, Supports 1 vCPU	1	\$2,476.00	\$2,476.00
SFTW-FS53-00-A01	FAST SUITE FOR VNX5300	1	\$3,797.00	\$3,797.00
SFTW-PPAK-00-A01	Total Protection Pack for VNX 5300	1	\$18,700.00	\$18,700.00
VB300 EX #2 Software Subtotal				\$170,104.00
SUPH-AMPW-00-A01	Annual Support Advanced Management Pod Switch Hardware	10	\$941.00	\$9,410.00
SUPH-AMPM-00-A01	Annual Support Advanced Management Pod Non-Redundant Server	5	\$405.00	\$2,025.00
SUPH-5548-00-C01	Annual Maintenance Nexus 5548 UP (2) 1RU Chassis, 2 PS, 2 Fan, 32 Fixed 10GE Ports	5	\$5,060.00	\$25,300.00
SUPU-9148-00-C01	Premium Maintenance Upgrade CISCO 48-PORT 8GB FC SWITCH 16 ACTIVE PORTS (2)	1	\$766.00	\$766.00
SUPH-9148-00-C01	Annual Hardware Maintenance CISCO 48-PORT 8GB FC SWITCH 16 ACTIVE PORTS (2) after Warranty	2	\$850.00	\$1,700.00
SUPH-1140-00-B02	Annual Support Blade Pack: UCS B200 M2 (2)	20	\$510.00	\$10,200.00
SUPH-IF8G-00-B01	Annual Support UCS FI Fibre Channel 6x8Gbps Port Upgrade	5	\$198.00	\$990.00
SUPH-BSC2-00-A01	Annual Support Compute Base 2 UCS Chassis 2x6120	5	\$1,864.00	\$9,320.00
SUPU-5300-00-A01	VNX5300 Unified Hardware Maintenance - Premium Upg	1	\$2,745.00	\$2,745.00
SUPH-5300-00-A01	VNX5300 Unified Annual Maintenance After Warranty	2	\$3,050.00	\$6,100.00
SUPH-RPA4-00-A01	Annual Support GEN4 RPA FOR VNX5100 AND VNX5300 after 1 Year Premium	8	\$754.00	\$6,032.00



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SUPH-200F-00-A01	VNX 200GB 6GB SAS FLASH DRIVE ANNUAL MAINTENANCE AFTER WARRANTY	2	\$594.00	\$1,188.00
SUPH-300S-00-A01	VNX 300GB 15K 520BPS 6GB SAS 3.5 CARRIER ANNUAL MAINTENANCE AFTER WARRANTY	10	\$82.00	\$820.00
SUPH-600S-00-A01	VNX 600GB 15K 520BPS 6GB SAS 3.5 CARRIER ANNUAL MAINTENANCE AFTER WARRANTY	54	\$130.00	\$7,020.00
SUPH-2TBN-00-A01	VNX 2TB 7200RPM 6GB SAS 3.5 CARRIER ANNUAL MAINTENANCE AFTER WARRANTY	42	\$114.00	\$4,788.00
VB300 EX #2 Hardware Support Subtotal				\$92,668.00
SUPP-UIMB-00-A01	ANNUAL SUPPORT IONIX UIM MANAGED COMPUTE BLADE	40	\$1,495.00	\$59,800.00
SUPP-UIMF-00-A01	ANNUAL SUPPORT IONIX UIM FOUNDATION	5	\$2,300.00	\$11,500.00
SUPS-N1KV-00-B16	Nexus 1000V CPU License 16 Pack Annual Support	5	\$2,784.00	\$13,920.00
SUPS-PPTH-00-A01	POWERPATH ANNUAL MAINTENANCE PER CPU	80	\$378.00	\$30,240.00
SUPS-5300-00-A01	VNX5300 Unified Annual Software Maintenance	5	\$1,475.00	\$7,375.00
SUPS-FS53-00-A01	ANNUAL SUPPORT FAST SUITE FOR VNX5300	5	\$683.00	\$3,415.00
SUPS-PPAK-00-A01	Annual Support Total Protection Pack for VNX 5300	5	\$3,366.00	\$16,830.00
VB300 EX #2 Software Support Subtotal				\$143,080.00
VBlock Services	VBlock Delivery and Implementation Services	1	\$0.00	\$0.00
MNFG-LVL1-00-A02	Manufacturing and Factory Assembly Level 1 - Applies per Vblock System	1	\$26,481.00	\$26,481.00
SHNH-LVL1-US-A01	Shipping and Handling Level 1 - USA	1	\$9,752.00	\$9,752.00



Quote #	Quote Date
040412-14	4/4/2012
(Quote valid for 30 days)	

TO:

Name: **Frank Whittaker**
 Company: West Virginia State Treasurer's Office
 Address: 2019 Washington Street East
 Address: Charleston, WV 25305
 Phone:
 Fax:
 Email:

FROM:

Name: **Todd May**
 Company: AdvizeX Technologies
 Address: 6480 Rockside Woods Blvd
 Address: Independence, OH 44131
 Phone: 216-901-1818
 Fax:
 Email: tmay@advizex.com

Terms & Conditions	F.O.B.
Acceptance of this quotation includes acceptance of all Terms & Conditions as specified in this quotation.	Point of Origin

ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
	VB300 EX #2 Services Subtotal			\$36,233.00
	VB300 EX # 2 Subtotal			\$1,098,278.00
	VB300 EX #2 Notes: Scenario 1 Server VM + VDI (Replicated) + RP Journals (x2 T2 Packs) Block 10 drives 1467 GB usable. 2 RAID-5: 4+1 Scenario 1 Server VM + VDI (Replicated) + RP Journals (x2 T2 Packs) Block 20 drives 8589 GB usable. 4 RAID-5: 4+1 Scenario 1 Server VM + VDI (Replicated) + RP Journals (x2 T2 Packs) Block 10 drives 14589 GB usable. 2 RAID-5: 4+1 Scenario 2 File (Replicated) File 5 drives 7294 GB usable. 1 RAID-5: 4+1 Scenario 3 VMware Test & Dev Block 5 drives 734 GB usable. 1 RAID-5: 4+1 Scenario 3 VMware Test & Dev Block 5 drives 2147 GB usable. 1 RAID-5: 4+1 Scenario 3 VMware Test & Dev Block 5 drives 7294 GB usable. 1 RAID-5: 4+1 VCE seamless support can be enabled for the client's Vblock only if VMware licenses, subscription, and support are purchased from VCE, VMware, or Cisco (no other sources are permitted). If the client chooses to not purchase VMware products from V - Own or purchase an active VMware ELA, VSPP, or Federal license and support contract from VMware, in the correct geography of Vblock deployment. - Have available unused perpetual licenses that were directly purchased from VMware, with upgrade subscription and VMware support, coterminous with support purchased from VCE on the Vblock.			



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
	<p>No other sources of VMware licenses can be used, if the client opts out from buying VMware from VCE. Client licenses from other OEMs (HP, Dell, IBM, or others) will not have support contracts at VMware. They will have support contracts at the OEM.</p> <p>The VMware support contract should be active for the full support term ordered for the Vblock.</p> <p>ACT Release V1R8.1</p> <p>Estimated Vblock Lead Time : 45 days</p> <p>VB300 EX #1 & VB300 EX #2 Subtotal</p> <p>Less Discount</p>			<p>\$2,355,966.00</p> <p>-\$1,056,799.00</p>
	Sub-Total			\$1,299,167

TOTAL:

\$1,299,167

Notes:

The above quotation total does not reflect applicable sales tax and shipping charges.

Payment terms are Net 30 unless otherwise agreed to in writing.

AdvizeX Technologies is an equal opportunity employer dedicated to affirmative action and workforce diversity.

Please read this Quotation carefully. The terms and conditions set forth on this form constitute the entire agreement between seller and buyer. Seller will not be bound by any terms of buyer's order that are inconsistent with the terms herein. Acceptance of these terms may be made either (1) by written acceptance or (2) by accepting delivery of any good described on this form. This Quotation shall remain firm for 30 days from the date above unless modified in writing by Advizex Technologies, LLC prior to our acceptance of your order. This Quotation and any order placed as a result hereof shall be subject exclusively to the Terms and Conditions herein. So long as part of the payment due is outstanding, AdvizeX Technologies, LLC shall retain a security interest in



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ITEM	DESCRIPTION	QTY	UNIT PRICE	EXTENDED
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Conditions herein: As long as part of the payment due is outstanding, Advizex Technologies, LLC shall retain a security interest in any product or software that is part of the system. The customer agrees to execute any documents which may be necessary or appropriate to protect Advizex Technologies, LLC security interest in the system at Advizex Technologies, LLC request. Any contract resulting from this Quotation must be signed by a duly authorized representative of Advizex Technologies, LLC. Any additions, modifications or waivers of any of the Terms and Conditions contained herein or on the attached Agreements shall only be effective if in writing and agreed to by an authorized representative of Advizex Technologies, LLC. Advizex Technologies, LLC disclaims all implied warranties, including all warranties of merchant ability and all warranties of fitness for a particular purpose. Advizex Technologies, LLC shall not be liable for incidental, special or consequential damages arising from any cause.



THE VIRTUAL COMPUTING
ENVIRONMENT COMPANY



VCE DEPLOYMENT AND IMPLEMENTATION SERVICE

PSVC-DEP(N)-00-A02

Service Overview

The VCE Deployment and Implementation Service PSVC-DEP(N)-00-A02 ("Service") provides collaborative planning, design, and on-site/remote deployment and implementation services for Vblock™ Infrastructure Platforms. The Service can help align the scalability, flexibility, and cost saving associated with Vblock platforms to operational objectives. Best practices and proven processes help to ensure non-disruptive integration of Vblock platforms into a customer environment. This Service also includes an eight-hour interactive customer knowledge-transfer session to maximize the investment in the Vblock Infrastructure Platforms.

Service Scope

Subject to the "Customer Responsibilities," VCE personnel or authorized agents shall work closely with the customer to perform the following activities as part of the Service:

- Initiate a kickoff meeting in a timely manner to review project scope, expectations, communication plans, and availability of required resources.
- Determine the engagement process and schedule.
- Develop a high-level Project Plan with critical-path events and milestones.
- Gather the business and IT requirements, goals, expectations, and success parameters associated with the VCE Deployment and Implementation Service engagement.
- Collect customer-supplied documentation to gain an understanding of the existing customer environment from both an operational and technical perspective.
- Prepare the planning, design, and project deliverables to include any design and end-state documentation for the deployed Vblock platform.
- Perform the on-site deployment and implementation of one Vblock platform up to and including ESX.
- Implement a non-redundant Advanced Management Pod ("AMP") for centralized management of the Vblock platform.
- Conduct a one-day interactive knowledge-transfer session.

Roles and Responsibilities

- VCE Consultants: Conduct Vblock platform deployment and implementation, including best practices for configuration and administration
- VCE Project Manager: Plans and coordinates all VCE engagement-related activities
- Customer Project Manager: Plans and coordinates all customer engagement-related activities
- Customer Technical Lead: Responsible for the non-Vblock platform components including server hardware, storage, and networking

Key Activities

The following table represents the key tasks delivered as part of the Service and responsible parties.

Task	Responsibility
Project kickoff	All
Site survey	VCE
Logical configuration information gathering	All
Customer configuration design review	VCE
Vblock platform implementation test planning	VCE
Vblock platform implementation	VCE
Vblock Platform implementation testing	All
Documentation finalization	VCE
Knowledge-transfer session	All
Final documentation review	All
Wrap-up call	All
Transition to Seamless Support	VCE

VCE Staffing

VCE provides appropriate on-site and/or off-site representatives to perform the Service specified in the Service Scope section.



Customer Responsibilities

Customer must:

- Provide at least one technical contact with system administration responsibilities and appropriate system/information access privileges.
- Complete VCE-supplied questionnaires within required timelines.
- Make appropriate system maintenance window(s) available for VCE (including authorized agents of VCE) as needed to prepare equipment.
- Ensure that all environment and operational requirements are met prior to the commencement of the Service.
- Provide VCE on-site and/or off-site representatives with access to the customer's systems and networks (including, without limitation, remote systems and remote network access) as necessary to perform the Service during the normal VCE business hours or at mutually agreed times.
- Manage interface with customer's technical support and application teams including all vendors and third parties, as necessary.
- Assume all responsibility for network connectivity, performance, and configuration issues.
- Verify that the equipment installation location is prepared prior to the commencement of the Service.

Service Schedule

The anticipated on-site Service start date is 4 weeks after receipt and approval by VCE of the customer's purchase order for this Service or as mutually agreed upon. Customer shall have 12 months from the date of purchase to complete the Service ("Service Period"), after which this Service shall automatically expire at the end of the Service Period and will be null and void. No refund will be due or paid to customer for unclaimed or incomplete work. VCE provides personnel on-site for up to five days to complete this Service.

Service Scope Changes

Any changes to the Service, the schedule, charges, or this Service Scope must be mutually agreed upon in writing by VCE and the customer in a separate Professional Services Statement of Work ("SOW") detailing the changes, the impact of the proposed change on the charges and schedule, and other relevant terms including services fees. Until changes are agreed to in writing, VCE will continue to perform work as provided in this document and such work is deemed to be in

accordance with the obligations of VCE until a custom SOW is signed by both parties.

Service Scope Exclusions

Only the work stated in this document is included, and any additional work is out of scope of the Service and must be purchased separately. Specifically excluded services include but are not limited to the following:

- Detailed VMware design, including the implementation, configuration or integration of vSphere components other than ESXi and vCenter
- Customized designs for specific customer applications or quality of service requirements, including a customized storage layout
- Development of a hardening design to meet specific security requirements
- Creation and deployment of virtual machines other than those required for the AMP
- Capacity analysis and planning
- Integration with existing management platforms beyond the routing of alerts to a customer-nominated management server
- Implementation and configuration of the redundant high-availability AMP
- Physical build, logical configuration or integration of any non-Vblock components
- Third-party application support unless specifically agreed in writing
- Any configuration work to non-virtualized bare metal servers
- Operational process documentation or "Run Books"
- Any database/application installation and/or re-platforming
- Business continuance and/or disaster recovery services
- Physical or virtual migration services
- Providing the power, cooling, and environmental standards needed to support a Vblock platform
- Any other services offered under separate part number

Terms and Conditions

Customer's issuance of an order to purchase the Service signifies its agreement to the terms and conditions in this document and its acknowledgment that the Service is provided under and is governed by either (a) a separate



written agreement between the parties for the delivery of professional services, or in lieu of a signed agreement, (b) the standard VCE Professional Services Terms and Conditions available at: <http://www.vce.com/serviceterms> (the "Governing Agreement").

This document constitutes a Service Order or SOW, as defined in the Governing Agreement. This is a fixed-price order. VCE will bill and invoice customer at its standard time-and-material rates plus travel expenses for any additional services beyond the Service or any costs incurred for customer's failure to meet its responsibilities specified in this document. Unless otherwise provided in the Governing Agreement, customer is deemed to accept the Service rendered if no objection is raised within 10 days after

customer is presented with a milestone completion form or other statement of completion by VCE. VCE MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS DOCUMENT.

The Service price is based on the Vblock platform configuration and is determined by VCE as part of the configuration process (and designated in the brackets in the Service part number above).

Effective for orders placed on or after 11/18/2011.

For More Information

More information about VCE solutions and services is available from www.vce.com and from your local VCE representative.

ABOUT VCE

VCE, the Virtual Computing Environment Company formed by Cisco and EMC with investments from VMware and Intel, accelerates the adoption of converged infrastructure and cloud-based computing models that dramatically reduce the cost of IT while improving time to market for our customers. VCE, through the Vblock platform, delivers the industry's first completely integrated IT offering with end-to-end vendor accountability. VCE's prepackaged solutions are available through an extensive partner network, and cover horizontal applications, vertical industry offerings, and application development environments, allowing customers to focus on business innovation instead of integrating, validating and managing IT infrastructure.

For more information, go to www.vce.com.



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Attachment C: Cost Sheet

Cost information is to be inserted below based on mandatory requirements, project objectives and goals as detailed in the Request for Proposal. This sheet must be submitted in a separately sealed envelope. "Cost" should be clearly marked on the sealed envelope along with the RFP document# ST012007.

Invoices and Progress Payments: The Vendor shall submit invoices, in arrears, in an acceptable format to the Agency at the address on the face of the purchase order labeled "Invoice To". Payment will be made upon delivery, acceptance and testing of all equipment.

The agency is requesting an all-inclusive, total cost that includes the items below:

As indicated in Section 2.1, there will be two different delivery locations. All freight and handling is to be included in the proposed cost and not billed as a separate item on the invoice(s); FOB Destination, Freight Prepaid are the preferred terms. Delivery should be made within 30 days after contract award.

Per Section 5.5: Term of Contract and Renewals: This contract will be effective upon award and shall extend for the period of one (1) year, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of one (1) year with a maximum of up to four, one (1) year renewal periods.

- A. All Equipment (agency requests an equipment listing being proposed to be a part of response)
ALL equipment must have an expected product life of at least 5 years. Extended warranty costs must be included to attain this requirement if the manufacturer does not offer a standard full 5 year warranty.

Total Cost of All Equipment: \$ 1,088,766.00

- B. Maintenance and Support shall include:
All equipment/systems must include 5 years of support with a guaranteed response time of 4 hours and 24x7x365 availability coverage, and include all firmware updates.

Support Cost for Year One: \$ 42,080.20

Support Cost for Year Two: \$ 42080.20

Support Cost for Year Three: \$ 42080.20

Support Cost for Year Four: \$ 42080.20

Support Cost for Year Five: \$ 42080.20

- C. TOTAL COST FOR EQUIPMENT AND SUPPORT YEARS 1-5 \$ 1,299,167.00

The Vendor, who has lowest cost for initial equipment costs, including any extended warranty to achieve a minimum product life of 5 years, and lowest support costs for each year of Support, will be allocated the most points in accordance with the evaluation criteria described in Section 4.2 of the RFP.