

CRFP LOT2200000001  
Infrastructure Upgrade

12/16/21 11:44:06  
NW Purchasing Division

a. **Hardware/Software/Services: One Time Payment**

**Hardware/Software**

HCI	4.2.1.47 thru 4.2.1.61
UDS	4.2.1.62 thru 4.2.1.80
DPS	4.2.1.81 thru 4.2.1.120
Networking	4.2.1.121 thru 4.2.1.140
Domain Controllers	4.2.1.141 thru 4.2.1.151

**Additional Requirements**

Installation (1)	4.2.1.152 thru 4.2.1.160
Training	4.2.1.161 thru 4.2.1.164
Migration	4.2.1.165 thru 4.2.1.169
Erasure	4.2.1.183

**\*Identify where Service Descriptions are located in your Response for each specification number below**

Appendix I	_____
Appendix E	_____
Appendix I	_____
Appendix H	_____

**Total**

\$	303,180.48
\$	212,925.06
\$	197,117.66
\$	58,790.22
\$	4,886.91
\$	218,696.93
\$	198,654.91
\$	33,259.70
\$	45,326.76

**Note 1 - Includes minimum 80 hours of Vendor Project Management**

**Sub-Total**

**\$ 1,272,838.63**

b. **RESIDENCY**

HCI 3 months	4.2.1.176.1
DPS 1 month	4.2.1.176.2
UDS 2 months	4.2.1.176.3
VMWare 3 months	4.2.1.176.4

**\*Identify where Service Descriptions are located in your Response for each specification number below**

Appendix F	_____
Appendix F	_____
Appendix F	_____
Appendix G	_____

\$	104,628.24
\$	34,876.08
\$	69,752.16
\$	214,083.25

**Sub-Total**

**\$ 423,339.73**

**CONTRACT TERM**

c. <b>Hardware/Software Maintenance</b>	4.2.1.170 thru 4.2.1.172
d. <b>Support</b>	4.2.1.173 thru 4.2.1.175
	4.2.1.177 thru 4.2.1.181

<b>YR 1</b>	<b>YR 2</b>	<b>YR 3</b>
\$ 53,233.67	\$ 53,233.67	\$ 53,233.67
\$ 64,364.08	\$ 64,364.08	\$ 64,364.08

c. <b>Hardware/Software Maintenance</b>	4.2.1.170 thru 4.2.1.172
d. <b>Support</b>	4.2.1.173 thru 4.2.1.175
	4.2.1.177 thru 4.2.1.181

<b>YR 4</b>	<b>YR 5</b>	<b>Total</b>
\$ 53,233.67	\$ 53,233.67	\$ 266,168.35
\$ 64,364.08	\$ 64,364.08	\$ 321,820.40

**Sub-Total**

**\$ 587,988.75**

e.	<b>As Needed Vendor Support</b>	
	Project Management	4.2.1.182.1
	Exchange Engineer	4.2.1.182.2
	SQL Engineer	4.2.1.182.3
	Operating System Specialist Engineer	4.2.1.182.4
	Active Directory Engineer	4.2.1.182.5
	Networking Engineer	4.2.1.182.6
	Other Staff	4.2.1.182.7

Hours	Rate	Total
1	195	\$ 195.00
1	195	\$ 195.00
1	195	\$ 195.00
1	195	\$ 195.00
1	195	\$ 195.00
1	195	\$ 195.00
1	195	\$ 195.00
<b>Sub-Total</b>		<b>\$ 1,365.00</b>

**COST BID SUMMARY**

Category	Services	Costs
a.	Hardware/Software/Services	\$ 1,272,838.63
b.	Residency	\$ 423,339.73
c.	Hardware/Software Maintenance	\$ 266,168.35
d.	Software Support	\$ 321,820.40
e.	As Needed Support	\$ 1,365.00
<b>Total</b>		<b>\$ 2,285,532.11</b>

**THE HOURLY RATES FOR SERVICES PROVIDED BELOW PER 4.1.1.168 AND WILL NOT BE INCLUDED IN THE TOTAL COST BID THESE SERVICES MUST BE BILLED SEPARATELY**

**Lottery Hourly Support during Migration (if needed)  
OEM Provided**

f.	HCI Engineer	4.2.1.168.1
	UDS Engineer	4.2.1.168.2
	DPS Engineer	4.2.1.168.3
	Project Manager	4.2.1.168.4

Hours	Rate	Total
8	458.16	\$ 3,665.28
8	458.16	\$ 3,665.28
8	458.16	\$ 3,665.28
8	391.25	\$ 3,130.00
<b>Sub-Total</b>		<b>\$ 14,125.84</b>
<b>Total Bid Amount</b>		<b>\$ 2,299,657.95</b>

Qty	Part Number	Description	Unit	Extended	Appendix
		<b>HCI Hardware/Software</b>			
12	210-APXR	VXRAIL E560F,10X2.5",FLASH	\$1,382.27	\$16,587.24	
12	325-BCVR	E560F BRANDING	\$23.72	\$284.64	
12	329-BDWH	PSNT INFO	\$0.00	\$0.00	
12	379-BENB	VSAN NODE	\$0.00	\$0.00	
12	384-BCWY	4.7.530 FIRMWARE-LOCK,P570,P570F,V570,V570F,S570, E560,E560F,E560N	\$0.00	\$0.00	
12	634-BYJD	VXRAIL SW,4.7.530	\$0.00	\$0.00	
12	379-BDYQ	NO TRANSFORMATIONAL LICENSE AGREEMENT	\$0.00	\$0.00	
12	321-BCQL	2.5 CHASSIS WITH UP TO 10 HARD DRIVES AND 3PCIE SLOTS	\$86.27	\$1,035.24	
12	325-BCVY	VXRAIL E560 BEZEL	\$64.29	\$771.48	
12	338-BRVO	INTEL XEON GOLD 6248 2.5G, 20C/40T, 10.4GT/S, 27.5M CACHE, TURBO, HT (150W) DDR4-2933	\$2,286.11	\$27,433.32	
12	374-BBBX	NO ADDITIONAL PROCESSOR	\$0.00	\$0.00	
12	370-AEVR	3200MT/S RDIMMS	\$0.00	\$0.00	
72	370-AEVQ	16GB RDIMM, 3200MT/S, DUAL RANK	\$379.22	\$27,303.84	
12	400-AZQO	800GB SSD SAS ISE MIX USE 12GBPS 512E 2.5IN HOT-PLUG AG DRIVE, 3 DWPD,	\$814.96	\$9,779.52	
48	400-AXPE	3.84TB SSD SAS ISE READ INTENSIVE 12GBPS 512 2.5IN HOT-PLUG AG DRIVE, 1 DWPD,	\$1,984.11	\$95,237.28	
12	540-BBUM	BROADCOM 57414 DUAL PORT 10/25GBE SFP28, RNDG	\$305.88	\$3,670.56	
12	461-AADZ	NO TRUSTED PLATFORM MODULE	\$0.00	\$0.00	
12	770-BBBM	READYRAILS STATIC RAILS FOR 2/4-POST RACKS	\$21.14	\$253.68	
12	450-ADWM	DUAL, HOT-PLUG, REDUNDANT POWER SUPPLY (1+1), 1100W	\$338.67	\$4,064.04	
24	450-AALV	POWER CORD - C13, 3M, 125V, 15A (NORTH AMERICA, GUAM, NORTH MARIANAS, PHILIPPINES, SAMOA, VIETNAM)	\$0.00	\$0.00	
12	470-ACPE	VXRAIL SMALL FORM FACTOR PLUGGABLE CABLE KIT	\$8.20	\$98.40	
12	634-BSLD	VXRAIL VMWARE, VSAN ENTERPRISE, 5 YEARS	\$0.00	\$0.00	
12	634-BSKH	VXRAIL HCI SYSTEM SOFTWARE, ALL-FLASH, E	\$5,464.39	\$65,572.68	
48	634-BRIL	VXRAIL HCI SYSTEM SOFTWARE, CAPACITY DRIVE 3.84TB SAS, SSD	\$821.45	\$39,429.60	
12	389-DSVE	POWEREDGE R640 CE, CCC, BIS MARKING	\$0.00	\$0.00	
12	634-BWRZ	HCIA RECOVERPOINT FOR VMWARE FOR 1 NODE VT	\$0.00	\$0.00	
12	340-BYUL	E560/E560F SHIPPING	\$0.00	\$0.00	
12	340-COPR	POWEREDGE R640 X4 AND X10 DRIVE SHIPPING MATERIAL	\$0.00	\$0.00	
12	330-BBKB	RISER CONFIG 4, 2X16 LP	\$0.00	\$0.00	
12	329-BEIJ	POWEREDGE R640 MLK MOTHERBOARD	\$0.00	\$0.00	
12	370-ADNM	BLANK FOR 1CPU CONFIGURATION	\$0.00	\$0.00	
12	412-AAIQ	STANDARD 1U HEATSINK	\$8.20	\$98.40	
12	370-AAIP	PERFORMANCE OPTIMIZED	\$0.00	\$0.00	
12	780-BCIZ	NO RAID FOR E560	\$0.00	\$0.00	
12	405-AAJU	HBA330 12GBPS SAS HBA CONTROLLER (NON-RAID), MINICARD	\$159.20	\$1,910.40	
12	403-BCHI	BOSS CONTROLLER CARD + WITH 2 M.2 STICKS 240G (RAID 1),LP	\$379.22	\$4,550.64	
12	385-BBKT	IDRAC9,ENTERPRISE	\$210.96	\$2,531.52	
12	379-BCQY	IDRAC GROUP MANAGER, DISABLED	\$0.00	\$0.00	
12	379-BCRF	IDRAC,LEGACY PASSWORD	\$0.00	\$0.00	
12	379-BCRB	DHCP WITH ZERO TOUCH CONFIGURATION	\$0.00	\$0.00	
12	385-BBLE	IDSDM AND COMBO CARD READER	\$25.45	\$305.40	
12	385-BBCF	REDUNDANT SD CARDS ENABLED	\$0.00	\$0.00	
12	385-BBKI	64GB MICROSDHC/SDXC CARD	\$85.86	\$1,030.32	
12	385-BBKI	64GB MICROSDHC/SDXC CARD	\$85.86	\$1,030.32	
12	384-BBPR	5 STANDARD FANS FOR R640	\$0.00	\$0.00	
12	350-BBKB	NO QUICK SYNC	\$16.83	\$201.96	

12	800-BBDM	UEFI BIOS BOOT MODE WITH GPT PARTITION	\$0.00	\$0.00	
12	387-BBEY	NO ENERGY STAR	\$0.00	\$0.00	
12	429-AAIQ	NO INTERNAL OPTICAL DRIVE	\$0.00	\$0.00	
12	631-AACK	NO SYSTEMS DOCUMENTATION, NO OPENMANAGE DVD KIT	\$0.00	\$0.00	
12	350-BBNP	VXRAIL E560F LUGGAGE TAG	\$0.00	\$0.00	
12	332-1286	US ORDER	\$0.00	\$0.00	
			<b>Subtotal</b>	<b>\$303,180.48</b>	
		<b>UDS Hardware/Software</b>			
1	AB109692	SUPERNA SEL ENTERPRISE SUITE 1 WRITE CLSTR 5YR	\$66,656.00	\$66,656.00	
1	210-AXWW	POWERSCALE ACCESSORIES BASE	\$0.00	\$0.00	
8	470-ABPS	DELL NETWORKING CABLE, SFP+ TO SFP+, 10GBE, PASSIVE COPPER TWINAX DIRECT ATTACH, 2 METER CUST KIT	\$33.33	\$266.64	
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	210-AVMU	DATAIQ PERPETUAL BASE	\$0.01	\$0.01	
1	528-CIHW	DATAIQ DELL BASE LIC=IF	\$0.00	\$0.00	
1	835-9439	PROSUPPORT PLUS MISSION CRITICAL-DATAIQ INSTANCE SOFTWARE SUPPORT CONTRACT 5 YEARS	\$0.00	\$0.00	Appendix D
1	835-9419	PROSUPPORT PLUS MISSION CRITICAL-DATAIQ INSTANCE SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	626-BBBG	STORAGE SOFTWARE INFO	\$0.00	\$0.00	
1	210-AYWM	POWERSCALE SERVICES	\$0.00	\$0.00	
4	210-AVLI	POWERSCALE F200	\$2,839.05	\$11,356.20	
4	800-BBQV	THANK YOU FOR BUYING DELL EMC	\$0.00	\$0.00	
4	406-BBQL	FE 2X25GBE W/O OPTICS	\$274.04	\$1,096.16	
4	540-BCTS	BE 2X25GBE W/O OPTICS	\$274.04	\$1,096.16	
4	345-BCWK	SED/FIPS 8TB (1.92TB X 4) SSD	\$4,497.45	\$17,989.80	
4	370-AFWX	96GB 3200 DIMM MEMORY	\$1,714.00	\$6,856.00	
4	450-AJNP	C13/C14 US (2M) X2	\$15.70	\$62.80	
4	149-BBBY	ONEFS BASE LICENSE 8TB TIER 6 =ID	\$2,009.33	\$8,037.32	
4	149-BBBZ	ONEFS ENC/KEY MGT LICENSE 8TB TIER 6 =ID	\$1,107.20	\$4,428.80	
32	149-BBBS	ONEFS CAPACITY LICENSE TIER 6 =CB	\$348.64	\$11,156.48	
4	151-BBDL	SMARTCONNECT BASE LICENSE TIER 6 =ID	\$0.00	\$0.00	
4	151-BBDN	SYNCIQ BASE LICENSE TIER 6 =ID	\$0.00	\$0.00	
4	151-BBDY	SMARTQUOTAS BASE LICENSE TIER 6 =ID	\$0.00	\$0.00	
4	151-BBDZ	SMARTPOOL BASE LICENSE TIER 6 =ID	\$0.00	\$0.00	
4	151-BBED	SNAPSHOTIQ BASE LICENSE TIER 6 =ID	\$0.00	\$0.00	
4	151-BBEL	ENTERPRISE ADVANCED BUNDLE TIER 6 =ID	\$0.00	\$0.00	
32	151-BBDP	SYNCIQ CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00	
32	151-BBDT	SMARTQUOTAS CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00	
32	151-BBEB	ENTERPRISE ADV BUNDLE CAP T6 PER TB =CB	\$217.00	\$6,944.00	
32	151-BBEK	SMARTCONNECT CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00	
32	151-BBEO	SNAPSHOTIQ CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00	
32	151-BBEU	SMARTPOOL CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00	
4	151-BBDS	SMARTLOCK BASE LICENSE TIER 6 =ID	\$0.00	\$0.00	
4	151-BBEH	HDFS FOR ONEFS (\$0.00)	\$0.00	\$0.00	
32	151-BBER	SMARTLOCK CAPACITY LICENSE TIER 6 =CB	\$22.63	\$724.16	

4	623-BBDX	IDRAC RANDOM PASSWORD	\$0.00	\$0.00
4	340-CQWH	SHIPPING MATERIAL	\$0.00	\$0.00
4	340-CQWI	POWERSCALE SHIPPING	\$0.00	\$0.00
4	350-BBZL	BEZEL COMPONENTS	\$0.00	\$0.00
4	338-BVTN	2.2 GHZ PROCESSOR	\$324.47	\$1,297.88
4	370-AFGV	MEMORY COMPONENTS	\$0.00	\$0.00
4	461-AAIU	TRUSTED PLATFORM MODULE V3	\$0.00	\$0.00
4	623-BBDY	INFO F200 ISG PRODUCT	\$0.00	\$0.00
4	770-BDRE	RACK RAILS WITH CMA	\$0.00	\$0.00
4	450-AKHL	DUAL PSU 750W RDNT	\$266.34	\$1,065.36
4	528-CKSU	IDRAC, 14G, ENTERPRISE LICENSE	\$189.14	\$756.56
4	750-ACMW	F200 NODE HARDWARE	\$0.00	\$0.00
4	750-ACMX	F200 NODE HARDWARE CONT	\$0.00	\$0.00
1	210-AXWW	POWERSCALE ACCESSORIES BASE	\$0.00	\$0.00
8	470-ABPS	DELL NETWORKING CABLE, SFP+ TO SFP+, 10GBE, PASSIVE COPPER TWINAX DIRECT ATTACH, 2 METER,CUST KIT	\$33.33	\$266.64
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00
1	210-AVMU	DATAIQ PERPETUAL BASE	\$0.01	\$0.01
1	528-CIHW	DATAIQ DELL BASE LIC=IF	\$0.00	\$0.00
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00
1	626-BBBG	STORAGE SOFTWARE INFO	\$0.00	\$0.00
4	210-AVLI	POWERSCALE F200	\$2,839.05	\$11,356.20
4	800-BBQV	THANK YOU FOR BUYING DELL EMC	\$0.00	\$0.00
4	406-BBQL	FE 2X25GBE W/O OPTICS	\$274.04	\$1,096.16
4	540-BCTS	BE 2X25GBE W/O OPTICS	\$274.04	\$1,096.16
4	345-BCWK	SED/FIPS 8TB (1.92TB X 4) SSD	\$4,497.45	\$17,989.80
4	370-AFWX	96GB 3200 DIMM MEMORY	\$1,714.00	\$6,856.00
4	450-AJNP	C13/C14 US (2M) X2	\$15.70	\$62.80
4	149-BBBY	ONEFS BASE LICENSE 8TB TIER 6 =ID	\$2,009.33	\$8,037.32
4	149-BBBZ	ONEFS ENC/KEY MGT LICENSE 8TB TIER 6 =ID	\$1,107.19	\$4,428.76
32	149-BBBS	ONEFS CAPACITY LICENSE TIER 6 =CB	\$348.64	\$11,156.48
4	151-BBDL	SMARTCONNECT BASE LICENSE TIER 6 =ID	\$0.00	\$0.00
4	151-BBDN	SYNCIQ BASE LICENSE TIER 6 =ID	\$0.00	\$0.00
4	151-BBDY	SMARTQUOTAS BASE LICENSE TIER 6 =ID	\$0.00	\$0.00
4	151-BBDZ	SMARTPOOL BASE LICENSE TIER 6 =ID	\$0.00	\$0.00
4	151-BBED	SNAPSHOTIQ BASE LICENSE TIER 6 =ID	\$0.00	\$0.00
4	151-BBEL	ENTERPRISE ADVANCED BUNDLE TIER 6 =ID	\$0.00	\$0.00
32	151-BBDP	SYNCIQ CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00
32	151-BBDT	SMARTQUOTAS CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00
32	151-BBEB	ENTERPRISE ADV BUNDLE CAP T6 PER TB =CB	\$217.00	\$6,944.00
32	151-BBEK	SMARTCONNECT CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00
32	151-BBEO	SNAPSHOTIQ CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00
32	151-BBEU	SMARTPOOL CAPACITY LICENSE TIER 6 =CB	\$0.00	\$0.00
4	151-BBDS	SMARTLOCK BASE LICENSE TIER 6 =ID	\$0.00	\$0.00
4	151-BBEH	HDFS FOR ONEFS (\$0.00)	\$0.00	\$0.00
32	151-BBER	SMARTLOCK CAPACITY LICENSE TIER 6 =CB	\$22.64	\$724.48
4	623-BBDX	IDRAC RANDOM PASSWORD	\$0.00	\$0.00

4	340-CQWH	SHIPPING MATERIAL	\$0.00	\$0.00	
4	340-CQWI	POWERSCALE SHIPPING	\$0.00	\$0.00	
4	350-BBZL	BEZEL COMPONENTS	\$0.00	\$0.00	
4	338-BVTN	2.2 GHZ PROCESSOR	\$324.48	\$1,297.92	
4	370-AFGV	MEMORY COMPONENTS	\$0.00	\$0.00	
4	461-AAIU	TRUSTED PLATFORM MODULE V3	\$0.00	\$0.00	
4	623-BBDY	INFO F200 ISG PRODUCT	\$0.00	\$0.00	
4	770-BDRE	RACK RAILS WITH CMA	\$0.00	\$0.00	
4	450-AKHL	DUAL PSU 750W RDNT	\$266.35	\$1,065.40	
4	528-CKSU	IDRAC, 14G, ENTERPRISE LICENSE	\$189.15	\$756.60	
4	750-ACMW	F200 NODE HARDWARE	\$0.00	\$0.00	
4	750-ACMX	F200 NODE HARDWARE CONT	\$0.00	\$0.00	
4	626-BBBI	STORAGE DELL FULFILLED INFO	\$0.00	\$0.00	
			<b>Subtotal</b>	<b>\$212,925.06</b>	
		<b>DPS Hardware/Software</b>	\$0.00	\$0.00	
1	210-ARXY	DATA PROTECTION SUITE FOR VMWARE	\$0.00	\$0.00	
1	528-BFNM	CLOUDBOOST AWS DATA PROTECTION SUITE ENABLER	\$0.00	\$0.00	
1	528-BFNN	DATA PROTECTION CENTRAL FOR DPD	\$0.00	\$0.00	
1	528-BFNO	DPA SINGLE FED REPORTING SERVER	\$0.00	\$0.00	
1	528-BFNQ	DATA PROTECTION SUITE FOR VMWARE AVAMAR H ENABLER	\$0.00	\$0.00	
1	528-BFNR	DATA PROTECTION SUITE FOR VMWARE DPA ENABLER	\$0.00	\$0.00	
1	528-BFNT	DATA PROTECTION SUITE FOR VMWARE SEARCH ENABLER	\$0.00	\$0.00	
1	528-BFOB	NW 9.2+ DATA PROTECTION SUITE CAP ENABLER=CA	\$0.00	\$0.00	
1	528-BFOC	VREALIZE DATA PROTECTION EXTENSION	\$0.00	\$0.00	
1	823-4346	PROSUPPORT PLUS MISSION CRITICAL, SOFTWARE ENTITLEMENT, 5 YEARS	\$0.00	\$0.00	Appendix D
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
6	528-BFNY	DATA PROTECTION SUITE FOR VMWARE SOCKETS, 5YR=IA	\$0.00	\$0.00	
2	528-BFNP	DATA PROTECTION SUITE FOR VMWARE 2TB AVE H ENABLER=CA	\$0.00	\$0.00	
6	528-BFNS	DATA PROTECTION SUITE FOR VMWARE RP4VM ENABLER=IA	\$0.00	\$0.00	
1	626-BBBG	STORAGE SOFTWARE INFO	\$0.00	\$0.00	
1	379-BDTQ	THANK YOU FOR BUYING DELL EMC	\$0.00	\$0.00	
1	210-AWOI	IDPA DP4400 24TB 10G QP NDC X710 SFP+	\$33,087.95	\$33,087.95	
1	321-BFRC	IDPA DP4400 24TB 10G QP NDC X710 SFP+ CONFIGURATION TPM	\$0.00	\$0.00	
1	329-BDWH	PSNT INFO	\$0.00	\$0.00	
1	350-BBSU	IDPA DP4400 BRANDING	\$0.00	\$0.00	
2	528-CJZE	IDPA DP4400 ENV CONFIG 12TB	\$0.00	\$0.00	
3	528-CJZD	IDPA DP4400 SW 12TB EXPN	\$16,543.99	\$49,631.97	
1	528-CKBD	IDPA BU APP ENABLER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBE	FEDERATED REPORTING SERVER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBF	IDPA TARGET PROTOCOL ENABLER ENTRY=CA	\$0.00	\$0.00	
1	528-CKBG	VREALIZE ENABLER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBH	IDPA BOOSTFS ENABLER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBI	IDPA BU SEARCH ENABLER ENTRY=CA	\$0.00	\$0.00	
1	528-CKBJ	ANALYTICS ENABLER ENTRY=CB	\$0.00	\$0.00	
1	528-CKBM	DATA PROTECTION CENTRAL FOR DPD=CA	\$0.00	\$0.00	
1	800-BBSN	IDPA DP4400 PLATFORM HYPERVISOR	\$0.00	\$0.00	
1	800-BBSL	IDPA DP4400 PLATFORM HPVSR MAINT 5YR	\$0.00	\$0.00	
1	528-BEHL	IDPA DP4400 CLOUD TIER 5TB STARTER PACK	\$0.00	\$0.00	

1	332-1286	US ORDER	\$0.00	\$0.00	
1	528-CJZM	IDPA DP4400 CLOUD DR 5TB STARTER PACK	\$0.00	\$0.00	
1	658-BDZK	IDPA DP4400 SOFTWARE FACTORY INSTALLED	\$0.00	\$0.00	
4	470-AAGP	DELL NETWORKING, CABLE, SFP+ TO SFP+, 10GBE, COPPER TWINAX DIRECT ATTACH CABLE, 3 METER	\$49.91	\$199.64	
2	492-BBDI	C13 TO C14, PDU STYLE, 12 AMP, 6.5 FEET (2M) POWER CORD, NORTH AMERICA	\$9.50	\$19.00	
1	350-BBXS	POWERPROTECT DP 2U BEZEL	\$59.89	\$59.89	
1	340-CHLV	IDPA DP4400 SHIPPING	\$0.00	\$0.00	
1	389-DSWP	POWEREDGE R740 CE, CCC, BIS MARKING	\$0.00	\$0.00	
1	385-BBNZ	IDRAC9, ENTERPRISE	\$0.00	\$0.00	
1	461-AAEM	TRUSTED PLATFORM MODULE 2.0	\$47.05	\$47.05	
1	340-CORZ	POWEREDGE R740 SHIPPING MATERIAL	\$0.00	\$0.00	
1	845-7139	DELL EMC PRODUCTION READY FOR DATA PROTECTION: ONSITE	\$15,513.34	\$15,513.34	Appendix I
1	626-BBBI	STORAGE DELL FULFILLED INFO	\$0.00	\$0.00	
1	210-AWPV	GRANULAR RECOVERY	\$0.00	\$0.00	
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	528-BFNZ	EMC GRANULAR RECOVERY MICROSOFT MID=CA	\$0.00	\$0.00	
1	900-9997	ON-SITE INSTALLATION DECLINED	\$0.00	\$0.00	
1	210-ARZC	RECOVER POINT FOR VIRTUAL MACHINE	\$0.00	\$0.00	
1	528-CJZP	RP4VM 5VM STARTER PACK FOR DP4400	\$0.00	\$0.00	
1	838-3736	5 YEARS PROSUPPORT PLUS MISSION CRITICAL RP4VM STARTER PACK SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
1	823-4346	PROSUPPORT PLUS MISSION CRITICAL, SOFTWARE ENTITLEMENT, 5 YEARS	\$0.00	\$0.00	Appendix D
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	900-9997	ON-SITE INSTALLATION DECLINED	\$0.00	\$0.00	
1	626-BBBG	STORAGE SOFTWARE INFO	\$0.00	\$0.00	
1	379-BDTQ	THANK YOU FOR BUYING DELL EMC	\$0.00	\$0.00	
1	210-AWOI	IDPA DP4400 24TB 10G QP NDC X710 SFP+	\$33,087.95	\$33,087.95	
1	321-BFRC	IDPA DP4400 24TB 10G QP NDC X710 SFP+ CONFIGURATION TPM	\$0.00	\$0.00	
1	329-BDWH	PSNT INFO	\$0.00	\$0.00	
1	350-BBSU	IDPA DP4400 BRANDING	\$0.00	\$0.00	
1	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
1	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
2	528-CJZE	IDPA DP4400 ENV CONFIG 12TB	\$0.00	\$0.00	
3	528-CJZD	IDPA DP4400 SW 12TB EXPN	\$16,543.99	\$49,631.97	
1	528-CKBD	IDPA BU APP ENABLER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBE	FEDERATED REPORTING SERVER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBF	IDPA TARGET PROTOCOL ENABLER ENTRY=CA	\$0.00	\$0.00	
1	528-CKBG	VREALIZE ENABLER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBH	IDPA BOOSTFS ENABLER ENTRY=IA	\$0.00	\$0.00	
1	528-CKBI	IDPA BU SEARCH ENABLER ENTRY=CA	\$0.00	\$0.00	
1	528-CKBJ	ANALYTICS ENABLER ENTRY=CB	\$0.00	\$0.00	
1	528-CKBM	DATA PROTECTION CENTRAL FOR DPD=CA	\$0.00	\$0.00	
1	838-3716	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 ENV ENABLERS SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
1	800-BBSN	IDPA DP4400 PLATFORM HYPERVISOR	\$0.00	\$0.00	

1	800-BBSL	IDPA DP4400 PLATFORM HPVSR MAINT 5YR	\$0.00	\$0.00	
1	528-BEHL	IDPA DP4400 CLOUD TIER 5TB STARTER PACK	\$0.00	\$0.00	
1	332-1286	US ORDER	\$0.00	\$0.00	
1	528-CJZM	IDPA DP4400 CLOUD DR 5TB STARTER PACK	\$0.00	\$0.00	
1	658-BDZK	IDPA DP4400 SOFTWARE FACTORY INSTALLED	\$0.00	\$0.00	
4	470-AAGP	DELL NETWORKING, CABLE, SFP+ TO SFP+, 10GBE, COPPER TWINAX DIRECT ATTACH CABLE, 3 METER	\$49.91	\$199.64	
2	492-BBDI	C13 TO C14, PDU STYLE, 12 AMP, 6.5 FEET (2M) POWER CORD, NORTH AMERICA	\$9.50	\$19.00	
1	350-BBXS	POWERPROTECT DP 2U BEZEL	\$59.89	\$59.89	
1	340-CHLV	IDPA DP4400 SHIPPING	\$0.00	\$0.00	
1	389-DSWP	POWEREDGE R740 CE, CCC, BIS MARKING	\$0.00	\$0.00	
1	385-BBNZ	IDRAC9, ENTERPRISE	\$0.00	\$0.00	
1	461-AAEM	TRUSTED PLATFORM MODULE 2.0	\$47.04	\$47.04	
1	340-CORZ	POWEREDGE R740 SHIPPING MATERIAL	\$0.00	\$0.00	
1	845-7139	DELL EMC PRODUCTION READY FOR DATA PROTECTION: ONSITE	\$15,513.33	\$15,513.33	Appendix I
1	626-BBBI	STORAGE DELL FULFILLED INFO	\$0.00	\$0.00	
1	210-AWPV	GRANULAR RECOVERY	\$0.00	\$0.00	
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	528-BFNZ	EMC GRANULAR RECOVERY MICROSOFT MID=CA	\$0.00	\$0.00	
1	838-3776	5 YEARS PROSUPPORT PLUS MISSION CRITICAL EMC GRANULAR RECOVERY MICROSOFT SOFTWARE SUPPORT-MAINT	\$0.00	\$0.00	Appendix D
1	900-9997	ON-SITE INSTALLATION DECLINED	\$0.00	\$0.00	
1	210-ARZC	RECOVER POINT FOR VIRTUAL MACHINE	\$0.00	\$0.00	
1	528-CJZP	RP4VM 5VM STARTER PACK FOR DP4400	\$0.00	\$0.00	
1	838-3736	5 YEARS PROSUPPORT PLUS MISSION CRITICAL RP4VM STARTER PACK SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
1	823-4346	PROSUPPORT PLUS MISSION CRITICAL, SOFTWARE ENTITLEMENT, 5 YEARS	\$0.00	\$0.00	Appendix D
1	929-3709	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	935-6720	THANK YOU FOR YOUR ORDER	\$0.00	\$0.00	
1	900-9997	ON-SITE INSTALLATION DECLINED	\$0.00	\$0.00	
1	626-BBBG	STORAGE SOFTWARE INFO	\$0.00	\$0.00	
			<b>Subtotal</b>	<b>\$197,117.66</b>	
		<b>Networking Hardware/Software</b>			
12	470-ACMN	DELL NETWORKING CABLE, OM4 LC/LC FIBER CABLE, (OPTICS REQUIRED), 10 METER, CUSTOMER KIT	\$133.32	\$1,599.84	
4	210-APFB	DELL EMC S5248F-ON SWITCH, 48X25GBE SFP28, 4X100GBE QSFP28, 2X100GBE QSFP-DD, PSU TO IO, 2XPSU, OS10	\$5,138.30	\$20,553.20	
4	343-BBRX	VLT TECH SHEET DOCUMENT	\$0.00	\$0.00	
4	343-BBLP	DELL EMC S52XX-ON SERIES USER GUIDE	\$0.59	\$2.36	
4	634-BRUN	OS10 ENTERPRISE, S5248F-ON	\$1,332.61	\$5,330.44	
8	407-BBSG	DELL NETWORKING, TRANSCEIVER, 40GBE QSFP+ SM4, 850-940NM, LC DUPLEX, 200M ON OM3 / 250M ON OM4	\$221.38	\$1,771.04	
8	470-ABOU	DELL NETWORKING CABLE, 100GBE QSFP28 TO QSFP28, PASSIVE COPPER DIRECT ATTACH CABLE, 0.5 METER	\$45.89	\$367.12	
12	470-ABOZ	DELL NETWORKING, CABLE, SFP+ TO SFP+, 10GBE, PASSIVE COPPER TWINAX DIRECT ATTACH CABLE. 2 METER	\$14.07	\$168.84	
16	470-AAGP	DELL NETWORKING, CABLE, SFP+ TO SFP+, 10GBE, COPPER TWINAX DIRECT ATTACH CABLE, 3 METER	\$15.54	\$248.64	



40	470-ACEV	DELL NETWORKING, CABLE, SFP28 TO SFP28, 25GBE, PASSIVE COPPER TWINAX DIRECT ATTACH CABLE. 3 METER	\$18.50	\$740.00
4	450-AAFH	POWER CORD, 125V, 15A, 10 FEET, NEMA 5-15/C13	\$2.96	\$11.84
4	450-AAFH	POWER CORD, 125V, 15A, 10 FEET, NEMA 5-15/C13	\$2.96	\$11.84
2	210-AEDP	DELL NETWORKING S3048-ON, 48X 1GBE, 4X SFP+ 10GBE PORTS, STACKING, PSU TO IO AIR, 1X AC PSU, DNOS 9	\$2,379.64	\$4,759.28
2	634-BDXE	SOFTWARE, RIGHTS TO USE L3 ON OS9, S3048-ON	\$425.12	\$850.24
2	528-BBSY	OS9 INSTALLED ON S3048-ON, WITH ENTITLEMENT TO OS10 ENTERPRISE	\$0.00	\$0.00
4	407-BBEF	DELL NETWORKING, TRANSCEIVER, SFP+, 10GBE, SR, 850NM WAVELENGTH, 300M REACH	\$159.42	\$637.68
8	470-AAGP	DELL NETWORKING, CABLE, SFP+ TO SFP+, 10GBE, COPPER TWINAX DIRECT ATTACH CABLE, 3 METER	\$22.32	\$178.56
2	450-AASX	DELL NETWORKING, JUMPER CORD, 250V, 12A, 2 METERS, C13/C14, US	\$4.25	\$8.50
2	634-BCXR	DELL NETWORKING S3048-ON USER GUIDE	\$2.12	\$4.24
2	210-AWOS	S4112F DELL NETWORKING SWITCH	\$4,409.76	\$8,819.52
2	343-BBQL	S4112 SERIES USER GUIDE	\$0.00	\$0.00
2	750-ACVX	S4112F INSTALL KIT	\$47.14	\$94.28
2	750-ACVY	DELL SWITCH, DUAL TRAY KIT FOR S4112F, 1U	\$67.51	\$135.02
2	750-ACWB	EMC GEN3 SWITCH RAIL 22-31IN OFFSET KIT, S4112F	\$58.84	\$117.68
2	528-CKSS	OS10 ENTERPRISE SOFTWARE, S4112F	\$803.39	\$1,606.78
2	210-AWOS	S4112F DELL NETWORKING SWITCH	\$4,409.76	\$8,819.52
2	343-BBQL	S4112 SERIES USER GUIDE	\$0.00	\$0.00
2	750-ACVX	S4112F INSTALL KIT	\$47.14	\$94.28
2	750-ACVY	DELL SWITCH, DUAL TRAY KIT FOR S4112F, 1U	\$67.51	\$135.02
2	750-ACWB	EMC GEN3 SWITCH RAIL 22-31IN OFFSET KIT, S4112F	\$58.84	\$117.68
2	528-CKSS	OS10 ENTERPRISE SOFTWARE, S4112F	\$803.39	\$1,606.78
			<b>Subtotal</b>	<b>\$58,790.22</b>
		<b>Domain Hardware/Software</b>		
3	210-AQUB	POWEREDGE R340 SERVER	\$92.39	\$277.17
3	329-BEQV	POWEREDGE R340 MLK MOTHERBOARD	\$0.00	\$0.00
3	461-AADZ	NO TRUSTED PLATFORM MODULE	\$0.00	\$0.00
3	321-BDUX	3.5" CHASSIS WITH UP TO 4 HOT PLUG HARD DRIVES	\$0.00	\$0.00
3	340-CHIJ	POWEREDGE R340 SHIPPING	\$0.00	\$0.00
3	340-COPB	POWEREDGE R340 SHIPPING MATERIAL FOR 3.5" CHASSIS	\$13.63	\$40.89
3	389-DSUH	POWEREDGE R340 CCC AND BIS MARKING, NO CE MARKING	\$0.00	\$0.00
3	338-BUIY	INTEL XEON E-2224 3.4GHZ, 8M CACHE, 4C/4T, TURBO (71W)	\$108.54	\$325.62
3	412-AAPW	HEATSINK FOR 80W OR LESS CPU	\$0.00	\$0.00
3	370-AGNY	3200MT/S UDIMM	\$0.00	\$0.00
3	370-AAIP	PERFORMANCE OPTIMIZED	\$0.00	\$0.00
3	370-AGQU	16GB UDIMM, 3200MT/S, ECC	\$161.14	\$483.42
3	780-BCDN	RAID 1	\$0.00	\$0.00
3	405-AAMT	PERC H330 RAID CONTROLLER	\$102.70	\$308.10
6	400-BDSV	480GB SSD SATA MIXED USE 6GBPS 512E 2.5IN HOT PLUG, 3.5IN HYB CARR S4610 DRIVE	\$308.66	\$1,851.96
3	619-ABVR	NO OPERATING SYSTEM	\$0.00	\$0.00
3	605-BBFN	NO MEDIA REQUIRED	\$0.00	\$0.00
3	385-BBKT	IDRAC9,ENTERPRISE	\$136.09	\$408.27
3	379-BCQY	IDRAC GROUP MANAGER, DISABLED	\$0.00	\$0.00
3	379-BCRG	IDRAC,FACTORY GENERATED PASSWORD	\$0.00	\$0.00
3	330-BBMH	PCIE RISER, 1X FH X8 PCIE GEN3 SLOT, 1X LP X4 PCIE GEN3 SLOT, R240/R340	\$13.92	\$41.76
3	384-BBWF	STANDARD FAN	\$0.00	\$0.00

3	542-BBBP	ON-BOARD LOM	\$0.00	\$0.00	
3	540-BBHP	INTEL X710 DUAL PORT 10GBE DIRECT ATTACH SFP+ ADAPTER, PCIE FULL HEIGHT	\$180.91	\$542.73	
6	470-AAGP	DELL NETWORKING, CABLE, SFP+ TO SFP+, 10GBE, COPPER TWINAX DIRECT ATTACH CABLE, 3 METER	\$29.22	\$175.32	
3	429-ABHM	DVD ROM, SATA, INTERNAL FOR HOT PLUG CHASSIS	\$8.34	\$25.02	
3	450-AEUV	DUAL HOT PLUG POWER SUPPLIES 350W	\$64.01	\$192.03	
6	450-AALV	POWER CORD - C13, 3M, 125V, 15A (NORTH AMERICA, GUAM, NORTH MARIANAS, PHILIPPINES, SAMOA, VIETNAM)	\$0.00	\$0.00	
3	325-BCHH	STANDARD BEZEL	\$13.63	\$40.89	
3	350-BBSD	DELL EMC LUGGAGE TAG	\$0.00	\$0.00	
3	384-BBBL	PERFORMANCE BIOS SETTINGS	\$0.00	\$0.00	
3	770-BDEL	READYRAILS SLIDING RAILS WITH CABLE MANAGEMENT ARM	\$52.62	\$157.86	
3	631-AACK	NO SYSTEMS DOCUMENTATION, NO OPENMANAGE DVD KIT	\$0.00	\$0.00	
3	366-8125	CONFIGURATION SERVICES, STANDARD ISG ASSET SERVICE REPORT	\$5.29	\$15.87	
3	332-1286	US ORDER	\$0.00	\$0.00	
			<b>Subtotal</b>	<b>\$4,886.91</b>	
		<b>Installation</b>			
1	821-4441	PRODEPLOY PLUS DELL EMC DATA PROTECTION DP4XXX APPLIANCE	\$4,331.29	\$4,331.29	Appendix I
1	821-4442	PRODEPLOY PLUS DELL EMC DATA PROTECTION DP4XXX APPLIANCE DEPLOYMENT VERIFICATION	\$876.41	\$876.41	Appendix I
1	825-7260	PRODEPLOY PLUS ADD ON POWERPROTECT APP DIRECT MICROSOFT DEPLOY REQUIRES PRODEPLOY PLUS	\$6,116.36	\$6,116.36	Appendix I
1	821-4441	PRODEPLOY PLUS DELL EMC DATA PROTECTION DP4XXX APPLIANCE	\$4,331.29	\$4,331.29	Appendix I
1	821-4442	PRODEPLOY PLUS DELL EMC DATA PROTECTION DP4XXX APPLIANCE DEPLOYMENT VERIFICATION	\$876.41	\$876.41	Appendix I
1	825-7261	PRODEPLOY PLUS ADD ON POWERPROTECT APP DIRECT DATABASE DEPLOY REQUIRES PRODEPLOY PLUS	\$6,116.36	\$6,116.36	Appendix I
1	821-9420	PRODEPLOY PLUS DELL EMC DATA PROTECTION SUITE FOR VMWARE	\$26,590.17	\$26,590.17	Appendix I
1	821-9421	PRODEPLOY PLUS DELL EMC DATA PROTECTION SUITE FOR VMWARE DEPLOYMENT VERIFICATION	\$538.55	\$538.55	Appendix I
1	821-9412	PRODEPLOY DELL EMC DATA PROTECTION SUITE FOR VMWARE - REMOTE	\$12,282.53	\$12,282.53	Appendix I
1	821-9413	PRODEPLOY DELL EMC DATA PROTECTION SUITE FOR VMWARE DEPLOYMENT VERIFICATION - REMOTE	\$541.42	\$541.42	Appendix I
1	823-8991	PRODEPLOY PLUS DELL EMC RECOVERPOINT FOR VIRTUAL MACHINES	\$8,606.66	\$8,606.66	Appendix I
1	823-8992	PRODEPLOY PLUS DELL EMC RECOVERPOINT FOR VIRTUAL MACHINES DEPLOYMENT VERIFICATION	\$1,538.38	\$1,538.38	Appendix I
1	823-9268	PRODEPLOY ADDITIONAL DEPLOYMENT TIME:8 HOUR ONSITE DATA PROTECTION TECHNICAL RESOURCE	\$4,099.33	\$4,099.33	Appendix I
12	819-2575	PRODEPLOY PLUS DELL EMC VXRAIL DEPLOYMENT	\$4,127.32	\$49,527.84	Appendix I
12	819-2576	PRODEPLOY PLUS DELL EMC VXRAIL DEPLOYMENT VERIFICATION	\$222.92	\$2,675.04	Appendix I
4	823-9274	PRODEPLOY ADDITIONAL DEPLOYMENT TIME:8 HOUR ONSITE NETWORKING TECHNICAL RESOURCE	\$4,099.34	\$16,397.36	Appendix I
4	804-2152	PRODEPLOY PLUS DELL NETWORKING S SERIES 5XXX SWITCH - DEPLOYMENT	\$6,628.21	\$26,512.84	Appendix I
4	804-2153	PRODEPLOY PLUS DELL NETWORKING S SERIES 5XXX SWITCH - DEPLOYMENT VERIFICATION	\$60.38	\$241.52	Appendix I
2	805-2397	PRODEPLOY PLUS DELL NETWORKING S SERIES 3XXX SWITCH - DEPLOYMENT	\$5,673.43	\$11,346.86	Appendix I
2	805-2400	PRODEPLOY PLUS DELL NETWORKING S SERIES 3XXX SWITCH - DEPLOYMENT VERIFICATION	\$55.78	\$111.56	Appendix I
3	804-6750	PRODEPLOY PLUS DELL SERVER R SERIES 1U/2U - DEPLOYMENT	\$2,561.30	\$7,683.90	Appendix I
3	804-6751	PRODEPLOY PLUS DELL SERVER R SERIES 1U/2U - DEPLOYMENT VERIFICATION	\$35.29	\$105.87	Appendix I
1	831-5280	PRODEPLOY PLUS ADD-ON FOR POWERSCALE ADVANCED BUNDLE DESIGN	\$13,064.58	\$13,064.58	Appendix I

4	812-4005	PRODEPLOY PLUS TRAINING CREDITS 300 REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FROM ORDER DATE	\$399.93	\$1,599.72	Appendix I
4	829-3033	PRODEPLOY PLUS FOR POWERSCALE NODE	\$1,373.12	\$5,492.48	Appendix I
4	812-4005	PRODEPLOY PLUS TRAINING CREDITS 300 REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FROM ORDER DATE	\$399.93	\$1,599.72	Appendix I
4	829-3033	PRODEPLOY PLUS FOR POWERSCALE NODE	\$1,373.12	\$5,492.48	Appendix I
			<b>Subtotal</b>	<b>\$218,696.93</b>	
		<b>Training</b>			
1	812-4027	PRODEPLOY PLUS TRAINING 900	\$1,199.75	\$1,199.75	Appendix E
1	812-4027	PRODEPLOY PLUS TRAINING 900	\$1,199.75	\$1,199.75	Appendix E
1	812-4011	PRODEPLOY PLUS TRAINING 200	\$266.58	\$266.58	Appendix E
1	812-4011	PRODEPLOY PLUS TRAINING 200	\$266.58	\$266.58	Appendix E
25,800	848-2266	PARTNER ONLY EDUCATION TRAINING CREDITS 1-REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FRM ORDER	\$1.14	\$29,412.00	Appendix E
12	812-4011	PRODEPLOY PLUS TRAINING CREDITS 200 REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FROM ORDER DATE	\$266.52	\$3,198.24	Appendix E
4	812-4037	PRODEPLOY PLUS TRAINING CREDITS 500 REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FROM ORDER DATE	\$666.50	\$2,666.00	Appendix E
2	812-4037	PRODEPLOY PLUS TRAINING CREDITS 500 REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FROM ORDER DATE	\$666.50	\$1,333.00	Appendix E
3	812-4005	PRODEPLOY PLUS TRAINING CREDITS 300 REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FROM ORDER DATE	\$399.90	\$1,199.70	Appendix E
25,800	848-2266	PARTNER ONLY EDUCATION TRAINING CREDITS 1-REDEEM AT EDUCATION.DELLEMC.COM EXPIRES 1YR FRM ORDER	\$1.14	\$29,412.00	Appendix E
1,407	SVC-CR-20	VMWARE CONSULTING & LEARNING CREDITS-PREPAID SERVICES PSO CREDIT 1201+	\$91.33	\$128,501.31	Appendix E
			<b>Subtotal</b>	<b>\$198,654.91</b>	
		<b>Migration</b>			
24	848-8792	DATA MIGRATION SERVICES: REMOTE FILE MIGRATION 10-50 TB	\$537.25	\$12,894.00	Appendix I
30	848-8795	DATA MIGRATION SERVICES: REMOTE VIRTUAL V2V MIGRATION 10-50 VMS	\$346.60	\$10,398.00	Appendix I
5	848-8802	DATA MIGRATION SERVICES: ONSITE TECHNICAL RESOURCE - BLOCK/FILE/OBJECT/VIRTUAL (8 HOURS)	\$1,993.54	\$9,967.70	Appendix I
			<b>Subtotal</b>	<b>\$33,259.70</b>	
		<b>Erasure</b>			
2	847-2780	DATA SANITIZATION FOR ENTERPRISE ONSITE-DATA PROTECTION	\$7,998.72	\$15,997.44	Appendix H
2	843-6817	DATA SANITIZATION FOR ENTERPRISE ONSITE-MID-RANGE STORAGE	\$6,665.93	\$13,331.86	Appendix H
2	843-8468	DATA SANITIZATION FOR ENTERPRISE ONSITE-UNSTRUCTURED STORAGE	\$7,998.73	\$15,997.46	Appendix H
			<b>Subtotal</b>	<b>\$45,326.76</b>	
		<b>Residency</b>			
12	848-9026	ONSITE RESIDENCY FOR HYPERCONVERGED INFRASTRUCTURE, 5 DAYS FOR 1 WEEK	\$8,719.02	\$104,628.24	Appendix F
4	848-9014	ONSITE RESIDENCY FOR DATA PROTECTION, 5 DAYS FOR 1 WEEK	\$8,719.02	\$34,876.08	Appendix F
8	848-9032	ONSITE RESIDENCY FOR POWERSCALE/ ISILON, 5 DAYS FOR 1 WEEK	\$8,719.02	\$69,752.16	Appendix F
1	VMWare	VMWare Onsite Residency (65) Consulting Days Over Duration of 13 Weeks	\$214,083.26	\$214,083.26	Appendix G
			<b>Subtotal</b>	<b>\$69,752.16</b>	
		<b>Hardware Support</b>			
1	838-3341	DELL HARDWARE LIMITED WARRANTY 1 YEAR	\$187.89	\$187.89	Appendix D
1	838-3357	PROSUPPORT PLUS MISSION CRITICAL 7X24 HW TECHNICAL SUPPORT AND ASSISTANCE 5 YEARS	\$10,874.36	\$10,874.36	Appendix D
1	838-3362	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 1 YEAR	\$4,418.97	\$4,418.97	Appendix D

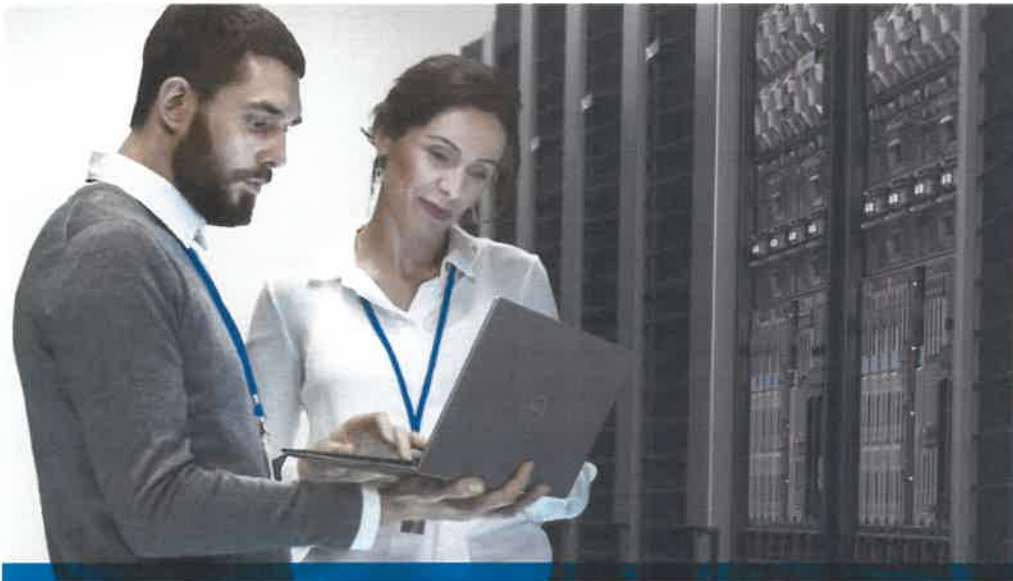
1	838-3363	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 4 YEARS EXTENDED	\$17,794.66	\$17,794.66	Appendix D
1	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
1	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
1	844-0821	KEEP YOUR HARD DRIVE FOR ENTERPRISE 5 YEARS	\$6,701.73	\$6,701.73	Appendix D
1	838-3341	DELL HARDWARE LIMITED WARRANTY 1 YEAR	\$187.89	\$187.89	Appendix D
1	838-3357	PROSUPPORT PLUS MISSION CRITICAL 7X24 HW TECHNICAL SUPPORT AND ASSISTANCE 5 YEARS	\$10,874.36	\$10,874.36	Appendix D
1	838-3362	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 1 YEAR	\$4,418.97	\$4,418.97	Appendix D
1	838-3363	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 4 YEARS EXTENDED	\$17,794.66	\$17,794.66	Appendix D
1	844-0821	KEEP YOUR HARD DRIVE FOR ENTERPRISE 5 YEARS	\$6,701.73	\$6,701.73	Appendix D
12	819-0336	DELL HARDWARE LIMITED WARRANTY 1 YEAR	\$215.72	\$2,588.64	Appendix D
12	819-0444	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH, 4 YEARS EXTENDED	\$2,515.20	\$30,182.40	Appendix D
12	819-0445	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH, 1 YEAR	\$461.62	\$5,539.44	Appendix D
12	819-0455	PROSUPPORT PLUS 7X24 HW TECH SUPPORT AND ASSISTANCE, 5 YEARS	\$7,832.93	\$93,995.16	Appendix D
12	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
12	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
12	843-9366	KEEP YOUR HARD DRIVE FOR ENTERPRISE 5 YEARS	\$1,946.36	\$23,356.32	Appendix D
4	818-4856	DELL HARDWARE LIMITED WARRANTY 1 YEAR	\$14.65	\$58.60	Appendix D
4	818-4898	PROSUPPORT PLUS:MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH,1 YEAR	\$43.09	\$172.36	Appendix D
4	818-4905	PROSUPPORT PLUS MISSION CRITICAL:7X24 HW/SW TECHNICAL SUPPORT AND ASSISTANCE, 5 YEARS	\$2,996.14	\$11,984.56	Appendix D
4	818-4906	PROSUPPORT PLUS:MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH, 4 YEARS EXTENDED	\$253.95	\$1,015.80	Appendix D
4	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
4	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
4	997-6306	INFO 3RD PARTY SOFTWARE WARRANTY PROVIDED BY VENDOR	\$0.00	\$0.00	
2	802-7389	DELL HARDWARE LIMITED WARRANTY INITIAL YEAR	\$18.06	\$36.12	Appendix D
2	802-7400	DELL HARDWARE LIMITED WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
2	802-7420	PROSUPPORT PLUS: MISSION CRITICAL 8-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH. INITIAL YEAR	\$4.68	\$9.36	Appendix D
2	802-7445	PROSUPPORT PLUS: 7X24 HW/SW TECH SUPPORT AND ASSISTANCE, 5 YEAR	\$1,504.72	\$3,009.44	Appendix D
2	802-7447	PROSUPPORT PLUS: MISSION CRITICAL 8-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH, 4 YEAR EXTENDED	\$56.32	\$112.64	Appendix D
2	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
3	822-7640	DELL HARDWARE LIMITED WARRANTY PLUS ON SITE SERVICE	\$27.86	\$83.58	Appendix D
3	822-7730	PROSUPPORT PLUS: MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH, 1 YEAR	\$6.87	\$20.61	Appendix D
3	822-7735	PROSUPPORT PLUS: MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH, 4 YEARS EXTENDED	\$120.78	\$362.34	Appendix D

3	822-7747	PROSUPPORT PLUS: MISSION CRITICAL 7X24 HW/SW TECHNICAL SUPPORT AND ASSISTANCE, 5 YEARS	\$459.59	\$1,378.77	Appendix D
3	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	Appendix D
3	955-9041	DELL HARDWARE LIMITED WARRANTY PLUS ON SITE SERVICE EXTENDED YEAR	\$0.00	\$0.00	Appendix D
3	980-3634	KEEP YOUR HARD DRIVE, 5 YEAR	\$91.85	\$275.55	Appendix D
4	831-4649	DELL HARDWARE LIMITED WARRANTY INITIAL YEAR	\$127.65	\$510.60	Appendix D
4	831-4692	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 1 YEAR	\$6.77	\$27.08	Appendix D
4	831-4696	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 4 YEARS EXTENDED	\$32.92	\$131.68	Appendix D
4	831-4703	PROSUPPORT PLUS MISSION CRITICAL 7X24 HW-SW TECH SUPPORT AND ASSISTANCE 5 YEARS	\$124.86	\$499.44	Appendix D
4	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	Appendix D
4	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	Appendix D
4	831-4649	DELL HARDWARE LIMITED WARRANTY INITIAL YEAR	\$127.65	\$510.60	Appendix D
4	831-4692	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 1 YEAR	\$6.77	\$27.08	Appendix D
4	831-4696	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 4 YEARS EXTENDED	\$32.92	\$131.68	Appendix D
4	831-4703	PROSUPPORT PLUS MISSION CRITICAL 7X24 HW-SW TECH SUPPORT AND ASSISTANCE 5 YEARS	\$124.86	\$499.44	Appendix D
4	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	Appendix D
4	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	Appendix D
4	843-7794	KEEP YOUR HARD DRIVE FOR ENTERPRISE 5 YEARS	\$1,211.73	\$4,846.92	Appendix D
4	843-7794	KEEP YOUR HARD DRIVE FOR ENTERPRISE 5 YEARS	\$1,211.73	\$4,846.92	Appendix D
			<b>Subtotal</b>	<b>\$266,168.35</b>	Appendix D
		<b>Software Support</b>			Appendix D
2	844-2398	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 ENV CONFIG 12TB SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
3	838-3476	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CAPACITY EXPANSION PACK 12TB SOFTWARE SPT-MAINT	\$16,543.99	\$49,631.97	Appendix D
1	838-3496	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CAPACITY EXPANSION PACK 12TB SFTWR SPT CONTRACT	\$0.00	\$0.00	Appendix D
1	844-2478	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 ENV CONFIG 12TB SOFTWARE SUPPORT CONTRACT	\$0.00	\$0.00	Appendix D
1	838-3716	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 ENV ENABLERS SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
1	838-3596	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CLOUD TIER STARTER PACK SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
1	838-3656	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CLOUD DR STARTER PACK SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
1	838-3776	5 YEARS PROSUPPORT PLUS MISSION CRITICAL EMC GRANULAR RECOVERY MICROSOFT SOFTWARE SUPPORT-MAINT	\$0.00	\$0.00	Appendix D
2	844-2398	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 ENV CONFIG 12TB SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D

3	838-3476	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CAPACITY EXPANSION PACK 12TB SOFTWARE SPT-MAINT	\$16,543.99	\$49,631.97	Appendix D
1	838-3496	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CAPACITY EXPANSION PACK 12TB SFTWR SPT CONTRACT	\$0.00	\$0.00	Appendix D
1	844-2478	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 ENV CONFIG 12TB SOFTWARE SUPPORT CONTRACT	\$0.00	\$0.00	Appendix D
1	838-3596	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CLOUD TIER STARTER PACK SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
6	823-4386	PROSUPPORT PLUS MISSION CRITICAL, DATA PROTECTION SUITE FOR VMWARE, 1 SOCKET, 5 YEARS	\$0.00	\$0.00	Appendix D
1	838-3656	5 YEARS PROSUPPORT PLUS MISSION CRITICAL IDPA DP4400 CLOUD DR STARTER PACK SOFTWARE SUPPORT-MAINTENANCE	\$0.00	\$0.00	Appendix D
12	819-0618	SERIES-E, ALL-FLASH, ADD-ON SUPPORT, 5 YEARS	\$3,277.09	\$39,325.08	Appendix D
12	823-4106	PROSUPPORT PLUS MISSION CRITICAL, VSAN, ENTERPRISE, 1 PROCESSOR, 5 YEARS	\$4,087.74	\$49,052.88	Appendix D
12	819-0590	5 YEARS, PROSUPPORT PLUS WITH MISSION CRITICAL, SOFTWARE SUPPORT	\$0.00	\$0.00	Appendix D
4	848-8536	5 YEARS PROSUPPORT PLUS OS10 ENTERPRISE SOFTWARE SUPPORT-MAINTENANCE	\$599.33	\$2,397.32	Appendix D
2	997-6306	INFO 3RD PARTY SOFTWARE WARRANTY PROVIDED BY VENDOR	\$0.00	\$0.00	
2	838-0404	DELL HARDWARE LIMITED WARRANTY INITIAL YEAR	\$133.45	\$266.90	Appendix D
2	838-0447	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 1 YEAR	\$113.17	\$226.34	Appendix D
2	838-0451	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 4 YEARS EXTENDED	\$490.25	\$980.50	Appendix D
2	838-0458	PROSUPPORT PLUS MISSION CRITICAL 7X24 HW-SW TECH SUPPORT AND ASSISTANCE 5 YEARS	\$1,875.21	\$3,750.42	Appendix D
2	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
2	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
4	857-6538	5 YEARS PROSUPPORT PLUS MISSION CRITICAL ONEFS ENC KEY MGT BASE 8TB SOFTWARE SUPPORT-MAINTENANCE	\$2,337.49	\$9,349.96	Appendix D
32	831-8147	PROSUPPORT PLUS MISSION CRITICAL ONEFS CAPACITY SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$261.47	\$8,367.04	Appendix D
4	831-9307	PROSUPPORT PLUS MISSION CRITICAL HDFS FOR ONEFS SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
4	831-9067	PROSUPPORT PLUS MISSION CRITICAL SMARTLOCK BASE SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
32	831-9087	PROSUPPORT PLUS MISSION CRITICAL SMARTLOCK CAPACITY SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$28.29	\$905.28	Appendix D
4	831-8367	PROSUPPORT PLUS MISSION CRITICAL ENTERPRISE ADVANCED BUNDLE BASE SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
32	831-8387	PROSUPPORT PLUS MISSION CRITICAL ENTERPRISE ADVANCED BUNDLE CAPACITY SOFTWARE SPT-MAINTENANCE 5 YEARS	\$271.26	\$8,680.32	Appendix D
32	831-4739	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE CAPACITY ADD-ON PER TERABYTE 5 YEARS	\$1,042.62	\$33,363.84	Appendix D
4	626-BBBI	STORAGE DELL FULFILLED INFO	\$0.00	\$0.00	
2	838-0404	DELL HARDWARE LIMITED WARRANTY INITIAL YEAR	\$133.45	\$266.90	Appendix D
2	838-0447	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 1 YEAR	\$113.17	\$226.34	Appendix D
2	838-0451	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE SERVICE WITH EMERGENCY DISPATCH 4 YEARS EXTENDED	\$490.25	\$980.50	Appendix D

2	838-0458	PROSUPPORT PLUS MISSION CRITICAL 7X24 HW-SW TECH SUPPORT AND ASSISTANCE 5 YEARS	\$1,875.20	\$3,750.40	Appendix D
2	951-2015	THANK YOU FOR CHOOSING DELL PROSUPPORT PLUS. FOR TECH SUPPORT, VISIT //WWW.DELL.COM/CONTACTDELL	\$0.00	\$0.00	
2	975-3461	DELL LIMITED HARDWARE WARRANTY EXTENDED YEAR(S)	\$0.00	\$0.00	
1	835-9439	PROSUPPORT PLUS MISSION CRITICAL-DATAIQ INSTANCE SOFTWARE SUPPORT CONTRACT 5 YEARS	\$0.00	\$0.00	Appendix D
1	835-9419	PROSUPPORT PLUS MISSION CRITICAL-DATAIQ INSTANCE SOFTWARE SUPPORT- MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
4	857-6538	5 YEARS PROSUPPORT PLUS MISSION CRITICAL ONEFS ENC KEY MGT BASE 8TB SOFTWARE SUPPORT-MAINTENANCE	\$2,337.49	\$9,349.96	Appendix D
32	831-8147	PROSUPPORT PLUS MISSION CRITICAL ONEFS CAPACITY SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$261.47	\$8,367.04	Appendix D
4	831-9307	PROSUPPORT PLUS MISSION CRITICAL HDFS FOR ONEFS SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
4	831-9067	PROSUPPORT PLUS MISSION CRITICAL SMARTLOCK BASE SOFTWARE SUPPORT- MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
32	831-9087	PROSUPPORT PLUS MISSION CRITICAL SMARTLOCK CAPACITY SOFTWARE SUPPORT- MAINTENANCE 5 YEARS	\$28.29	\$905.28	Appendix D
4	831-8367	PROSUPPORT PLUS MISSION CRITICAL ENTERPRISE ADVANCED BUNDLE BASE SOFTWARE SUPPORT-MAINTENANCE 5 YEARS	\$0.00	\$0.00	Appendix D
32	831-8387	PROSUPPORT PLUS MISSION CRITICAL ENTERPRISE ADVANCED BUNDLE CAPACITY SOFTWARE SPT-MAINTENANCE 5 YEARS	\$271.26	\$8,680.32	Appendix D
32	831-4739	PROSUPPORT PLUS MISSION CRITICAL 4-HOUR 7X24 ON-SITE CAPACITY ADD-ON PER TERABYTE 5 YEARS	\$1,042.62	\$33,363.84	Appendix D
			<b>Subtotal</b>	<b>\$321,820.40</b>	
		<b>Optional Support</b>			
1	823-9268	PRODEPLOY ADDITIONAL DEPLOYMENT TIME:8 HOUR ONSITE DATA PROTECTION TECHNICAL RESOURCE	\$3,665.28	\$3,665.28	Appendix I
1	823-9286	PRODEPLOY ADDITIONAL DEPLOYMENT TIME:8 HOUR ONSITE HYPER-CONVERGED INFRASTRUCTURE TECHNICAL RESOURCE	\$3,665.28	\$3,665.28	Appendix I
1	823-9279	PRODEPLOY ADDITIONAL DEPLOYMENT TIME:8 HOUR ONSITE STORAGE TECHNICAL RESOURCE	\$3,665.28	\$3,665.28	Appendix I
1	PM	PRODEPLOY ADDITIONAL DEPLOYMENT TIME:8 HOUR ONSITE STORAGE Project Manager	\$3,130.00	\$3,130.00	Appendix I
			<b>Subtotal</b>	<b>\$14,125.84</b>	

# Dell EMC ProSupport Plus for Enterprise



Up to  
**31%**  
 fewer issues\*

Adopt complex technologies with confidence.

## Critical systems deserve our best support.

ProSupport Plus for Enterprise is enterprise-class support that is designed to proactively improve the performance and stability of your critical systems through environmental intelligence and the right expertise for your organization.

It is designed to not only get you back up and running quickly, but also help you get ahead of problems before they happen. You'll have the freedom to adopt complex technologies with confidence, knowing Dell Technologies' best resources are with you every step of the way.

Improve the performance of critical systems and accelerate your IT transformation.

## Choose ProSupport Plus:

- Immediate advanced troubleshooting from an engineer that understands the entire Dell Technologies infrastructure solutions product portfolio
- An assigned Service Account Manager - your #1 support advocate, ensuring you get the best possible proactive and predictive support experience
- 3rd party software support - we are your single point of accountability for any eligible software installed on your ProSupport Plus system, whether you purchased it from us or not
- Predictive analysis for issue prevention and optimization enabled by SupportAssist and Secure Remote Services
- Proactive monitoring, issue detection, notification and automated case creation for accelerated issue resolution enabled by SupportAssist and Secure Remote Services
- Semiannual systems maintenance - keep your ProSupport Plus systems up to date with installation of latest firmware BIOS and drive updates to improve performance and availability
- Optional next business day or 4-hour mission critical onsite hardware support response



# Proactive support for critical systems

## Benefits:

- Adopt complex technologies with confidence by relying on our experts
- Improve performance and stability with automated proactive and predictive recommendations
- Maximize workload availability with automated support enabled by SupportAssist and Secure Remote Services



### Experts

- Assigned Service Account Manager
- Priority access to specialized support experts



### Insights

- Proactive assessments and performance recommendations
- Predictive issue detection
- Semiannual systems maintenance



### Ease

- 3rd party software support
- Hypervisor, operating environment and OS support
- Automated case creation with notification

Feature	Basic	ProSupport	ProSupport Plus
Remote technical support	9x5	24x7	24x7
Covered products	Hardware	Hardware Software	Hardware Software
Onsite hardware support	Next business day <sup>1</sup>	Next business day or 4hr mission critical	Next business day or 4hr mission critical
3 <sup>rd</sup> party collaborative assistance		•	•
Self-service case initiation and management		•	•
Access to software updates		•	•
Proactive storage health monitoring, predictive analytics and anomaly detection with CloudIQ and the CloudIQ mobile app <sup>2</sup>		•	•
Priority access to specialized support experts			•
Predictive detection of hardware failures <sup>2</sup>			•
3 <sup>rd</sup> party software support			•
An assigned Service Account Manager			•
Proactive, personalized assessments and recommendations			•
Proactive systems maintenance			•

For more information, contact your Dell Technologies sales representative

<sup>1</sup>Onsite Response not available for high-end storage, data protection or converged products with Basic Hardware Support.

<sup>2</sup>Certain restrictions apply. View service description for product availability and details.

Availability and terms of Dell Technologies services vary by region and by product. [For more information, please view our service descriptions.](#)

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# Dell EMC

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# Customer Education

Individual Subscription Options

**DELL**EMC

# INDIVIDUAL SUBSCRIPTION OPTIONS



A subscription is the most flexible and cost-effective purchase option to achieve unique training goals and accommodate individual learning styles. Dell EMC Education Services offers two options:

- ◆ Customer Subscriptions
- ◆ v-Subscriptions

Assigned per individual, both subscription options provide access to our broad library of training for 1 year from date of purchase.

To select the best option to bring you as a manager or individuals on your team up to speed, determine your unique training goals and individual learning style.

# Is a Full Subscription right for you?

## The Challenge

You are managing a full-scale data center transformation consisting of products and technologies from numerous vendors.

While the IT professionals on your team are talented in their area of expertise, each will need in-depth hands-on training at an individual level to develop the skills that will enable them to optimize performance, maximize ROI and accelerate time to productivity.

Individuals on your team are also looking to gain certification to validate their expertise.

## The Solution

A Full Subscription provides an individual maximum flexibility to achieve a variety of training goals and the most options to accommodate any learning style. Most courses align with Dell EMC Proven Professional certification.

We offer two Full Subscription options: one which includes On-demand Labs and one without.

[LEARN MORE](#)

### Best value for those who

- Plan to develop expertise in one or more technology segments
- Plan to take a vendor-neutral approach to information storage planning and design
- Retain knowledge best through live interactions with instructors and peers
- Plan to validate their expertise by becoming certified in a specific product or technology



# Is a v-Subscription right for you?

## The Challenge

You are known as the go-to IT person in your area of expertise. However, your organization is transitioning to new, emerging technologies that will impact your existing skill set. This presents skills development challenges to you on multiple fronts; some budgetary, some purely time available to pursue classroom training. The ability to take training online, on-demand is a high priority for you. You are also looking to get certified on Dell EMC products and technologies.

## The Solution

A v-Subscription enables the individual to get on-demand training and pursue certifications in multiple technologies anytime, anyplace. Ideal for those on a tight schedule and budget.

We offer two v-Subscription options: one which includes On-demand Labs and one without.

[LEARN MORE](#)

### Best value for those who

- Plan to specialize in one or more segments of Dell EMC-specific solutions and technologies
- Must quickly develop Dell EMC technology skills but are unable to attend live courses
- Retain knowledge best through self-paced learning modes
- Plan to validate their expertise by becoming certified in a specific product or technology

# Purchase Options

A Subscription is the most cost-effective purchase option for an individual or a team to achieve training goals. Assigned per individual, Subscriptions provide flexibility to accommodate individual learning styles.\*

	Full Subscription with ODL	Full Subscription	v-Subscription with ODL	v-Subscription
<b>Pricing</b>	<b>\$15,000/year</b>	<b>\$12,500/year</b>	<b>\$7,500/year</b>	<b>\$5,000/year</b>
Value cap (\$)	\$27,000	\$27,000	\$12,500	\$12,500
Access to "Open" curriculum courses	✓	✓	✓	✓
Access to Dell EMC product and technology-specific courses	✓	✓	✓	✓
Instructor-Led Training (ILT)	✓	✓	—	—
Online Instructor-Led Training (OILT)	✓	✓	—	—
Video Instructor-Led Training (VILT)	✓	✓	✓	✓
On-demand Labs	✓	—	✓	—


\*Please note: Packages, including StarterKits, redeemed via Subscriptions are not eligible to receive exam vouchers.

## Delivery modes:

**Instructor-Led Training (ILT)**—Traditional classroom training, with hands-on labs or case studies, delivered at one of our many training centers worldwide, by a highly qualified Dell EMC instructor.

**Online Instructor-Led Training (Online ILT)**—A real-time interactive training experience where students participate online to access the instructor-led virtual classroom.

**Video Instructor-Led Training (Video ILT)**—Top-instructor-led training delivered online, on-demand in streaming format, with an intuitive navigation menu.



Validate your skills  
as an IT professional.  
Get Proven.

Please visit <http://education.EMC.com/Certification>  
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# Dell EMC Residency Services



**99.5%** of businesses recognize **direct value from resident engineers** across IT and business outcomes. Among those, almost half saw increased revenue as a result.

Trusted technologists with validated expertise and skills

To keep pace with change, increase resiliency and create competitive advantage, organizations should embrace bold IT transformation strategies. But implementing new solutions in a way that drives value back to the business, without deterring everyday operations, poses significant challenges for many organizations.

Residency Services provide specialized experts to help organizations in a number of ways, including:

- Drive transformation initiatives and integration at scale
- Deliver accelerated adoption of new technology
- Expertly pair solutions to the unique business environment
- Keep IT infrastructure running at its peak

With a broad range of specialties and consumption models, Residency is your perfect match to drive future growth. And, Residency Services have been found to deliver significant, measurable benefits.

## Key benefits:

- **50%** improvement in technology performance
- Increased technology utilization by **47%**
- **40%** reduction in cost of IT service delivery
- Improvement in IT staff efficiency by **45%**
- **23** fewer incidents per month
- **9** weeks saved during technology transitions

# Set your business up for future success and growth

## Unmatched expertise

Residents are specialized experts with:

- Validated expertise across Dell EMC infrastructure & platform solutions
- Extensive training and testing tracked for each resident
- Education and certifications that evolve to keep pace with shifting technologies and needs

**Industry Standard**  
**Top 10**  
Ranking in Pearson VUE Value of IT Certification survey

## Unleash the potential of your technology

<p><b>TECHNOLOGY TRANSITION &amp; OPTIMIZATION</b></p> <ul style="list-style-type: none"><li>• Primary &amp; Unstructured Data Storage</li><li>• Data Protection</li><li>• Server</li><li>• Networking</li><li>• Converged Infrastructure</li><li>• Hyperconverged Infrastructure</li><li>• Dell Technologies Cloud Platform</li></ul>		<p><b>PLATFORM &amp; SOLUTION TRANSFORMATION</b></p> <ul style="list-style-type: none"><li>• Multicloud Infrastructure</li><li>• Business Resiliency</li><li>• Data Center Modernization</li><li>• Cloud Native Apps</li><li>• Application Optimization</li><li>• Program Management</li><li>• Digital Workplace</li><li>• Virtual Desktop</li><li>• Communication &amp; Collaboration</li></ul>
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## Experience the Perfect Match

Individualized service supported by an extensive global network with utmost resource flexibility

### Available for in-person or virtual engagement

- Onsite experts provide face-to-face interaction for a more personalized experience and are available in local languages
- Remote experts available in over 100 countries
- Short-term engagement options (1 & 2 week minimums) for remote service

### Rigorous Resource Selection Process

We carefully match the right resource to each unique customer

To learn more, contact your local representative or authorized reseller, or visit [delltechnologies.com/residency](https://delltechnologies.com/residency)

Source: IDC InfoBrief, sponsored by Dell Technologies, The Value of Resident Engineers on your IT Transformation Journey, June 2020

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# VMWARE RESIDENT CONSULTING SERVICES

## Strengthen Your On-Site Team with VMware Resources

### AT A GLANCE

VMware Resident Consulting Services provide you with seasoned VMware consultants, carefully matched to your requirements, that become embedded, integral members of your on-site team for as little as a week or as long as you need them.

Directed and managed by you, our resident consultants bring VMware technology expertise and best practices gained from hands-on experience and the collective knowledge of VMware Professional Services to help you reach your desired IT and business outcomes faster.

### GET STARTED

Reach out to your Client Solutions Executive to learn more about how a VMware Resident Consulting Services can help you reach your goals.

### GAIN A LASTING EDGE

VMware Professional Services guides your teams through the journey of digital transformation, helping you build and maintain momentum.

Our broad expertise, deep knowledge of VMware technology and concentrated focus on your specific challenges enables you to reduce risk and complexity.

Accelerate adoption. Strengthen your team's capabilities. And sustain success. We help you unleash the full value of people, process and technology, so your organization can take confident strides toward future opportunities.

### Leverage Our Experts to Reach Your Goals Faster

Whether you need help for just a week or a few months, VMware Resident Consulting Services are a flexible way to add experienced VMware consultants to your team. Call on them to help you accelerate project timelines, overcome challenges, empower your team via knowledge transfer, basically fill any gap where additional VMware knowledge and best practices would be useful.

### You're in Charge: Set the Direction, and We'll Make a Match

Our resident consultants are directed and managed by you; so tell them what you'd like to achieve and they will help you get there. You may book residency services in increments of 5 days that must be used consecutively.

Our ready workforce has a wide range of skill sets across the entire VMware portfolio of solutions and will be matched with your organization based on your unique objectives. These senior-level consultants can provide expert installation, configuration, usage, optimization, and administrative assistance. Leverage them for tasks such as:

- Making recommendations for service-level and technical improvements that can encompass environments
- Providing product-specific knowledge transfer to your engineering teams and operational teams
- Assisting with development and documentation of standard operating procedures for your environment
- Performance monitoring and tuning

Our consultants are armed with best practices that will help you expedite project completion, improve operational reliability and efficiency, and build the self-sufficiency of your team.

### Frequently Asked Questions

**Q.** I need assistance with multiple VMware technologies. Will I need a resident consultant for each technology?

**A.** Not necessarily. The number and type of resident consultants that will best meet your needs will be determined via a discussion with VMware Professional Services Sales.

**Q.** Can a resident help with design and implementation?

**A.** No, resident consultants are not focused on developing design and architecture.

**Q.** Can I add a resident to another service?

**A.** Yes. The resident service can be added as a separate work stream to a primary service.



# Service Brief

## Dell EMC Data Sanitization for Enterprise

### Introduction

This document and its attachments (the "Service Brief") outline the service features for Data Sanitization Services for Enterprise, (the "Service(s)"). Dell EMC<sup>1</sup> Services ("Dell") is pleased to provide these Services in accordance with this Service Brief. Your quote, order form or other mutually-agreed upon form of invoice or order acknowledgment (as applicable, the "Order Form") will include the name of the Service(s) and available service options that you purchased. For additional assistance or to request a copy of your service contract(s), contact Dell Technical Support or your sales representative. For additional assistance, or to request a copy of your governing agreement applicable to the Services (the "Agreement"), contact your Dell EMC sales representative. For a copy of your agreement with your applicable Dell EMC reseller, contact that reseller.

### Dell Services Terms & Conditions

This Service Brief is entered between you, the customer ("you" or "Customer"), and the Dell or EMC entity identified on your invoice for the purchase of this Service. This Service is provided subject to and governed by Customer's separate signed master services agreement with Dell that explicitly authorizes the sale of this Service. In the absence of such agreement, depending on Customer's location, this Service is provided subject to and governed by either Dell's Commercial Terms of Sale or the agreement referenced in the table below (as applicable, the "Agreement"). Please see the table below which lists the URL applicable to your Customer location where your Agreement can be located. The parties acknowledge having read and agree to be bound by such online terms.

Customer Location	Terms & Conditions Applicable to Your Purchase of Dell Services	
	Customers Purchasing Dell Services Directly from Dell	Customers Purchasing Dell Services Through an Authorized Dell Reseller
United States	<a href="http://www.dell.com/CTS">www.dell.com/CTS</a>	<a href="http://www.dell.com/CTS">www.dell.com/CTS</a>
Canada	<a href="http://www.dell.ca/terms">www.dell.ca/terms</a> (English) <a href="http://www.dell.ca/conditions">www.dell.ca/conditions</a> (French-Canadian)	<a href="http://www.dell.ca/terms">www.dell.ca/terms</a> (English) <a href="http://www.dell.ca/conditions">www.dell.ca/conditions</a> (French-Canadian)
Latin America & Caribbean Countries	Local <a href="http://www.dell.com">www.dell.com</a> country-specific website or <a href="http://www.dell.com/servicesdescriptions/global">www.dell.com/servicesdescriptions/global</a> .*	Local <a href="http://www.dell.com">www.dell.com</a> country-specific website or <a href="http://www.dell.com/servicesdescriptions/global">www.dell.com/servicesdescriptions/global</a> .*
Asia-Pacific-Japan	Local <a href="http://www.dell.com">www.dell.com</a> country-specific website or <a href="http://www.dell.com/servicesdescriptions/global">www.dell.com/servicesdescriptions/global</a> .*	Service Briefs and other Dell service documents which you may receive from your seller shall not constitute an agreement between you and Dell but shall serve only to describe the content of Service you are purchasing from your seller, your obligations as a recipient of the Service and the boundaries and limitations of such Service. As a consequence hereof any reference to "Customer" in this Service Brief and in any other Dell service document shall in this context be understood as a reference to you whereas any reference to Dell shall only be understood as a reference to Dell as a service provider providing the Service on behalf of your seller. You will not have a direct contractual relationship with Dell with regards to the Service described herein. For the avoidance of doubt any payment terms or other contractual

<sup>1</sup> "Dell EMC", as used in this document, means the applicable Dell sales entity ("Dell") specified on your Dell Order Form and the applicable Dell EMC sales entity ("Dell EMC") specified on your Dell EMC Order Form. The use of "Dell EMC" in this document does not indicate a change to the legal name of the Dell or Dell EMC entity with whom you have dealt.

Customer Location	Terms & Conditions Applicable to Your Purchase of Dell Services	
	Customers Purchasing Dell Services Directly from Dell	Customers Purchasing Dell Services Through an Authorized Dell Reseller
		terms which are by their nature solely relevant between a buyer and a seller directly shall not be applicable to you and will be as agreed between you and your seller.
<b>Europe, Middle East, &amp; Africa</b>	<p>Local <a href="http://www.dell.com">www.dell.com</a> country-specific website or <a href="http://www.dell.com/serviceBriefBriefs/global">www.dell.com/serviceBriefBriefs/global</a>.*</p> <p>In addition, customers located in France, Germany and the UK can select the applicable URL below:</p> <p>France: <a href="http://www.dell.fr/ConditionsGeneralesdeVente">www.dell.fr/ConditionsGeneralesdeVente</a></p> <p>Germany: <a href="http://www.dell.de/Geschaeftsbedingungen">www.dell.de/Geschaeftsbedingungen</a></p> <p>UK: <a href="http://www.dell.co.uk/terms">www.dell.co.uk/terms</a></p>	Service Briefs and other Dell service documents which you may receive from your seller shall not constitute an agreement between you and Dell but shall serve only to describe the content of Service you are purchasing from your seller, your obligations as a recipient of the Service and the boundaries and limitations of such Service. As a consequence hereof any reference to "Customer" in this Service Brief and in any other Dell service document shall in this context be understood as a reference to you whereas any reference to Dell shall only be understood as a reference to Dell as a service provider providing the Service on behalf of your seller. You will not have a direct contractual relationship with Dell with regards to the Service described herein. For the avoidance of doubt any payment terms or other contractual terms which are by their nature solely relevant between a buyer and a seller directly shall not be applicable to you and will be as agreed between you and your seller.

\* Customers may access their local [www.dell.com](http://www.dell.com) website by simply accessing [www.dell.com](http://www.dell.com) from a computer connected to the Internet within their locality or by choosing among the options at Dell's "Choose a Region/Country" website available at <http://www.dell.com/content/public/choosecountry.aspx?c=us&l=en&s=qen>.

Customer further agrees that by renewing, modifying, extending or continuing to utilize the Service beyond the initial term, the Service will be subject to the then-current Service Brief available for review at [www.dell.com/servicedescriptions/global](http://www.dell.com/servicedescriptions/global).

To the extent that any terms of this Service Brief conflict with any terms of the Agreement, the terms of this Service Brief will prevail, but only to the extent of the specific conflict, and will not be read or deemed to replace any other terms in the Agreement which are not specifically contradicted by this Service Brief.

By placing your order for the Services, receiving delivery of the Services, utilizing the Services or associated software or by clicking/checking the "I Agree" button or box or similar on the Dell.com website in connection with your purchase or within a Dell software or Internet interface, you agree to be bound by this Service Brief and the agreements incorporated by reference herein. If you are entering this Service Brief on behalf of a company or other legal entity, you represent that you have authority to bind such entity to this Service Brief, in which case "you" or "Customer" shall refer to such entity. In addition to receiving this Service Brief, Customers in certain countries may also be required to execute a signed Order Form.

## The Scope of This Service(s)

### A. Definitions.

1. **"Confirmation of Disposal"** will mean the document provided by Dell to the Customer which documents that all drives or network switches were sanitized in accordance with Section 4.2 of Dell's Responsibilities,
2. **"Data Sanitization"** will mean the certified data sanitization process for data bearing devices using methods aligned to the National Institute of Standards and Technology Special Publication 800-88 Revision 1 "Guidelines for Media Sanitization" ("**NIST 800-88 r1**").
3. **"Data Sanitization Summary"** will mean the serialized inventory list of the Equipment and Equipment drives attempted to be sanitized by Dell during each Site visit.
4. **"Data Sanitization Workspace"** will mean a safe and sufficient workspace at the Site where the Data Sanitization Services will be performed.
5. **"Equipment"** will mean all of the Pieces that the Customer has provided to Dell in connection with the Services.
6. **"Piece"** will mean each data bearing device or component (collectively referred to herein as **"Equipment"**) as set forth on your Order Form.

7. **“Drive”** will mean all types of data storage, including but not limited to HDD & SSD variants, of enterprise products. See [Table 1.0](#) for drive information.
8. **“Serial Number”** will mean the unique identifier assigned to a Piece by the manufacturer.
9. **“Site”** will mean the Customer designated location at which the onsite Data Sanitization is to be performed.

**B. Services Expiration (4 Years After Purchase if purchased simultaneously with Equipment that is the subject of the Services on the same Order Form, or 12 months if purchased separately from the Equipment).** EXCEPT TO THE EXTENT APPLICABLE LAW REQUIRES OTHERWISE, YOU MAY USE THIS SERVICE DURING THE 4 YEAR PERIOD (IF PURCHASED WITH AND ON THE SAME ORDER FORM AS THE EQUIPMENT THAT IS THE SUBJECT OF THE SERVICES) OR 12 MONTHS (IF PURCHASED SEPARATELY FROM THE EQUIPMENT) FOLLOWING THE DATE OF ORIGINAL PURCHASE (AS APPLICABLE, THE “EXPIRATION DATE”). THE ORIGINAL PURCHASE DATE IS DEFINED AS THE EARLIER OF THE DATE OF THE INVOICE FOR THE SERVICE OR ORDER CONFIRMATION FROM DELL. DELL’S DELIVERY OF THE SERVICE WILL BE DEEMED SATISFIED AFTER THE EXPIRATION DATE EVEN IF YOU DO NOT USE THE SERVICE.

**C. Not Transferable.** The Service is not transferable by Customer.

**D. Service Change or Cancellation.** Two (2) business days of notice by the Customer prior to the scheduled date for Services is required for changes or cancellations to avoid additional fees. To cancel the Service, send the request to the Dell account team. If a Pickup has been scheduled by the Customer directly with Dell’s Logistics Provider, the Customer must also cancel the Pickup directly with such Dell Logistics Provider.

**E. No Returns.** Equipment cannot be returned once Pick Up occurs.

**F. Dell Providers.** Customer hereby acknowledges and agrees that Dell may utilize affiliates and providers to perform these Services, in whole or in part. From time to time, Dell may change the location where Services are performed and/or the party performing the Services; provided however, Dell shall remain responsible to Customer for the delivery of Services.

**G. No Contaminated Products.** The Service will not be provided for Equipment that is or has become contaminated or suspected of being contaminated with chemicals, biological agents or other substances that are not integral to the original new Equipment or otherwise associated with normal office environments. Customer is liable for all costs and expenses associated with not informing Dell of any such contamination.

**H. Software/Data Backup.** DELL HEREBY DISCLAIMS ANY AND ALL LIABILITY FOR ANY RESTORATION OF DATA OR SOFTWARE ON EQUIPMENT (INCLUDING ON ANY CUSTOMER PROVIDED FLASH DRIVE).

**I. United States’ Regulation of PHI.** For Customers with operations in the United States or who are otherwise subject to the US Health Insurance Portability and Accountability Act (“HIPAA”), Customer warrants and represents that prior to providing Dell access to Equipment which has been used for processing and/or storage of Protected Health Information as defined in 45 C.F.R. Section 160.103 (“PHI”), all PHI on such Equipment has been rendered unusable, unreadable or indecipherable to unauthorized individuals through the use of a technology or methodology specified by the U.S. Secretary of Health (“Secretary”) by either:

1. clearing, purging, or destroying PHI from any electronic media in a manner consistent with NIST Special Publication 800-88, Revision 1, Guidelines for Media Sanitization; or
  2. encrypting PHI as defined in 45 C.F.R. 164.304; or
- Customer shall be responsible for confirming any updated guidance from the Secretary on how to secure PHI in order to render it unusable, unreadable, or indecipherable, to unauthorized individuals and will comply with any applicable guidance as it relates to PHI found on equipment or materials submitted to Dell for processing.

**J. Commercially Reasonable Limits to Scope of Service.** Dell may refuse to provide Services if, in its opinion, the condition, size or location of the Equipment creates an unreasonable risk to Dell or Dell's Service providers or is beyond the scope of Services. Dell is not liable for any failure or delay in performance due to any cause beyond its control.

**K. Optional Services.** Optional services (including point-of-need support, installation, consulting, managed, professional, support or training services) may be available for purchase from Dell and will vary by Customer location. Optional services may require a separate agreement with Dell. In the absence of such agreement, optional services are provided pursuant to this Service Brief.

**L. Cancellation.** Dell may cancel this Service at any time prior to the Expiration Date for any of the following reasons:

- Customer fails to pay the total price for this Service in accordance with the invoice terms;
- Customer is abusive, threatening, or refuses to cooperate with the assisting analyst or on-site technician; or
- Customer fails to abide by all of the terms and conditions set forth in this Service Brief.

If Dell cancels this Service, Dell will send Customer written notice of cancellation at the address indicated on Customer's invoice. The notice will include the reason for cancellation and the effective date of cancellation, which will be not less than ten (10) days from the date Dell sends notice of cancellation to Customer, unless local law requires other cancellation provisions that may not be varied by agreement. If Dell cancels this Service pursuant to this paragraph, Customer shall not be entitled to any refund of fees paid or due to Dell.

**M. Geographic Limitations and Relocation.** These Services are not available at all locations. Service options, including service levels, technical support hours, and on-site response times will vary by geography and certain options may not be available for purchase in Customer's location, so please contact your sales representative for these details.

**N. Limits of Data Sanitization.** Dell makes no recommendations regarding the Customer's security needs or representations regarding the effectiveness of one method of data removal over another. It is the Customer's responsibility to protect any confidential or sensitive information contained on its drives recovered by Dell. For more information, please see the [Dell Media Sanitization Statement](#).

**O. Service Hours.** Subject to local law relating to weekly work hours, unless otherwise listed below, these Services will be performed Monday through Friday during normal Dell business hours, which is from 8:00 AM to 6:00 PM Customer local time ("Business Hours"):

Country	Normal Dell Business Hours
St. Kitts, St. Lucia, St. Vincent, Trinidad, Virgin Islands, Rest of English speaking Caribbean	Monday thru Friday from 7:00 AM to 4:00 PM
Barbados, Bahamas, Belize, Costa Rica, Denmark, El Salvador, Finland, Grand Cayman, Guatemala, Honduras, Jamaica, Norway, Panama, Puerto Rico, Rep. Dominicana, Suriname, Sweden, Turks and Caicos	Monday thru Friday from 8:00 AM to 5:00 PM
Australia, Bermuda, China, Haiti, Hong Kong, Japan, Netherland Antilles, New Zealand, Singapore, Thailand	Monday thru Friday from 9:00 AM to 5:00 PM
Argentina, Ecuador, France, India, Indonesia, Italy, Korea, Malaysia, Mexico, Paraguay, Peru, Taiwan, Uruguay	Monday thru Friday from 9:00 AM to 6:00 PM
Bolivia, Chile	Monday thru Friday from 9:00 AM to 7:00 PM
Middle East	Sunday thru Thursday from 8:00 AM to 6:00 PM

No Service activities will take place outside normal Business Hours or during local holidays unless other arrangements have been made in advance in writing.

The following table lists the applicable system/site limitations for sanitization on Equipment specified below:

**Table 1.0**

Product	Number of Systems/Site	Within 1 System	Max Drive count
Dell EMC Atmos	1	16 Nodes	960
Dell EMC Avamar	1	16 Nodes	384
Dell EMC Centera	1	16 Nodes	64
Dell EMC CLARiiON	1	All Drives	960
Dell EMC Celerra	1	All Drives	960
Dell EMC Data Domain	1	All Drives	1080
Dell EMC ECS	1	4 Appliances or 16 Nodes	960
Dell EMC DLm	1	All Drives	1080
Dell EMC Isilon, PowerScale	1	16 Nodes	1920
Dell EMC Symmetrix PowerMax VMAX3 AF	1	All Drives	PMAX = 288 VMAX 400K=5670
Dell EMC Unity	1	All Drives	1000
Dell EMC VNX	1	All Drives	1000
Dell EMC VxRail	1	4 Appliances or 16 Nodes	384
Dell EMC VxFlex	1	16 Nodes	384
Dell EMC VxBlock	1	Order Sum of the Parts. Example: 1 Server; 1 MR Storage, etc.	NA
Dell EMC XtremIO	1	4 Bricks	288
Dell EMC PowerOne	1	(1) MX7000 Compute Chassis and (1) Storage system (all drives)	288
Dell EMC IDPA	1	Up to 3 servers, 1 Data Domain system and 1 Avamar Cluster	Data Domain = 1080
Dell EMC PowerProtect X400	1	1 Core Cube, 4 Capacity Cubes	80
Dell PowerEdge Servers	1	16 Servers	384
Dell EqualLogic	1	16 Nodes	384
Dell PowerVault	1	7 drive bays max	336
Dell Compellent	1	16 Enclosure	500
Dell EMC PowerStore	1	All Drives	96
Network Switches	1	Network Switch (*)	N/A
Multivendor	1	Server, CI/HCI	384
	1	Data Protection, Mid-Range Storage, Unstructured Storage	500
	1	High End Storage	288

(\*) Dell Sales representative can confirm the specific network switch models in scope for this offer

## Dell's Responsibilities

### 1. Scheduling.

a. Dell will contact the Customer to schedule the Data Sanitization at each Site for a mutually agreeable time during Business Hours. Data Sanitization will generally be scheduled no earlier than ten (10) business days after the date of contact.

### 2. Data Sanitization

Dell shall:

- a. Arrive at the Site, contact the Customer's Site representative and proceed to the Data Sanitization Workspace;
- b. Record the following information on the Data Sanitization Summary for each System or switch: manufacturer, model number, properly seated and functional drive(s) serial number(s);
- c. Perform the Data Sanitization on each System or switch;
- d. For each System drive or switch on which Data Sanitization is attempted, designate on the Data Sanitization Summary whether the Data Sanitization was successful ("PASS") or unsuccessful ("FAILED");
- e. Remove any drive from a System for which the Data Sanitization was unsuccessful and return such drive to the Customer's Site representative; a tag will be attached to the switch or drive indicating date/time and reason for the failure (if known).
- f. If requested, provide the Customer with a PDF/CSV version of the Data Sanitization Summary on a flash drive (to be provided by the Customer) prior to leaving the Site;
- g. Provide a Data Sanitization Acknowledgement Form to the Customer's Site representative for their review and signature to certify that the Data Sanitization Summary provided in PDF/CSV (in step 2.1.f above) accurately reflects:
  - h. The Switches or System drives that were successfully sanitized ("PASS") and subsequently moved by Dell to a secured storage location designated by the Customer for future Pick Up; and/or
  - i. The Switches or System drives that were not successfully sanitized ("FAILED") and were subsequently returned to the Customer's Site representative for disposition by the Customer.

**3. Reporting:** Dell shall deliver to the Customer within thirty five (35) business days from the date of Pick Up the following reports via email:

- a. Disposition Report; and
- b. Confirmation of Disposal

## Customer Responsibilities

**1. General.** THE CUSTOMER SHALL BACKUP ANY DATA OR SOFTWARE THE CUSTOMER DESIRES TO RETAIN PRIOR TO EQUIPMENT BEING MADE AVAILABLE TO DELL. Service provided under this Service Brief does not include the restoration of any data or software from Equipment.

### 2. Data Sanitization

The Customer shall:

- a. a. Remove/disable all passwords and other access security features and terminate any theft deterrent or laptop tracking software contained within such Equipment from Systems designated for Data Sanitization Services prior to Dell's arrival;
- b. The Data Sanitization Workspace shall at a minimum include:
  - i. Table/desk space, chairs, electrical outlets with adequate lighting;
  - ii. Space adequate to perform concurrent data sanitizations;
  - iii. Sufficient access to electrical power at voltage as applicable for the service and country in scope, and as advised by Dell upon scheduling
- c. Consolidate and locate all Systems designated for Data Sanitization Services in the same immediate area as the Data Sanitization Workspace;

- d. Provide a Site representative each day Data Sanitization is scheduled to be performed to direct Dell to the Data Sanitization Workspace and designate the Systems on which Dell should perform the Data Sanitization;
- e. Provide monitors and external power supplies for use with Systems during the Data Sanitization (monitors not required for portable computers);
- f. Provide a secured storage location in the same immediate area as the Data Sanitization Workspace for storage of Systems that were successfully Data Sanitized;
- g. Review the Data Sanitization Acknowledgement form and sign such form to certify the Customer's agreement that the Data Sanitization Summary provided in PDF/CSV (as defined under Dell's Responsibilities, Section 2.1.f. above ) accurately reflects: (i) the System drives that were successfully sanitized ("PASS") (ii) the System drives that were not successfully sanitized ("FAILED") and were subsequently returned to the Customer's Site representative for disposition by the Customer;

**4. Customer Warranty.** The Customer represents and warrants as follows:

- a. The Customer has good title to the data bearing devices free and clear of all liens, claims and encumbrances of any kind;
- b. The Customer has removed all confidential, proprietary, sensitive or other non-public data from all data bearing devices
- c. The Customer is responsible for and has complied with the health and safety requirements and obligations applicable to it in relation to the Site(s) to which Dell or its providers are given access by the Customer, including the Data Sanitization Workspace
- d. If the Customer breaches any of its obligations or warranties outlined in this Service Brief, Dell shall not be obligated to provide the Services or liable for any damages resulting from the Customer's breach. Alternatively, the Customer may incur additional fees and expenses for any resulting additional time or materials, loss or damage incurred by Dell or its providers.

**C. Pricing and Payment Terms**

The Customer will be charged on a per Piece basis. Refer to Table 1 for per piece limitations.

Pick Up and/or recycling of the Customer's packaging/boxes are not included in the cost of this Service and will incur additional fees.

The Customer hereby agrees to pay the price for each Piece per the applicable Dell order confirmation, as well as any additional fees and costs set forth in this Service Brief. The Customer acknowledges and agrees that Dell shall be entitled to set off amounts due to Dell under this Service Brief against the amounts otherwise payable by Dell to the Customer hereunder.

**Additional Fees.**

- Services rendered by Dell for Pieces in excess of the amount ordered will be billed at the per Piece price for the associated Service.
- Locations in offshore territories, islands and other remote or indirect locations will incur additional fees.
- Sites requiring access or vehicle restrictions, union labor, time specific or after normal Business Hours will incur additional charges.
- Sites requiring access or vehicle restrictions, union labor, time specific or after normal Business Hours will incur additional charges.
- If the Customer, the Site and/or the Equipment, does not conform to the requirements set forth in this



Service Brief, or the Customer is somehow otherwise not ready for the Data Sanitization to be undertaken as scheduled, the applicable Services may need to be rescheduled and/or additional fees will apply.

#### **D. Important Additional Terms**

**Title and Risk of Loss.** Dell or Dell's Logistics Provider will bear the risk of loss or damage to the Equipment after departure from the Pickup Site. Title will be deemed to pass to Dell or Dell's Logistics Provider upon receipt and possession of the Equipment by Dell or Dell's Logistics Provider.

**Warranty and Liability.** As it relates specifically to the Services provided under this Service Brief only, and despite any conflicting terms in the Agreement, the following terms and conditions apply:

1. **Warranty.** DELL WARRANTS THAT IT WILL PERFORM THE SERVICE WITH COMMERCIALY REASONABLE CARE. DELL MAKES NO OTHER WARRANTY AND DISCLAIMS ALL OTHER WARRANTIES AND CONDITIONS, WHETHER EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTIES OR CONDITIONS OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

2. **Limitation of Liability.** DELL'S AND ITS SERVICE PROVIDERS' LIABILITY FOR SERVICES PROVIDED IN ACCORDANCE WITH THIS SERVICE BRIEF, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH LIABILITY, WILL BE AT ALL TIMES SUBJECT TO THE FOLLOWING LIMITATIONS AND EXCLUSIONS:

a. IN NO EVENT SHALL DELL BE LIABLE (WHETHER IN CONTRACT, TORT OR OTHERWISE) FOR ANY OF THE FOLLOWING: (I) LOST PROFITS, LOSS OR CORRUPTION OF DATA OR SOFTWARE, LOSS OF BUSINESS OR COMPLIANCE WITH THIRD PARTY REQUIREMENTS THAT MAY APPLY TO DATA ON EQUIPMENT, (II) CONSEQUENTIAL, SPECIAL, INDIRECT, INCIDENTAL OR PUNITIVE (IF APPLICABLE) DAMAGES, OR (III) ANY THIRD PARTY CLAIM.

b. DELL SHALL HAVE NO LIABILITY (WHETHER IN CONTRACT, TORT OR OTHERWISE) FOR THE SECURITY OR CONFIDENTIALITY OF DATA RESIDING ON EQUIPMENT EXCEPT FOR THE UNAUTHORIZED DISCLOSURE OF DATA FROM A SYSTEM DRIVE WHICH DELL AND/OR ITS SERVICE PROVIDERS' FAILED TO PROPERLY PERFORM THE DATA SANITIZATION AT CUSTOMER'S SITE IN ACCORDANCE WITH THE PROCESSES SET FORTH HEREIN AND SUBSEQUENTLY CERTIFIED SUCH DRIVE AS BEING SUCCESSFULLY SANITIZED ON THE DATA SANITIZATION SUMMARY. IN SUCH CASE DELL SHALL BE LIABLE TO CUSTOMER FOR DIRECT DAMAGES RESULTING FROM SUCH DISCLOSURE UP TO THE LIABILITY CAP SET FORTH IN SECTION D.2.d BELOW.

c. DELL'S MAXIMUM AND SOLE LIABILITY (WHETHER IN CONTRACT, TORT OR OTHERWISE) ARISING OUT OF OR IN CONNECTION WITH ANY CLAIM FOR LOSS OF ANY PHYSICAL ITEM OF EQUIPMENT SHALL IN NO EVENT EXCEED THE VALUATION THEREOF SET OUT IN THE UEPP FOR THE MONTH IN WHICH THE ITEM WAS FIRST DISCOVERED AS LOST.

d. DELL'S AGGREGATE LIABILITY (WHETHER IN CONTRACT, TORT OR OTHERWISE) FOR ANY AND ALL CLAIMS OF LIABILITY ARISING OUT OF, OR IN CONNECTION WITH THIS SERVICE BRIEF WITHIN ANY CALENDAR YEAR SHALL NOT EXCEED THE TOTAL AMOUNT OF FEES PAID OR PAYABLE BY CUSTOMER UNDER THIS SERVICE BRIEF IN SUCH CALENDAR YEAR.

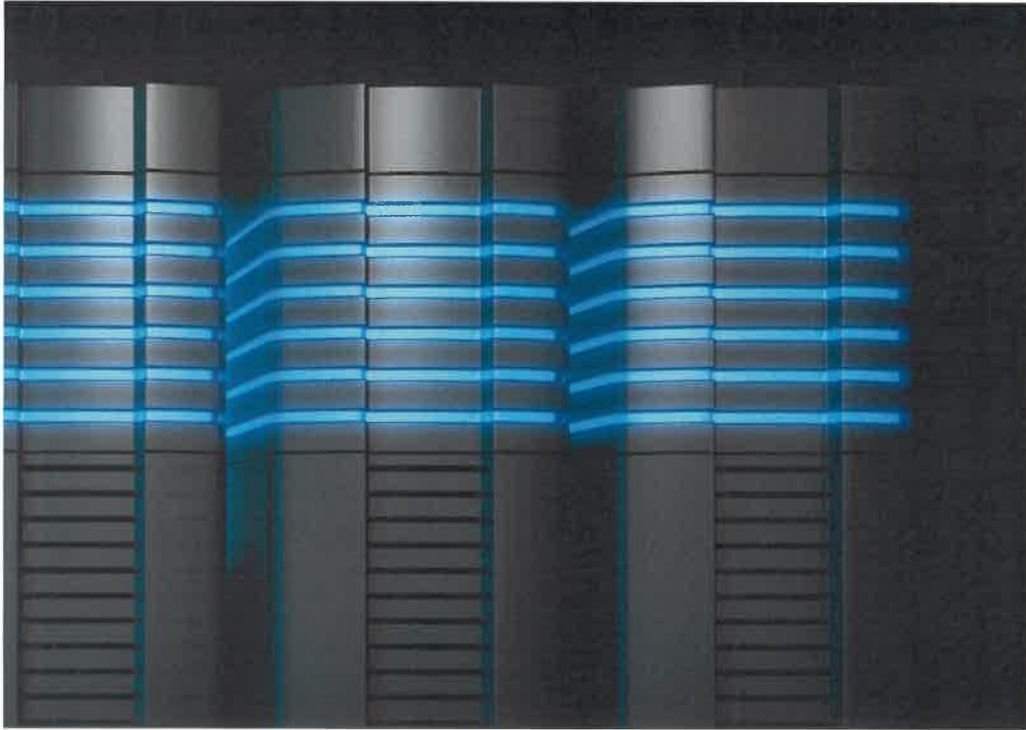
DELL DOES NOT LIMIT ITS LIABILITY FOR FRAUD, PERSONAL INJURY OR DEATH ARISING FROM ITS NEGLIGENCE OR ANY OTHER LOSS THAT CANNOT BE LIMITED UNDER APPLICABLE LAW. IN THE EVENT APPLICABLE LAW PROHIBITS IN ANY PART ANY LIMITATION OF LIABILITY IN THIS SERVICE BRIEF, THE PARTIES AGREE THAT SUCH LIMITATION SHALL BE MODIFIED, WITHOUT FURTHER ACTION OF EITHER PARTY, SO AS TO BROADLY APPLY TO THE MAXIMUM EFFECT ALLOWED BY APPLICABLE LAW.



# ProDeploy Enterprise Suite

Dell Technologies

Accelerate technology adoption with  
deployment designed for you



# Faster, better deployment with less IT effort.

It's never been easier maximizing  
new technology on day one.

Your team is ready for the next step in IT  
modernization and excited about the promise  
of new technology. But maximizing the  
hardware on day one has you concerned about  
delays and not realizing the full potential of  
the new hardware.

Dell Technologies experts are here to help  
with 24/7 deployment services that take you  
from planning through implementation to  
production ready.

## The Stats

**Dell Technologies Services does what we do best, while you focus on your business.**

At Dell Technologies, we have invested over 30 years building best-in-class deployment practices and tools, backed by elite professionals with broad and deep knowledge. Our established global scale drives consistent deployments to help you drive greater business results, around the clock and around the globe.

82%

less project  
planning time<sup>1</sup>

68%

less deployment  
time<sup>1</sup>

43%

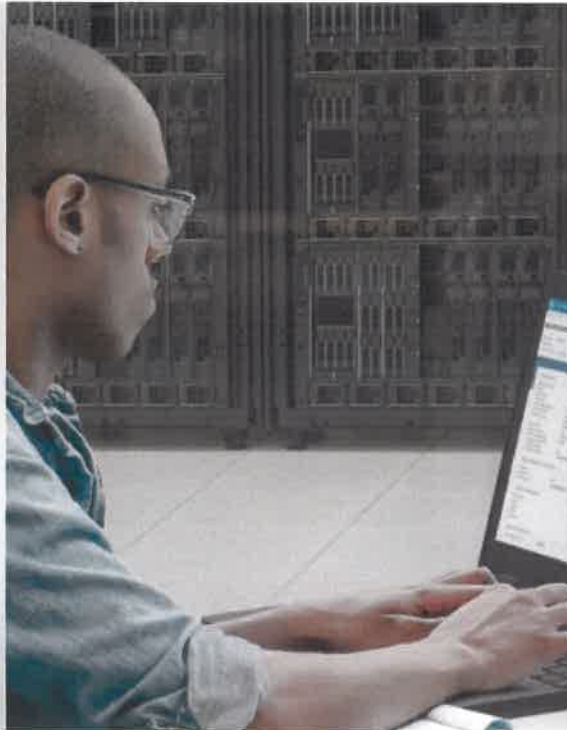
fewer support  
calls<sup>2</sup>

→ Best in class processes based on 30+ years of experience

# Stay connected

## Follow your deployment and more in TechDirect.

Collaborate with our experts online to plan, track and deliver your deployment projects from an end-to-end management portal in TechDirect. Once your Dell EMC hardware is in production, start using our services technology for an adaptive, automated digital experience that lets you optimize the systems powering your datacenter – through asset retirement.



## Three great choices for technology deployments

The ProDeploy Suite is designed to complement your business model – whether you have an experienced IT staff or no staff at all.

We understand the demands on you and your team, and are here to provide the right assistance to keep up with your evolving technology needs.

		Basic Deployment	ProDeploy	ProDeploy Plus
<b>Pre-deployment</b>	Single point of contact for project management	-	•	In-region
	Site readiness review	-	•	•
	Implementation planning <sup>1</sup>	-	•	•
	SAM engagement for ProSupport Plus entitled devices	-	•	•
<b>Deployment</b>	Deployment service hours	Business Hours	24x7	24x7
	Remote guidance for hardware installation or onsite hardware installation and packaging material removal <sup>2</sup>	Onsite	Remote/Onsite	Onsite
	Install and configure system software	-	Remote	Onsite
	Install support software and connect with Dell Technologies	-	•	•
	Project documentation with knowledge transfer	-	•	•
<b>Post-Deployment</b>	Deployment verification	-	•	•
	Configuration data transfer to Dell EMC technical support	-	•	•
	30-day of post-deployment configuration assistance	-	•	•
<b>Team Dashboard</b>	Training credits for Dell EMC Education Services	-	•	•
	Online collaborative environment in TechDirect for planning, managing and tracking delivery <sup>3</sup>	-	•	•

<sup>1</sup> Remote option includes project specific instructions, documentation and live expert guidance for hardware installation. Ask your Dell Technologies representative for details.

<sup>2</sup> Packaging removal included with onsite hardware installation.

<sup>3</sup> Included with ProDeploy or ProDeploy Plus, Not included with Basic Deployment

# ProDeploy Plus

## The market's most complete deployment offer

Our deep expertise in project management, focus on rapid integration and commitment to education help you make IT transformation real. From beginning to end, ProDeploy Plus provides the skill and scale needed to successfully execute demanding deployments in today's complex IT environments.

We start with a site readiness review, planning and recommendations. A single point of contact for localized project management and a more personalized experience through a Services Account Manager (SAM) for entitled devices, will elevate your deployment experience. Post-deployment configuration assistance, testing, and product orientation help you rest easy, knowing your systems have been deployed and integrated right. Flexible training credits empower your staff to build the right skills to fully utilize your new technology.

With ProDeploy Plus, you get everything in ProDeploy and more

- In-region, single point of contact for project management
- 24x7 installation and standard onsite system software configuration
- 30-days of post-deployment configuration assistance
- Training credits for Dell Technologies Education Services



We saved 15 to 17 days of work deploying our servers and storage thanks to ProDeploy Plus.

**Nagesh Jais**  
Director of Information Systems  
Tavant Technologies  
Jan 2019

# ProDeploy

## Maximize your new technology starting on day one

Customer expectations are high and workforce needs can shift rapidly, placing pressure on your team to deploy technology fast. But how can you deliver infrastructure that best leverages your resources and maximizes the value of new technology? Get ProDeploy and take advantage of our project planning, onsite hardware installation and remote software installation to get the most of your new technology starting on day one.

Rapidly adopt new technology and set your organization up for success with expert planning and implementation. ProDeploy provides full-service installation and configuration of both hardware and system software by certified deployment engineers. To prepare for the deployment, we conduct a site readiness review and implementation planning. System testing, validation and full project documentation with knowledge transfer complete the process. We focus on getting you up and running so you can focus on your business and prepare for whatever comes next.

With ProDeploy, you get:

- Single point of contact for project management
- Implementation planning
- 24x7 onsite hardware installation or live remote installation guidance\*
- 24x7 install and configure system software
- Project documentation and knowledge transfer

\* Restrictions apply with remote guidance. Speak with your dell representative for more information.



With the help of ProDeploy, the install process went smoothly.

Mitsuo Nakamura  
Account SE Group, Industry Business  
Unit, Solution Sales Division  
Chubu Telecommunications  
Jan 2018

# Basic Deployment

## Get consistent hardware installation by experienced technicians

Trust Dell EMC to install your hardware quickly and right the first time, while freeing up your staff's time. Basic Deployment delivers worry-free professional installation of server, storage data protection and networking systems by experienced technicians who know Dell EMC products inside and out. Not only will you save time, you'll reduce the need for maintenance and simplify future projects when you let Dell EMC or our partner's deployment experts do the heavy lifting – whether you have one site or multiple locations.

With Basic Deployment, you get:

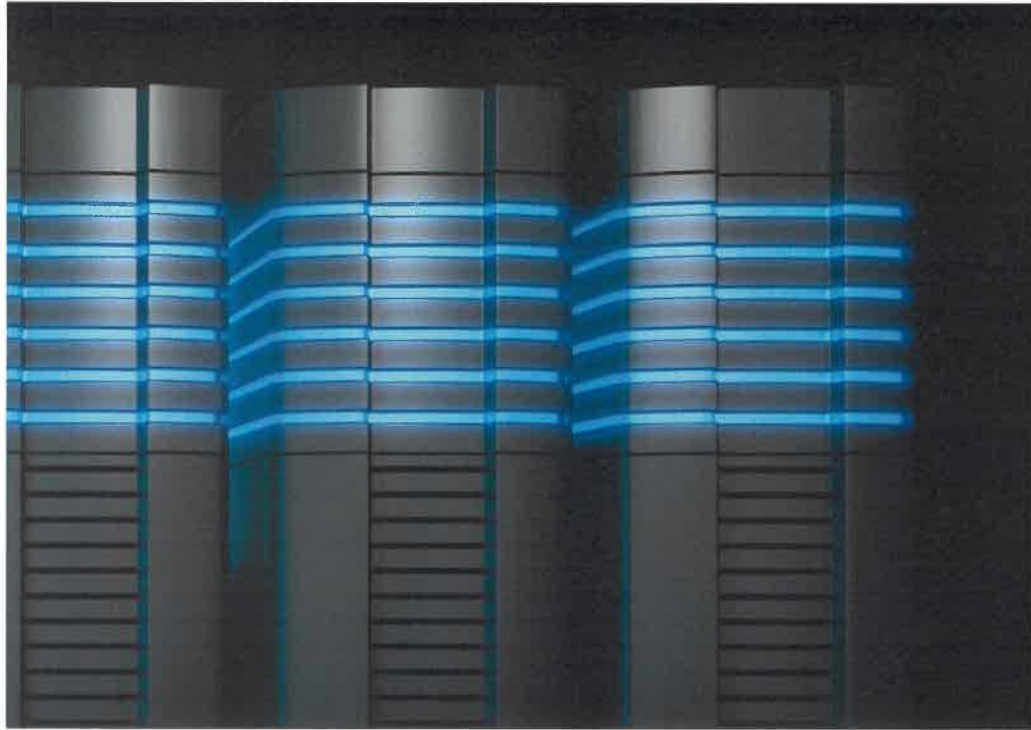
- Onsite hardware installation during business hours
- Packaging material disposal at on-site refuge and recycle locations



We saved months of time by having Dell Services stand it up for us.

**Bruce Salisbury**  
IT Director  
Capital Area Human Services  
Mar 2018






## Beyond ProDeploy

In addition to the ProDeploy Suite, we provide additional services to accelerate adoption in the enterprise.

- Additional Deployment Time
- Production Ready for Data Protection
- Data Migration Services
- Residency Services
- Training and Certification
- Other Delivery Services

## Additional Deployment Time

ProDeploy Plus, ProDeploy or Basic Deployment are designed to fit most new technology installations. When the deployment need is greater in length, complexity or scope, choose Additional Deployment Time to reach success with blocks of remote or onsite assistance. Additional Deployment Time can extend the ProDeploy Suite or be used separately to get new technology ready for day one.



**Features:**

- Easily extend the ProDeploy Suite
- Get specialized help from certified experts
- Choose from remote or on-site deployment assistance

## Residency Services

New technology creates competitive advantage for businesses, but solutions must be introduced in a way that suits your unique requirements.

**Residency Services can help set you up for future success and growth.**  
Drive transformation initiatives and integration at scale  
Deliver accelerated adoption of new technology  
Expertly pair solutions to the unique business environment  
Keep IT infrastructure running at its peak

**Unmatched Expertise**  
Specialized experts with validated expertise across Dell EMC infrastructure products, as well as platforms and solutions in support of IT and application transformation and workforce productivity goals.

**Individualized Service**  
Residents are directed by your priorities and time, with an extensive resource selection process to match the right resource to your individual needs.  
Backed by an extensive global network with utmost resource flexibility, Residency can be delivered in-person or virtually in over 100 countries, with short term options starting at 1 week for certain engagements.



**Elevated Technology with Measurable Results.**

Residents help throughout multiple phases of the IT adoption cycle, from implementation and integration to operation and optimization, delivering measurable results as seen in a recent IDC study:

- 50% improvement in technology performance
- 47% increase in technology utilization
- 40% reduction in cost of IT service delivery
- 45% improvement in IT staff efficiency
- 23 fewer incidents per month
- 9 weeks saved during technology transitions

## Data Migration Services

**Data is one of your organization's most important resources and you need that data to fuel business growth.**

But distributed data can keep valuable insights out of reach. Our experts help efficiently move data from where it is, to where it will drive innovation. We migrate data every day, all over the world, in any situation you can imagine. Whether you are upgrading technology, changing platforms or leveraging cloud, our experts use proven tools to streamline migrations and provide you a faster time to value.

Our Data Migration Services provide greater control, security and value through standardized processes in planning, execution and knowledge transfer. We lower risk through expert-delivered, dependable best practices developed over 30 years of data migration success. Our goal is to improve data availability and migrate your data efficiently with greater data integrity. Let Dell Technologies help accelerate migrations at every level of your transformation.



**Features:**


- 24/7 hours of operation
- Remote project management
- Flexible technology refresh/cost
- Unified delivery program management
- Proven robust selection of tools
- Remote monitoring and status reporting  
Onsite options for services

## Production Ready for Data Protection

**Businesses face constantly evolving challenges regarding data.**

While data can create opportunity and advantage, it also brings complexity and risk. Introducing a new Data Protection solution requires complex configuration to meet essential requirements.

Our experts can elevate your technology investment and drive you into production faster, ensuring critical Data Protection solutions are matched to your unique environment to deliver the best experience for your business. Dell Technologies Services' complete portfolio delivers accelerated time to production.



**Features:**

- Protect data per industry regulations
- Prevent loss on critical data sets
- Integrate with Disaster Recovery
- Centralize data backup
- Cost-effective large scale data retention

## Training and Certification

### Gain proficiency in the skills today's IT professionals need

Through Dell Technologies Education Services training and Proven Professional certifications, IT professionals and partners can achieve the practical knowledge needed for today's ever-changing IT environment. We provide the skills needed to get the most out of investments, reduce downtime and keep infrastructures running smoothly. From design to installation, configuration and management, certified Proven Professionals are better equipped to implement and optimize new technologies.



#### Dell Technologies Certified Proven Professionals get:

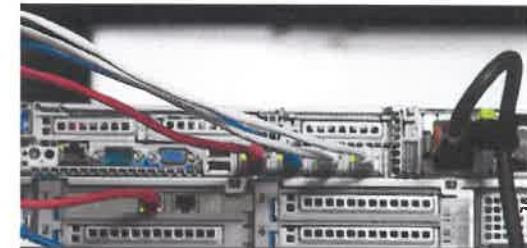
- ◆ Globally recognized certifications in design, deployment and administration
- ◆ Validation of skills through exams and digital badging
- ◆ Increased responsibilities, opportunities and peer respect

## Other Delivery Services

### PowerEdge Configuration Services

It's time to refresh with the latest technology, but when you're deploying a large quantity of servers in a short amount of time, resources can get stretched thin, and let's face it, consistency can suffer. PowerEdge Configuration Services can help you deploy new servers quickly and efficiently.

We configure them for you, before shipping and right the first time. From system settings for PowerEdge, to services like custom asset tagging, reporting, customer supplied system image, and card placement - we deliver your new PowerEdge servers with expert care, precision, to your specifications, ready to deploy.



#### Features:

- ◆ Save time and money when you receive PowerEdge servers ready to deploy
- ◆ Share, repeatable, global with consistent results
- ◆ Easily choose the service combination to fit your needs, time after time

# Experience the Dell EMC Difference

Built on the principle of putting customers first, Dell EMC is uniquely positioned to provide consistent services from edge to core to cloud. Dell EMC Services are designed to transform your investments and enable you to be an agent of change for your organization.

Whether you're adding new technology, consolidating existing systems or building a data center from the ground up, you can count on Dell EMC for an efficient-deployment culture beginning at the factory. Make sure even the most complex project is effectively planned, configured, integrated and tested right from the start and supported for the future. We'll look after your deployment projects, so you can look after your business and drive rapid adoption of your digital technologies.

Go to [DellTechnologies.com/prodeploy](http://DellTechnologies.com/prodeploy) for more information or contact your Dell Technologies advisor.

<sup>1</sup>Based on a September 2020 Principled Technologies Test Report commissioned by Dell Technologies comparing in-house deployment vs. Dell EMC ProDeploy for Enterprise deployment service for Dell EMC PowerEdge R740 servers, Dell EMC Unity Storage array and Dell EMC PowerSwitch S4048-ON. Actual results will vary. Full report: <http://facts.pt/JP3I3Wm>

<sup>2</sup>Based on an October internal analysis of support. Guided hardware installation is not available for all technologies, contact your Dell Technologies expert for guidance.

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