ATTACHMENT C   ATTRONICA   Feb-20

Please list your minimum discounts for the following Product Categories and Manufacturers. Additional product categories and manufacturers may be added.

1.

Product Category	MFR	Minimum Discount % off List
Servers		
	Dell	15%
	Hewlett-Packard	30%
	Fujitsu	20%
Newtwork Hardware		
	Aruba	20%
	Cisco	38%
	Fujitsu	21%
Telecom Equipment		
	Polycom	N/A
	Cisco	38%
Data Storage		
	Dell	15%
	EMC	15%
	Fujitsu	21%
Desktop Computers		
	Dell	15%
	Apple	N/A
	Hewlett-Packard	20%
	Lenovo	24%
Laptop Computers		
	Dell	15%
	Apple	N/A
	Hewlett-Packard	20%
	Lenovo	24%
	Panasonic	N/A
Tablet Computers		
	Apple	N/A
	Microsoft	10%
Printers		
	Hewlett-Packard	24%

	Dell	N/A
Monitors		
	NEC	N/A
	HP	15%
I/O Devices		
	Logitech	10%
Projectors		
	Epson	15%
	NEC	N/A
Cables		25%
Software		
	Microsoft	5%
	VMWare	3%
	Symantec	10%
	Adobe	5%
	Citrix	2%
Hardware Maintenance		
Software Maintenance		

2. **Please list your hourly rates for the following professional services: Additional services may be added.**

Services		Hourly Rate
Project Manager		$77
Project Trainer		$77
Systems Engineer		$127
Network Engineer		$127
Software Developer		$147
Computer Technician		$47

3. **Please list your MAXIMUM Mark-Ups:**

Value Added Reseller	%
Hardware Maximum Mark-Up	**5%**
Software Maximum Mark-Up	5%
Services Maximum Mark-Up	**20%**