ATTACHMENT C   Advanced Computer Concepts (ACC)   3/23/2020

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	15.00%
	Hewlett-Packard	2.00%
	Lenovo	5.00%
	Fujitsu	N/A
Newtwork Hardware		
	Aruba	25.00%
	Cisco	40.00%
	Palo Alto	10.00%
Telecom Equipment		
	Polycom	30.00%
	Cisco	40.00%
Data Storage		
	Dell	10.00%
	EMC	10.00%
	Fujitsu	N/A
	Buffalo	10.00%
Desktop Computers		
	Dell	25.00%
	Apple	15.00%
	Hewlett-Packard	3.00%
	Lenovo	3.00%
Laptop Computers		
	Dell	25.00%
	Apple	15.00%
	Hewlett-Packard	3.00%
	Lenovo	3.00%
	Panasonic	5.00%
Tablet Computers		

	Apple	5.00%
	Microsoft	7.00%
Printers		
	Hewlett-Packard	15.00%
	Dell	N/A
Monitors		
	NEC	10.00%
I/O Devices		
	Logitech	7.50%
Projectors		
	Epson	10.00%
	NEC	10.00%
Cables		
Software		
	Microsoft	7.50%
	VMWare	6.50%
	Symantec	5.00%
	Adobe	5.50%
	Citrix	5.00%
Hardware Maintenance		5.00%
Software Maintenance		5.00%

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

Services		Hourly Rate
Project Manager		$ 165.00
Project Trainer		$ 165.00
Systems Engineer		$ 145.00
Network Engineer		$ 145.00
Software Developer		$ 145.00
Computer Technician		$ 110.00

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

Value Added Reseller		%
Hardware Maximum Mark-Up		7.00%
Software Maximum Mark-Up		7.00%
Services Maximum Mark-Up		11.50%