

# 204-J MASS STORAGE CONVENIENCE CONTRACT

Contract Number:	<b>204-J (ITS-006498)</b>
Effective Date:	Effective Date through – September 20, 2014
Administrator:	Tim Lassiter <a href="mailto:Tim.lassiter@nc.gov">Tim.lassiter@nc.gov</a>
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**SEE BELOW NEW ABNORMAL QUANTITY REQUIREMENT**

## Scope

The scope of this contract is limited to the State's normal requirements for Mass Storage Components.

Indefinite Quantity Contract: This solicitation will establish a Convenience Contract pursuant to 9 NCAC 06B.0701 for an indefinite quantity contract between a Vendor and the State. The quantity of goods or services is undetermined. An estimated quantity based on past history or other means may be used as a guide, but shall not be a representation by the State of any anticipated purchase volume under any contract made pursuant to this solicitation. Convenience Contracts are available, but not mandatory, for the use of non-Executive State Agencies permitted by law. Such entities include the North Carolina University System and its member campuses, instructional components of the Department of Public Instruction, instructional components of the North Carolina Community College System, as well as local (municipal and county) governments.

Agencies with the need to acquire equipment not covered by this contract are required to follow the established Purchasing procedures of the Office of Information Technology Services (ITS).

## Abnormal Quantity

**Any requirement that exceeds \$100,000 must be forwarded to the NC Statewide IT Procurement Office for approval. The NC Statewide IT Procurement Office in consultation with the using Agency, reserves the right to process the request in one or more of the following ways;**

- **Purchase may be authorized at the current level of pricing with the current contract vendor(s) or authorized reseller(s).**
- **Additional discounts from the current level of pricing may be negotiated with the current contract vendor(s) or authorized reseller(s).**
- **A separate IFB may be issued for the requirement.**

## Pricing/Product Information

Information concerning percentage discounts on price starts on page 11/15 under the heading "Category Product Information".

To obtain products and/or product configurations with NC contract pricing please contact a Vendor and then follow the Order Placement steps below:

## Vendor Information

Contractor Name Federal ID #	Manufacturer	Vendors "Orders and Inquires To"	Contact	Phone Fax
Alphanumeric (HUB Vendor)	Quantum, Oracle	3801 Wake Forest Road Raleigh, NC 27609	Steve Chase <a href="mailto:schase@alphanumeric.com">schase@alphanumeric.com</a>	919-376-4477 F)919-872-1440
Carahsoft	Symantec, Nimble Storage	12369 Sunrise Valley Drive Suite D2 Reston VA 20191  <b>Alphanumeric Systems (Carahsoft State Contract 204J)</b> Terry Proctor <a href="mailto:tproctor@alphanumeric.com">tproctor@alphanumeric.com</a> 919-376-4556  <b>Datalink (Formerly StraTech) (Carahsoft State Contract 204J)</b> Allen Fisher <a href="mailto:Allen.fisher@stratech.com">Allen.fisher@stratech.com</a> 919-379-8000  <b>SHI (Carahsoft State Contract 204J)</b> Christine Weiner <a href="mailto:Christine_weiner@shi.com">Christine_weiner@shi.com</a> 888-698-2342 Toll Free 919-851-8148 Office 919-573-0828 Fax  <b>ViON Corporation (Carahsoft State Contract 204J)</b> Dwayne M. Dahl <a href="mailto:Dwayne.dahl@vion.com">Dwayne.dahl@vion.com</a> 202-467-5500, ext. 2111  <b>JCMR Technology (Carahsoft State Contract 204J) Symantec ONLY</b> Jake Kent <a href="mailto:contact@jcmr.net">contact@jcmr.net</a> 704-707-3333	Annie Boreman <a href="mailto:ANNIE.BORMAN@CARAHSOFT.COM">ANNIE.BORMAN@CARAHSOFT.COM</a>	703-871-8526 F) 703-871-8505

		<b>Carolinas IT (Carahsoft State Contract 204J) Symantec ONLY</b> Rob Vanderberry <a href="mailto:Rob.vanderberry@carolinasit.com">Rob.vanderberry@carolinasit.com</a> 919-573-4086		
CDWG	Overland, Veeam	230 North Milwaukee Ave Vernon Hills IL 60061-9740	Yolanda Blomquist <a href="mailto:yaguilar@cdw.com">yaguilar@cdw.com</a>	P) 312-705-1880 F) 312-705-4680
Data Network Solutions	Syncsort	629 Lake Tide Drive Chaplin, SC 290336	Fred Reavis <a href="mailto:freavis@datanetworksolutions.com">freavis@datanetw orksolutions.com</a>	803-932-9915 F) 803-932-8814
Dell	Dell, Brocade, CommVault, DataDirect, F5 Quantum, Quest, Symantec, Terascale, Veeam, VMWare	One Dell Way, Box RR8 06 Round Rock, TX 78682  <u>Resellers for ALL Manufacturers</u>  <b>Cambridge Computer Systems (Dell State Contract 204J)</b> Jim Gordon <a href="mailto:jgordon@cambridgecomputer.com">jgordon@cambridgecomputer.com</a> Ph. # 781-250-3220 Scott Gay <a href="mailto:sgay@cambridgecomputer.com">sgay@cambridgecomputer.com</a> 781-250-3030  <b>Data Networks, Inc. (Dell State Contract 204J)</b> Kara Jones (Customer Support) <a href="mailto:kjones@datanetworks.com">kjones@datanetworks.com</a> 410-823-3000, ext. 3021  Jennifer Hillesland (Local Account Executive) <a href="mailto:jhillesland@datanetworks.com">jhillesland@datanetworks.com</a> 919-270-0318 Phone 800-926-2005 Fax  <b>Dynamic Quest (Dell State Contract 204J)</b> Cliff Bean <a href="mailto:cbean@dynamicquest.com">cbean@dynamicquest.com</a> 336-370-0555, ext. 4610	Mark Solomon <a href="mailto:Mark_M_Solomon@dell.com">Mark_M_Solomon@dell.com</a>  Sam R. Moore <a href="mailto:Sam_r_moore@dell.com">Sam_r_moore@dell.com</a>	O) 910-467-5897 F) 866-501-8285  704-904-4088  F) 704-541-8681

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ePlus Technology, Inc.	Syncsort	13595 Dulles Technology Drive Herndon, VA 20171	Matt Morrell <a href="mailto:mmorrell@eplus.com">mmorrell@eplus.com</a>	919-767-2963 F) 919-767-2993
EMC	EMC	<p>701 Corporate Center Drive Raleigh, NC 27607</p> <p>State &amp; Local Government, Education Pamela Kunhart <a href="mailto:Pamela.kunhart@emc.com">Pamela.kunhart@emc.com</a> 916-797-7052 F) 888-580-6069</p> <p><b>Cambridge Computer Services, Inc (EMC State Contract 204J)</b> Jim Gordon <a href="mailto:jgordon@cambridgecomputer.com">jgordon@cambridgecomputer.com</a> 781-250-3000 (phone) 781-250-3100 (fax)</p> <p><b>CDW-G (EMC State Contract 204J)</b> K-12 Education Isaac Price <a href="mailto:isaac.price@cdwg.com">isaac.price@cdwg.com</a> 919.757.3929 Phone 866-865-2394 Fax</p>	Mike Wade <a href="mailto:Wade_michael@emc.com">Wade_michael@emc.com</a>	919-816-1241 F) 919-854-9334

EMC		<p>Higher Education  Matt Fielding-Russell  <a href="mailto:matrus@cdwg.com">matrus@cdwg.com</a>  919.491.2991 Phone  877.810.6648 Fax</p> <p>State &amp; Local Government  Nicole Tuzzolino  <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>  866-850-5223</p> <p><b>Data Networks, Inc.</b>  <b>(EMC State Contract 204J)</b>  Kara Jones  <a href="mailto:kjones@datanetworks.com">kjones@datanetworks.com</a>  410-823-3000, ext. # 3021</p> <p>Account Executive  Jennifer Hillesland  <a href="mailto:jhillesland@datanetworks.com">jhillesland@datanetworks.com</a>  919-270-0318</p> <p><b>eGroup, Inc.</b>  <b>(EMC State Contract 204J)</b>  Ben Gaddy  <a href="mailto:Ben.gaddy@egroup-us.com">Ben.gaddy@egroup-us.com</a>  843-284-0146 Phone  843-284-0150 Fax</p> <p><b>Internetwork Engineering</b>  <b>(EMC State Contract 204J)</b>  Chris Applegate, VP  <a href="mailto:capplegate@ineteng.com">capplegate@ineteng.com</a>  704-943-5626 Office  704-541-0059 Fax  704-340-4550 mobile</p> <p><b>JCMR Technology, Inc.</b>  <b>(EMC State Contract 204J)</b>  Jake Kent  <a href="mailto:Jake.kent@jcmr.net">Jake.kent@jcmr.net</a>  704-562-6120  704-731-0874 (Fax)</p> <p><b>Katalyst Network Group</b>  <b>(EMC State Contract 204J)</b>  Christopher Christy  <a href="mailto:cchristy@katalystng.com">cchristy@katalystng.com</a>  828-267-6450 Phone  866-865-2394 Fax</p>		
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EMC		<p><b>NWN Company (EMC State Contract 204J)</b> Shannon Ludwig <a href="mailto:sludwig@nwnit.com">sludwig@nwnit.com</a> 919-653-4422 Phone 919-653-4401 Fax</p> <p><b>Prisidio (EMC State Contract 204J)</b> JR Clevenger <a href="mailto:jrclevenger@presidio.com">jrclevenger@presidio.com</a> 919-389-7392</p> <p>Michael Elliott <a href="mailto:melliott@presidio.com">melliott@presidio.com</a> 919-389-7392</p> <p><b>SHI (EMC State Contract 204J)</b> Christine Weiner <a href="mailto:Christine_weiner@shi.com">Christine_weiner@shi.com</a> 919-851-8148</p> <p><b>Team IA (EMC State Contract 204J)</b> John Lester <a href="mailto:jlester@teamia.com">jlester@teamia.com</a> 803-356-4942</p> <p><b>Varrow (EMC State Contract 204J)</b> Brian Hardwick <a href="mailto:bhardwick@varrow.com">bhardwick@varrow.com</a> 919-333-4330</p>		
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Hewlett Packard	Hewlett Packard	355 LedgeLawn Drive Conway, AR 72034	Whitney Holloway <a href="mailto:Whitney.nic.blackwell@hp.com">Whitney.nic.blackwell@hp.com</a>  Danny Berrier Storage Specialist <a href="mailto:danny.berrier@hp.com">danny.berrier@hp.com</a>	800-277-8988 Ext. # 7718548  919-931-0173

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Network Appliance		<p><b>DTL Solutions LLC</b>  <b>(NetApp State Contract 204J)</b>  Louis Dorsey  <a href="mailto:Louis.dorsey@dlt.com">Louis.dorsey@dlt.com</a>  703-773-9274</p> <p><b>ePlus</b>  <b>(NetApp State Contract 204J)</b>  Matt Morrell  <a href="mailto:Mmorrell@eplus.com">Mmorrell@eplus.com</a>  919-767-2963 Phone  919-667-6541 Mobile  919-767-2993 Fax</p> <p><b>IronBrick</b>  <b>(NetApp State Contract 204J)</b>  David Pelleman  <a href="mailto:Dave.pelleman@ironbrick.com">Dave.pelleman@ironbrick.com</a>  703-626-8826</p> <p><b>Presidio Networked Solutions, Inc.</b>  <b>(NetApp State Contract 204J)</b>  J.R. Clevenger  <a href="mailto:jrclevenger@presidio.com">jrclevenger@presidio.com</a>  919-389-7392</p> <p>Michael Elliott  <a href="mailto:melliott@presidio.com">melliott@presidio.com</a>  727-647-5687</p> <p><b>SLAIT Consulting, LLC</b>  <b>(NetApp State Contract 204J)</b>  Mike Shook, Jr.  <a href="mailto:Mike.shook@slaitconsulting.com">Mike.shook@slaitconsulting.com</a>  800-761-6898 Phone  404-661-1500 Mobile  919-899-9095 Fax</p>		
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Quantum	Quantum	2101 Lee Place Memphis, TN 38104  <b>Alphanumeric Systems</b> <b>(Quantum State Contract 204J)</b> Terry Proctor <a href="mailto:tproctor@alphanumeric.com">tproctor@alphanumeric.com</a> 919-781-7575 (Office) 919-872-1440 (fax)	Phil Kilian <a href="mailto:phil.kilian@quantum.com">phil.kilian@quantum.com</a>	704-658-9811

Quantum		<p><b>DataLink Corporation (Quantum State Contract 204J)</b> Matt Slebos <a href="mailto:mslebos@datalink.ocm">mslebos@datalink.ocm</a> 919-360-2010</p> <p><b>Dell (Quantum State Contract 204J)</b> Stowe Smith <a href="mailto:stowe_smith@dell.com">stowe_smith@dell.com</a> 803-548-4226 (office) 704-973-9492 (fax)</p> <p><b>ePlus (Quantum State Contract 204J)</b> Matt Morrell <a href="mailto:Mmorrell@eplus.com">Mmorrell@eplus.com</a> 919-767-2963 Phone 919-667-6541 Mobile 919-767-2993 Fax</p> <p><b>Prosys Information Systems, Inc. (Quantum State Contract 204J)</b> Sue Biarsky <a href="mailto:suebiarsky@prosysis.com">suebiarsky@prosysis.com</a> 704-560-6053 678-437-1453 (fax)</p> <p><b>ViON Corporation (Quantum State Contract 204J)</b> Fred Williamee <a href="mailto:Fred.williamee@vion.com">Fred.williamee@vion.com</a> 972-292-3173 (office) 817-307-2221 (cell) 972-292-3176 (fax)</p>		
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X-IO	Xiotech Corp., Brocade, Cisco, QLogic, Datacore	9950 Federal Drive, Suite 100 Colorado Springs, CO 80921	Matt Ahart <a href="mailto:Matther.ahart@x-io.com">Matther.ahart@x-io.com</a>	786-973-5543

## Order Placement Steps

### Steps to receive product information or a custom configuration:

- Contact product expert listed above to obtain updated NC pricing and configuration
- Vendor will email you an official configuration quote with NC pricing
- Save the official configuration quote.

### Steps to place your order via E-Procurement:

- Return to your eRequisition in E-Procurement
- Click Next
- Click on the “Create Non-Catalog Item” button
- In the field titled “Full Description”, type in “Mass Storage order per Term Contract 204J; Vendor Quote # <enter vendor quote #>” plus additional descriptive text
- In the field titled “Commodity Code”, click on the +, select “204-96”
- In the field titled “Supplier”, click on the +, select the vendor that provided you with the quote or an authorized reseller
- In the field titled “Quantity”, type “1” as the quantity of your order
- In the field titled “Unit of Measure”, leave the default EACH
- In the field titled “Price”, type in the total price as provided by vendor’s official configuration quote with NC pricing
- Complete all other appropriate information on this page and click “
- On the View Line Items page select the checkbox next to the item and click “Edit” to access the Edit Line Item page
- On the drop down box next to “Contract?” select “Statewide”
- When you select "Statewide", the "Contract ID" Field appears.
- Select “204J: Mass Storage Components” from the dropdown
- Complete the Shipping and Accounting areas and all other appropriate information and add comments, if necessary. Click “OK”; repeat the “Edit” steps for all State Contract line items; when completed click “Summary”.
- In the “Comments – Entire eRequisition” comments box, type in the following “See attached official configuration quote #xxxxx”
- Click Add Attachment, browse for the saved official configuration quote on your computer, select it, and click OK
- Make sure the attachment name appears below the comments box
- Ensure box is checked for attachment submission to Vendor

- Continue your order placement process and submit your eRequisition

All known minority, physically handicapped or women contractors, including dealers, will be identified with an "M", "H" or "W" as appropriate after their vendor number. This is being done in an effort to better recognize businesses owned and operated by these groups and to encourage and promote their use to the greatest extent permitted by law.

When more than one supplier is listed for a particular item, selection should be made whenever possible from any minorities, physically handicapped or women identified, consistent with agency needs and price.

### **Minimum Orders**

There is no minimum order amount.

### **Transportation Charges**

**FOB Destination:** Equipment will be delivered to various locations within the State of North Carolina. Freight, handling and distribution charges shall be included in the total price of each item listed. Any additional charges included on the invoice shall not be honored for payment, unless authorized by change order. In cases where parties other than the Vendor ship materials against this order, the shipper must be instructed to show the purchase order number on all packages and shipping manifests to ensure proper identification and payment of invoices. Complete packing lists must accompany each shipment.

### **Delivery**

The delivery of merchandise ordered must be delivered and installed if applicable within 30 days after receipt of purchase order.

### **Taxes**

Prices shown do not include North Carolina sales or use taxes.

### **Service**

Vendors and/or service sub-contractors should utilize best efforts to resolve service problems in a timely fashion through the use of acceptable servicing methods, to include but not be limited to, verbal problem analysis and remote diagnostics. This service/warranty requirement does not impose any additional duty on the State to make other than normal and good faith problem resolution efforts or expenditures of time.

In the event that a product needs to be shipped out for repair or replacement, the contract will provide shipping container (if required) and shipping instructions.

### **Ordering**

Orders will be placed throughout the contract period on an as-needed basis for the quantity required at the time, and will be issued directly to the respective Vendor(s) or their designated suppliers/authorized dealers.

Vendors are required, upon request, to provide the user with catalogs, descriptive literature and/or web sites, current net prices. This information is to be provided to the ordering agency within two (2) business days of the request. Such information shall be provided at no charge.

## Return of Merchandise

Vendor agrees to allow customer thirty (30) days from date of delivery to return unused equipment without penalty.

## Category Product Information

Following are the Mass Storage Product Categories with relevant Vendors and their respective pricing discounts offered under this contract. For detailed technical description and pricing on products, contact the vendor.

### 1. Fabric Attached Storage

High-speed networks that enable the interconnection of heterogeneous systems and storage elements. Data can be accessed by multiple servers, workstations and PC's.

For example:

Storage Area Network  
Network Attached Storage

Category 1 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12 - 24% EDU 15 - 34%
Alphanumeric (Quantum)	28%
Dell (Brocade)	4.5%
Dell (ComVault)	4.5%
Dell (DataDirect)	4.5%
Dell	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class A: 45% Class IS-HW 15.55% Class B, UM-H, PH,PM 24% Class EN-H: 34%
FedResults (Coraid)	6%
HP	33%
IBM	28%
NetApp	18%
Quantum	28%
Vion (Hitachi)	ADVA up to 46.50% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%
X-IO	50%

## 2. Direct Attached Storage

Connects directly to a file server. DAS is local to a specific file server. This single server controls all information. (Also referred to as a captive storage).

For example:

- Server Attached Storage
- Enterprise System Connection (ESCON)
- Fiber Connectivity (FICON)

Category 2 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12-24% EDU 15-34%
Alphanumeric (Quantum)	28%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (VMWare)	4.5%
EMC	Class A: 45% Class B,UM-H, PH,PM 24% Class EN-H 34%
FedResults (Coraid)	6%
HP	18%
IBM	22%
NetApp	15
Quantum	28%
VION	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

### 3. Connectivity Devices

Allow multiple servers to be attached to multiple storage devices.

For example:

- Storage Controllers
- Storage Hubs
- Storage Extenders
- Host Bus Adapters and Initiators

Category 3 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12-24% EDU 15-34%
Dell	4.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell, Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class C: 35% Class E: 16%
FedResults (Coraid)	6%
Hewlett Packard	33%
IBM	15%
NetApp	5%
Vion	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%
X-IO (Brocade)	35%
X-IO (Cisco)	35%
X-IO (DataCore)	35%
X-IO (Q-Logic)	40%



#### 4. Network Attached Storage (NAS)

Servers dedicated to file sharing

Category 4 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12-24% EDU 15-34%
Alphanumeric (Quantum)	28%
CDW-G (Overland Storage)	20%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (VMWare)	4.5%
ECM	Class IS-HW 15.55% Class B, UM-H, PH, PM 24% Class EN-H 34%
FedResults (Coraid)	6%
FedResults (Panasas)	30%
Hewlett-Packard	HP IBRIX X9000 Storage – 33% All other NAS – 18%
IBM	28%
NetApp, Inc.	18%
Quantum	28%
ViON	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

## 5. Storage Area Networks (SAN)

High speed sub-network of shared storage devices providing LAN/WAN server and storage connection

Category 5 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12-34% EDU 15-34%
Carahsoft (Nimble Storage)	17% - 55%
Carahsoft (Symantec)	55%
CDW-G (Overland Storage)	25%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class A: 45% Class IS-HW: 15.55% Class B,UM-H, PH, PM: 24% Class EN-H: 34%
Hewlett Packard	18%
IBM	28%
NetApp, Inc	18%
ViON	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

## 6. Raid Array Systems and Disk Array Systems

RAID Array- disk drives that employ two or more drives in combination for fault tolerance and performance.

Disk Array- group of one or more physical independent *hard disk* drives generally used to replace larger, single disk drive systems.

Category 6 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12-34% EDU 15-34%
Alphanumeric (Quantum)	DXI 4XXX -35% DXI – 52% DXI 8XXX – 52%
Carahsoft (Nimble Storage)	17% - 55%
Carahsoft (Symantec)	55%
CDW-G (Overland Storage)	20%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class A: 45% Class IS-HW: 15.55% Class B, UM-H, PH, PM: 24% Class EN-H: 34%
FedResults (Coraid)	6%
Hewlett – Packard	33%
IBM	28%
NetApp, Inc.	18%
Quantum	DXI 4XXX – 35% DXI – 52% DXI 8XXX – 52%
ViON (Hitachi)	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

## 7. Small Computer System Interface (iSCSI-enabled storage systems)

Systems capable of linking data storage devices over a network and transferring data by carrying Small Computer System Interface commands over Internet Protocol networks.

Category 7 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12 - 24% EDU 15 - 34%
Carahsoft (Nimble Storage)	17% - 55%
Carahsoft (Symantec)	55%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class PE: 16% Class IS-ACC: 4.29% Class J, UE: 11% Class K: 16%
Hewlett Packard	20%
IBM	28%
NetApp	18%
Vion (Hitachi)	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

## 8. Tape Drives, Libraries, and Auto-changers

For example: LTO-Ultrium, DLT, SuperDLT, 3590, 9840, 9940

Category 8 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12% - 24% EDU 15% - 34%
Alphanumeric (Quantum)	Tape Drives: 25% Autoloaders: 30% Small Library <50 slots: 35% Large Library >50 slots: 52% Archiving Library: 40%
CDWG (Overland Storage)	25%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell, Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascale)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class K: 16%
Hewlett Packard	Tape Drives – 18% Libraries – 33% Auto-changers – 18%
IBM	10%
Quantum	Tape Drives: 25% Auto-changers: 30% Small Library <50 slots: 35% Large Libraries >50 slots: 52% Archiving Library: 40%
ViON	ADVA up to 46.50% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

## 9. Optical – Jukeboxes (Libraries)

A stand alone cabinet that holds multiple optical disk drives and cartridges for high-speed, high capacity storage.

For example:

DVD-R/RW/RAM/ROM, CD-R/RW/ROM, Magneto-Optical, WORM

Category 9 Vendors	Contract Discount %
Alphanumeric (Quantum)	DXI 4XXX – 35% DXI – 52% DXI 8XXX – 52%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell, Inc)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Tarascata)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
Hewlett Packard	28%
Quantum	DXI 4XXX – 35% DXI – 52% DXI 8XXX – 52%
ViON	ADVA up to 46.50% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%

## 10. Software for Storage Performance, Backup/Restoration, and Management

Software controls the movement of data between storage devices

Category 10 Vendors	Contract Discount %
Alphanumeric (Oracle)	SLG 12% - 24% EDU 15% - 34%
Alphanumeric (Quantum)	35%
Carahsoft (Symantec)	5% - 52%
CDW-G (Veeam)	12%
Data Network Solutions (Syncsort)	12%
Dell	4.5% - 10.5%
Dell (Brocade)	4.5%
Dell (CommVault)	4.5%
Dell (Data Direct Networks)	4.5%
Dell (Dell, Inc.)	10.5%
Dell (F5)	4.5%
Dell (Quantum)	4.5%
Dell (Quest)	4.5%
Dell (Symantec)	4.5%
Dell (Terascata)	4.5%
Dell (Veeam)	4.5%
Dell (VMWare)	4.5%
EMC	Class D1,D2,D3,UM-S,DH,DM: 24% Class DE: 16% Class IS-SW: 15.55% Class EN-S: 34%
ePlus Technology, Inc. (Syncsort)	12%
Hewlett Packard	28%
IBM	15%
NetApp, Inc.	E,J,N: 18%
Prosys (CommVault)	15%
Prosys (Syncsort)	12%
Quantum	35%
Vion (Hitachi)	ADVA up to 46.5% ConTech up to 18.47% Digital Reef up to 84.33% Hitachi up to 50.28% Obtain up to 34.35% TMS 11.59% Vion up to 69.44%