STATE OF UTAH CONTRACT NUMBER: MA256

Purchasing Agent: Jennifer Porter
Phone: (801) 538-3064
Email: jenniferporter@utah.gov

Item: COMPUTERS - PC STORE

Vendor: 55333I VALCOM SALT LAKE LC DBA VLCM
3520 SOUTH 300 WEST
SALT LAKE CITY UT 84115-4310

Internet Homepage: www.slcval.com

Telephone: (801) 262-9277
Fax number: (801) 262-4752

Contact: SEE ORDER INFORMATION

Email address: sales@slcval.com

Price: Multi-step-contracting process - see quote requirement
Valcom for pricing or visit online ordering

Terms: Net 30

Effective dates: July 1, 2012 – June 30, 2015
Renewal Options: 2 Annual Renewals Available (Possible Extension until June 30, 2017)

Days required for delivery: 1-2 DAYS
Minimum order: NONE

Contract renewal options: None

Other conditions See Valcom Terms Below

Freight Terms: F.O.B. Destination, Freight Pre-paid
Freight is included in the unit price

Report Type: Line Item Quarterly
Report Contact: Richard K. Linton
Email: rlinton@slcval.com

Remit To: 55333I Valcom Salt Lake LC dba VLCM
P.O. Box 271043
Salt Lake City, Utah 84127-1043

This is a multiple award contract. Users must solicit at least 2 quotes (preferably 3) from contract vendors for optimal pricing, delivery: MA256 Valcom, MA257 Software House International (SHI), MA258 EnPointe, and MA259 GovConnection and document purchasing selection. References to these contracts hereafter will be as PC Stores.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a PRC in FINET. Agencies will return to the vendor any invoice which reflects incorrect pricing.
STATE OF UTAH CONTRACT NUMBER:  MA256

**CONTRACT SCOPE:**
The PC Stores contracts provide computer and computer peripherals (including digital cameras).

**EXCLUDED ITEMS:**
Certain classes of products are deliberately excluded from PC Store vendors because these product offerings are provided under other contracts to the State these include:

- Storage arrays and storage area network (SAN) devices. Wireless products (cell phones, etc…).
- Networking products - routers, switches (with the exception of ethernet switch), CSU\DSU’s, blades, and network security devices (i.e. VPN, firewall, IDS).
- Audio visual equipment (with the exception of projectors) and audio visual supplies. Software.
- Non-OEM (original equipment manufacturer) warranty, maintenance, and consulting services.

**QUOTE REQUIREMENT:** Users are required to obtain AT LEAST 2 QUOTES (PREFERABLY 3) via e-mail, vendor managed websites, fax, phone or other means from the multiple award contracts for purchases over $1,000.00. For purchases under $1,000.00, multiple quotes are not required but may be solicited. Quotes for equivalent equipment supplied by the manufacture direct contracts listed on page 1 will also fulfill this requirement. Keep a copy of the quotes with the Payment File and document the purchase selection.

**PRICING COMPARISON:**

<table>
<thead>
<tr>
<th>CATEGORY DESCRIPTION</th>
<th>Valcom</th>
<th>SHI</th>
<th>EnPointe</th>
<th>GovConnection</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Desktops/Laptops/Servers/ Tablets/ PC &amp; Handhelds</td>
<td>1.055</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.03</td>
</tr>
<tr>
<td>2. Printers</td>
<td>1.055</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.025</td>
</tr>
<tr>
<td>3. Parts</td>
<td>1.01</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.03</td>
</tr>
<tr>
<td>4. Monitors</td>
<td>1.055</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.025</td>
</tr>
<tr>
<td>5. Battery Backup/Power Surge</td>
<td>1.01</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.05</td>
</tr>
<tr>
<td>6. Projectors</td>
<td>1.01</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.025</td>
</tr>
<tr>
<td>7. Computer Accessories (digital cameras, USB adapters, webcam, etc.)</td>
<td>1.01</td>
<td>1.0265</td>
<td>3.45</td>
<td>1.025</td>
</tr>
</tbody>
</table>

Mark-ups are defined as a not to exceed amount. A lesser mark-up may be applied at the contractor’s discretion. Users may be eligible for volume discounts. Users are entitled to special promotional pricing offered by the manufacturer, distributor or reseller. Freight charges for standard ground delivery are included in the mark-up multiplier for all orders on an FOB Destination Freight Prepaid basis. Education users are to receive special academic pricing offered by some manufacturers. Mark-up is a multiplier of landed cost. Example: item landed cost x 1.05 = contract price
VALCOM MARK-UP’s

<table>
<thead>
<tr>
<th>CATEGORY DESCRIPTION</th>
<th>NOT TO EXCEED MARK-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Category 1. Desktops/Laptops/Servers/Tablet PC/Handhelds</td>
<td>1.055%</td>
</tr>
<tr>
<td>Category 2. Printers</td>
<td>1.055%</td>
</tr>
<tr>
<td>Category 3. Parts</td>
<td>1.01%</td>
</tr>
<tr>
<td>Category 4. Monitors</td>
<td>1.055%</td>
</tr>
<tr>
<td>Category 5. Battery Backup/Power Surge</td>
<td>1.01%</td>
</tr>
<tr>
<td>Category 6. Projectors</td>
<td>1.01%</td>
</tr>
<tr>
<td>Category 7. Computer Accessories (Digital Cameras, USB Adapters, Webcam, etc.)</td>
<td>1.01%</td>
</tr>
</tbody>
</table>

SPECIAL SHIPPING REQUESTS

When requested by the ordering entity, the contractor may add special request shipping charges such as overnight delivery, air freight, etc., to the invoice. This shall show as freight charges on a separate line. This amount should be the special freight charge less the normal freight charge which is already included in the purchase price.

URGENT, SMALL ORDER PURCHASES: State agencies are required to verify delivery timelines from the PC store contracts. State agencies may then solicit quotes from other stocking dealers by using their small purchase authority (under $5,000) for urgently needed orders that cannot be delivered timely through the PC store contracts. Document delivery and award issues.

PRODUCT ORDERING INFORMATION

PHONE NUMBER(S) FOR ORDER PLACEMENT (801) 262-9277
FAX NUMBER (801) 262-4752

Inside Sales Representatives

- Sam Andersen: sandersen@vlcmtech.com, 801-262-9277 x 1015
- Cherese Boren: cboren@vlcmtech.com, 801-262-9277 x 1083
- Pete Donadio: pdonadio@vlcmtech.com, 801-262-9277 x 1051
- Trent Eckman: teckman@vlcmtech.com, 801-262-9277 x 1013
- Grant Helt: ghelt@vlcmtech.com, 801-262-9277 x 4011
- Sue Iacobellis: sue@vlcmtech.com, 801-262-9277 x 1009
- Dan Ihler: dihler@vlcmtech.com, 801-262-9277 x 4004
- Asilinn Ostergaard: aostergaard@vlcmtech.com, 801-262-9277 x 4008
- Heidi Smith: hsmith@vlcmtech.com, 801-262-9277 x 1036
- Kevin Tanner: ktanner@vlcmtech.com, 801-262-9277 x 1046
- Elizabeth Torres: etorres@vlcmtech.com, 801-262-9277 x 4025
- Jake Ward: jward@vlcmtech.com, 801-262-9277 x 1038
Outside Sales Representatives

Jeff Berglund  jberglund@vlcmtech.com  801-774-0527
Justin Kirkham  jkirkham@vlcmtech.com  801-262-9277 x 1049
Mark Lehnho  mlehnho@vlcmtech.com  801-262-9277 x 1059
Mike Linton  mlinton@vlcmtech.com  801-262-9277 x 1035
Jamie Maxfield  jmaxfield@vlcmtech.com  801-262-9277 x 1014
Jeremy Morgan  jmorgan@vlcmtech.com  801-262-9277 x 1011
Dave Newman  dnewman@vlcmtech.com  801-262-9277 x 1037
Chad Sirrine  csirrine@vlcmtech.com  801-262-9277 x 2021
Preston Steel  psteel@vlcmtech.com  801-262-9277 x 1034

ONLINE ORDERING
Go to www.slcval.com, contact your sales representative for username and password, o to online shopping for state contract pricing.

DELIVERY
COMMONLY STOCKED ITEMS:  1 DAY
SPECIAL ORDER ITEMS:  3 DAYS
ITEMS STOCKED AT DISTRIBUTOR:  2 DAYS

MANUFACTURER WARRANTY

Manufacturer Policies are Subject to Change without Notice
Valcom will make every reasonable effort to exchange DOA and defective products. All original packaging, components, accessories, software and manuals must be included with returned DOA and defective products. DOA and defective products returned incomplete may be assessed a charge for the missing items or returned to the customer. If you have a DOA or defective product, please call our Returns Manager at 801-262-9277. When necessary, our Technical Support department will assist you in reviewing the manufacturers’ installation procedure to rule out incompatibility. Often, by offering expert technical information, they can help you avoid the time and expense of returning a product. All computer systems returned as DOA or defective will be tested; other products returned as DOA or defective may be tested. Products found not to be DOA or defective will be subject to return to the customer.

PRODUCT RETURN GUIDELINES

There will be no return fees for inaccuracies or other errors caused by Valcom. Product Return Guidelines:
For all returns to Valcom, you must obtain a Return Authorization Number from your Sales Rep by emailing rma@vlcmtech.com or calling 801-262-9277 prior to shipping the product to our return warehouse at:

VALCOM
3520 South 300 West
Salt Lake City, Utah 84115

The following information is needed to issue a Return:

- Authorization Number
- Company Name and Department
- Customer Account Number
- Invoice/Purchase Order Number
- Valcom Item Number
- Reason for Return
- Serial Number

You may also request the type of return you would like:

**Cross-Shipment Returns** of DOA products. Valcom will ship replacement product immediately; you ship the damaged product, and the packages cross in transit. If the location is within our delivery area Valcom may pickup and exchange at your location.

**Credit Returns** of undamaged products – Credit returns may be available depending on a variety of conditions. You ship the product; when it is received, Valcom credits your account. Custom-configured products and some special order items cannot be returned for credit.

Products not authorized for return shall be defined as “overgoods”. Overgoods may be returned to you at your expense or Valcom may, in its sole discretion, issue a credit for the last purchase price, or the current price of the cost of goods less a 15 percent handling fee. Valcom will not be liable for any loss or damage to overgoods. Products returned for any reason other than Dead on Arrival (DOA) or as defective must be in resalable condition, complete, unused, and the outer seal must not have been opened or re-taped. Product boxes that have been opened or re-
taped may not be eligible for return.

All orders that require configuration or assembly of products to meet customer specifications are non-cancelable. These orders are custom built to meet a specific customer’s need and may not be canceled. The customer is responsible for the full payment of the order once a purchase order has been sent to Valcom.

Shipping Guidelines
For Valcom to process your return in a timely manner, please review the information and follow the procedures outlined below:

- Use the original manufacturers’ boxes and packaging
- Package all returns to prevent damage in transit
- Use shipping labels on cartons being returned
- All returns must have an RMA number printed on the return- shipping label
- Do not write addresses or RMA numbers on the outside of the manufacturers’ boxes
- Products must be in resalable condition to receive credit
- All returns must be complete including all components, accessories, cables, software and manuals in the original shipment.
- All returns must be received by Valcom within 20 days from the date the RMA number is issued.
- RMA numbers are only valid for 20 days

Dead on Arrival (DOA) / Defective Returns
Product that are inoperable at first use are eligible for a DOA return up to 45 days from the date of the invoice depending upon the manufacturers’ policy. Certain manufacturers may require that all DOA and defective products be returned directly to them, or they may limit the return time frame after purchase. Mass storage and memory storage products are limited to a 30-days DOA and defective return period.

Manufacturer Policies are Subject to Change without Notice
Valcom will make every reasonable effort to exchange DOA and defective products. All original packaging, components, accessories, software and manuals must be included with returned DOA and defective products. DOA and defective products returned incomplete may be assessed a charge for the missing items or returned to the customer. If you have a DOA or defective product, please call our Returns Manager at 801-262-9277. When necessary, our Technical Support department will assist you in reviewing the manufacturers’ installation
procedure to rule out incompatibility. Often, by offering expert technical information, they can help you avoid the time and expense of returning a product. All computer systems returned as DOA or defective will be tested; other products returned as DOA or defective may be tested. Products found not to be DOA or defective will be subject to return to the customer.

**Problem Escalation**

**Step one:** Inside Sales Representative taking order

Sam Andersen  
sandersen@vlcmtech.com  
801-262-9277 x 1015

Cherese Boren  
cboren@vlcmtech.com  
801-262-9277 x 1083

Pete Donadio  
pdonadio@vlcmtech.com  
801-262-9277 x 1051

Trent Eckman  
teckman@vlcmtech.com  
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Grant Helt  
ghelt@vlcmtech.com  
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Sue Iacobellis  
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Dan Ihler  
dihler@vlcmtech.com  
801-262-9277 x 4004

Asilinn Ostergaard  
aostergaard@vlcmtech.com  
801-262-9277 x 4008

Heidi Smith  
hsmith@vlcmtech.com  
801-262-9277 x 1036

Kevin Tanner  
ktanner@vlcmtech.com  
801-262-9277 x 1046

Elizabeth Torres  
etorres@vlcmtech.com  
801-262-9277 x 4025

Jake Ward  
jward@vlcmtech.com  
801-262-9277 x 1038

**Step two:** Sales Representative for the account

Jeff Andersen  
sandersen@vlcmtech.com  
801-774-0527

Justin Kirkham  
jkirkham@vlcmtech.com  
801-262-9277 x 1049

Mark Lehnho  
mlenhof@vlcmtech.com  
801-262-9277 x 1059

Mike Linton  
milinton@vlcmtech.com  
801-262-9277 x 1035

Jamie Maxfield  
jmaxfield@vlcmtech.com  
801-262-9277 x 1014

Jeremy Morgan  
jmorgan@vlcmtech.com  
801-262-9277 x 1011

Dave Newman  
dnewman@vlcmtech.com  
801-262-9277 x 1037

Chad Sirrine  
ccsirrine@vlcmtech.com  
801-262-9277 x 2021

Preston Steel  
psteel@vlcmtech.com  
801-262-9277 x 1034

**Step three:** Internal Procedures

Julie Perry  
jperry@vlcmtech.com  
801-262-9277

Kyle Soqui  
ksoqui@vlcmtech.com  
801-262-9277

Nic Enlow  
nenlow@vlcmtech.com  
801-262-9277

**Step four:** Management

Shaun Steel  
ssteel@vlcmtech.com  
801-262-9277 Owner

Richard Linton  
rlinton@vlcmtech.com  
801-262-9277 Owner

Our policy is: The customer is always right unless the customer is wrong. e.g. If Valcom is, in any way, responsible for recommendation of, or delivery of the wrong product, then we will take it back. If the customer made the error, then Valcom will work with the manufacturer and their return policy for resolution.
FINET COMMODITY CODE(S):  
**MICROCOMPUTERS:**  
20413000000-CABLES: PRINTER, DISK, NETWORK, ETC.  
20416000000-CHIPS: ACCELERATOR, GRAPHICS, MATH CO-PROCESSOR, MEMORY (RAM & ROM) NETWORK, ETC.  
20433000000-DRIVES, COMPACT DISK (CD ROM, ETC.)  
20434000000-DRIVES, FLOPPY DISK  
20435000000-DRIVES, HARD/FIXED DISK  
20437000000-DRIVES, TAPE  
20442000000-EXPANSION/ACCELERATOR BOARDS: MEMORY, PROCESSOR, ETC.  
20448000000-KEYBOARDS  
20454000000-MICROCOMPUTERS, HANDHELD, LAPTOP, AND NOTEBOOK  
20460000000-MONITORS, COLOR AND MONOCHROME (CGA, VGA, SVGA, ETC.)  
20463800000-CARDS, INPUT/OUTPUT, FOR COMPUTERS  
20464000000 - Network Components: Adapter Cards, Bridges, Connectors, Expansion Modules/ports, Firewall Devices, Hubs, Line Drivers, Msaus, Routers, Transceivers, etc.  
20468000000-PERIPHERALS, MISCELLANEOUS: JOY STICKS, GRAPHIC DIGITIZERS, LIGHT PENS, MICE, PEN PADS, TRACKBALLS, ETC.  
20479000000-PRINTERS, DOT MATRIX  
20476000000-PRINTERS, INKJET  
20477000000-PRINTERS, LASER  
20478000000-PRINTERS, PEN PLOTTER  
20480000000-PRINTERS, THERMAL  
20488000000-KEYBOARDS  
20775-PROJECTION DEVICES, LIQUID CRYSTAL DISPLAY (LCD)  
**MINI & MAINFRAME:**  
20614000000-CABLES: PRINTER, DISK, NETWORK, ETC.  
20617000000-CHIPS: ACCELERATOR, GRAPHICS, MATH CO-PROCESSOR, MEMORY (RAM & ROM) NETWORK, ETC.  
20634000000-CONTROLLERS, PERIPHERAL: PLOTTERS, PRINTERS, DIGITIZERS, ETC.  
20644000000-DRIVES: COMPACT DISK, ROM, ETC.  
20645000000-DRIVES: FLOPPY DISK  
20646000000-DRIVES: HARD/FIXED DISK  
20647000000-DRIVES, TAPE  
20651000000-EXPANSION/ACCELERATOR BOARDS: MEMORY, PROCESSOR, ETC.  
20657000000-KEYBOARDS  
FINET COMMODITY CODE(S):  
20661000000-MONITORS, COLOR AND MONOCHROME (CGA, VGA, SVGA, ETC.)  
20666000000-PERIPHERALS, MISCELLANEOUS: GRAPHIC DIGITIZERS, JOY STICKS, LIGHT PENS, MICE, PEN PADS, TRACKBALLS, ETC.  
20670000000-PRINTERS, DOT MATRIX  
20671000000-PRINTERS, HIGH SPEED, LINE PRINTERS, AND PRINTER SUBSYSTEMS  
20673000000-PRINTERS, INKJET  
20674000000-PRINTERS, LASER  
20675000000-PRINTERS, PEN PLOTTER  
20677000000-PRINTERS, THERMAL  
20680000000-RETRIEVAL SYSTEMS, COMPUTER AIDED: INDEXING, RETRIEVAL AND ACCESS SYSTEMS (CD ROM JUKEBOX, ETC.)  
20689000000-STORAGE DEVICES, ELECTRONIC (DISK DRIVE COMPATIBLE)  
20775000000-PROJECTION DEVICES, LIQUID CRYSTAL DISPLAY (LCD)  
20800000000-COMPUTERS, PC STORE: COMPUTER SOFTWARE, MICRO, MINI  
**OTHER:**  
98522000000-COMPUTERS, DATA PROCESSING EQUIPMENT, AND ACCESSORIES (NOT WORD PROCESSING EQUIPMENT)
65529000000-CAMERAS, DIGITAL TYPE
00000000000 – Generic Commodity Code
## JP12013 PC Stores Cost Form

Instructions - Respondents should only fill in those cells which are highlighted blue. All other cells must remain unaltered. Example: Markup % should be entered as 1.05 for a 5% markup.

### Category 1: Desktops/Laptops/Servers/Tablet PC/Handhelds

<table>
<thead>
<tr>
<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>CF-55AG2X1M</td>
<td>Panasonic Toughbook 53</td>
<td>$1,262.25</td>
<td></td>
<td>$1,331.67</td>
</tr>
<tr>
<td>KEE197-1363</td>
<td>Socket Sono 650-E</td>
<td>$396.00</td>
<td></td>
<td>$417.78</td>
</tr>
<tr>
<td>PT595U-002001</td>
<td>Toshiba Tecra R850-S852</td>
<td>$983.58</td>
<td></td>
<td>$1,037.58</td>
</tr>
<tr>
<td>VPCSE1DGX/B</td>
<td>Sony VAIO VPC-SE1DGX/B</td>
<td>$925.65</td>
<td>1.055</td>
<td>$976.56</td>
</tr>
<tr>
<td>GT-P7510MAYXAB</td>
<td>Samsung Galaxy Tab</td>
<td>$473.80</td>
<td></td>
<td>$499.65</td>
</tr>
</tbody>
</table>

**Category 1 Total**

$4,263.34

### Category 2: Printers

<table>
<thead>
<tr>
<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>CE456RA#BBA</td>
<td>HP LaserJet P2055dn Printer</td>
<td>$232.92</td>
<td></td>
<td>$276.33</td>
</tr>
<tr>
<td>25C09750</td>
<td>Lexmark E734N</td>
<td>$577.67</td>
<td></td>
<td>$646.69</td>
</tr>
<tr>
<td>CC393A#BGJ</td>
<td>HP Color LaserJet CP4525dn Printer</td>
<td>$1,596.58</td>
<td>1.055</td>
<td>$1,712.34</td>
</tr>
<tr>
<td>CH393A#B1H</td>
<td>HP Deskjet 3000 Printer</td>
<td>$53.51</td>
<td></td>
<td>$56.45</td>
</tr>
<tr>
<td>52436068</td>
<td>OKI C9650dn</td>
<td>$2,405.70</td>
<td></td>
<td>$2,538.01</td>
</tr>
</tbody>
</table>

**Category 2 Total**

$4,901.83

### Category 3: Parts

<table>
<thead>
<tr>
<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>FS105NA</td>
<td>NETGEAR FS105 5 Port Fast Ethernet Switch</td>
<td>$22.07</td>
<td></td>
<td>$22.29</td>
</tr>
<tr>
<td>KTH9620BGJ</td>
<td>Kingston memory - 4 GB -240-pin - DDR 3</td>
<td>$17.82</td>
<td>1.01</td>
<td>$18.80</td>
</tr>
<tr>
<td>WD20EARS</td>
<td>WD Caviar Green WD20EARS - 2 TB - SATA-300</td>
<td>$185.80</td>
<td></td>
<td>$196.61</td>
</tr>
<tr>
<td>ST32000654AEXY01-RK</td>
<td>Seagate External Desktop Drive - 2 TB - HS Speed USB</td>
<td>$214.14</td>
<td></td>
<td>$219.14</td>
</tr>
<tr>
<td>EXPD1004TSL0K</td>
<td>INTEL Gigabit CT Network Adapter</td>
<td>$27.75</td>
<td></td>
<td>$28.10</td>
</tr>
</tbody>
</table>

**Category 3 Total**

$336.57

### Category 4: Monitors

<table>
<thead>
<tr>
<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>AS221WM-BK</td>
<td>NEC AccuSync AS221WM</td>
<td>$157.27</td>
<td></td>
<td>$165.52</td>
</tr>
<tr>
<td>EA241WM-BK</td>
<td>NEC MultiSync EA241WM-BK</td>
<td>$311.17</td>
<td></td>
<td>$328.28</td>
</tr>
<tr>
<td>VA2448M-LCD</td>
<td>Viewsonic VA2448M</td>
<td>$153.45</td>
<td>1.055</td>
<td>$162.45</td>
</tr>
<tr>
<td>S24A900D</td>
<td>Samsung S24A900D</td>
<td>$234.91</td>
<td></td>
<td>$247.63</td>
</tr>
<tr>
<td>ET EV3WP E04</td>
<td>Acer V223W LED</td>
<td>$128.70</td>
<td></td>
<td>$135.76</td>
</tr>
</tbody>
</table>

**Category 4 Total**

$1,039.70

### Category 5: Battery Backup/Power Surge

<table>
<thead>
<tr>
<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUA750US</td>
<td>APC Smart-UPS 750VA USB &amp; Serial 120V Beack</td>
<td>$233.58</td>
<td></td>
<td>$258.82</td>
</tr>
<tr>
<td>SUA2200</td>
<td>APC Smart-UPS 2200VA USB &amp; Serial 120V</td>
<td>$709.00</td>
<td></td>
<td>$715.59</td>
</tr>
<tr>
<td>TLP860</td>
<td>Tripp Lite &amp; Outlet Surge Protector</td>
<td>$14.47</td>
<td>1.01</td>
<td>$14.61</td>
</tr>
<tr>
<td>F6C1250-TUV-RK</td>
<td>Belkin Dual Form Factor Small Enterprise UPS</td>
<td>$188.68</td>
<td></td>
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<td>1030004256-5591</td>
<td>Powerware 5110</td>
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</table>

**Category 5 Total**

$1,275.56

### Category 6: Projectors

<table>
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<tr>
<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>V110H83320</td>
<td>Epson PowerLite 1281W</td>
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<td>$499.85</td>
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<td>NP1250</td>
<td>NEC NP1250</td>
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<td>VPLDX11</td>
<td>Sony VPL-DX11</td>
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<td>IN1110</td>
<td>Infocus In1110</td>
<td>$727.65</td>
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<td>PT-LB90NTU</td>
<td>Panasonic PT-LB90NTU</td>
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**Category 6 Total**

$4,428.07

### Category 7: Computer Accessories (Cables, Toner, Input Devices, etc...)

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<th>Manufacturer Part #</th>
<th>Description</th>
<th>Landed Cost</th>
<th>Markup %</th>
<th>Net State Cost</th>
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<tbody>
<tr>
<td>VISION130</td>
<td>AverMedia AVerVision 130 Document Camera</td>
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<td>Logitech Webcam, Pro 9000</td>
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<td>Microsoft Wireless Optical Desktop 3000 - keyboard, mouse</td>
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<td>Canon PowerShot A2200</td>
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**Category 7 Total**

$581.14

**Grand Total**

$16,836.21