**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT**  
**CONTRACT NUMBER: MA257**  

**June 25, 2015**

Revision Number: 1  
Purchasing Agent: Windy Aphayrath  
Phone: (801) 538-3097  
Email: waphayrath@utah.gov

**Item: COMPUTERS - PC STORE**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>SHI International Corp.</th>
</tr>
</thead>
<tbody>
<tr>
<td>33386DD</td>
<td>290 Davidson Avenue</td>
</tr>
<tr>
<td></td>
<td>Somerset, NJ 08873</td>
</tr>
</tbody>
</table>

**Telephone:**  
(801) 230-9584

**Fax number:**  
(801) 921-5502

**Contact:**  
Dan Pressley

**Price:**  
Multi-step-contracting process - see quote requirement  
SHI International Corp for pricing or visit online ordering

**Terms:**  
Net 30

**Effective dates:**  
July 1, 2012 – June 30, 2017

**Days required for delivery:**  
1-2 DAYS

**Minimum order:**  
NONE

**Min shipment without charges:**  
NONE

**Contract renewal options:**  
None

**Other conditions**  
See SHI International Corp. 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:**  
Dan Pressley  
Email: dan_pressley@shi.com

**Remit To:**  
33386DD  
SHI International Corp.  
P.O. Box 8500-41155  
Philadelphia, PA 19178

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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.

The administrative fee for this contract is 0.50% and is already included in the contract price.

**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.**
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In order to get Utah contract pricing, without a log in, you must select “public sector” on the left side, then select “state and local”, “K-12”, or “Higher Education” and then click Utah on the map. Once this is done one time, your browser will remember your settings. This process takes about 10 seconds the first time and the customer will be able to access contract pricing without logging in. You must obtain a log in for purchases.

**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), CSUDSU’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:** 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

**EXAMPLE:**

<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>5%</td>
</tr>
<tr>
<td>Category 2. Printers</td>
<td>5%</td>
</tr>
<tr>
<td>Category 3. Parts</td>
<td>5%</td>
</tr>
<tr>
<td>Category 4. Monitors</td>
<td>5%</td>
</tr>
<tr>
<td>Category 5 Battery Backup/Power Surge</td>
<td>5%</td>
</tr>
<tr>
<td>Category 6 Projectors</td>
<td>5%</td>
</tr>
<tr>
<td>Category 7. Computer Accessories (Digital Cameras, USB Adapters, Webcam, etc.)</td>
<td>5%</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.
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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.

As a State of Utah Large Account Reseller, SHI will abide by the contract allowing any school, higher education organization, subdivision, authorized entity or employee to purchase on the statewide contract with no exclusions.

SHI Contact Information
Dan Pressley
Phone: 801-230-9584  E-mail: dan_pressley@shi.com

Inside Sales Representatives
Phone: 888-711-2613  E-mail: teamutah@shi.com

Inside Sales Manager
Terrance Bridgers
Phone: 732-652-6598  E-mail: terrance.brigger@shi.com

ORDER INFORMATION
To place an order SHI will accept faxed or e-mailed or standard mailed purchase orders.

PRODUCT RETURN GUIDELINES
To return product, customers must contact SHI International Customer Service within fifteen (15) days of purchase to Return Merchandise Authorization. SHI International return approvals are based on manufacturer and vendor policies that are subject to change without notice. Restock charges and other fees may apply. Upon approval, the product must be shipped prepaid to the SHI International Returns Center within seven (7) days of the approval. Customers can insure the shipment or assume the risk of loss or damage. Product must always be returned complete and in its original box and it must contain all documentation, accessories, software and packaging materials. The following returns will be rejected back to the customer: incomplete product; product returned without authorization or after the authorization expires; product returned freight collect; product not matching in condition, part number, or item count.

For requests, contact…..
SHI International Customer Service
Terrance Bridgers  Phone: (732) 652-6598

Non-Returnable Product
The following are non-cancelable and non-returnable: special orders or custom made product; software license and open software packages.
Defective Product (DOA)
In accordance with manufacturer and vendor policies

Freight Damaged or Missing Product
If product is damaged or lost in transit by the freight carrier, the discrepancy should be noted on the receiving document (Bill of Landing) at time of receipt. The customer needs to contact SHI Customer Service within seven (7) days to make the claim. Claims made after seven days will be rejected.
### Category 1: Notebook Laptop Accessories and Parts PC1-810-FW

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Battery laptop Sony Vaio PCG-7150F</td>
<td>125.00</td>
<td>40%</td>
<td>25.00</td>
<td>50.00</td>
</tr>
<tr>
<td>New Battery laptop Toshiba Models</td>
<td>110.00</td>
<td>30%</td>
<td>22.00</td>
<td>44.00</td>
</tr>
<tr>
<td>New Battery laptop HP Compaq Models</td>
<td>95.00</td>
<td>20%</td>
<td>19.00</td>
<td>38.00</td>
</tr>
<tr>
<td>New Battery laptop Dell Models</td>
<td>80.00</td>
<td>10%</td>
<td>16.00</td>
<td>32.00</td>
</tr>
<tr>
<td>Replacing Battery laptop Samsung Models</td>
<td>75.00</td>
<td>5%</td>
<td>15.00</td>
<td>30.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>164.00</td>
</tr>
</tbody>
</table>

### Category 2: Printers

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Printer HP LaserJet Pro 500</td>
<td>450.00</td>
<td>30%</td>
<td>90.00</td>
<td>135.00</td>
</tr>
<tr>
<td>New Printer HP LaserJet Pro 500 Series</td>
<td>400.00</td>
<td>20%</td>
<td>80.00</td>
<td>120.00</td>
</tr>
<tr>
<td>New Printer HP LaserJet Pro 500 Series</td>
<td>350.00</td>
<td>10%</td>
<td>70.00</td>
<td>105.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>360.00</td>
</tr>
</tbody>
</table>

### Category 3: Pens

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Pen HP Pro 500</td>
<td>5.00</td>
<td>10%</td>
<td>1.00</td>
<td>1.50</td>
</tr>
<tr>
<td>New Pen HP Pro 500</td>
<td>4.50</td>
<td>5%</td>
<td>0.90</td>
<td>2.25</td>
</tr>
<tr>
<td>New Pen HP Pro 500</td>
<td>4.00</td>
<td>0%</td>
<td>0.80</td>
<td>2.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>6.50</td>
</tr>
</tbody>
</table>

### Category 4: Mice

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Mouse HP Pro 500</td>
<td>85.00</td>
<td>20%</td>
<td>17.00</td>
<td>34.00</td>
</tr>
<tr>
<td>New Mouse HP Pro 500</td>
<td>80.00</td>
<td>10%</td>
<td>16.00</td>
<td>32.00</td>
</tr>
<tr>
<td>New Mouse HP Pro 500</td>
<td>75.00</td>
<td>0%</td>
<td>15.00</td>
<td>30.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>96.00</td>
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</table>

### Category 5: Battery Backup Power Supply

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Battery Backup PS-150W Total 150 Watts</td>
<td>850.00</td>
<td>30%</td>
<td>170.00</td>
<td>510.00</td>
</tr>
<tr>
<td>New Battery Backup PS-150W Total 150 Watts</td>
<td>800.00</td>
<td>20%</td>
<td>160.00</td>
<td>480.00</td>
</tr>
<tr>
<td>New Battery Backup PS-150W Total 150 Watts</td>
<td>750.00</td>
<td>10%</td>
<td>150.00</td>
<td>300.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>1390.00</td>
</tr>
</tbody>
</table>

### Category 6: Projectors

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Projector HP Pro 500</td>
<td>1200.00</td>
<td>30%</td>
<td>240.00</td>
<td>720.00</td>
</tr>
<tr>
<td>New Projector HP Pro 500</td>
<td>1100.00</td>
<td>20%</td>
<td>220.00</td>
<td>660.00</td>
</tr>
<tr>
<td>New Projector HP Pro 500</td>
<td>1000.00</td>
<td>10%</td>
<td>200.00</td>
<td>600.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>1980.00</td>
</tr>
</tbody>
</table>

### Category 7: Computer Accessories (Keyboards, Mice, Power Supplies, etc.)

<table>
<thead>
<tr>
<th>Description</th>
<th>List Price</th>
<th>Markup %</th>
<th>Hourly Rate</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Keyboard HP Pro 500</td>
<td>150.00</td>
<td>10%</td>
<td>30.00</td>
<td>60.00</td>
</tr>
<tr>
<td>New Mouse HP Pro 500</td>
<td>25.00</td>
<td>5%</td>
<td>5.00</td>
<td>12.50</td>
</tr>
<tr>
<td>New Power Supply HP Pro 500</td>
<td>80.00</td>
<td>0%</td>
<td>16.00</td>
<td>32.00</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td>104.50</td>
</tr>
</tbody>
</table>

**Grand Total**: $16,551.51
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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.)
20464380000-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.
20475000000-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-PRINTER SHARING DEVICES
20671000000-PRINTERS, DOT MATRIX
20672000000-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.)
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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