

**Attachment C - Pricing Discounts and Value Added Services**

Contractor Hewlett Packard Enterprise

**Section 1: Instructions**

1. % discounts are based on minimum discounts off Contractor's commercially published pricelists versus fixed pricing. Nonetheless, Orders will be fixed-price or fixed-rate and not cost reimbursable contracts. Contractor has the ability to update and refresh its respective price catalog, as long as the agreed-upon discounts are fixed.
2. Minimum guaranteed contract discounts do not preclude an Offeror and/or its authorized resellers from providing deeper or additional, incremental discounts at their sole discretion.
3. Purchasing entities shall benefit from any promotional pricing offered by Contractor to similar customers. Promotional pricing shall not be cause for a permanent price change.
4. Contractor's price catalog shall include the price structures of all products, services and value added items (i.e., Maintenance Services, Professional Services, Etc.) that it intends to provide under its contract. Pricing shall all-inclusive of infrastructure and software costs and management of infrastructure, network, OS, and software.

**Section 2: Minimum Discount % off List**

Category 1.2 Networking	
Hardware and Software	34.00%
Service Packages (i.e., Maintenance, etc.)	16.00%
Category 1.3 Routers, Switches, Security, and Networking Storage	
Hardware and Software	34.00%
Service Packages (i.e., Maintenance, etc.)	16.00%
Category 1.4 Wireless	
Hardware and Software	34.00%
Service Packages (i.e., Maintenance, etc.)	16.00%

**Contractor's published pricelist:**  
[https://buy.hpe.com/pss/contract/datacomm\\_2019\\_2024](https://buy.hpe.com/pss/contract/datacomm_2019_2024)

**Section 3: Value Added Services**

Provide the title, job description for each title, and associated hourly rate. Add additional rows as necessary.

Title	Job Description	Hourly Rates					
		Weekday		Weekend		State Holiday	
		Onsite	Remote	Onsite	Remote	Onsite	Remote
Maintenance Services	HPE offers our customers a full life cycle suite of technical support from installation and startup turn-key services through hardware coverage options with monitoring and call home functionality.	See Note 1					
Professional Services	HPE Network Consulting has more than 40 years of experience with multivendor network equipment through an expansive delivery organization of expert network consultants. HPE Network Consulting has assisted both enterprise and service provider customers to plan, design, integrate, and deploy highly complex network infrastructures.	See Note 2					
Deployment Services	HPE can get customers new environments up and running quickly by engaging these services, which coordinate the end-to-end integration and deployment of your network implementation. HPE can bring your network online, add new connections to an existing network, or guide your transition to a converged network environment while scaling the solution to fit your requirements.	See Note 2					
Consulting Advisory Services	Services include: Assessment of your end-to-end environment readiness, Gap analysis and program planning, Security assessments and Recommendations/roadmap	See Note 2					
Architectural Design Services	HPE Network Consulting lifecycle services consist of: Network Strategy and Planning Services and Network Architecture and Design Services	See Note 2					
Statement of Work Services	HPE offers a broad portfolio of services that includes customer support, consulting and integration, outsourcing services, and education. HPE can enter at any point of the engagement lifecycle, to design, build, integrate, manage and evolve a solution tailored to address the State's specific business requirements.	See Note 2					

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<p>Remote Management Services</p>	<p>Access personalized dashboard to monitor device health, events, and support status anytime, anywhere. View and manage all devices in the IT environment, as well as associated support contracts, warranties, and service credits by device. Monitor auto generated hardware events and support cases</p>						
<p>See Note 2</p>							
<p>Training Deployment Services</p>	<p>HPE has listed our training offerings as SKUs in the Solicitation SK18001 HPE - Detailed Product Offering Worksheet</p>						
<p>See Note 3</p>							
<p>Partner Services</p>	<p>HPE will only put services SKUs on the contract that HPE or authorized resellers are able to deliver. In most cases, the partner / reseller will take the order and then decide to allow HPE to deliver the service or deliver the service themselves. HPE has a process that allows our resellers to become authorized providers of HPE services. In these cases, the partner still uses the HPE services SKUs that we have listed.</p>						
<p>See Note 4</p>							

**Note 1.** HPE does not typically bill for maintenance services on a Time & Materials basis; rather our customers sign up for maintenance services. Therefore we do not publish hourly rates for maintenance. HPE has provided SKU numbers in the Solicitation SK18001 HPE - Detailed Product Offering Worksheet.

**Note 2.** HPE has provided two SKUs for Professional Services in the Solicitation SK18001 HPE - Detailed Product Offering Worksheet. If our customers would like to engage HPE for customized services, we will respond with a Statement of Work specific to the request. Every Statement of Work and its required levels of service (skill set required to deliver) is unique. For this reason, we have included a blended rate for 8 hours of remotely delivered services and 40 hours of onsite service which are used quite frequently. HPE does not publish hourly rates; we provide quotes based on customer needs.

**Note 3.** HPE has provided SKU numbers in the Solicitation SK18001 HPE - Detailed Product Offering Worksheet. HPE does not charge for training by the hour.

**Note 4.** Partners' rates vary by geography, and like HPE, by level of service required. Partners may sell HPE SKUs for 8 hour and 40 hours of work at the blended rate and pass this to HPE or deliver it themselves. As such, it is difficult to publish a rate card for our partners, especially since we have such an extensive network of partners around the country.