Web Catalog/Price List

www.publicsector.shi.com

*Access to the web price catalog will be furnished upon request.

<table>
<thead>
<tr>
<th>Furniture</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audio Visual</td>
<td>15%</td>
</tr>
<tr>
<td>Cafeteria</td>
<td>15%</td>
</tr>
<tr>
<td>Case goods</td>
<td>15%</td>
</tr>
<tr>
<td>Classroom</td>
<td>15%</td>
</tr>
<tr>
<td>Learning Commons/Media Center</td>
<td>15%</td>
</tr>
<tr>
<td>Makerspace</td>
<td>15%</td>
</tr>
<tr>
<td>Ergonomic Solutions</td>
<td>15%</td>
</tr>
<tr>
<td>Dormitory</td>
<td>15%</td>
</tr>
<tr>
<td>Filing/Storage</td>
<td>15%</td>
</tr>
<tr>
<td>Lounge/Reception/Open Spaces</td>
<td>15%</td>
</tr>
<tr>
<td>Science/Lab</td>
<td>15%</td>
</tr>
<tr>
<td>Seating &amp; Chairs</td>
<td>15%</td>
</tr>
<tr>
<td>Tables/Meeting Conf Room</td>
<td>15%</td>
</tr>
<tr>
<td>Technology Support Furniture</td>
<td>15%</td>
</tr>
<tr>
<td>Workstations</td>
<td>15%</td>
</tr>
<tr>
<td>CTE</td>
<td>15%</td>
</tr>
</tbody>
</table>

Computer Systems

- Desktop & Laptops
  - Acer – 10%
  - ASUS - 10%
  - PatrolPC – 10%
  - Apple – 2%
  - 10ZiG – 10%
  - Panasonic – 10%
  - LG – 10%
  - Samsung – 5%
  - All others – 5%

- Tablets
  - Dell – 10%
  - Acer – 10% 
  - ASUS – 10%
  - Samsung – 10%
  - Panasonic – 10%
  - Getac – 15%
  - Apple – 2%
  - Amazon – 5%
  - All others – 5%
• **Storage**
  
  o Dell – 15%
  o Nutanix – 15%
  o Pure Storage – 15%
  o Nimble – 15%
  o Tintri – 15%
  o Hitachi – 15%
  o Simplicity – 15%
  o Nexsan – 10%
  o Solidfire – 10%

• **Servers**
  
  Min Discount of 15%

• **Monitors/Display Solutions** – 15%
  
  o Acer
  o ASUS
  o LG
  o NEC
  o ViewSonic
  o Samsung
  o Sharp
  o All others 15%

• **Networking**
  
  • **Infrastructure**
    
    o Juniper – 15%
    o Avaya – 10%
    o Extreme Networks – 20%
    o CradlePoint – 15%
    o AeroHive – 10%
    o Ruckus – 15%
    o Alcatel-Lucent – 15%
    o Meru Networks – 15%
    o All others – 15%

  • **Security**
    
    o Check Point – 20%
    o Fortinet – 20%
    o Blue Coat – 20%
    o KEMP – 20%
    o All others 20%

• **Whiteboards**
  
  IFP, Walls, Tables – 20%

• **Peripherals** – 15%
  
  • Keyboards/Mice
  • Charging Carts – EXCEPT – 10%
• Memory
• Cables/Adapters
• Headsets/Speakers
• Control/Interface Boards
• Batteries
• Racks
• Video Cards
• Mounts & Stands
  o Gamber-Johnson
  o Havis
  o Ergotron
  o 3M
• Antennas
• Mobile Device Cases/Covers
• Laptop Cases/Backpacks
• Privacy Filters/Screen Protectors
• Security Locks/Cables
• Hard Drives

Printers – 10%
  o Brother
  o Xerox
  o Canon
  o Fujitsu
  o Lexmark
  o Zebra
  o Epson
  o OKI
  o Samsung

Scanners – 10%
  o Fujitsu
  o Canon
  o Zebra

Audio Visual Systems

• Projectors, Screens, Podium/Control Systems – 15%
  o Epson
  o NEC
  o Dell
  o InFocus
  o ViewSonic
  o LG

• Physical Security/Access Systems/Cameras – 2%
  o AXIS
  o Pelco
  o Panasonic
  o Bosch
  o GE
**Professional Services** – HOU让Y RATE
- Consultation- (Design, Engineering, Documentation)
  - Rates are listed below:
    - Project Leader -- $84.00 per hour
    - Project Manager -- $114.00 per hour
    - Sr. Project Manager -- $168.00 per hour
    - Associate Consultant -- $90.00 per hour
    - Consultant – $144.00 per hour
    - Solutions Architect – $192.00 per hour
    - Sr. Solutions Architect – $246.00 per hour

- Security
- System and Network Design
- Installation
- Wiring/Cable
- Staging, Testing, Build Out (Hardware/Software)
- Telephone Support/ Help Desk
- On-Site Services and Support

**Finance & Leasing**
Rates Subject to Change per the Daily Bond Rate

**Collaborative Classroom Supplies** 20%

**Makerspace Manipulative** 20%

Other: Solutions not specified above that bidder believes has value to members.
- UPS – 5%
  - APC
  - Tripp-Lite
  - Liebert
  - Eaton
  - Cyberpower
- Cooling – 5%
  - Liebert
  - Tripp-Lite
  - APC
- Telephones/Telephone Accessories – 15%
  - Cisco
  - Avaya
  - Polycom
  - Motorola
  - NEC