



County of Fairfax, Virginia

AMENDMENT

Date: **MAY 10 2018**

AMENDMENT NO. 2

CONTRACT TITLE: IT HARDWARE, SOFTWARE & SERVICES

CONTRACTOR

CAS Severn, Inc.
6201 Chevy Chase Drive
Laurel, MD 20707

SUPPLIER CODE

1000008374

CONTRACT NO.

4400006324

By mutual agreement, contract 4400006324 is hereby amended to incorporate the attached revised Pricing Schedule.

All other terms and conditions remain the same.

Steve Pierson, CPPB
Contracts Manager

Cathy A. Muse, CPPO
Director/County Purchasing Agent

DISTRIBUTION

Dept. of Finance – Accounts Payable/e
DIT – Melanie Quin/e
DIT – Tanesha Sherrod/e

Contractor
Contract Specialist Supervisor – L. Robinson
ACS, Team 1 – J. Waysome-Tomlin

PRICING SCHEDULE

<u>Contract Category</u>	<u>Description</u>	<u>Percent off List</u>
Personal Computer Systems	Desktops (Dell, Lenovo, HP, Etc.)	5.50%
	Laptops (Dell, Lenovo, HP Inc., Etc.)	6.50%
	Ruggedized devices (Getac, Panasonic, etc)	5.00%
	Networked Workstation	5.50%
	Accessories (Keyboards, mice, Monitors, etc)	5.60%
Network Servers & Unix Systems	Dell	4.50%
	HPE	5.50%
	IBM	7.00%
	Cisco	5.50%
	SuperMicro	3.50%
	Lenovo	4.00%
	Fujitsu	4.00%
	Oracle / Sun	3.00%
	Whitebox Servers (Quanta, Hon Hai, Pegatron, ZT Systems, MITAC, and all others)	2.00%
	Server Accessories	2.00%
	Power, Cooling & Racks	5.50%
	Server Maintenance, Warranty, support and related services	2.00%
Networking Products	Wireless (Cisco, Meraki, HPE/Aruba, Xirrus)	5.50%
	Switching (Meraki, Cisco, Brocade, Alcatel Lucent, HPE/Aruba,	7.20%
	Ruggedized (Cradlepoint, Getac, Cisco)	2.00%
	Carrier Grade (Ciena, Cisco, Juniper, Alcatel Lucent)	11.00%
	Telephony (Cisco, managed providers)	5.00%
	Related Networking / Communication Hardware / Software	2.00%
	Audio Visual and related products	2.00%
	Network Maintenance, Warranty, support and related services (including SmartNet and other OEM services)	2.00%
Storage Devices & Related	Enterprise SAN from IBM, DellEMC, NexSAN, Infinidat, Netapp, HDS, Fujitsu and all others	25.00%
	All Flash Storage Arrays (Pure, IBM, Tintri, Kaminario, all others)	20.00%
	Hyperconverged (Nutanix, Pivot3, Simplivity, Rubrik, HPE, DellEMC, all others)	15.00%
	SAN Switches (Brocade, Cisco, and others)	10.00%
	Storage Software (multiple brands including IBM, HPE, Netapp, Gallileo)	10.00%
	Remote Storage and Backup Services (IBM, Microsoft, QTS,	7.00%
	Disaster Recovery Services and Software (Zerto, Actifio, IBM, Sungard, QTS, Iron Mountain and all others)	7.00%
	Data Protection / Backup Software and Hardware (Veritas, IBM, CommVault, Rubrik, Actifio, VEEAM, and all others)	20.00%
	Storage Maintenance, Warranty, support and related services	2.00%
Software / SaaS	Quest Software (KACE, Etc)	5.00%
	Dell / DellEMC Software	7.00%
	IBM Software	7.00%
	Oracle Software	3.00%
	Microsoft	5.00%
	Software Subscription and support, maintenance, warranty and related services	2.00%
Services	Software as a Service	5.00%
	Remote Computing Services	5.00%
	Remote Storage / Backup Services	5.00%
	Colocation Services from QTS	2.00%
	Disaster Recovery Services	5.00%
	Remote Data Center Management Service	5.00%
	Managed Services (CAS and QTS)	5.00%
	Infrastructure as a Service from IBM, AWS, etc	2.00%
	Support Services - 3rd party	5.00%

If OEM specific or additional terms apply, those terms will be called out in the CAS Severn quote or proposal.

Where a product, service, or OEM is not explicitly stated please refer to <http://www.cassevern.com/about-us/partners/> for a full partner listing or ask your CAS Severn Account Executive for information on offerings not included in this amendment.