

**Appendix C- Pricing Index
DIR-TSO-3808
Lenovo Global Technology (United States), Inc.
As amended by Amendment 2**

LENOVO GLOBAL TECHNOLOGY BRANDED PRODUCTS

Product Category/Product Line	Customer Discount % off MSRP
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Desktops

ThinkCentre Desktops	35.00%
Desktop Options	35.00%

Laptops

ThinkPad Laptops	35.00%
IdeaPad Laptops	35.00%
Laptop Options	35.00%

Tablets

ThinkPad Tablets	35.00%
Laptop Options	35.00%

WorkStations

ThinkStation Workstations	35.00%
Workstation Options	35.00%

Peripherals & Accessories

Visuals	13.00%
Accessories	21.00%

Topseller Products

Topseller Products	5.25%
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Software

Lenovo Software to include but not limited to Lenovo Unified Workspace, LanSchool, AirClass	20.00%
Analytics, Database, Virtualization, HPC, Operating Systems, Security, Systems Management	20.00%

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RELATED SERVICES

Services Description	Customer Discount % off MSRP
SUPPORT	21.00%

Asset Recovery & Disposal Services	21.00%
Warranty Services	21.00%
Planning Services	21.00%
Deployment Services	21.00%
Optimization Services	21.00%
Extended Lifecycle Program Services	21.00%
VOLUME DISCOUNT	
Type of Volume	Customer Discount % off MSRP
By QUANTITY	
1-99 units	35.00%
100-500 units	37.00%
500+ units	40.00%
<p>NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The Customer price is calculated as follows: Customer Price = (MSRP or List Price – Customer Discount) x (1 + DIR Administrative Fee, as set forth in the Contract).</p>	