

**Department of Information Resources
DIR-TSO-4159
Appendix C - Pricing Index**

Amendment 2

Product Category		DIR Customer Discount % from HP MSRP/US List Price
HP PERSONAL SYSTEMS		MSRP - % Discount = Customer Price
Desktops		
Entry-Level & Specialty Desktops (includes all AIO)		29.00%
Mid-Range Desktops		34.00%
High-End Desktops		34.00%
Desktop CTO Modules		29.00%
Options & Accessories (Desktops)		25.00%
Retail Solutions (RPOS)		29.00%
Options & Accessories (RPOS)		29.00%
Promotions/Smart Buys (Desktops and RPOS)		1.00%
Workstations		
Entry/Value Workstations		35.00%
Entry/Value Workstations - Sprout		24.00%
Mid-Range Workstations		35.00%
High-End Workstations		37.00%
Workstation CTO Modules		35.00%
Options & Accessories (Workstations)		28.00%
Promotions/Smart Buys (Workstations)		1.00%
Personal WS Options -HTC VIVE		24.00%
Smart Buy - HTC VIVE		0.00%
Thin Clients		
Thin Clients		22.00%
Mobile Thin Clients		22.00%
Options & Accessories (Thin Clients)		22.00%
Promotions/Smart Buys (Thin Clients)		1.00%
Monitors		
Monitors		24.00%
Options & Accessories (Monitors)		24.00%
Promotions/Smart Buys (Monitors)		1.00%
Notebooks and Tablets		
Specialty Tablets; Mini Tablet, Elite pad		31.00%
Entry-Level Notebooks		28.00%
Mini Notebooks		24.00%
Ultra-light & Tablet PCs		34.00%
Mid-Range Notebooks and Tablets		32.00%
High-End and workstation mobility		35.00%
Notebook & Tablet PC CTO Modules		32.00%
Options and Accessories (Notebooks & Tablets)		25.00%
Promotions/Smart Buys (Notebooks and Tablets)		1.00%
Next Gen Computing		10.00%
Next Gen Computing - Mobility 3 in 1 CTO Modules		10.00%
Next Gen Computing - Mobility 3 in 1 Accessories		10.00%
Promotions/Smart Buys (Next Gen Computing)		0.00%
Notebook Accessories - Education Software		30.00%
HP PRINTING AND IMAGING		
Printers & Scanners		
Printers	All HP All-in-One, Multifunction, LaserJet, Inkjet, Large Format Printer Models, 3D Print	39.00%
Scanners	Scanners	34.00%
Options & Accessories (Printers)	All HP Printer Models	32.00%
A3 PageWide Printers	A3 PageWide Printers	39.00%
A3 PageWide Accessories	A3 PageWide Accessories	39.00%
PageWide XL Bundles	PageWide XL Bundles	39.00%
PageWide XL 5xxxx/6xxx	90-Day Warranty	10.00%
PageWide XL Accessories/Software	Accessories/Software	10.00%
Promotions/Smart Buys (Printers/Scanners)	Printer/Scanner Smart Buys	1.00%
HP (Samsung Branded) Printers	PXPress	40.00%
HP (Samsung Branded) Printer Accessories		40.00%
HP (Samsung Branded) Printer Supplies		44.00%
A3 Managed Skus	A3 Contractual Printers	77.00%
Other Managed Skus	Other Managed Printers and MFPs	28.00%
Jet Advantage SW	Jet Advantage SW	30.00%
Jet Advantage HW	Jet Advantage HW	28.00%
A3 PageWide Supplies	A3 PageWide Supplies	43.00%
DesignJet and Inkjet Supplies	DesignJet and Inkjet Supplies	34.00%
LaserJet Supplies	LaserJet Supplies	44.00%
Media and Paper	Media and Paper	27.00%

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SERVICES	Description	MSRP - % Discount = Customer Price
Care Pack Services	Uplifted and Extended Warranty, Technical Support, Installation, Accidental Damage Protection	28.00%
	Samsung Printers	22.00%
Promotions/Smart Buys (Care Pack Services)	Care Pack Smart Buys	28.00%
Maintenance Services and Day One Contract Services (Personal Systems and Print)	Hardware/Software Maintenance Support Services	46.00%
Other Manufacturing Services	Image Loading, Asset Tagging, Bios, Revision Control, Backup Media Design and Replication, Drop-in PC Packaging, Time and Material Project, Installation, Management Support and any other related product service assigned standard part numbers and generally available.	10.00%
Custom Services (Manufacturer and Partner Led)	Installation/de-installation, maintenance, support, training, migration, and optimization of products offered or supplied under the Master Price Agreement. These types of services may include, but are not limited to: warranty services, maintenance, installation, de-installation, factory integration (software or equipment components), asset management, recycling/disposal, training and certification, pre-implementation design, disaster recovery planning and support, service desk/helpdesk, and any other directly related technical support service required for the effective operation of a product offered or supplied.	7.00%
Device As A Service (DaaS)	HP's device as a service solution allows you to combine your PC hardware, accessories and lifecycle services into one monthly per seat price	7.00%
Managed Print Services (MPS)	Managed print services (MPS) are services offered to optimize or manage a company's document output. The main components provided are needs assessment, selective or general replacement of hardware, and the service, parts and supplies needed to operate the new and/or existing hardware (including existing third-party equipment if this is required by the customer). The provider also tracks how the printer, fax, copier and MFP fleet is being used, the problems, and the user's satisfaction. MPS is also defined by expanding into value-added areas, such as security services, cloud, workflow solution ecosystems, analytics and mobile solutions – which accomplishes; Reduced total cost of ownership (TCO), Enhanced productivity and end-user satisfaction, Reduced risks, Improved environmental sustainability, Accelerated business results and security.	17.00%

Financial Services and Asset Recovery		
Hewlett Packard Financial Services Company (HPFS) ¹		Customer Quotes Provided
HP Product Return and Recycling (Several Programs Available) ²		Customer Quotes Provided
HP Product Trade-in ³		Customer Quotes Provided

¹ Please reference Master Lease Agreement (Appendix F)
² Several programs available, please see: <http://www8.hp.com/us/en/hp-information/environment/product-recycling.html>.
³ Please see : <https://h41201.www4.hp.com/AdLanding/us/en/8408/>.

THIRD-PARTY HARDWARE		
Third-Party Hardware (See Brand Listing Below)		15.00%
COMPANY NAMES		
3DConnexion	Digi International	Kingston
3M	Eaton	Lacie
Adesso	Eizo	LG
Allied Telesis	Elo Touch Systems	Legrand (C2G)
Antenna Plus (Aircgain)	Engineered Network Systems, Inc. (ENS)	Lockncharge
Anthro (Ergotron)	Epson	Logitech
Anywhere	Ergotron	MagTek
Apacer	F5	MakerBot
APC (Schneider Electric)	Gamber Johnson	MaxCase
APG Cash Drawer	GETAC	Mellanox Technologies Inc
Approved Optics	Goldtouch	Meridian
Apricom	Gumdrop	Micron
Avocent (a Vertiv Company)	HTC Corp	NEC
AXXON	Havis	Peerless-AV
Barco	Heritage	Planar Monitors
Belkin	HiNT Peripherals	Plantronics
BLACK Box Network	Honeywell	PNY
Bosch (Dremel)	Howard Medical	Precision Mounting Technologies (Gamber Johnson)
Bretford	Humanscale	Protect Computer Products
Brenthaven (Fairhaven)	Hyundai	Samsung
Bump Armor	Identiv	Seal Shield
Buslink	Infocase	StarTech
Chicony	Infocus	Targus
Chief	Intel	Tripp Lite
Cradlepoint	Iogear	Vertiv (Liebert and Avocent)
Crowley Co.	iPearl	Viewsonic
Crucial (by Micron)	Jabra	Western Digital (SanDisk)
Cyber Acoustics	JAR Systems	Xplore
Cyclone Products	Kenneth Cole	Zebra (Motorola Solutions, Symbol Technologies)
D-Link	Kensington	zSpace
Datamation Systems		

THIRD-PARTY SOFTWARE AND CARE PACKS		
Third-Party Software (See Brand Listing Below)		10.00%
PUBLISHER NAMES		
No named manufacturers at this time		
Third-Party Software (Care Packs) (See Brand Listing Below)		28.00%
PUBLISHER NAMES		
Absolute Software		