



Dell Customer Confidential

# Quotation

Kyle Schmidt  
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 512-513-1845

Customer: Ann Arbor, MI  
 Customer#: 6030972  
 Microsoft Enterprise Agreement (EA) #: 8549605

Date of Issue: 3/31/2015  
 Quote Expires: 30 Days

PLEASE SEE IMPORTANT TERMS AND CONDITIONS AT THE BOTTOM OF THIS QUOTATION

| Section 1- Licenses and Software Assurance             |           |          |            |                     |
|--|-----------|----------|------------|---------------------|
| Product Description                                    | Mfg#      | Quantity | Unit Price | Ext. Price          |
| <b>Enterprise</b>                                      |           |          |            |                     |
| WinEntforSAwMDOP ALNG SA MVL Pltfrm                    | CX2-00093 | 810      | \$38.49    | \$31,176.90         |
| WinEntforSAwMDOP ALNG UpgrdSAPk MVL Pltfrm             | CX2-00094 | 140      | \$48.32    | \$6,764.80          |
| ECALBridgeOff365 ALNG LicSAPk MVL Pltfrm UsrCAL        | U5J-00002 | 40       | \$41.77    | \$1,670.80          |
| ECALBridgeOff365 ALNG SA MVL Pltfrm UsrCAL             | U5J-00004 | 810      | \$27.85    | \$22,558.50         |
| <b>Additional Products</b>                             |           |          |            |                     |
| CISDataCtr ALNG LicSAPk MVL woWinSvrLic 2Proc          | FUD-01148 | 4        | \$1,796.89 | \$7,187.56          |
| CISDataCtr ALNG SA MVL 2Proc                           | FUD-00938 | 2        | \$1,307.12 | \$2,614.24          |
| SQLSvrEntCore ALNG SA MVL 2Lic CoreLic                 | 7JQ-00343 | 10       | \$2,209.66 | \$22,096.60         |
| SQLSvrEntCore ALNG SASU MVL 2Lic SQLSvrStdCore CoreLic | 7JQ-00448 | 4        | \$3,811.63 | \$15,246.52         |
| SQLSvrStdCore ALNG SA MVL 2Lic CoreLic                 | 7NQ-00292 | 4        | \$576.58   | \$2,306.32          |
| WinSvrStd ALNG SA MVL 2Proc                            | P73-05898 | 30       | \$132.51   | \$3,975.30          |
| <b>Total Year 1 Payment</b>                            |           |          |            | <b>\$115,597.54</b> |
| <b>Enterprise</b>                                      |           |          |            |                     |
| WinEntforSAwMDOP ALNG SA MVL Pltfrm                    | CX2-00093 | 810      | \$38.49    | \$31,176.90         |
| WinEntforSAwMDOP ALNG UpgrdSAPk MVL Pltfrm             | CX2-00094 | 140      | \$48.32    | \$6,764.80          |
| ECALBridgeOff365 ALNG LicSAPk MVL Pltfrm UsrCAL        | U5J-00002 | 40       | \$41.77    | \$1,670.80          |
| ECALBridgeOff365 ALNG SA MVL Pltfrm UsrCAL             | U5J-00004 | 810      | \$27.85    | \$22,558.50         |
| <b>Additional Products</b>                             |           |          |            |                     |
| CISDataCtr ALNG LicSAPk MVL woWinSvrLic 2Proc          | FUD-01148 | 4        | \$1,796.89 | \$7,187.56          |
| CISDataCtr ALNG SA MVL 2Proc                           | FUD-00938 | 2        | \$1,307.12 | \$2,614.24          |
| SQLSvrEntCore ALNG SA MVL 2Lic CoreLic                 | 7JQ-00343 | 10       | \$2,209.66 | \$22,096.60         |
| SQLSvrEntCore ALNG SASU MVL 2Lic SQLSvrStdCore CoreLic | 7JQ-00448 | 4        | \$3,811.63 | \$15,246.52         |

|  |           |     |            |                     |
|--|-----------|-----|------------|---------------------|
| SQLSvrStdCore ALNG SA MVL 2Lic CoreLic                 | 7NQ-00292 | 4   | \$576.58   | \$2,306.32          |
| WinSvrStd ALNG SA MVL 2Proc                            | P73-05898 | 30  | \$132.51   | \$3,975.30          |
| <b>Total Year 2 Payment</b>                            |           |     |            | <b>\$115,597.54</b> |
| <b>Enterprise</b>                                      |           |     |            |                     |
| WinEntforSAwMDOP ALNG SA MVL Pltfrm                    | CX2-00093 | 810 | \$38.49    | \$31,176.90         |
| WinEntforSAwMDOP ALNG UpgrdSAPk MVL Pltfrm             | CX2-00094 | 140 | \$48.32    | \$6,764.80          |
| ECALBridgeOff365 ALNG LicSAPk MVL Pltfrm UsrcAL        | U5J-00002 | 40  | \$41.77    | \$1,670.80          |
| ECALBridgeOff365 ALNG SA MVL Pltfrm UsrcAL             | U5J-00004 | 810 | \$27.85    | \$22,558.50         |
| <b>Additional Products</b>                             |           |     |            |                     |
| CISDataCtr ALNG LicSAPk MVL woWinSvrLic 2Proc          | FUD-01148 | 4   | \$1,796.89 | \$7,187.56          |
| CISDataCtr ALNG SA MVL 2Proc                           | FUD-00938 | 2   | \$1,307.12 | \$2,614.24          |
| SQLSvrEntCore ALNG SA MVL 2Lic CoreLic                 | 7JQ-00343 | 10  | \$2,209.66 | \$22,096.60         |
| SQLSvrEntCore ALNG SASU MVL 2Lic SQLSvrStdCore CoreLic | 7JQ-00448 | 4   | \$3,811.63 | \$15,246.52         |
| SQLSvrStdCore ALNG SA MVL 2Lic CoreLic                 | 7NQ-00292 | 4   | \$576.58   | \$2,306.32          |
| WinSvrStd ALNG SA MVL 2Proc                            | P73-05898 | 30  | \$132.51   | \$3,975.30          |

**Total Year 3 Payment** **\$115,597.54**  
**TOTAL SECTION 1 YEARS 1 - 3** **\$346,792.62**

**Section 2- Monthly Subscriptions**

| Product Description                            | Mfg#      | Quantity | Months | Unit Price | Ext. Price          |
|--|-----------|----------|--------|------------|---------------------|
| O365GovE3fromSA ShrdSvr ALNG SubsVL MVL PerUsr | 7R2-00001 | 810      | 12     | \$13.80    | \$134,136.00        |
| O365GovE3 ShrdSvr ALNG SubsVL MVL PerUsr       | U7S-00008 | 40       | 12     | \$16.81    | \$8,068.80          |
|  |           |          |        |            | \$0.00              |
| <b>Total Year 1 Payment</b>                    |           |          |        |            | <b>\$142,204.80</b> |
| O365GovE3fromSA ShrdSvr ALNG SubsVL MVL PerUsr | 7R2-00001 | 810      | 12     | \$13.80    | \$134,136.00        |
| O365GovE3 ShrdSvr ALNG SubsVL MVL PerUsr       | U7S-00008 | 40       | 12     | \$16.81    | \$8,068.80          |
|  |           |          |        |            | \$0.00              |
| <b>Total Year 2 Payment</b>                    |           |          |        |            | <b>\$142,204.80</b> |
| O365GovE3fromSA ShrdSvr ALNG SubsVL MVL PerUsr | 7R2-00001 | 810      | 12     | \$13.80    | \$134,136.00        |
| O365GovE3 ShrdSvr ALNG SubsVL MVL PerUsr       | U7S-00008 | 40       | 12     | \$16.81    | \$8,068.80          |
|  |           |          |        |            | \$0.00              |

|                                    |                     |
|------------------------------------|---------------------|
| <b>Total Year 3 Payment</b>        | <b>\$142,204.80</b> |
| <b>TOTAL SECTION 2 YEARS 1 - 3</b> | <b>\$426,614.40</b> |

Notes:

Microsoft Enterprise Agreement (EA) #:  
 Microsoft Enterprise Agreement (EA) Enrollment#: TBD

|                                  |                     |
|----------------------------------|---------------------|
| <b>Total Annual Payment Yr 1</b> | <b>\$257,802.34</b> |
| <b>Total Annual Payment Yr 2</b> | <b>\$257,802.34</b> |
| <b>Total Annual Payment Yr 3</b> | <b>\$257,802.34</b> |
| <b>Grand Total</b>               | <b>\$773,407.02</b> |

\*\*Customer must complete all required Microsoft enrollment documentation. The EA cannot be executed (processed at Microsoft) until both the complete documents and PO are received for the first annual payment.

Dell offers this quote for the first of three annual payments for State of Indiana Microsoft Enterprise Agreement Enrollment.

This quote will expire within the month of issuance; upon expiration of this quote, the quoted prices may no longer be valid.

For customer's general information and budgeting purposes, Dell includes the above as an estimate for subsequent years of State of Indiana Microsoft Enterprise Agreement.

Prices for subsequent Enrollment years are not binding on Dell or State of Indiana in any way and will be determined on the Enrollment anniversary date.

Quote prepared by: Kyle Schmidt

Notes:

- |  |  |
|--|--|
| <p>1) Customer's purchase is subject to Dell's Terms and Conditions of Sale found at <a href="http://www.dell.com">www.dell.com</a>, unless Customer has a separate purchase agreement with Dell.</p> <p>2) Sales/use tax is based on the "ship to" address on your invoice. Please indicate your taxability status on your purchase order. If exempt, Customer must have an Exemption Certificate on file.</p> <p>3) If you have a question re: your tax status, please contact your Dell   ASAP Software Inside sales representative listed above. Shipments to California: for certain products, a State Environmental Fee of up to \$10 per item may be applied to your invoice. Prices do not reflect this fee unless noted. For more information, refer to <a href="http://www.dell.com/environmentalfee">www.dell.com/environmentalfee</a>.</p> | <p>4) All product descriptions and prices are based on latest information available and are subject to change without notice or obligation.</p> <p>5) All prices are based on Net 30 Terms. If not shown, shipping, handling, taxes, and other fees will be added at the time of order, where applicable.</p> <p>6) Customer understands and acknowledges that all warranties, representations and returns are subject to the manufacturer, publisher or distributor guidelines.</p> |
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