



EMC Corporation  
176 South Street  
HOPKINTON MA 01748  
USA

Quote Prepared By: RICHARD ROSS

Email: richard.ross@dell.com

Quote #: 6001007629 V01

Opportunity #: OP-0609553

Date: 31.03.2017

Valid Until:

Contract #: MI - 071B7700099 STORAGE

Payment Terms: NET 75

Sales Contract Enablement: State & Local Direct

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WASHTENAW COUNTY OF	WASHTENAW COUNTY OF	WASHTENAW COUNTY	WASHTENAW COUNTY	WASHTENAW COUNTY INFORMATION & TECHNOLOGY SERVICES (ITS)
PO BOX 8645 110 N 4TH ANN ARBOR MI 48107 USA	PO BOX 8645 110 N 4TH ANN ARBOR MI 48107 USA	301 E HURON ST ANN ARBOR MI 48104 USA	301 E HURON ST ANN ARBOR MI 48104 USA	PO BOX 8645 ANN ARBOR MI 48107 USA

Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Warranty Months	Maintenance Months
PS-BAS-AVDD	AVAMAR IMPLEMENTATION FOR DD BOOST	1	EA	9,880.00	9,880.00	23.27%	7,580.46		
AVMA1200FG4T	AVAMAR G4T M1200 SVR FLD INSTL	1	EA	24,250.00	24,250.00	68.27%	7,693.38	24	12
PS-BAS-AVDSNI	AVAMAR DS INSTALL FOR SINGLE NODE	1	EA	1,300.00	1,300.00	23.27%	997.43		
PS-BAS-ADSN	DATA STORE SINGLE-NODE BASE IMP	1	EA	5,990.00	5,990.00	23.27%	4,595.84		
PC-NA120V-1	POWER CORD NORAMERICA120V 5-15P C13 2M	2	EA	0.00	0.00	0.00%	0.00	24	12
AVM10GBMCU	AVAMAR G4T QUAD 10GB CU MANF INSTL	1	EA	0.00	0.00	0.00%	0.00	24	12
PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	1	EA	0.00	0.00	0.00%	0.00		
AVM10GBMOPT-SFP	AVAMAR G4T QUAD 10GB OPT+SFP MANF INSTL	1	EA	0.00	0.00	0.00%	0.00	24	12
CE-VIDVPKAV	AVAMAR MGMT VVPK VILTS 1 TITLE=UC	2	EA	3,600.00	3,600.00	15.00%	3,060.00		
W-ENHWW-001	ENHANCED HARDWARE WARRANTY	1	EA	0.00	0.00	0.00%	0.00	24	
M-PREHWD-M1	PREMIUM HARDWARE SUPPORT	1	EA	2,424.96	2,424.96	68.27%	769.33		12
WU-PREHWW-M00	PREMIUM HARDWARE SUPPORT-WARR UPG(ANDL)	1	EA	1,455.12	1,455.12	68.27%	461.64		
458-000-719	BACKUP AND RECOVERY MANAGER AVAMAR=CC	1	EA	0.00	0.00	0.00%	0.00		36
456-103-950	BACKUP AND RECOVERY MANAGER AVAMAR	1	EA	0.00	0.00	0.00%	0.00		36
M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
458-002-015	MULTIPLE SYSTEMS MANAGEMENT	1	EA	0.00	0.00	0.00%	0.00		36
456-112-201	MULTIPLE SYSTEMS MANAGEMENT=CC	1	EA	0.00	0.00	0.00%	0.00		36
M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
458-001-769	OPENSTACK DP EXTN	1	EA	0.00	0.00	0.00%	0.00		36
456-111-636	OPENSTACK DP EXTN FOR AV=IA	1	EA	0.00	0.00	0.00%	0.00		36
M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
458-001-507	ESA FOR AVAMAR	1	EA	0.00	0.00	0.00%	0.00		36
456-111-202	ESA FOR AVAMAR=IA	1	EA	0.00	0.00	0.00%	0.00		36
M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
DDOS-60	DOCS DD OS DOC 6=IA	1	EA	0.00	0.00	0.00%	0.00		
C-FLDIN9300	DD9300 OPTION - FIELD INSTALL KIT	1	EA	0.00	0.00	0.00%	0.00		36
C-DS60-4-240S-G3	OPT DS60 SHELF 60X4TB SAS HDD G3	1	EA	205,173.00	205,173.00	65.93%	69,903.11		36
C-DS60-4-120S-G3	OPT DS60 SHELF 30X4TB SAS HDD G3	1	EA	103,032.00	103,032.00	65.93%	35,103.34		36



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C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	1	EA	4,050.00	4,050.00	65.93%	1,379.85		36
DD9300	SYSTEM DD9300 NFS CIFS	1	EA	0.00	0.00	0.00%	0.00		36
DD9300-CTL	SYSTEM DD9300 CTL NFS CIFS	1	EA	190,000.00	190,000.00	65.93%	64,733.62		36
C-DD9300SSDBASEKIT	DD9300 BASE KIT -SSD	1	EA	0.00	0.00	0.00%	0.00		36
PS-BAS-DDIB	IMPL DATA DOMAIN (BASE)	1	EA	9,470.00	9,470.00	23.27%	7,265.88		
PS-BAS-DDBMSA	IMPL DDBOOST MS APPL	1	EA	3,060.00	3,060.00	23.27%	2,347.79		
PS-BAS-DDDSA	INSTALL ADD-ON FOR DATA DOMAIN DS SHELF	2	EA	1,760.00	1,760.00	23.28%	1,350.36		
C-10GMOP4P-NF	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	3	EA	14,580.00	14,580.00	65.93%	4,967.45		36
PS-BAS-DDBDBA	IMPL DDBOOST DB APPL	1	EA	3,820.00	3,820.00	23.27%	2,930.91		
PS-BAS-IDEBLK	EMC IDE/4-HR BLOCK	1	EA	1,020.00	1,020.00	23.27%	782.60		
M-PREHWDD-DD1	PREMIUM HARDWARE SUPPORT	1	EA	164,407.68	164,407.68	65.93%	56,014.23		36
458-001-418	DD9300 OPERATING ENVIRONMENT SOFTWARE	1	EA	0.00	0.00	0.00%	0.00		36
456-109-751	LICENSE BASE DD OE DD9300=IA	1	EA	16,200.00	16,200.00	65.93%	5,519.39		36
M-PRESWDD-DD1	PREMIUM SOFTWARE SUPPORT	1	EA	5,346.00	5,346.00	65.93%	1,821.40		36
458-001-913	DD9300 SSD CAPACITY LICENSE	1	EA	0.00	0.00	0.00%	0.00		36
456-111-330	FS 800GB 0.8TB RAW=CF	5	EA	0.00	0.00	0.00%	0.00		36
M-PRESWDD-DD1	PREMIUM SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00		36
458-001-801	DD BOOST SOFTWARE OPTION=CB	360	EA	21,600.00	21,600.00	65.93%	7,359.19		36
M-PRESWDD-DD1	PREMIUM SOFTWARE SUPPORT	1	EA	11,664.00	11,664.00	65.93%	3,973.96		36
458-001-912	DD9300 RAW SHELF CAPACITY LICENSE	1	EA	0.00	0.00	0.00%	0.00		36
456-111-963	DS60 4TB ACT 60TB RAW=CB	6	EA	0.00	0.00	0.00%	0.00		36
M-PRESWDD-DD1	PREMIUM SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00		36
458-001-802	DD REPLICATION SOFTWARE OPTION=CB	360	EA	28,800.00	28,800.00	65.93%	9,812.25		36
M-PRESWDD-DD1	PREMIUM SOFTWARE SUPPORT	1	EA	15,552.00	15,552.00	65.93%	5,298.62		36
458-001-800	DD SOFTWARE=CB	360	EA	437,400.00	437,400.00	65.93%	149,023.60		36
M-PRESWDD-DD1	PREMIUM SOFTWARE SUPPORT	1	EA	144,342.00	144,342.00	65.93%	49,177.79		36
PS-BAS-DPSVMI	IMPL FOR DPS FOR VM	1	EA	26,580.00	26,580.00	23.27%	20,393.58		
458-001-192	DPS FOR VMWARE	1	EA	0.00	0.00	0.00%	0.00		36
456-107-804	DPS FOR VMWARE RP4VM ENABLER=IB	300	EA	0.00	0.00	0.00%	0.00		36
456-110-832	DPS FOR VMWARE SOCKETS=IA	35	EA	73,500.00	73,500.00	68.27%	23,318.07		36



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456-110-835	DPS FOR VMWARE DPSEARCH ENABLER=CA	1	EA	0.00	0.00	0.00%	0.00		36
456-110-834	DPS FOR VMWARE DPA ENABLER-C=CB	1	EA	0.00	0.00	0.00%	0.00		36
456-111-235	DPS FOR VMWARE AVAMAR F ENABLER=IA	1	EA	0.00	0.00	0.00%	0.00		36
456-109-974	DPS FOR VMWARE 2TB AVE ENABLER=CA	2	EA	0.00	0.00	0.00%	0.00		36
M-ENHSWDD-M1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	46,305.00	46,305.00	68.27%	14,690.39		36
458-001-481	EMC GRANULAR RECOVERY FOR MICROSOFT=IC	1	EA	0.00	0.00	0.00%	0.00		36
456-111-143	EMC GLR FOR MS APPS ENABLER=CA	5	EA	2,225.00	2,225.00	71.27%	639.14		36
M-ENHSWDD-M1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	1,401.84	1,401.84	68.27%	444.74		36
458-002-060	DPA SINGLE FEDERATED REPORTING SERVER	1	EA	0.00	0.00	0.00%	0.00		36
456-112-408	DPA SINGLE FED REPORTING SERVER=IA	1	EA	0.00	0.00	0.00%	0.00		36
M-ENHSWDD-M1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
458-002-015	MULTIPLE SYSTEMS MANAGEMENT	1	EA	0.00	0.00	0.00%	0.00		36
456-112-201	MULTIPLE SYSTEMS MANAGEMENT=CC	1	EA	0.00	0.00	0.00%	0.00		36
M-ENHSWDD-H1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
458-000-882	EMC DATA PROTECTION SUITE FOR BACKUP	1	EA	0.00	0.00	0.00%	0.00		36
456-106-406	DPS FOR BU DDBOOST FOR APPS ENABLER=CA	1	EA	0.00	0.00	0.00%	0.00		36
456-103-950	BACKUP AND RECOVERY MANAGER AVAMAR	1	EA	0.00	0.00	0.00%	0.00		36
456-103-951	BACKUP AND RECOVERY MANAGER - NETWORKER	1	EA	0.00	0.00	0.00%	0.00		36
456-110-503	AVAMAR F DPS BACKUP ENABLER=IA	1	EA	0.00	0.00	0.00%	0.00		36
456-110-557	CLOUDBOOST V2 CLIENT FOR DPS ENABLER=CA	1	EA	0.00	0.00	0.00%	0.00		36
456-110-556	CLOUDBOOST V2 VM 2TB FOR DPS ENABLER=CA	1	EA	0.00	0.00	0.00%	0.00		36
456-107-280	DPS FOR BU DP SEARCH ENABLER=CA	1	EA	0.00	0.00	0.00%	0.00		36
456-106-112	EMC BACKUP SUITE DPA ENABLER-B=CB	5	EA	0.00	0.00	0.00%	0.00		36
456-109-723	NW 9+DPS CAP ENABLER=CA	5	EA	0.00	0.00	0.00%	0.00		36
456-105-958	DATA PROT SUITE BACKUP 1-10TB=CA	5	EA	60,500.00	60,500.00	68.27%	19,193.79		36
M-ENHSWDD-M1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	38,115.00	38,115.00	68.27%	12,092.09		36
458-001-481	EMC GRANULAR RECOVERY FOR MICROSOFT=IC	1	EA	0.00	0.00	0.00%	0.00		36
456-111-143	EMC GLR FOR MS APPS ENABLER=CA	1	EA	445.00	445.00	71.27%	127.83		36
M-ENHSWDD-M1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	280.44	280.44	68.27%	88.97		36
458-002-060	DPA SINGLE FEDERATED REPORTING SERVER	1	EA	0.00	0.00	0.00%	0.00		36



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456-112-408	DPA SINGLE FED REPORTING SERVER=IA	1	EA	0.00	0.00	0.00%	0.00		36
M-ENHSWDD-M1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36
458-002-015	MULTIPLE SYSTEMS MANAGEMENT	1	EA	0.00	0.00	0.00%	0.00		36
456-112-201	MULTIPLE SYSTEMS MANAGEMENT=CC	1	EA	0.00	0.00	0.00%	0.00		36
M-ENHSWDD-H1	ENHANCED SOFTWARE SUPPORT (DD)	1	EA	0.00	0.00	0.00%	0.00		36

<b>Hardware Summary</b>	<b>\$541,085.00</b>	<b>\$541,085.00</b>	<b>66.03%</b>	<b>\$183,780.75</b>
<b>Software Summary</b>	<b>\$640,670.00</b>	<b>\$640,670.00</b>	<b>66.44%</b>	<b>\$214,993.26</b>
<b>Services Summary</b>	<b>\$66,480.00</b>	<b>\$66,480.00</b>	<b>22.83%</b>	<b>\$51,304.85</b>

<b>Prepaid HW Maintenance Summary</b>	<b>\$166,832.64</b>	<b>\$166,832.64</b>	<b>65.96%</b>	<b>\$56,783.56</b>
<b>Prepaid SW Maintenance Summary</b>	<b>\$263,006.28</b>	<b>\$263,006.28</b>	<b>66.70%</b>	<b>\$87,587.96</b>
<b>Warranty and Warranty Upgrades Summary</b>	<b>\$1,455.12</b>	<b>\$1,455.12</b>	<b>68.27%</b>	<b>\$461.64</b>

<b>Total Products and Services (USD)</b>	<b>\$594,912.02</b>
<b>Total Freight (USD)</b>	<b>\$385.26</b>



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	Total Price (USD)						\$595,297.28		