

<b>Appendix C- Pricing Index DIR-TSO-3808 Lenovo (United States), Inc.</b>	
<b>LENOVO BRANDED PRODUCTS</b>	
<b>Product Category/Product Line</b>	<b>Customer Discount % off MSRP</b>
<b>Desktops</b>	
ThinkCentre Desktops	35.00%
Desktop Options	35.00%
<b>Laptops</b>	
ThinkPad Laptops	35.00%
IdeaPad Laptops	35.00%
Laptop Options	35.00%
<b>Tablets</b>	
ThinkPad Tablets	35.00%
Laptop Options	35.00%
<b>WorkStations</b>	
ThinkStation Workstations	35.00%
Workstation Options	35.00%
<b>Peripherals &amp; Accessories</b>	
Visuals	13.00%
Accessories	21.00%
<b>Topseller Products</b>	
Topseller Products	5.25%
<b>Software</b>	
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%
<b>Servers, Storage, and Networking</b>	
ThinkServers	35.00%
Lenovo System x Tower & Rack Optimized Servers; Options	24.50%
Lenovo System x Enterprise Servers; Options	24.50%
Lenovo BladeCenter Chassis and Blade Servers; Options	24.50%
Lenovo Flex System Chassis and Nodes	24.50%
Lenovo High-Density Systems	24.50%
Lenovo Storage Solutions to include but not limited to DX series, D Series, E Series, N Series, S Series, TS Series, V Series, Storwize, Options, etc.	24.50%
Lenovo Networking Solutions to include but not limited to Juniper networking, Brocade networking, Mellanox, Options, etc.	24.50%

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**RELATED SERVICES**

Services Description	Customer Discount % off MSRP
SUPPORT	21.00%
Lenovo System X Server Maintenance	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
<b>By QUANTITY</b>	
1-99 units	35.00%
100-500 units	37.00%
500+ units	40.00%

**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).**