

Department of Information Resources
Hewlett Packard Enterprise Company
Servers, Storage, Networking, Software, Leasing, Services
DIR-TSO-3359
Appendix C Pricing Index

Product Category	DIR Customer Discount % from HP MSRP/US List Price
INDUSTRY STANDARD SERVERS	
Industry Standard Servers (ISS)	
Entry Level Servers (PL LA DL/ML100 Server)	24.00%
Entry Level Servers (PL LA Microservers)	0.00%
Entry Level Servers and Options (PL LA)	24.00%
Core Servers and Options (PL SY and SI)	31.00%
Blade Servers and Options, other than	31.00%
Blade Virtual Connect (PL UZ)	29.00%
Blade Scaleable Datacenter Infrastructure (TN/PD)	31.00%
Moonshot	27.00%
Moonshot Bundles	0.00%
Volume Software - ProLiant Essentials (PL 4U)	31.00%
Third Party Operating System (OS) Software - Other Vmware, Linux Red Hat OS, Linux SuSE OS, Novell OS (PL J3)	12.00%
Third Party Operating System (OS) Software - Microsoft - Non-Discountable (PL J3)	0.00%
Manufacturing Services, Factory Express	24.00%
Converged Systems	30.00%
SMARTBUY SKUs (ISS)	1.00%
BUSINESS CRITICAL SERVERS	
Entry Level Servers -- Integrity Products & Cross Entry Level Integrity Accessories	
Integrity Entry Level Servers and Related Accessories (excl. rx2800)	30.00%
rx2800 & Related Accessories	34.00%
Entry Level Servers -- PA Products & Cross Entry Level PA Accessories	
rp34x0 & PA Entry Level Accessories	45.00%
rp44x0 & Related Accessories	45.00%
Integrity Cell Based Servers -- Products & Cross Integrity Accessories	
rx76x0 & Integrity Mid Range Accessories	44.00%
rx86x0 & Related Accessories	44.00%
Mid Range IA iCAP & Related Accessories	48.00%
Cell-Bladed Servers & Accessories SD2	49.00%
HP 9000/Integrity Server Accessories	34.00%
rx26xx, rx66xx, HP 9000/Integrity Server Accessories, Telco Accessories	34.00%
Integrity Server Options - Enterprise, Integrity Server Options - Midrange	34.00%
Integrity Serv Opt - Enterprise - Memory, Open VMS Layered Software, rx86xx,	34.00%
Open VMS Operating Systems, Integrity Software - Windows, 9000/Integrity SW - Linux - 3rd Party, HP-UX Software -	34.00%
PA Products & Cross Mid Range PA Accessories	
rp74xx & HP9000 Mid Range Accessories	44.00%
rp84xx & Related Accessories	44.00%
Mid Range PA iCAP & Related Accessories	44.00%
Legacy rp74xx / 84xx & Related Accessories (Upgrades Only)	44.00%
Cell Based High End Servers & Cross High End PA & IA Accessories	
PA Superdome SD1	69.00%
IA Superdome & Shared PA / IA Superdome Accessories	69.00%
Superdome iCAP & Related Accessories	64.00%
HP Cross Integrity / PA Accessory Products	
Miscellaneous Options & Accessory Products High	49.00%
Miscellaneous Options & Accessory Products Mid	39.00%
PA & IA Blade Servers & Accessories	
BL860c, BL860 i2, BL460c & Related Accessories	34.00%
BL870c, BL870 i2 & Related Products	34.00%
BL 890 i2 Products	34.00%
BL8x0 i2 Family Common Accessories	34.00%

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Server Operating Environments & Layered Software	
HP 9000 HP-UX PA Operating Environment	47.00%
Integrity HP-UX / OVMS Operating Environment	43.00%
HP-UX Layered Software	47.00%
Linux & Windows Operating Environment	36.00%
OVMS Layered Software	43.00%
Per Socket Server Based Operating Licenses	
HP Per Socket 2 and 4 Socket Tier Licenses	39.00%
HP Per Socket 8 Socket Sized Server Licenses	47.00%
HP Per Socket 16 & 32 Socket Sized Server Licenses	49.00%
Other Servers	
DL785/DL980 Servers (PL TR)	31.00%
HP NonStop Hardware, Operating System, and other Software License	15.00%
Other Solutions	
Opencall Products	30.00%
Product Line HA - App System SAP HANA	26.00%
SOFTWARE	
Enterprise Software	
HP Software - IT Performance Suite (ITPS)	30.00%
HP Storage Software - Commercial (Information Management Software)	30.00%
HP Storage Software - Enterprise (Information Management Software)	30.00%
HP Enterprise Software Support (1st Year)	20.00%
Enterprise Software (Vertica and HP IM)	
HP IM Software (TRIM) Products and Support	30.00%
HP Vertica Analytics Software and Support	30.00%
Software Services	
HP Software Professional Services	10.00%
HP Software Training Services	10.00%
HP Software Training Services (TRIM and Data Protector) - Education Training Units	10.00%
Software as a Service (SaaS)	10.00%
STORAGE	
XP Storage Solutions	
XP Software - 12000, 10000, 1024/128, 512/48	44.00%
XP Arrays - 12000, 10000, 1024/128	44.00%
XP Array Upgrades - 12000, 10000, 1024/128, 512/48/256	44.00%
XP 20000/24000 & P9xxx Storage Solutions	
XP 20000/24000 & P9xxx Software	39.00%
XP 20000/24000 & P9xxx Hardware	39.00%
XP 20000/24000 & P9xxx Upgrades	39.00%
Enterprise Virtual Array - Enterprise	
EVA 4100/6x00	39.00%
EVA Cabinets & Accessories, EVA HDD's	39.00%
Enterprise Virtual Array – x400 Solutions	
EVA 4400, 6400, 8400 & P6xxx Hardware / Software Products	39.00%
3PAR Storageworks Products	
HP 3PAR Storageworks Products	39.00%
Storage Hardware - Enterprise	
Clustered Gateway, WAN Accelerator, X9000 Family (IBRIX)	39.00%
Enterprise Switches and Host Bus Adapters	39.00%
EML, ESL and VLS Tape Libraries, D2D	39.00%
ESL G3 Libraries	39.00%
Virtual Array and DS Hardware & Software Products	
Virtual Array and DS Hardware	24.00%
Power Accessories	24.00%

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Storage Hardware - Commercial	
HP LeftHand P4000 SAN Solutions	26.00%
Entry NAS & All in One Storage	24.00%
D2000/P2000 MSA HW & SW, MSA HDD's, Scalable File Share	24.00%
Blade System Storage Switches, Commercial Switches and Switch SW, Commercial Host Bus Adapters	24.00%
Tape Drives and Accessories (DDS, DAT, SDLT, Ultrium)	24.00%
MSL & VSL Tape Libraries, Autoloaders	24.00%
Storage Media	
Storage Media Products	34.00%
Promotions/Smart Buys	
SMARTBUY SKUs (Storage)	1.00%
Shared Server and Storage Accessories	
Selected HP Rack & Power - Related Products	24.00%
HP Server Rack & Rack Accessories	31.00%
Shared Server and Storage Solutions	
Selected MSA Products	24.00%
Selected MSA Related Options	24.00%
SECURITY PRODUCTS	
Fortify	
Fortify Term & Perpetual SW licenses (18)	34.00%
Fortify Support / Education (28)	20.00%
ArcSight	
ArcSight Term & Perpetual SW licenses (49)	34.00%
ArcSight Appliance (pre-loaded/pre-configured software on industry-standard servers (59)	34.00%
ArcSight Support / Education (69)	20.00%
Tipping Point	
Tipping Point Hardware and Software (18)	34.00%
Tipping Point Support / Education (19)	20.00%
NETWORKING	
Networking	
HP ProCurve/Networking Products (6H, I5, I6, I7, 1U, 34, 35,3P)	38.00%
HP Care Pack Services for HP Networking Products (7G)	24.00%
Telephony Products	0.00%
SERVICES	
Enterprise Care Pack Services	
Care Pack Services (Fixed)	26.00%
Care Pack Services (Flexible)	26.00%
Care Pack Services - Education/Training Services	20.00%
Flexible Capacity Services	20.00%
HP Care Pack - ENHANCED Services	26.00%
Care Pack Services - Custom Care Pack Services	0.00%
<i>Note: For Business Critical Servers, product attached Care Pack Services are services that are purchased at the time the product is purchased. Product Attached Support Care Packs are different than Care Packs ENHANCED Services.</i>	

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Information Security Professional Services	
<i>Information security professional service resources from HP referred to as "Technical Advisors" will be experienced in all relevant government security standards and methodologies including, but not limited to, federal, state, local, and other sensitive functions such as law enforcement and homeland security. The services may be provided on site (labor only) or from a remote location or security operations center which has achieved ISO 27001:2005 registration. The resources will possess appropriate professional certification(s) including, but not limited to, the following: CISSP, CISA, CEH, IAM, CCNA, CCDA, CCSA, GIAC. CAP, SSC, CSSLP. Assistant Technical Advisors will have 2 years minimum experience, Advisors 5 years, and Senior and Principals 10 years. All HP's resources in this bid, with the exception of Assistant Technical Advisor, will have the ability to lead engagements.</i>	
Access, Authentication and Authorization Control Services	27.63%
Contingency Planning; Operational and Disaster Recovery	37.11%
Data Handling, Integrity and Non-repudiation Services	27.63%
E-Discovery and Forensic Services	27.63%
Identity Management Services	30.87%
Incident Response and Management Services	33.40%
Network and System Monitoring and Auditing Services	33.40%
Network and System Capability and Stress Testing Services	27.63%
Network Discovery, Mapping, and Inventory services	33.40%
Physical Security	33.40%
Risk Assessment Services	37.11%
Secure Asset Configuration and Management Services	33.40%
Secure Software Development Services	33.40%
Security Governance and Advisory Services	37.11%
Security Infrastructure Design, Management and Support Services	30.87%
Security Intelligence and Alerting Services	27.63%
Security Policy Development	37.11%
Security Product Implementation and Management Services	30.87%
Security Training Services	37.11%
Software Integrity and Non-repudiation Services	33.40%
Vulnerability Assessment Services	37.11%
Virtual System/Infrastructure Design, Implementation, Management and Support Services	30.87%

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Managed and Security as a Service	
<i>HP provides the following to describe Security as a Service (e.g. Code Reviews) and Managed Security Services (e.g. Firewall Management Services) quotes as fixed cost prices, as either as a one-time cost or monthly recurring all inclusive charges as appropriate. These emerging models of security delivery leverages cost across diverse base of customers on a predictable cost basis.</i>	
Firewall Rule Changes Base (96 Simple + 10 Complex) (per Firewall per year)	15.50%
Firewall Rule Change Additional Rule Change (Emergency Change)	15.50%
Firewall Rule Change Additional Rule Change (Standard Change in Maintenance Window)	15.50%
Firewall Base Configuration (per Firewall one-time charge)	15.50%
Firewall Base Configuration (per HA Pair one-time charge)	15.50%
Firewall Management Patch and Health (Per Firewall per year)	15.50%
IP Network Discovery, Vulnerability Assessment, Manual Testing for 5% of hosts w/ Custom Report (256 hosts)	15.50%
Code Analysis w/ Custom Report (.NET) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (C/C++) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (COBOL) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (Executive C) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (Java) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (PL1) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (SAP/ABAP) (Per 25000 Lines of Code)	15.50%
Code Analysis w/ Custom Report (Other) (Per 25000 Lines of Code)	15.50%
Reverse Engineering w/ Custom Report (Malware) (WinTel) - Custom Packer - Non-Encrypted	15.50%
Reverse Engineering w/ Custom Report (Malware) (WinTel) - TitanMIST	15.50%
Reverse Engineering w/ Custom Report (Malware) (WinTel) - UPX	15.50%
Reverse Engineering w/ Custom Report (Malware) (WinTel) - PEID	15.50%
Reverse Engineering w/ Custom Report (Malware) (WinTel) - Custom Packer - Encrypted	15.50%
Security Independent Validation and Verification w/ Custom Report (per Product)	15.50%
Remote Database Vulnerability Assessment (Per Database Instance Virtual or Physical)	15.50%
Database Vulnerability Assessment (Custom Report)	15.50%
HP Technical Services - Maintenance Services Agreements (Customer Owned Equipment)	
Intel-based (or equivalent) Hardware Maintenance	56.00%
VAX Server Maintenance	56.00%
Printer Maintenance	56.00%
Business Critical Server Maintenance	26.00%
Storage Maintenance	26.00%
Software Maintenance (Includes Renewals for HPSW)	13.00%
Multi-Vendor Hardware Maintenance	13.00%
Networking Hardware Maintenance	18.00%
HP NonStop Hardware Maintenance	20.00%
HP NonStop Software Support	20.00%
Onsite Labor Rates (Hourly, Minimum One Hour, Standard Business Hours, M-F, 8a - 5p, Standard Response, 3 - 5 Business Days within 200 miles ¹)	
Enterprise Servers, Associated Storage, Networking, Large Printers, and Non-HP Equipment	\$250.00
Commercial Servers (ProLiant, NetServer), and Associated Storage	\$180.00
Personal Computers and Most Printers (Excludes Large Printers)	\$140.00
Account Support Services (ASC)	\$280.00
¹ HP can provide quotes for HP Technical Services for After Hours Support, Expedited Response Times, etc.	
Financial Services and Asset Recovery	
HP Financial Services (HPFS) ¹	Customer Quotes Provided
HP Product Return and Recycling (Several Programs Available) ²	Customer Quotes Provided
² Please reference Master Lease Agreement.	
³ Several programs available, please see: http://www8.hp.com/us/en/hp-information/environment/product-recycling.html?jumpid=reg_r1002_usen_c-001_title_r0001#.UsmyZPRDtZ0	

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SPARE PARTS		
HP Spare Parts		
HP Spare Parts ¹		0.00%
⁴ Product availability and pricing for HP Spare Parts can be found at: http://h20141.www2.hp.com/Hpparts/Default.aspx?mcsid=F7C164E635124C2698DF90F9CD710892 . Parts can be ordered using Credit Card/Pcard or using a Purchase Order. Customers would prefer submitting orders using a Purchase Order must complete a short application to establish an account with the Parts Store. Purchase Orders should reference established Account Number and be submitted to partsaccount@hp.com. TX DIR Customers that register under the HP Self Maintainer Program can purchase out of warranty parts at a discount from the HP Parts Store. HP Spare Parts can also be ordered directly from HP Reseller/Order Fulfillers. HP will not influence or dictate pricing charged by HP Reseller/Order Fulfillers for HP Spare Parts.		
THIRD-PARTY PRODUCTS		
Third-Party Products		
Third-Party Products (See Brand Listing Below)		15.00%
"A", "B", "C"		
APC (Schneider Electric)	Approved Networks	AXXON
Aruba Networks (an HP Company)	BAFO	Belkin
BLACK Box Network	C2G (formerly Cables To Go)	CaseAce Products
Cyclone Products		
"D", "E", "F"		
Diamond Multimedia	Digi International	Eizo
"G", "H", "I"		
GETAC	Havis	Howard Medical
InfoCase	INFOCUS	
"J", "K", "L"		
Kingston	LSI Logic	LTB & Hamilton Electronics
"M", "N", "O"		
MASS Multiples	Mettler-Toledo	Micron
"P", "Q", "R"		
Plasmon	Polycom	
"S", "T", "U"		
Scan Source	Seagate	Synnex Services
Targus	Tripp Lite	
"V", "W", "X", "Y", "Z"		
Wave Systems		
Third-Party Software		
Third-Party Software (See Brand Listing Below)		10.00%
Publisher Listing		
Absolute Software	McAfee	Symantec (Includes Altiris)
Citrix	Mulesoft	Verdiem
Corel	Novell	Vmware
Frontrange	Red Hat Software	Wave Systems
LanDesk		