

PRICE LIST

CONTRACTOR: Laurus Technologies, Inc. #LT-08-2111A

ITEM #1

Category A is legacy discount category used for Enterprise Products Sun Fire E4900 – E25k and options for these products such as uni-boards. (E4900, E6900, E20K, E25K, and options)

Column A (UW System)	Column B (State Agencies)
42 % Discount	26% Discount

ITEM #2

Category B is a legacy pricing category used for Software infrastructure products. Currently category B includes infrastructure software and software from third party vendors (such as Sun Cluster, Linux, StarOffice).

Column A (UW System)	Column B (State Agencies)
42 % Discount	19% Discount

ITEM #3

Category C Mainframe Storage Products (VSM, ESCON/FICON products), Used Equipment. (VSM4, VSM5, 9740, 9840, 9940, etc.)

Column A (UW System)	Column B (State Agencies)
2 % Discount	0% Discount

ITEM #4

Category D is used for products and services for which no discount is offered to any customers. Products in this category primarily include promotional prices, upgrade allowances, parts such as cables and power cords, professional services, and some service offerings such as installation, HA PAKS, and site assessments.

Column A (UW System)	Column B (State Agencies)
2 % Discount	0% Discount

ITEM #5

Category E is used for Lower-end products such as X64 Servers, Servers with embedded Red Hat SW, Enterprise Installation Services, 3rd party software.

Column A (UW System)	Column B (State Agencies)
11 % Discount	3% Discount

ITEM #6

Category F is pricing category used for volume and midrange products and services. Servers such as Sun Fire M4000-5000, Sun Blades (Sun Blade 6xxx, Sun Blade 8xxx, CoolThreads Servers (Tx000), Netra Servers Spare Parts. Storage: Disk System, Workgroup Disk Systems, VTL SW. (Workstations; Thin Clients Sun Rays; Servers: Sun Fire X2x00s, X4x00s, X4500, X4150, X4450, X4600. Storage: StorageTek 25xx).

Column A (UW System)	Column B (State Agencies)
22 % Discount	11% Discount

ITEM #7

Category G is for midrange and high-end products and services. Mid-range and high-end Servers such as M8000-M9000. Software: Application & Integration Services

High End Server Discounts

Column A (UW System)	Column B (State Agencies)
40 % Discount	26% Discount

Mid-Range Server Discounts

Column A (UW System)	Column B (State Agencies)
40 % Discount	26% Discount

ITEM #8

Category H is a legacy pricing category that was used for Low and Midrange Servers, Workstations, and Sun Ray Products. (Sun Fire V100/120/210/240/440/490/890/E2900/).

Mid-Range Server Discounts

Column A (UW System)	Column B (State Agencies)
22 % Discount	11% Discount

Low Range Server Discounts

Column A (UW System)	Column B (State Agencies)
22 % Discount	11% Discount

ITEM #9

Category J is legacy pricing category used for middleware software products such as Directory Server, Identity Manager etc.

Column A (UW System)	Column B (State Agencies)
78 % Discount	22% Discount

ITEM #10

Category M is a pricing category used for Storage HW (Disk and Tape, such as LTO2, LTO3, L500, L700, L1400, C2, C4, SL24, SL48, SL500, L1400M, SL8500; Sun StorageTek 6140, 6540, 5220, 5320).

Column A (UW System)	Column B (State Agencies)
46 % Discount	36% Discount

ITEM #11

Category N is a pricing category mainly used for Software Subscriptions such as Java Enterprise System (JES) and Suites.

Column A (UW System)	Column B (State Agencies)
5 % Discount	3% Discount

ITEM #12

Category P is a legacy pricing category used for Storage Products (such as StoreEdge 99xx, StoreEdge 6xx0, StoreEdge 5x10, StoreEdge 3xx0/1).

Column A (UW System)	Column B (State Agencies)
28 % Discount	26% Discount

ITEM #13

Category S is used for service upgrades for hardware and software products during the warranty period to higher service levels. This discount aggregates the volume and other sales allowance discounts applicable to SunSpectrum(TM) and S4 programs only. Services Instant Upgrade (SIU)

Column A (UW System)	Column B (State Agencies)
56 % Discount*	35% Discount

* Note that the discount above is for maintenance renewals. For maintenance plans purchased with new hardware, the discount is 60%

ITEM #14

Maintenance (attach details if necessary) List levels of maintenance you provide and give discount off established price list for each level.

Maintenance Type: Architect

Column A (UW System)	Column B (State Agencies)
60% Discount*	35% Discount

Maintenance Type: Implement & Migrate

Column A (UW System)	Column B (State Agencies)
60 % Discount*	35% Discount

Maintenance Type: Assessment

Column A (UW System)	Column B (State Agencies)
60 % Discount*	35% Discount

Maintenance Type: Manage

Column A (UW System)	Column B (State Agencies)
60% Discount*	35% Discount

ITEM #15

See Item #13 above, which covers all software "support" discounts

ITEM #16

Installation

\$175/hour unless available via Category E pricing

For further information contact:
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