

**Appendix C- Pricing Index
DIR-TSO-4119
Lenovo Global Technology (United States) Inc.**

LENOVO BRANDED PRODUCTS

Product Category/Product Line	Customer Discount % off MSRP
Peripherals & Accessories	
Visuals	13.00%
Accessories	21.00%
Topseller Products	
Topseller Products	5.25%
Software	
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%
Servers, Storage, and Networking	
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
By QUANTITY	
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).