

Panasonic Computer Solutions Company National IPA Contract Information

State / Agency / Municipality	National IPA (National Intergovernmental Purchasing Alliance)
Contract Name	PANASONIC TOUGHBOOKS, TABLETS, ACCESSORIES AND SERVICES
Contract Number	073103
Contract Term	One (1) year from contract award renewal
Products Listed	Rugged, Business Rugged, Semi-Rugged Toughbooks and Accessories
Discount Structure	<p>1 to 250 Units</p> <ul style="list-style-type: none"> • Rugged: 15% off MSRP • Semi Rugged: 12% off MSRP • Business Rugged: 8% off MSRP • Accessories: 10% off MSRP • Arbitrator: 10% off MSRP • Services: 0% <p>251+ Units</p> <ul style="list-style-type: none"> • Rugged: 16% off MSRP • Semi Rugged: 13% off MSRP • Business Rugged: 9% off MSRP • Accessories: 11% off MSRP • Arbitrator: 11% off MSRP • Services: 0% <p>Note: See attached price discount forms for specific product category details.</p>
Contract Access / Administrative Fee	1% of actual sales
Designated PCSC TP-3 Resellers	<ol style="list-style-type: none"> 1. Insight Public Sector (http://www.ips.insight.com) 2. CDWG (http://www.cdwg.com) 3. Portable Computer Systems, Inc. (http://www.portablecomputersystems.com) 4. CLH International, Inc. (http://www.clh.com) 5. CDCE (http://www.cdce.com) 6. MCT (http://www.mobileconceptstech.com)
PCSC Local Area Sales Contact	<p>Marc Taylor O: 480-861-8377 Marc_Taylor@us.panasonic.com For Lead Contract Agency – City of Tucson, AZ.</p>

Tier 1 Pricing – 1 to 250 Units

ITEM NO.	PRODUCT GROUP	PERCENT DISCOUNT OFF PANASONIC SRP
1.	Toughbook Product Line	
1a.	Fully-Rugged	15%
1b.	CF-08	15%
1c.	CF-19	15%
1d.	CF-30	15%
1e.	Accessories	10%
1f.	Semi-Rugged	12%
1g.	CF-51	12%
1h.	74	12%
1i.	Accessories	10%
1j.	Business Rugged	8%
1k.	CF-T5 Series	8%
1l.	CF-W5 Series	8%
1m.	CF-Y5 Series	8%
1n.	Accessories	10%
1o.	Wireless Display	15%
1p.	CF-08	15%
1q.	Accessories	10%
2.	Accessories	
2a.	Memory Expansion	10%
2b.	Carry Cases	10%
2c.	Power Accessories	10%
2d.	Drives	10%
2e.	Docking/Port Replicators	10%
2f.	External Displays	10%
2g.	Vehicle Mounts	10%
2h.	All Other Accessories	10%
3.	Services	
3a.	Imaging	0%
3b.	Protection Plus	0%
3c.	Extended Warranties	0%
3d.	Extended Warranties – Batteries	0%
3e.	All other Services	0%
4.	Arbitrator	10%

Tier 2 Pricing – 251 or more units

ITEM NO.	PRODUCT GROUP	PERCENT DISCOUNT OFF PANASONIC SRP
1.	Toughbook Product Line	
1a.	Fully-Rugged	<u>16%</u>
1b.	CF-08	<u>16%</u>
1c.	CF-19	<u>16%</u>
1d.	CF-30	<u>16%</u>
1e.	Accessories	<u>11%</u>
1f.	Semi-Rugged	<u>13%</u>
1g.	CF-51	<u>13%</u>
1h.	74	<u>13%</u>
1i.	Accessories	<u>10%</u>
1j.	Business Rugged	<u>9%</u>
1k.	CF-T5 Series	<u>9%</u>
1l.	CF-W5 Series	<u>9%</u>
1m.	CF-Y5 Series	<u>9%</u>
1n.	Accessories	<u>11%</u>
1o.	Wireless Display	<u>16%</u>
1p.	CF-08	<u>16%</u>
1q.	Accessories	<u>11%</u>
2.	Accessories	
2a.	Memory Expansion	<u>11%</u>
2b.	Carry Cases	<u>11%</u>
2c.	Power Accessories	<u>11%</u>
2d.	Drives	<u>11%</u>
2e.	Docking/Port Replicators	<u>11%</u>
2f.	External Displays	<u>11%</u>
2g.	Vehicle Mounts	<u>11%</u>
2h.	All Other Accessories	<u>11%</u>
3.	Services	
3a.	Imaging	<u>0%</u>
3b.	Protection Plus	<u>0%</u>
3c.	Extended Warranties	<u>0%</u>
3d.	Extended Warranties – Batteries	<u>0%</u>
3e.	All other Services	<u>0%</u>
4.	Arbitrator	<u>11%</u>