

PC Specialists, Inc., dba Technology Integration Group	TIPS Contract 200105 Technology Solutions, Products and Services
Section A - pricing option	
GOODS PRICING	

In section "A", Vendors may insert line items, if they choose to, in the top section under "EQUIPMENT/GOODS" or vendors may choose to bypass the section "A" and put only a discount off catalog in section "B" below. YOU MAY ADD ADDITIONAL LINES AS REQUIRED

Alternate method for Section "A" - In Section "A", vendor may choose not to list line items because of the number of items available. As an alternative, the vendor may list lines of goods or manufacturers with a minimum discount off that line of goods. An example of each is

EQUIPMENT/GOODS by line	Description	MSRP	% Discount
Product/Manufacturer	All Acme products available from our company		10.00%
Example 1: All Acme product line	gadget part	\$100.00	15.00%
Example 2: Acme			
Insert below this line only			
3M	All products available from TIG		2.00%
AccelTex Solutions	All products available from TIG		8.00%
Acer	All products available from TIG		2.00%
Acronis	All products available from TIG		8.00%
ACTIONTEC ScreenBeam Inc.	All products available from TIG		2.00%
Adobe	All products available from TIG		2.00%
Anywhere Cart	All products available from TIG		8.00%
APC	All products available from TIG		2.00%
Apple	All products available from TIG		2.00%
Arclyte Technologies, Inc.	All products available from TIG		8.00%
Arctic Wolf Networks Inc.	All products available from TIG		2.00%
Aruba	All products available from TIG		8.00%
ASUS	All products available from TIG		8.00%
Audinate	All products available from TIG		8.00%
Autodesk	All products available from TIG		8.00%
Aver	All products available from TIG		5.00%
AVID Products Inc.	All products available from TIG		2.00%
Axiom	All products available from TIG		8.00%
Axis	All products available from TIG		8.00%
Barracuda Networks	All products available from TIG		8.00%
BCDVideo	All products available from TIG		2.00%
Belkin	All products available from TIG		8.00%
BenQ Corporation	All products available from TIG		2.00%
Black Box	All products available from TIG		8.00%
Bogan	All products available from TIG		8.00%
Bosch	All products available from TIG		2.00%
Brother	All products available from TIG		8.00%
C2G	All products available from TIG		8.00%
Canon	All products available from TIG		8.00%
Carbon Black	All products available from TIG		8.00%
Chatsworth Products	All products available from TIG		2.00%
Check Point	All products available from TIG		8.00%
Chief	All products available from TIG		8.00%
Cisco	All products available from TIG		5.00%
Citrix	All products available from TIG		2.00%
Code	All products available from TIG		8.00%
Commvault	All products available from TIG		8.00%

Cradlepoint	All products available from TIG		2.00%
CrowdStrike	All products available from TIG		8.00%
Cyber Acoustics	All products available from TIG		2.00%
CyberPower	All products available from TIG		8.00%
Cylance	All products available from TIG		8.00%
DataDirect Networks	All products available from TIG		8.00%
Dell EMC	All products available from TIG		2.00%
Digi International	All products available from TIG		2.00%
Eaton	All products available from TIG		8.00%
Elmo USA Corp.	All products available from TIG		8.00%
Empowered Digital	All products available from TIG		2.00%
Epson	All products available from TIG		5.00%
Ergotron	All products available from TIG		8.00%
ESET	All products available from TIG		2.00%
Extreme Networks	All products available from TIG		8.00%
Extron	All products available from TIG		8.00%
F5 Networks	All products available from TIG		8.00%
FireEye	All products available from TIG		8.00%
Forcepoint	All products available from TIG		8.00%
Formax	All products available from TIG		8.00%
Fortinet	All products available from TIG		8.00%
Fujitsu	All products available from TIG		5.00%
Google	All products available from TIG		2.00%
Griffin	All products available from TIG		8.00%
Gumdrop	All products available from TIG		2.00%
Hewlett Packard Enterprise (HPE)	All products available from TIG		8.00%
Hikvision	All products available from TIG		8.00%
Honeywell	All products available from TIG		8.00%
HP Inc. (HPI)	All products available from TIG		2.00%
Humanscale	All products available from TIG		8.00%
IBM	All products available from TIG		8.00%
iland	All products available from TIG		2.00%
InFocus	All products available from TIG		8.00%
Intel	All products available from TIG		8.00%
IPVideo	All products available from TIG		8.00%
ivanti	All products available from TIG		8.00%
Jabra	All products available from TIG		8.00%
Jar Systems, LLC	All products available from TIG		2.00%
Jive Software	All products available from TIG		2.00%
Juniper Networks	All products available from TIG		5.00%
Kensington	All products available from TIG		8.00%
Kingston	All products available from TIG		8.00%
KnowBe4	All products available from TIG		8.00%
Laird Connectivity, Inc.	All products available from TIG		2.00%
Legrand	All products available from TIG		2.00%
Lenovo	All products available from TIG		2.00%
Lexmark	All products available from TIG		8.00%
LG	All products available from TIG		8.00%
Lifesize	All products available from TIG		8.00%
Lockncharge	All products available from TIG		5.00%
Logitech	All products available from TIG		8.00%
LogMeIn	All products available from TIG		2.00%
Lumens Integration Inc.	All products available from TIG		8.00%
Luxor	All products available from TIG		2.00%
Makerbot	All products available from TIG		2.00%
March Networks	All products available from TIG		8.00%
McAfee	All products available from TIG		8.00%
Micron	All products available from TIG		8.00%
Microsoft Inc.	All products available from TIG		2.00%

Middle Atlantic	All products available from TIG		8.00%
Milestone Systems	All products available from TIG		2.00%
Mimecast	All products available from TIG		8.00%
Mitel	All products available from TIG		8.00%
Moxa	All products available from TIG		2.00%
NEC	All products available from TIG		5.00%
NetApp	All products available from TIG		8.00%
NETGEAR	All products available from TIG		8.00%
Neverware	All products available from TIG		2.00%
Nutanix	All products available from TIG		8.00%
Optoma Technology	All products available from TIG		2.00%
Oracle	All products available from TIG		8.00%
OtterBox	All products available from TIG		8.00%
Palo Alto Networks	All products available from TIG		8.00%
Panasonic	All products available from TIG		2.00%
Panorama Antennas	All products available from TIG		2.00%
PaperCut Software	All products available from TIG		8.00%
Peerless Industries, Inc.	All products available from TIG		2.00%
Planar	All products available from TIG		8.00%
Plantronics	All products available from TIG		8.00%
Polycom	All products available from TIG		8.00%
Limited	All products available from TIG		2.00%
Proofpoint	All products available from TIG		8.00%
Qlik Technonlogies Inc.	All products available from TIG		5.00%
Red Hat	All products available from TIG		8.00%
Ricoh	All products available from TIG		8.00%
Riverbed	All products available from TIG		8.00%
RSA	All products available from TIG		8.00%
Ruckus Wireless	All products available from TIG		8.00%
Safeware	All products available from TIG		2.00%
Samsung	All products available from TIG		2.00%
Schneider Electric (APC)	All products available from TIG		2.00%
Sergeant Laboratories	All products available from TIG		2.00%
Sharp	All products available from TIG		8.00%
Shure	All products available from TIG		8.00%
Softer Technologies LLC	All products available from TIG		8.00%
SolarWinds Inc.	All products available from TIG		2.00%
SonicWALL	All products available from TIG		5.00%
Sony	All products available from TIG		8.00%
SoundTrap	All products available from TIG		2.00%
Sophos	All products available from TIG		8.00%
Spectrum Industries	All products available from TIG		8.00%
StarTech.com	All products available from TIG		8.00%
StorageCraft	All products available from TIG		8.00%
SuperMicro	All products available from TIG		2.00%
Symantec	All products available from TIG		2.00%
Synology	All products available from TIG		2.00%
Targus	All products available from TIG		8.00%
Tenable	All products available from TIG		8.00%
Texas Instruments	All products available from TIG		2.00%
Topaz Systems	All products available from TIG		8.00%
Toshiba	All products available from TIG		2.00%
Trend Micro	All products available from TIG		8.00%
Tripp Lite	All products available from TIG		8.00%
Ubiquiti, Inc.	All products available from TIG		8.00%
Unitrends	All products available from TIG		8.00%
Urban Armor Gear	All products available from TIG		5.00%
V7	All products available from TIG		8.00%
VanDyke Software	All products available from TIG		2.00%

Varidesk	All products available from TIG		8.00%
Veeam	All products available from TIG		8.00%
Veritas	All products available from TIG		8.00%
Vertiv	All products available from TIG		8.00%
ViewSonic	All products available from TIG		8.00%
Visio	All products available from TIG		8.00%
Vivotek USA, Inc.	All products available from TIG		2.00%
VMware	All products available from TIG		2.00%
WatchGuard	All products available from TIG		8.00%
Western Digital	All products available from TIG		8.00%
WilsonPRO	All products available from TIG		2.00%
Worth Avenue Group	All products available from TIG		2.00%
Xerox	All products available from TIG		8.00%
XMedius	All products available from TIG		8.00%
Zebra	All products available from TIG		8.00%

** Insert more records as
Last Update was on 9/21/21

	ENTER BELOW THE MINIMUM % DISCOUNT OFF OF ALL GOODS IN YOUR "CATALOG" AS DEFINED IN THE RFP. *REQUIRED FIELD
Section B - Pricing Option - Discount off catalog price	2.00%

Please provide the minimum percent discount off you will offer to our members for the catalogue, list, shelf, web or other published pricing that is not listed above in Section "A" or not currently available and may be added during the life of the award. Fixed minimum discount offered to TIPS or TIPS member for items offered by vendor, but not itemized in this proposal. Additional deeper discounts may be negotiated by TIPS or TIPS member with awarded vendor at time of purchase depending on item and volume of purchase. **If no percentage is inserted to the cell to the right, TIPS assumes and records a zero percentage discount off catalog pricing. If you disagree or wish to enter a percentage greater than zero, please note in the cell to the right**

In order to add products to your proposal after you have been awarded a contract, you MUST add a discount off for the catalogue section above. To see a more thorough definition of "Catalog" refer to the RFP document.



PC Specialists, Inc., dba Technology Integration Group

Contract 200105 Technology Solutions, Products and Services
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SERVICES PRICING

Service or Travel type or service component name - SKU	Description	PLEASE SPECIFY UNIT PRICED-(eg. Hour, day, per person, etc)	Year 1 Unit Cost - Not to Exceed	% Discount	TIPS Price - Not to Exceed	What is the maximum price increase for the above services in percentage from year one to year two and from year two to year three? Insert percentage in cell(s) below.
Senior Engineer	On-site service. T&E may apply depending on location	Daily Rate / Hourly Rate	\$1960.00 / \$245.00	8.00%	\$1803.20 / \$225.40	5%, 5%
Engineer	On-site service. T&E may apply depending on location	Daily Rate / Hourly Rate	\$1560.00 / \$195	8.00%	\$1435.20 / \$179.40	5%, 5%
Network Technician	On-site service. T&E may apply depending on location	Daily Rate / Hourly Rate	\$1120.00 / \$140.00	8.00%	\$1030.40/ \$128.80	5%, 5%
Technician	On-site service. T&E may apply depending on location	Daily Rate / Hourly Rate	\$800.00 / \$100.00	8.00%	\$736.00 / \$92.00	5%, 5%
Project Manager	On-site service. T&E may apply depending on location	Daily Rate / Hourly Rate	\$1280.00 / \$160.00	8.00%	\$1177.60/ \$147.20	5%, 5%
Trip Charge - Onsite Work	On-site service trip charge.	Per Trip	\$150.00	8.00%	\$138.00	5%, 5%
Asset Tagging- Metal Tags*	Generate unique asset tag and affix to device	per device	\$8.00	8.00%	\$7.36	5%, 5%
Asset Tagging-Mylar or Customer Provided Tags*	Generate unique asset tag and affix to device	per device	\$8.00	8.00%	\$7.36	5%, 5%
Bag Distribution with Device*	Bagging and/or Casing devices that TIG has imaged or enrolled, prior to distribution	per device	\$3.00	8.00%	\$2.76	5%, 5%
Base Fee (Monthly) Local Depot	Local depot per device	per device	\$20.00	8.00%	\$18.40	5%, 5%
Base Fee (Monthly) Mail-in Depot	Mail-in depot per device	per device	\$35.00	8.00%	\$32.20	5%, 5%
Cart Wiring	cart	per device	\$3.00	8.00%	\$2.76	5%, 5%

Computer Cart Refurbishment	Refurbishment including cleaning, unwiring and rewiring of a computer cart. Minimum of 20 devices per cart. Labor only (replacement parts and/or new cables additional at cost plus 20% markup. T & E may apply depending on locations.	per device	\$8.00	8.00%	\$7.36	5%, 5%
Computer Cart and/or Cabinet Delivery Deployment	Cabinet delivery. May include: Receiving/unpalletizing/unboxing of equipment. Disposal of trash/recycling. Installation. Inside delivery specifications.	per device	\$50.00	8.00%	\$46.00	5%, 5%
Computer Logistics and Redeployment	Project managed Pickup, Storage and Redeployment of Computer Devices	per device	\$125.00	8.00%	\$115.00	5%, 5%
Chromebook White Glove Enrollment	Enroll / Update Chromebook device with delivery	per device	\$25.00	8.00%	\$23.00	5%, 5%
Chromebook Summer Refresh	Refresh and Clean per device	per device	\$20.00	8.00%	\$18.40	5%, 5%
Etching	Professional etching	per device	\$20.00	8.00%	\$18.40	5%, 5%
Tablet Config. & Deploy. Service	Configuration and /or Deployment of iPad or Android Tablet Device. May include: Jamf - MDM enrollment, asset tagging, installment in protective case, registration, receiving/unpalletizing/unboxing of equipment, disposal of trash/recycling, inside delivery.	per device	\$47.50	8.00%	\$43.70	5%, 5%
Windows Desktop Imaging	Imaging of Windows desktop	per device	\$45.00	8.00%	\$41.40	5%, 5%
Windows Laptop/Notebook Imaging	Imaging of Windows laptop	per device	\$30.00	8.00%	\$27.60	5%, 5%
Windows Laptop Summer Refresh	Refresh and Clean per device	per device	\$35.00	8.00%	\$32.20	5%, 5%
Reclamation - Chromebooks	Retirement services for chromebooks	per device	\$10.00	8.00%	\$9.20	5%, 5%

Reclamation - Laptops	Retirement services for laptops	per device	\$15.00	8.00%	\$13.80	5%, 5%
Additional Storage Fees	Per each additional 30 days storage of a device	per device	\$8.00	8.00%	\$7.36	5%, 5%
Out-of-Warranty / Time and Materials Support	Service or Diagnostic Fee plus cost of parts (plus 20% markup)**	per device	\$100 fee + (cost of parts with a 20% markup)	8.00%	\$92 fee + (cost of parts with a 20% markup)	5%, 5%
Extended 4 year warranty with unlimited accidental damage.	For years 2-4 extends Dell, HP, Lenovo and Apple warranty for devices valued between \$200 - \$400 / unit	per device	\$135.00	8.00%	\$124.20	5%, 5%
8-Pack Box	Box for devices	each	\$20.00	8.00%	\$18.40	5%, 5%
10-Pack Box	Box for devices	each	\$20.00	8.00%	\$18.40	5%, 5%
Basic Management Bundle	Typically under 10 key network elements monitored and managed. Includes proactive device maintenance and reactive support. May include limited on-site service and SaaS products. Project Management. Quarterly Business Reviews. Specific Services and Deliverables are defined under contract for each engagement.	Month	\$2,000.00	8.00%	\$1,840.00	5%, 5%
Mid Range Management Bundle	Typically under 20 key network elements monitored and managed. Includes proactive device maintenance and reactive support. May include limited on-site service and SaaS products. Project Management. Quarterly Business Reviews. Specific Services and Deliverables are defined under contract for each engagement.	Month	\$5,000.00	8.00%	\$4,600.00	5%, 5%

Advanced Management Bundle	Typically under 50 key network elements monitored and managed. Includes proactive device maintenance and reactive support. May include limited on-site service and SaaS products. Project Management. Quarterly Business Reviews. Specific Services and Deliverables are defined under contract for each engagement.	Month	\$10,000.00	8.00%	\$9,200.00	5%, 5%
Professional Services - Project Standard	Standard. Includes Project Management and may include Net Techs, Engineers and Sr. Engineers. Normally would be less than 15 days in duration. May include limited on-site services and remote service delivery as well as travel expenses such as airfare, hotel, per diem, rental car and mileage. Specific Services and Deliverables are defined under a Statement of Work for each engagement.	Fixed	\$55,000.00	8.00%	\$50,600.00	5%, 5%
Professional Services - Project Advanced	Advanced. Includes Project Management and may include Net Techs, Engineers, Sr. Engineers, Solution Architects and Consultants. Normally would be less than 30 days in duration. May include limited on-site services and remote service delivery as well as travel expenses such as airfare, hotel, per diem, rental car and mileage. Specific Services and Deliverables are defined under a Statement of Work for each engagement.	Fixed	\$110,000.00	8.00%	\$101,200.00	5%, 5%

Professional Services - Project Premium	Premium. Includes Project Management and may include Net Techs, Engineers, Sr. Engineers, Solution Architects and Consultants. Normally would be over 30 days in duration. May include limited on-site services and remote service delivery as well as travel expenses such as airfare, hotel, per diem, rental car and mileage. Specific Services and Deliverables are defined under a Statement of Work for each engagement.	Fixed	\$165,000.00	8.00%	\$151,800.00	5%, 5%
All OEM Services from all OEMs listed on Pricing Form 1	All OEM Services available from TIG	per service		2.00%		

* Service is provided in conjunction with other services (such as imaging or enrollment).

**Service/Diagnostic fee is discounted; parts + markup are a fixed price

Additional Note: Lower daily rates and/or flat rates may also be available depending on project type and duration.



Technology Integration Group.

November 1, 2021

Rob Masten
IT Manager, County of Monterey – ITD
1590 Moffett Street
Salinas, CA 93901
Phone: (831) 759-6918
Email: MastenR@co.monterey.ca.us

RE: The Interlocal Purchasing System (TIPS) Technology Solutions Products and Services contract

Dear Mr. Masten,

PC Specialists, Inc dba Technology Integration Group (TIG) is pleased to offer the following terms to align with TIG's TIPS Technology Solutions Products and Services contract.

TIG will offer the County of Monterey all non-listed manufacturers products that TIG is authorized to sell a minimum of 2% off list until terminated.

In addition, there is a survival clause in the TIPS agreement. This clause allows TIG to ensure the County that any pricing discounts offered to the County of Monterey prior to the term of the TIPS contract shall remain valid as long as there is an existing agreement between TIG and the County of Monterey even after the term date of the TIPS contract. The County of Monterey may also add a cancelation clause to the agreement with TIG that allows either party to cancel the agreement with 30 days written notice.

Survival Clause

All applicable sales, leases, Supplemental Agreements, contracts, software license agreements, warranties or service agreements that were entered into between Vendor and TIPS or the TIPS Member Customer under the terms and conditions of this Agreement shall survive the expiration or termination of this Agreement. All Orders, Purchase Orders issued or contracts executed by TIPS or a TIPS Member and accepted by the Vendor prior to the expiration or termination of this agreement, shall survive expiration or termination of the Agreement, subject to previously agreed terms and conditions agreed by the parties or as otherwise specified herein relating to termination of this agreement.

Please let us know if there are any additional concerns, we can address.

Sincerely,

Tom Janecek
Chief Executive Officer
Technology Integration Group