**AMENDMENT NO. 1 TO CONTRACT NO. MNWNC-108**

**THIS AMENDMENT** is by and between the State of Minnesota, acting through its commissioner of Administration ("State"), and Dell Marketing L.P., One Dell Way, Mailstop RR1-33 Legal, Round Rock, TX 78682 ("Contract Vendor").

**WHEREAS**, the State has a Contract with the Contract Vendor identified as Contract No. MNWNC-108, April 1, 2015, through March 31, 2017 ("Contract"), to provide Computer Equipment: (Desktops, Servers, and Storage including Related Peripherals and Services); and

**WHEREAS**, Minn. Stat. § 16C.03, subd. 5, affords the commissioner of Administration, or delegate pursuant to Minn. Stat. § 16C.03, subd. 16, the authority to amend contracts; and

**WHEREAS**, the terms of the Contract allow the State to amend the Contract as specified herein, upon the mutual agreement of the Materials Management Division and the Contract Vendor in a fully executed amendment to the Contract.

**NOW, THEREFORE,** it is agreed by the parties to amend the Contract as follows:

1. That Contract No. MNWNC-108 is extended through March 31, 2020, at the same terms and conditions.
2. The Contract Vendor shall provide Computer Equipment: (Desktops, Servers, and Storage including Related Peripherals and Services) at the prices set forth on the attached Exhibit B, Pricing Schedule.

This Amendment is effective beginning April 1, 2017, or upon the date that the final required signatures are obtained, whichever occurs later, and shall remain in effect through contract expiration, or until the Contract is canceled, whichever occurs first.

Except as herein amended, the provisions of the Contract between the parties hereto are expressly reaffirmed and remain in full force and effect.

**IN WITNESS WHEREOF**, the parties have caused this Amendment to be duly executed intending to be bound thereby.

| | |
|---|---|
| **1. DELL MARKETING, L.P.**<br>The Contractor certifies that the appropriate person(s) have executed this Amendment on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.<br>By: D. Wigington<br>Signature<br>Diane Wigington<br>Printed Name<br>Title: Contracts Program Manager<br>Date: 02/14/2017<br>By: _____<br>Signature<br>_____<br>Printed Name<br>Title: _____<br>Date: _____ | **2. OFFICE OF STATE PROCUREMENT**<br>In accordance with Minn. Stat. § 16C.03, subd. 3.<br>By: Andy Doran<br>Title: Acquisition Management Specialist<br>Date: 2/15/17<br>**3. COMMISSIONER OF ADMINISTRATION**<br>Or delegated representative.<br>By: Laura J. Jarnett<br>Date: 2/16/2017 |

DEPARTMENT OF ADMINISTRATION
STATE PROCUREMENT

COMPUTER EQUIPMENT
2014-2020
Updated 04/01/2017

WSCA-NASPO
COOPERATIVE PURCHASING ORGANIZATION

# MINNESOTA WSCA-NASPO MASTER AGREEMENT AWARD

| | | |
|---|---|---|
| 1. BASELINE PRICING DELL RETAIL PRICE LIST | | |
| LINK: http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf | | |
| 2. BAND DISCOUNTS – (CATEGORY EXCEPTIONS APPLICABLE IN ALL BANDS) | DELL CATEGORY | MINIMUM DISCOUNT |
| BAND 1 DESKTOP | A | 15% |
| BAND 2 LAPTOP | A | 15% |
| BAND 3 TABLET | H | 4% |
| BAND 4 SERVER | A | 13.5% |
| BAND 5 STORAGE | A | 13.5% |
| IMPORTANT: The minimum discount is provided, refer to Contract Vendor's Website for any additional discounts and request a quote for bulk/volume discounts. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price). If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance. | | |
| CATEGORY EXCEPTIONS: | | |
| Toner | F | 1.5% |
| Value Latitude, OptiPlex, Workstation; Selected Products | H | 4% |
| Selected Promo Offers; Inspiron; Selected Latitude; SC PowerEdge; Selected Dell \| EMC; Dell Branded Peripherals/Imaging: PowerConnect, Axim, Projector, Printer | S | 2.5% |
| Spare Parts, selected Dimension Brand | U, W, Z | .5% |
| 3. THIRD PARTY PRODUCTS - (APPLICABLE IN ALL BANDS) | M | 5.5% |
| CATEGORY EXCEPTIONS: | | |
| Selected Third Party Products (software and peripherals) | X | .5% |
| Selected Third Party Printers | F | 1.5% |
| 4. SERVICES | | |
| Services are at the option of Participating States. Participating Addendums by each State may address service agreement terms and related travel. States may negotiate additional services. The majority of Dell-branded hardware includes a one-year warranty. Customer may purchase warranty upgrades for 2, 3, 4 or 5 years for certain Dell-branded hardware as offered by Dell. For Dell standard warranty information see http://www.dell.com/learn/us/en/uscorp1/solutions/limited-hardware-warranties | | |
| Selected Service on Poweredge Departmental Servers; Directline Service; 4-Hr On-Site Critical Care Plus; Business Care Plus On-Site Service (all years) | O | 13.3% |
| On-site – Next Business Day On-site (extended yrs), Critical Care On-site Service (all yrs), other svcs | R,Z,Z1&ZS | .5% |
| 5. LEASING | | |
| Participating Addendum may identify if and how leasing agreement terms will be conducted. | | |
| 6. ADDITIONAL DISCOUNTS – Request a quote for discounts on bulk/volume purchases. | | |

**a. Per Transaction Multiple Unit: Contact your Sales Representative for additional discounts for volume purchases.**

| Minimum Dollar Volume Associated with Single Transaction | Maximum Dollar Volume Associated with Single Transaction | Cat A only, Single Transaction, Maximum of 10 ship to Locations |
|---|---|---|
| $50,000.00 | $99,999.99 | Greater than or Equal to 1% |
| $100,000.00 | $199,999.99 | Greater than or Equal to 2% |
| $200,000.00 | $499,999.99 | Greater than or Equal to 4% |
| $500,000.00 | $999,999.99 | Greater than or Equal to 6% |
| $1,000,000.00 | No Maximum | Greater than or Equal to 8% |

**b. Cumulative: Cumulative Discounts are managed at the Master Agreement Level based on total volume.**

| Cumulative Dell Spend "Gates" | Category A Discount (Adjustment to the Matrix) |
|---|---|
| Up to $2B | 13.5% |
| $2B to $4B | 14% |
| $4B to $6B | 14.5% |
| $6B to $8B | 15% |
| $8B to $10B | 15.5% |
| Over $10B | 16% |

c. **Other Discounts provided:** For purchases made online via Dell.com, Dell offers an additional 0.5% per category, except for Category O. For online purchases of Category O Services, Dell will offer a 13.5% discount.

# CERTIFICATE OF SIGNATURE AUTHORITY

This is to certify that the below named individuals of Dell Federal Systems, L.P. are authorized to execute agreements, proposal documents, certificates and representations on behalf of and in the name of Dell Federal Systems, L.P. or any other Dell entity in accordance with Dell's Contracts, Proposals and Statements of Work (SOW) US Signature Policy. This certification shall become effective upon execution and continue until rescinded in whole or in part. If the employment status, title or roles and responsibilities of any of the below named individuals changes then their authority will be revised according to their then current employment status, title or roles and responsibilities. This certification may be rescinded in whole or in part, at any time without prior notice. Interested parties may request an updated certificate by written request to the following address:

Dell Federal Systems, L.P.
Customer Engagement Management
Contracts, Proposals & SOW
Certificate of Authority Request
One Dell Way, Mailstop 8708
Round Rock, Texas 78682

John Lavorato, Executive Director – CEM
Bobbi Dangerfield, VP Global Relationship Business Operations
Joe Ayers, AVP - Federal
Max Peterson, AVP - Federal
Barbara Tomaschy, VP - Finance
Scott Sanders, Executive Director - Finance
Josh Bashara, Operations Director
Kathleen Hines, Contracts Director
Glen McGuire, Proposals Director
Jane McKenzie, Contracts Director
Rich Walsh, Contracts Director
Kim James, Audit & Compliance
Cindy Waidelich, Proposals Sr. Manager
Dana Anderson, Contract Manager
Pamala Aschenbrenner, Contract Manager, SOW
Lorri Bailey, Contract Manager
John Billings, Proposal Manager
Dennis Brand, Proposal Manager
Kevin Bromley, Contracts Manager
Eric Bufkin, Proposal Manager
Solange Calo, Proposal Manager
Lisa Campos, Proposal Manager
Aimee Cantrell, Proposal Manager
Renee Carrasco, Proposal Manager
Daniela Chambless, Proposal Manager
Michelle Chaney, Proposal Manager
Len Collett, Contract Manager
Mary Collins, Proposal Manager
Chris Collinson, Proposal Manager
Dennis Daley, Contract Manager
Mitchell Duncan, Proposal Manager
Montana Duncan, Contract Manager
Greg Fletcher, Proposal Manager
Meghan Flisakowski, Proposal Manager
Ani Fox, Proposal Manager
Jody Hahn, Proposal Manager
Jill Henderson, Contract Manager
Brian Johnson, Proposal Manager
Beth Jordan, Proposal Manager
Kate Kauffman, Contract Manager, SOW
Brice Kelly, Contract Manager
Liz Killmer, Contract Manager
Ashleigh Lane, Contract Manager
Stephanie Lendecky, Contract Manager
Scott Loras, Contract Manager
Melanie Mack, Proposal Manager
Christina McColly, Contract Manager
Lauren McCosham, Contract Manager
Staci McDonald, Proposal Manager
Felicia Middleton, Proposal Manager
Stephanie Miller, Contract Manager
Clare Mooney, Proposal Manager
Susan Morgan, Contract Manager
Jeannine Nagel, Proposal Manager
Kelly O'Shieles, Contract Manager
Stan Parish, Proposal Manager
Jennifer Parris, Contract Manager
Phyllis Pate, Contract Manager
Keon Robertson, Contract Manager, SOW
Tiffany Roper, Proposal Manager
Robert Saufferer, Contract Manager
Mary Shuman, Proposal Manager
Brian Sokoff, Proposal Manager
Susan Spalding, Contracts Advisor
Nicholas Stokes, Proposal Manager
Ted Thomas, Proposal Manager
Melissa Vaclavik, Proposal Manager
Christian von Wupperfeld, Contract Manager
Teresa Walden, Contract Manager
David White, Contract Manager
Diane Wigington, Contract Manager

Witness my hand on the following day:

Frank Muehleman
VP and General Manager – North America Public Business Group

6/6/2011
Date