

Education List Product Pricing Offering

[99999-SPD-SPD0000161-0010](#) Howard Technology Solutions

[99999-SPD-SPD0000161-0009](#) Panasonic Corporation of North America

[99999-SPD-SPD0000161-0008](#) Lenovo- United States Inc.

[99999-SPD-SPD0000161-0007](#) HP Inc.

[99999-SPD-SPD0000161-0008](#) GovConnection, Inc

[99999-SPD-SPD0000161-0004](#) Dell marketing, LP

[99999-SPD-SPD0000161-0003](#) CDW Government, Inc.

[99999-SPD-SPD0000161-0002](#) ByteSpeed

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE DATE 6/17/2019

HOWARD INDUSTRIES, INC.		
Products	Standard Discount% Off List Price	Education Discount% Off List Price
Category A		
<i>Laptops</i>	18%	18%
<i>Peripherals</i>	6%	6%
<i>Accessories</i>	6%	6%
<i>Services</i>	6%	6%

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE 6/17/2019

PANASONIC		
Products	Standard Discount% Off List Price	Education Discount% Off List Price
Category B		
<i>Ruggedized Computing</i>	13%	13%
<i>Peripherals</i>	11%	11%
<i>Accessories</i>	11%	11%
<i>Services</i>	2%	2%

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

Effective 6/17/2019

LENOVO		
Products	Standard Discount% Off List Price	Education Discount% Off List Price
Category A		
<i>Desktops</i>	35%	35%
<i>Peripherals</i>	12%	12%
<i>Accessories</i>	20%	20%
<i>Services</i>	20%	20%
Category A		
<i>Laptops</i>	3%	3%
<i>Peripherals</i>	12%	12%
<i>Accessories</i>	20%	20%
<i>Services</i>	20%	20%
Category C		
<i>Thin Clients</i>	12%	12%
<i>Peripherals</i>	12%	12%
<i>Accessories</i>	20%	20%
<i>Services</i>	20%	20%
Category E		
<i>Peripherals</i>	12%	12%
<i>Accessories</i>	20%	20%
<i>Services</i>	20%	20%

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE DATE 6/17/2019

HP		
Products	Standard Discount% Off List Price	Education Discount% Off List Price
Category A		
DESKTOPS	12%	12%
<u>Desktops</u>		
Entry-Level & Specialty Desktops (includes all AIO)	12%	12%
Mid-Range	15%	15%
High-End	18%	18%
Retail Solutions	18%	18%
Desktop CTO Modules	12%	12%
<u>Workstations</u>		
Entry / Value Workstations	22%	22%
Mid-Range Workstations	22%	22%
High-End Workstations	24%	24%
Workstation CTO Modules	23%	23%
PERIPHERALS	10%	10%
ACCESSORIES	19%	19%
Desktop Options and Accessories	19%	19%
Workstation Options and Accessories	24%	24%
SERVICES	20%	20%
Care Packs		
Maintenance Services and Day One Contract Services		
Other Manufacturing Services		
Custom Services (Manufacturer and Partner Led)		
Category A		
LAPTOPS	8%	8%
Entry-Level Notebooks	12%	12%
Mini Notebooks	8%	8%
Mid-Range Notebooks	16%	16%
High-End and workstation mobility	18%	18%
Notebook CTO Modules	11%	11%
PERIPHERALS	10%	10%
ACCESSORIES	19%	19%
Notebook Options and Accessories	19%	19%
SERVICES	20%	20%
Care Packs		
Maintenance Services and Day One Contract Services		
Other Manufacturing Services		
Custom Services (Manufacturer and Partner Led)		

Category A		
<i>TABLETS</i>	10%	10%
Specialty Tablets; Mini Tablet, Elite pad	10%	10%
Ultra-light & Tablet PCs	13%	13%
Mid-Range Tablets	16%	16%
Tablet CTO Modules	11%	11%
<i>PERIPHERALS</i>	10%	10%
<i>ACCESSORIES</i>	19%	19%
Tablet Accessories	19%	19%
<i>SERVICES</i>	20%	20%
Care Packs		
Maintenance Services and Day One Contract Services		
Other Manufacturing Services		
Custom Services (Manufacturer and Partner Led)		
Category C		
<i>THIN CLIENTS</i>	16%	16%
<i>PERIPHERALS</i>	10%	10%
<i>ACCESSORIES</i>	16%	16%
<i>SERVICES</i>	20%	20%
Care Packs		
Maintenance Services and Day One Contract Services		
Other Manufacturing Services		
Custom Services (Manufacturer and Partner Led)		

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE 6/17/2019

GOVCONNECTION, INC.		
<u>Products</u>	Standard Discount% Off List Price	Education Discount% Off List Price
Category E		
<i>Peripherals</i>	4%	4%
<i>Accessories</i>	4%	4%

COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE DATE 6/17/2019

DELL MARKETING LP		
Products	Standard Discount% Off List Price	Education Discount% Off List Price
Category A		
<i><u>Desktops</u></i>	13%	15%
<i>Peripherals</i>	5%	5%
<i>Accessories</i>	5%	5%
<i>Services</i>	0%	0%
Category A		
<i><u>Laptops</u></i>	13%	15%
<i>Peripherals</i>	5%	5%
<i>Accessories</i>	5%	5%
<i>Services</i>	0%	0%
Category A		
<i><u>Tablets</u></i>	13%	15%
<i>Peripherals</i>	5%	5%
<i>Accessories</i>	5%	5%
<i>Services</i>	0%	0%
Category B		
<i>Ruggedized Computing</i>	13%	15%
<i>Peripherals</i>	5%	5%
<i>Accessories</i>	5%	5%
<i>Services</i>	0%	0%
Category C		
<i>Thin Clients</i>	13%	15%
<i>Peripherals</i>	5%	5%
<i>Accessories</i>	5%	5%
<i>Services</i>	0%	0%
Category E		
<i>Peripherals</i>	13%	15%
<i>Accessories</i>	13%	15%
<i>Services</i>	0%	0%

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE DATE 6/17/2019

CDW GOVERNMENT, LLC		
Products	Standard Discount% Off List Price	Education Discount% Off List Price
Category E		
<i>Peripherals</i>	8%	8%
<i>Accessories</i>	8%	8%
<i>Services</i>	3%	3%

END-USER COMPUTING: PERCENTAGE DISCOUNT OFF LIST PRICE

EFFECTIVE 6/17/2019

BYTESPEED COMPUTERS		
<u>Products</u>	Standard Discount% Off List Price	Education Discount% Off List Price
Category A		
<u>Desktops</u>	15%	25%
<i>Peripherals</i>	20%	25%
<i>Accessories</i>	20%	25%
<i>Services</i>	5%	10%
Category A		
<u>Laptops</u>	15%	25%
<i>Peripherals</i>	20%	25%
<i>Accessories</i>	20%	25%
<i>Services</i>	5%	10%
Category E		
<i>Peripherals</i>	20%	20%
<i>Accessories</i>	20%	20%
<i>Services</i>	15%	20%