

**New York State Office of General Services Procurement Services Group
Pricing for Exagrid Submission for NYS Contract
Group 75050 - Award 22016 - Contract PT65050**



Part #	ExaGrid NYS Pricing	ExaGrid List	Discount	NYS Product Price	Part #	NYS Maint. & Support 5x8 1-year	Part #	NYS Maint. & Support 7x24 1-year
Single Site System								
EX2-1TB-S1	1 TB of Customer Data	\$14,900	18.0%	\$12,218	EX2-1TBSS1YR-MS-S	\$1,832.70	EX2-1TBSS1YR-MS-P	\$2,810.14
EX2-2TB-S1	2 TB of Customer Data	\$22,900	18.0%	\$18,778	EX2-2TBSS1YR-MS-S	\$2,816.70	EX2-2TBSS1YR-MS-P	\$4,318.94
EX2-3TB-S1	3 TB of Customer Data	\$29,900	18.0%	\$24,518	EX2-3TBSS1YR-MS-S	\$3,677.70	EX2-3TBSS1YR-MS-P	\$5,639.14
EX2-4TB-S1	4 TB of Customer Data	\$35,900	18.0%	\$29,438	EX2-4TBSS1YR-MS-S	\$4,415.70	EX2-4TBSS1YR-MS-P	\$6,770.74
EX2-5TB-S1	5 TB of Customer Data	\$42,900	18.0%	\$35,178	EX2-5TBSS1YR-MS-S	\$5,276.70	EX2-5TBSS1YR-MS-P	\$8,090.94
EX2-10TB-S1	10 TB of Customer Data	\$69,900	18.0%	\$57,318	EX2-10TBSS1YR-MS-S	\$8,597.70	EX2-10TBSS1YR-MS-P	\$13,183.14
EX2-12TB-S1	12 TB of Customer Data	\$81,900	18.0%	\$67,158	EX2-12TBSS1YR-MS-S	\$10,073.70	EX2-12TBSS1YR-MS-P	\$15,446.34
EX2-15TB-S1	15 TB of Customer Data	\$99,900	18.0%	\$81,918	EX2-15TBSS1YR-MS-S	\$12,287.70	EX2-15TBSS1YR-MS-P	\$18,841.14
EX2-20TB-S1	20 TB of Customer Data	\$129,900	18.0%	\$106,518	EX2-20TBSS1YR-MS-S	\$15,977.70	EX2-20TBSS1YR-MS-P	\$24,499.14
EX2-25TB-S1	25 TB of Customer Data	\$159,900	18.0%	\$131,118	EX2-25TBSS1YR-MS-S	\$19,667.70	EX2-25TBSS1YR-MS-P	\$30,157.14
EX2-30TB-S1	30 TB of Customer Data	\$179,900	18.0%	\$147,518	EX2-30TBSS1YR-MS-S	\$22,127.70	EX2-30TBSS1YR-MS-P	\$33,929.14
EX2-40TB-S1	40 TB of Customer Data	\$230,900	18.0%	\$189,338	EX2-40TBSS1YR-MS-S	\$28,400.70	EX2-40TBSS1YR-MS-P	\$43,547.74
EX2-50TB-S1	50 TB of Customer Data	\$279,900	18.0%	\$229,518	EX2-50TBSS1YR-MS-S	\$34,427.70	EX2-50TBSS1YR-MS-P	\$52,789.14
EX2-60TB-S1	60 TB of Customer Data	\$329,900	18.0%	\$270,518	EX2-60TBSS1YR-MS-S	\$40,577.70	EX2-60TBSS1YR-MS-P	\$62,219.14
EX2-70TB-S1	70 TB of Customer Data	\$370,900	18.0%	\$304,138	EX2-70TBSS1YR-MS-S	\$45,620.70	EX2-70TBSS1YR-MS-P	\$69,951.74
EX2-80TB-S1	80 TB of Customer Data	\$410,900	18.0%	\$336,938	EX2-80TBSS1YR-MS-S	\$50,540.70	EX2-80TBSS1YR-MS-P	\$77,495.74
EX2-90TB-S1	90 TB of Customer Data	\$450,900	18.0%	\$369,738	EX2-90TBSS1YR-MS-S	\$55,460.70	EX2-90TBSS1YR-MS-P	\$85,039.74
EX2-100TB-S1	100 TB of Customer Data	\$499,900	18.0%	\$409,918	EX2-100TBSS1YR-MS-S	\$61,487.70	EX2-100TBSS1YR-MS-P	\$94,281.14
EX2-10G-2PA	10Gigabite Ethernet Dual Port-Add on	\$2,995	18.0%	\$2,456	EX2-10G-2PA1YR-MS-S	\$368.39	EX2-10G-2PA1YR-MS-P	\$564.86
EX2-10G-2PU	10Gigabite Ethernet Dual Port-Upgrade	\$2,995	18.0%	\$2,456	EX2-10G-2PU1YR-MS-S	\$368.39	EX2-10G-2PU1YR-MS-P	\$564.86
Two Site System								
EX2-1TB-DS	1 TB of Customer Data	\$29,800	18.0%	\$24,436	EX2-1TBDS1YR-MS-S	\$3,665.40	EX2-1TBDS1YR-MS-P	\$5,620.28
EX2-2TB-DS	2 TB of Customer Data	\$45,800	18.0%	\$37,556	EX2-2TBDS1YR-MS-S	\$5,633.40	EX2-2TBDS1YR-MS-P	\$8,637.88
EX2-3TB-DS	3 TB of Customer Data	\$59,800	18.0%	\$49,036	EX2-3TBDS1YR-MS-S	\$7,355.40	EX2-3TBDS1YR-MS-P	\$11,278.28
EX2-4TB-DS	4 TB of Customer Data	\$71,800	18.0%	\$58,876	EX2-4TBDS1YR-MS-S	\$8,831.40	EX2-4TBDS1YR-MS-P	\$13,541.48
EX2-5TB-DS	5 TB of Customer Data	\$85,800	18.0%	\$70,356	EX2-5TBDS1YR-MS-S	\$10,553.40	EX2-5TBDS1YR-MS-P	\$16,181.88
EX2-10TB-DS	10 TB of Customer Data	\$139,800	18.0%	\$114,636	EX2-10TBDS1YR-MS-S	\$17,195.40	EX2-10TBDS1YR-MS-P	\$26,366.28
EX2-12TB-DS	12 TB of Customer Data	\$163,800	18.0%	\$134,316	EX2-12TBDS1YR-MS-S	\$20,147.40	EX2-12TBDS1YR-MS-P	\$30,892.68
EX2-15TB-DS	15 TB of Customer Data	\$199,800	18.0%	\$163,836	EX2-15TBDS1YR-MS-S	\$24,575.40	EX2-15TBDS1YR-MS-P	\$37,682.28
EX2-20TB-DS	20 TB of Customer Data	\$259,800	18.0%	\$213,036	EX2-20TBDS1YR-MS-S	\$31,955.40	EX2-20TBDS1YR-MS-P	\$48,998.28
EX2-25TB-DS	25 TB of Customer Data	\$319,800	18.0%	\$262,236	EX2-25TBDS1YR-MS-S	\$39,335.40	EX2-25TBDS1YR-MS-P	\$60,314.28
EX2-30TB-DS	30 TB of Customer Data	\$359,800	18.0%	\$295,036	EX2-30TBDS1YR-MS-S	\$44,255.40	EX2-30TBDS1YR-MS-P	\$67,858.28
EX2-40TB-DS	40 TB of Customer Data	\$461,800	18.0%	\$378,676	EX2-40TBDS1YR-MS-S	\$56,801.40	EX2-40TBDS1YR-MS-P	\$87,095.48
EX2-50TB-DS	50 TB of Customer Data	\$559,800	18.0%	\$459,036	EX2-50TBDS1YR-MS-S	\$68,855.40	EX2-50TBDS1YR-MS-P	\$105,578.28
EX2-60TB-DS	60 TB of Customer Data	\$659,800	18.0%	\$541,036	EX2-60TBDS1YR-MS-S	\$81,155.40	EX2-60TBDS1YR-MS-P	\$124,438.28
EX2-70TB-DS	70 TB of Customer Data	\$741,800	18.0%	\$608,276	EX2-70TBDS1YR-MS-S	\$91,241.40	EX2-70TBDS1YR-MS-P	\$139,903.48
EX2-80TB-DS	80 TB of Customer Data	\$821,800	18.0%	\$673,876	EX2-80TBDS1YR-MS-S	\$101,081.40	EX2-80TBDS1YR-MS-P	\$154,991.48
EX2-90TB-DS	90 TB of Customer Data	\$901,800	18.0%	\$739,476	EX2-90TBDS1YR-MS-S	\$110,921.40	EX2-90TBDS1YR-MS-P	\$170,079.48
EX2-100TB-DS	100 TB of Customer Data	\$999,800	18.0%	\$819,836	EX2-100TBDS1YR-MS-S	\$122,975.40	EX2-100TBDS1YR-MS-P	\$188,562.28
Optional Installation and Training								
				List		NYS Price		
EX2-SINGLESITE-INSTALL	One day of onsite installation and training			\$2,250		\$2,129.11		
EX2-TWOSITE-INSTALL	Two days of onsite installation and training			\$4,500		\$4,259.34		
Note: customer pays actual travel and expenses								

Maintenance and Support

Note: Maintenance and support is calculated and paid as a percentage of the actual price paid for the system (paid up-front, yearly)

- Point releases
- Full version releases
- Phone support (5x8)- 2 hour business day response
- Email support (5x8) - 2 hour business day response
- Alert notification and remote reconciliation
- HW repair: replacement part shipped for next business day delivery (customer replace)

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Maintenance and Support Renewal Pricing

Part #	ExaGrid NYS Pricing	Part #	NYS Maint. & Support 5x8 1-year	Part #	NYS Maint. & Support 7x24 1-year
Single Site System					
EX2-1TB-S1	1 TB of Customer Data	EX2-1TBSS1YR-MS-S-RNWL	\$1,942.66	EX2-1TBSS1YR-MS-P-RNWL	\$2,637.28
EX2-2TB-S1	2 TB of Customer Data	EX2-2TBSS1YR-MS-S-RNWL	\$2,985.70	EX2-2TBSS1YR-MS-P-RNWL	\$4,053.27
EX2-3TB-S1	3 TB of Customer Data	EX2-3TBSS1YR-MS-S-RNWL	\$3,898.36	EX2-3TBSS1YR-MS-P-RNWL	\$5,292.26
EX2-4TB-S1	4 TB of Customer Data	EX2-4TBSS1YR-MS-S-RNWL	\$4,680.64	EX2-4TBSS1YR-MS-P-RNWL	\$6,354.26
EX2-5TB-S1	5 TB of Customer Data	EX2-5TBSS1YR-MS-S-RNWL	\$5,593.30	EX2-5TBSS1YR-MS-P-RNWL	\$7,593.25
EX2-10TB-S1	10 TB of Customer Data	EX2-10TBSS1YR-MS-S-RNWL	\$9,113.56	EX2-10TBSS1YR-MS-P-RNWL	\$12,372.22
EX2-12TB-S1	12 TB of Customer Data	EX2-12TBSS1YR-MS-S-RNWL	\$10,678.12	EX2-12TBSS1YR-MS-P-RNWL	\$14,695.87
EX2-15TB-S1	15 TB of Customer Data	EX2-15TBSS1YR-MS-S-RNWL	\$13,024.96	EX2-15TBSS1YR-MS-P-RNWL	\$17,682.18
EX2-20TB-S1	20 TB of Customer Data	EX2-20TBSS1YR-MS-S-RNWL	\$16,936.36	EX2-20TBSS1YR-MS-P-RNWL	\$22,992.14
EX2-25TB-S1	25 TB of Customer Data	EX2-25TBSS1YR-MS-S-RNWL	\$20,847.76	EX2-25TBSS1YR-MS-P-RNWL	\$28,691.94
EX2-30TB-S1	30 TB of Customer Data	EX2-30TBSS1YR-MS-S-RNWL	\$23,455.36	EX2-30TBSS1YR-MS-P-RNWL	\$32,280.68
EX2-40TB-S1	40 TB of Customer Data	EX2-40TBSS1YR-MS-S-RNWL	\$30,104.74	EX2-40TBSS1YR-MS-P-RNWL	\$41,431.96
EX2-50TB-S1	50 TB of Customer Data	EX2-50TBSS1YR-MS-S-RNWL	\$36,493.36	EX2-50TBSS1YR-MS-P-RNWL	\$50,224.36
EX2-60TB-S1	60 TB of Customer Data	EX2-60TBSS1YR-MS-S-RNWL	\$43,012.36	EX2-60TBSS1YR-MS-P-RNWL	\$59,196.20
EX2-70TB-S1	70 TB of Customer Data	EX2-70TBSS1YR-MS-S-RNWL	\$48,357.94	EX2-70TBSS1YR-MS-P-RNWL	\$66,553.11
EX2-80TB-S1	80 TB of Customer Data	EX2-80TBSS1YR-MS-S-RNWL	\$53,573.14	EX2-80TBSS1YR-MS-P-RNWL	\$73,730.58
EX2-90TB-S1	90 TB of Customer Data	EX2-90TBSS1YR-MS-S-RNWL	\$58,788.34	EX2-90TBSS1YR-MS-P-RNWL	\$80,908.05
EX2-100TB-S1	100 TB of Customer Data	EX2-100TBSS1YR-MS-S-RNWL	\$65,176.96	EX2-100TBSS1YR-MS-P-RNWL	\$89,700.46
EX2-10G-2PA	10Gigabite Ethernet Dual Port-Add on	EX2-10G-2PA2YR-MS-S-RNWL	\$390.49	EX2-10G-2PA1YR-MS-P-RNWL	\$547.64
EX2-10G-2PU	10Gigabite Ethernet Dual Port-Upgrade	EX2-10G-2PU2YR-MS-S-RNWL	\$390.49	EX2-10G-2PU1YR-MS-P-RNWL	\$547.64
Two Site System					
EX2-1TB-DS	1 TB of Customer Data	EX2-1TBDS1YR-MS-S-RNWL	\$3,885.32	EX2-1TBDS1YR-MS-P-RNWL	\$5,274.56
EX2-2TB-DS	2 TB of Customer Data	EX2-2TBDS1YR-MS-S-RNWL	\$5,971.40	EX2-2TBDS1YR-MS-P-RNWL	\$8,106.55
EX2-3TB-DS	3 TB of Customer Data	EX2-3TBDS1YR-MS-S-RNWL	\$7,796.72	EX2-3TBDS1YR-MS-P-RNWL	\$10,584.53
EX2-4TB-DS	4 TB of Customer Data	EX2-4TBDS1YR-MS-S-RNWL	\$9,361.28	EX2-4TBDS1YR-MS-P-RNWL	\$12,708.51
EX2-5TB-DS	5 TB of Customer Data	EX2-5TBDS1YR-MS-S-RNWL	\$11,186.60	EX2-5TBDS1YR-MS-P-RNWL	\$15,186.50
EX2-10TB-DS	10 TB of Customer Data	EX2-10TBDS1YR-MS-S-RNWL	\$18,227.12	EX2-10TBDS1YR-MS-P-RNWL	\$24,744.43
EX2-12TB-DS	12 TB of Customer Data	EX2-12TBDS1YR-MS-S-RNWL	\$21,356.24	EX2-12TBDS1YR-MS-P-RNWL	\$29,391.75
EX2-15TB-DS	15 TB of Customer Data	EX2-15TBDS1YR-MS-S-RNWL	\$26,049.92	EX2-15TBDS1YR-MS-P-RNWL	\$35,364.36
EX2-20TB-DS	20 TB of Customer Data	EX2-20TBDS1YR-MS-S-RNWL	\$33,872.72	EX2-20TBDS1YR-MS-P-RNWL	\$45,984.29
EX2-25TB-DS	25 TB of Customer Data	EX2-25TBDS1YR-MS-S-RNWL	\$41,695.52	EX2-25TBDS1YR-MS-P-RNWL	\$57,383.89
EX2-30TB-DS	30 TB of Customer Data	EX2-30TBDS1YR-MS-S-RNWL	\$46,910.72	EX2-30TBDS1YR-MS-P-RNWL	\$64,561.36
EX2-40TB-DS	40 TB of Customer Data	EX2-40TBDS1YR-MS-S-RNWL	\$60,209.48	EX2-40TBDS1YR-MS-P-RNWL	\$82,863.91
EX2-50TB-DS	50 TB of Customer Data	EX2-50TBDS1YR-MS-S-RNWL	\$72,986.72	EX2-50TBDS1YR-MS-P-RNWL	\$100,448.72
EX2-60TB-DS	60 TB of Customer Data	EX2-60TBDS1YR-MS-S-RNWL	\$86,024.72	EX2-60TBDS1YR-MS-P-RNWL	\$118,392.40
EX2-70TB-DS	70 TB of Customer Data	EX2-70TBDS1YR-MS-S-RNWL	\$96,715.88	EX2-70TBDS1YR-MS-P-RNWL	\$133,106.22
EX2-80TB-DS	80 TB of Customer Data	EX2-80TBDS1YR-MS-S-RNWL	\$107,146.28	EX2-80TBDS1YR-MS-P-RNWL	\$147,461.16
EX2-90TB-DS	90 TB of Customer Data	EX2-90TBDS1YR-MS-S-RNWL	\$117,576.68	EX2-90TBDS1YR-MS-P-RNWL	\$161,816.11
EX2-100TB-DS	100 TB of Customer Data	EX2-100TBDS1YR-MS-S-RNWL	\$130,353.92	EX2-100TBDS1YR-MS-P-RNWL	\$179,400.91

Maintenance and Support

Note: Maintenance and support is calculated and paid as a percentage of the actual price paid for the system (paid up-front, yearly)

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- Full version releases
- Phone support (5x8)- 2 hour business day response
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