New York State Office of General Services Procurement Services Group
Pricing for Exagrid Submission for NYS Contract
Group 75050 - Award 22016 - Contract PT65050 - NEW PRICELIST (Initial Sale)

Part #	ExaGrid NYS Pricing	ExaGrid List	Discount	NYS Product Price	Part #	NYS Maint. & Support 5x8 1-year	Part #	NYS Maint. & Support 7x24 1-year
EX-3TB-DB	Disk Capacity: Raw: 3.5 TB, Useable: 2.0 TB. 1 TB Full Backup.	$14,900	36.7%	$9,435.19	EX-1000-1YRMS-S	$1,415.28	EX-1000-1YRMS-P	$1,792.69
EX-5TB-DB	Disk Capacity: Raw: 5.5 TB, Useable: 4.0 TB. 2 TB Full Backup.	$17,900	36.7%	$11,334.90	EX-2000-1YRMS-S	$1,700.23	EX-2000-1YRMS-P	$2,153.63
EX-9TB-DB	Disk Capacity: Raw: 9.0 TB, Useable: 6.0 TB. 3 TB Full Backup.	$23,900	36.7%	$15,134.30	EX-3000-1YRMS-S	$2,270.15	EX-3000-1YRMS-P	$2,875.52
EX-11TB-DB	Disk Capacity: Raw: 11.0 TB, Useable: 8.0 TB. 4 TB Full Backup.	$26,263	36.7%	$16,630.63	EX-4000-1YRMS-S	$2,494.60	EX-4000-1YRMS-P	$3,159.82
EX-13TB-DB	Disk Capacity: Raw: 13 TB, Useable: 10.0 TB. 5 TB Full Backup.	$30,303	36.7%	$19,188.90	EX-5000-1YRMS-S	$2,878.34	EX-5000-1YRMS-P	$3,645.89
EX-16TB-DB	Disk Capacity: Raw: 16 TB, Useable: 13.0 TB. 6.5 TB Full Backup.	$38,384	36.7%	$24,306.07	EX-7000-1YRMS-S	$3,645.91	EX-7000-1YRMS-P	$4,618.15
EX-23TB-DB	Disk Capacity: Raw: 23 TB, Useable: 20 TB. 10 TB Full Backup.	$49,495	36.7%	$31,341.94	EX-10000E-1YRMS-S	$4,701.29	EX-10000E-1YRMS-P	$5,954.97
EX-32TB-DB	Disk Capacity: Raw: 32 TB, Useable: 26 TB. 13 TB Full Backup.	$59,596	36.7%	$37,738.24	EX-13000E-1YRMS-S	$5,660.74	EX-13000E-1YRMS-P	$7,170.26
EX-39TB-DB	Disk Capacity: Raw: 39 TB, Useable 33 TB. 16.5 TB Full Backup.	$86,869	36.7%	$55,008.44	EX-17GRID-1YRMS-S	$8,251.27	EX-17GRID-1YRMS-P	$10,451.60
EX-48TB-DB	Disk Capacity: Raw 48 TB, Useable 39 TB. Consists of 1 x EX13000E + 1 x EX7000. 19.5 TB Full Backup.	$97,273	36.7%	$61,596.61	EX-20GRID-1YRMS-S	$9,239.49	EX-20GRID-1YRMS-P	$11,703.36
EX-64TB-DB	Disk Capacity: Raw: 64 TB, Useable 52 TB. Consists of 2 x EX13000Es. 26 TB Full Backup.	$117,172	36.7%	$74,197.34	EX-26GRID-1YRMS-S	$11,129.60	EX-26GRID-1YRMS-P	$14,097.49
EX-75TB-DB	Disk Capacity: Raw 75 TB. Consists of 2 x EX13000Es + 1 x EX4000. 30 TB Full Backup.	$133,332	36.7%	$84,430.41	EX-30GRID-1YRMS-S	$12,664.56	EX-30GRID-1YRMS-P	$16,041.78
EX-96TB-DB	Disk Capacity: Raw: 96 TB, Useable 78 TB. Consists of 3 x EX13000Es. 39 TB Full Backup.	$169,697	36.7%	$107,457.97	EX-39GRID-1YRMS-S	$16,118.70	EX-39GRID-1YRMS-P	$20,417.02
EX-112TB-DB	Disk Capacity: Raw: 112 TB, Useable 91 TB. Consists of 3 x EX13000Es + 1 x EX7000. 45.5 TB Full Backup.	$195,804	36.7%	$123,989.82	EX-46GRID-1YRMS-S	$18,598.47	EX-46GRID-1YRMS-P	$23,558.07
EX-128TB-DB	Disk Capacity: Raw: 128 TB, Useable 104 TB. Consists of 4 x EX13000Es. 52 TB Full Backup.	$218,182	36.7%	$138,160.34	EX-52GRID-1YRMS-S	$20,724.05	EX-52GRID-1YRMS-P	$26,250.47
EX-160TB-DB	Disk Capacity: Raw: 160 TB, Useable 130 TB. Consists of 5 x EX13000Es. 65 TB Full Backup.	$267,677	36.7%	$169,502.28	EX-65GRID-1YRMS-S	$25,425.34	EX-65GRID-1YRMS-P	$32,205.43
EX-192TB-DB	Disk Capacity: Raw: 192 TB, Useable 156 TB. Consists of 6 x EX13000Es. 78 TB Full Backup.	$315,152	36.7%	$199,565.08	EX-78GRID-1YRMS-S	$29,934.76	EX-78GRID-1YRMS-P	$37,917.37
EX-224TB-DB	Disk Capacity: Raw: 224 TB, Useable 182 TB. Consists of 7 x EX13000Es. 91 TB Full Backup.	$360,606	36.7%	$228,348.12	EX-91GRID-1YRMS-S	$34,252.22	EX-91GRID-1YRMS-P	$43,386.14
EX-256TB-DB	Disk Capacity: Raw: 256 TB, Useable 208 TB. 104 TB Full Backup. Consists of 8 x EX13000Es.	$404,040	36.7%	$255,852.02	EX-104GRID-1YRMS-S	$38,377.80	EX-104GRID-1YRMS-P	$48,611.88
EX-228TB-DB	Disk Capacity: Raw: 288 TB, Useable 234 TB. Consists of 9 x EX13000Es. 117 TB Full Backup.	$445,455	36.7%	$282,077.42	EX-117GRID-1YRMS-S	$42,311.61	EX-117GRID-1YRMS-P	$53,594.71
EX-320TB-DB	Disk Capacity: Raw: 320 TB, Useable 260 TB. Consists of 10 x EX13000Es. 130 TB Full Backup.	$484,848	36.7%	$307,022.42	EX-130GRID-1YRMS-S	$46,053.36	EX-130GRID-1YRMS-P	$58,334.26
EX2-10G-2PA	10 Gigabit Ethernet Dual Port CX4 - Add on Option for EX4000, EX5000, and EX10000E	$2,000	36.7%	$1,266.47	EX2-10G2PA-1YRMS-S	$189.97	EX2-10G2PA-1YRMS-P	$240.63
EX2-10G-2PU	10 Gigabit Ethernet Dual Port CX4 - Upgrade for existing customers for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	$2,000	36.7%	$1,266.47	EX2-10G2PU-1YRMS-S	$189.97	EX2-10G2PU-1YRMS-P	$240.63
EX2-10S-2PA	10 Gigabit Ethernet Dual Port SFP+ Optical - Add on Option for EX4000, EX5000, and EX10000E	$5,000	36.7%	$3,166.17	EX2-10S2PA-1YRMS-S	$474.93	EX2-10S2PA-1YRMS-P	$601.57
EX2-10S-2PU	10 Gigabit Ethernet Dual Port SFP+ Optical - Upgrade for existing customers for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	$5,000	36.7%	$3,166.17	EX2-10S2PU-1YRMS-S	$474.93	EX2-10S2PU-1YRMS-P	$601.57
EX2-10T-2PA	10 Gigabit Ethernet Dual Port SFP+ Twinax - Add on Option for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	$3,250	36.7%	$2,058.01	EX2-10T2PA-1YRMS-S	$308.70	EX2-10T2PA-1YRMS-P	$391.02
EX2-10T-2PU	10 Gigabit Ethernet Dual Port SFP+ Twinax - Upgrade for existing customers for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	$3,250	36.7%	$2,058.01	EX2-10T2PU-1YRMS-S	$308.70	EX2-10T2PU-1YRMS-P	$391.02
EX-32TB-DB-SEC	Disk Capacity: Raw: 32 TB, Useable 26 TB. 13 TB Full Backup. Disks are encrypted.	$64,596	36.7%	$40,904.41	EX-13000E-SEC-1YRMS-S	$6,135.66	EX-13000E-SEC-1YRMS-P	$7,771.84
EX-64TB-DB-SEC	Disk Capacity: Raw: 64 TB, Useable 52 TB. 26 TB Full Backup. Disks are encrypted.	$127,172	36.7%	$80,529.68	EX-26GRID-SEC-1YRMS-S	$12,079.45	EX-26GRID-SEC-1YRMS-P	$15,300.64
EX-96TB-DB-SEC	Disk Capacity: Raw: 96 TB, Useable 78 TB. 39 TB Full Backup. Disks are encrypted.	$184,697	36.7%	$116,956.49	EX-39GRID-SEC-1YRMS-S	$17,543.47	EX-39GRID-SEC-1YRMS-P	$22,221.73
EX-128TB-DB-SEC	Disk Capacity: Raw: 128 TB, Useable 104 TB. 52 TB Full Backup. Disks are encrypted.	$238,182	36.7%	$150,825.03	EX-52GRID-SEC-1YRMS-S	$22,623.75	EX-52GRID-SEC-1YRMS-P	$28,656.76
EX-160TB-DB-SEC	Disk Capacity: Raw: 160 TB, Useable 130 TB. 65 TB Full Backup. Disks are encrypted.	$292,677	36.7%	$185,333.14	EX-65GRID-SEC-1YRMS-S	$27,799.97	EX-65GRID-SEC-1YRMS-P	$35,213.30
EX-192TB-DB-SEC	Disk Capacity: Raw: 192 TB, Useable 156 TB. 78 TB Full Backup. Disks are encrypted.	$345,152	36.7%	$218,562.11	EX-78GRID-SEC-1YRMS-S	$32,784.32	EX-78GRID-SEC-1YRMS-P	$41,526.80
EX-224TB-DB-SEC	Disk Capacity: Raw: 224 TB, Useable 182 TB. 91 TB Full Backup. Disks are encrypted.	$395,606	36.7%	$250,511.32	EX-91GRID-SEC-1YRMS-S	$37,576.70	EX-91GRID-SEC-1YRMS-P	$47,597.15
EX-256TB-DB-SEC	Disk Capacity: Raw: 256 TB, Useable 208 TB. 104 TB Full Backup. Disks are encrypted.	$444,040	36.7%	$281,181.39	EX-104GRID-SEC-1YRMS-S	$42,177.21	EX-104GRID-SEC-1YRMS-P	$53,424.46
EX-228TB-DB-SEC	Disk Capacity: Raw: 288 TB, Useable 234 TB. 117 TB Full Backup. Disks are encrypted.	$490,455	36.7%	$310,572.97	EX-117GRID-SEC-1YRMS-S	$46,585.95	EX-117GRID-SEC-1YRMS-P	$59,008.86
EX-320TB-DB-SEC	Disk Capacity: Raw: 320 TB, Useable 260 TB. 130 TB Full Backup. Disks are encrypted.	$534,846	36.7%	$338,682.87	EX-130GRID-SEC-1YRMS-S	$50,802.43	EX-130GRID-SEC-1YRMS-P	$64,349.75

One day of onsite installation and training	$2,250.00	$2,129.11	
Two days of onsite installation and training	$4,500.00	$4,259.34	

Note: Customer pays actual travel and expenses in accordance with the State's Travel Reimbursement Manual published by the New York State Office of the State Comptroller.

It will be the responsibility of the Authorized User to provide Contractor the most recently published reimbursement guidelines and rates.

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)

New York State Office of General Services Procurement Services Group
Pricing for Exagrid Submission for NYS Contract
Group 75050 - Award 22016 - Contract PT65050 - NEW PRICELIST (Renewals)

Part #	ExaGrid NYS Pricing	Part #	NYS Maint. & Support 5x8 1-year	Part #	NYS Maint. & Support 7x24 1-year
EX-3TB-DB	Disk Capacity: Raw: 3.5 TB, Useable: 2.0 TB. 1 TB Full Backup.	EX-1000-1YRMS-S-RNWL	$1,500.20	EX-1000-1YRMS-P-RNWL	$1,900.25
EX-5TB-DB	Disk Capacity: Raw: 5.5 TB, Useable: 4.0 TB. 2 TB Full Backup.	EX-2000-1YRMS-S-RNWL	$1,802.25	EX-2000-1YRMS-P-RNWL	$2,282.85
EX-9TB-DB	Disk Capacity: Raw: 9.0 TB, Useable: 6.0 TB 3 TB Full Backup.	EX-3000-1YRMS-S-RNWL	$2,406.35	EX-3000-1YRMS-P-RNWL	$3,048.05
EX-11TB-DB	Disk Capacity: Raw: 11.0 TB, Useable: 8.0 TB. 4 TB Full Backup.	EX-4000-1YRMS-S-RNWL	$2,644.27	EX-4000-1YRMS-P-RNWL	$3,349.41
EX-13TB-DB	Disk Capacity: Raw: 13 TB, Useable: 10.0 TB. 5 TB Full Backup.	EX-5000-1YRMS-S-RNWL	$3,051.04	EX-5000-1YRMS-P-RNWL	$3,864.64
EX-16TB-DB	Disk Capacity: Raw: 16 TB, Useable: 13.0 TB. 6.5 TB Full Backup.	EX-7000-1YRMS-S-RNWL	$3,864.66	EX-7000-1YRMS-P-RNWL	$4,895.24
EX-23TB-DB	Disk Capacity: Raw: 23 TB, Useable: 20 TB. 10 TB Full Backup.	EX-10000E-1YRMS-S-RNWL	$4,983.37	EX-10000E-1YRMS-P-RNWL	$6,312.27
EX-32TB-DB	Disk Capacity: Raw: 32 TB, Useable: 26 TB. 13 TB Full Backup.	EX-13000E-1YRMS-S-RNWL	$6,000.38	EX-13000E-1YRMS-P-RNWL	$7,600.48
EX-39TB-DB	Disk Capacity: Raw: 39 TB, Useable 33 TB. 16.5 TB Full Backup.	EX-17GRID-1YRMS-S-RNWL	$8,746.34	EX-17GRID-1YRMS-P-RNWL	$11,078.70
EX-48TB-DB	Disk Capacity: Raw 48 TB, Useable 39 TB. Consists of 1 x EX13000E + 1 x EX7000. 19.5 TB Full Backup.	EX-20GRID-1YRMS-S-RNWL	$9,793.86	EX-20GRID-1YRMS-P-RNWL	$12,405.56
EX-64TB-DB	Disk Capacity: Raw: 64 TB, Useable 52 TB. Consists of 2 x EX13000Es. 26 TB Full Backup.	EX-26GRID-1YRMS-S-RNWL	$11,797.38	EX-26GRID-1YRMS-P-RNWL	$14,943.34
EX-75TB-DB	Disk Capacity: Raw: 75 TB, Useable 63 TB. Consists of 2 x EX13000Es + 1 x EX4000. 30 TB Full Backup.	EX-30GRID-1YRMS-S-RNWL	$13,424.43	EX-30GRID-1YRMS-P-RNWL	$17,004.28
EX-96TB-DB	Disk Capacity: Raw: 96 TB, Useable 78 TB. Consists of 3 x EX13000Es. 39 TB Full Backup.	EX-39GRID-1YRMS-S-RNWL	$17,085.82	EX-39GRID-1YRMS-P-RNWL	$21,642.04
EX-112TB-DB	Disk Capacity: Raw: 112 TB, Useable 91 TB. Consists of 3 x EX13000Es + 1 x EX7000. 45.5 TB Full Backup.	EX-46GRID-1YRMS-S-RNWL	$19,714.38	EX-46GRID-1YRMS-P-RNWL	$24,971.55
EX-128TB-DB	Disk Capacity: Raw: 128 TB, Useable 104 TB. Consists of 4 x EX13000Es. 52 TB Full Backup.	EX-52GRID-1YRMS-S-RNWL	$21,967.49	EX-52GRID-1YRMS-P-RNWL	$27,825.49
EX-160TB-DB	Disk Capacity: Raw: 160 TB, Useable 130 TB. Consists of 5 x EX13000Es. 65 TB Full Backup.	EX-65GRID-1YRMS-S-RNWL	$26,950.86	EX-65GRID-1YRMS-P-RNWL	$34,137.76
EX-192TB-DB	Disk Capacity: Raw: 192 TB, Useable 156 TB. Consists of 6 x EX13000Es. 78 TB Full Backup.	EX-78GRID-1YRMS-S-RNWL	$31,730.85	EX-78GRID-1YRMS-P-RNWL	$40,192.41
EX-224TB-DB	Disk Capacity: Raw: 224 TB, Useable 182 TB. Consists of 7 x EX13000Es. 91 TB Full Backup.	EX-91GRID-1YRMS-S-RNWL	$36,307.35	EX-91GRID-1YRMS-P-RNWL	$45,989.31
EX-256TB-DB	Disk Capacity: Raw: 256 TB, Useable 208 TB. Consists of 8 x EX13000Es. 104 TB Full Backup.	EX-104GRID-1YRMS-S-RNWL	$40,680.47	EX-104GRID-1YRMS-P-RNWL	$51,528.60
EX-228TB-DB	Disk Capacity: Raw: 288 TB, Useable 234 TB. Consists of 9 x EX13000Es. 117 TB Full Backup.	EX-117GRID-1YRMS-S-RNWL	$44,850.31	EX-117GRID-1YRMS-P-RNWL	$56,810.39
EX-320TB-DB	Disk Capacity: Raw: 320 TB, Useable 260 TB. Consists of 10 x EX13000Es. 130 TB Full Backup.	EX-130GRID-1YRMS-S-RNWL	$48,816.57	EX-130GRID-1YRMS-P-RNWL	$61,834.32
EX2-10G-2PA	10 Gigabit Ethernet Dual Port CX4 - Add on Option for EX4000, EX5000, and EX10000E	EX2-10G2PA-1YRMS-S-RNWL	$201.37	EX2-10G2PA-1YRMS-P-RNWL	$255.07
EX2-10G-2PU	10 Gigabit Ethernet Dual Port CX4 - Upgrade for existing customers for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	EX2-10G2PU-1YRMS-S-RNWL	$201.37	EX2-10G2PU-1YRMS-P-RNWL	$255.07
EX2-10S-2PA	10 Gigabit Ethernet Dual Port SFP+ Optical - Add on Option for EX4000, EX5000, and EX10000E	EX2-10S2PA-1YRMS-S-RNWL	$503.42	EX2-10S2PA-1YRMS-P-RNWL	$637.67
EX2-10S-2PU	10 Gigabit Ethernet Dual Port SFP+ Optical - Upgrade for existing customers for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	EX2-10S2PU-1YRMS-S-RNWL	$503.42	EX2-10S2PU-1YRMS-P-RNWL	$637.67
EX2-10T-2PA	10 Gigabit Ethernet Dual Port SFP+ Twinax - Add on Option for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	EX2-10T2PA-1YRMS-S-RNWL	$327.22	EX2-10T2PA-1YRMS-P-RNWL	$414.48
EX2-10T-2PU	10 Gigabit Ethernet Dual Port SFP+ Twinax - Upgrade for existing customers for EX4000, EX5000, and EX10000E, EX13000E/EX13000SEC	EX2-10T2PU-1YRMS-S-RNWL	$327.22	EX2-10T2PU-1YRMS-P-RNWL	$414.48
EX-32TB-DB-SEC	Disk Capacity: Raw: 32 TB, Useable 26 TB. 13 TB Full Backup. Disks are encrypted.	EX-13000E-S-RNWLEC-1YRMS-S-RNWL	$6,503.80	EX-13000E-SEC-1YRMS-P-RNWL	$8,238.15
EX-64TB-DB-SEC	Disk Capacity: Raw: 64 TB, Useable 52 TB. 26 TB Full Backup. Disks are encrypted.	EX-26GRID-S-RNWLEC-1YRMS-S-RNWL	$12,804.22	EX-26GRID-SEC-1YRMS-P-RNWL	$16,218.68
EX-96TB-DB-SEC	Disk Capacity: Raw: 96 TB, Useable 78 TB. 39 TB Full Backup. Disks are encrypted.	EX-39GRID-S-RNWLEC-1YRMS-S-RNWL	$18,596.08	EX-39GRID-SEC-1YRMS-P-RNWL	$23,555.04
EX-128TB-DB-SEC	Disk Capacity: Raw: 128 TB, Useable 104 TB. 52 TB Full Backup. Disks are encrypted.	EX-52GRID-S-RNWLEC-1YRMS-S-RNWL	$23,981.18	EX-52GRID-SEC-1YRMS-P-RNWL	$30,376.16
EX-160TB-DB-SEC	Disk Capacity: Raw: 160 TB, Useable 130 TB. 65 TB Full Backup. Disks are encrypted.	EX-65GRID-S-RNWLEC-1YRMS-S-RNWL	$29,467.97	EX-65GRID-SEC-1YRMS-P-RNWL	$37,326.09
EX-192TB-DB-SEC	Disk Capacity: Raw: 192 TB, Useable 156 TB. 78 TB Full Backup. Disks are encrypted.	EX-78GRID-S-RNWLEC-1YRMS-S-RNWL	$34,751.38	EX-78GRID-SEC-1YRMS-P-RNWL	$44,018.41
EX-224TB-DB-SEC	Disk Capacity: Raw: 224 TB, Useable 182 TB. 91 TB Full Backup. Disks are encrypted.	EX-91GRID-S-RNWLEC-1YRMS-S-RNWL	$39,831.30	EX-91GRID-SEC-1YRMS-P-RNWL	$50,452.98
EX-256TB-DB-SEC	Disk Capacity: Raw: 256 TB, Useable 208 TB. 104 TB Full Backup. Disks are encrypted.	EX-104GRID-S-RNWLEC-1YRMS-S-RNWL	$44,707.84	EX-104GRID-SEC-1YRMS-P-RNWL	$56,629.93
EX-228TB-DB-SEC	Disk Capacity: Raw: 288 TB, Useable 234 TB. 117 TB Full Backup. Disks are encrypted.	EX-117GRID-S-RNWLEC-1YRMS-S-RNWL	$49,381.10	EX-117GRID-SEC-1YRMS-P-RNWL	$62,549.40
EX-320TB-DB-SEC	Disk Capacity: Raw: 320 TB, Useable 260 TB. 130 TB Full Backup. Disks are encrypted.	EX-130GRID-S-RNWLEC-1YRMS-S-RNWL	$53,850.58	EX-130GRID-SEC-1YRMS-P-RNWL	$68,210.73
One day of onsite installation and training					
Two days of onsite installation and training					

Note: Customer pays actual travel and expenses in accordance with the State's Travel Reimbursement Manual published by the New York State Office of the State Comptroller.

It will be the responsibility of the Authorized User to provide Contractor the most recently published reimbursement guidelines and rates.

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)					