

**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	\$13,000	36.7%	\$8,229	EX2-1TBSS1YR-MS-S	\$1,234.35	EX2-1TBSS1YR-MS-P	\$1,563.51
EX2-2TB-S1	2 TB of Customer Data	\$15,000	36.7%	\$9,495	EX2-2TBSS1YR-MS-S	\$1,424.25	EX2-2TBSS1YR-MS-P	\$1,804.05
EX2-3TB-S1	3 TB of Customer Data	\$18,000	36.7%	\$11,394	EX2-3TBSS1YR-MS-S	\$1,709.10	EX2-3TBSS1YR-MS-P	\$2,164.86
EX2-4TB-S1	4 TB of Customer Data	\$20,000	36.7%	\$12,660	EX2-4TBSS1YR-MS-S	\$1,899.00	EX2-4TBSS1YR-MS-P	\$2,405.40
EX2-5TB-S1	5 TB of Customer Data	\$24,000	36.7%	\$15,192	EX2-5TBSS1YR-MS-S	\$2,278.80	EX2-5TBSS1YR-MS-P	\$2,886.48
EX2-7TB-S1	7 TB of Customer Data	\$29,000	36.7%	\$18,357	EX2-7TBSS1YR-MS-S	\$2,753.55	EX2-7TBSS1YR-MS-P	\$3,487.83
EX2-10TB-S1	10 TB of Customer Data	\$34,000	36.7%	\$21,522	EX2-10TBSS1YR-MS-S	\$3,228.30	EX2-10TBSS1YR-MS-P	\$4,089.18
EX2-13TB-S1	13 TB of Customer Data	\$42,000	36.7%	\$26,586	EX2-13TBSS1YR-MS-S	\$3,987.90	EX2-13TBSS1YR-MS-P	\$5,051.34
EX2-21TB-S1	21 TB of Customer Data	\$59,000	36.7%	\$37,347	EX2-21TBSS1YR-MS-S	\$5,602.05	EX2-21TBSS1YR-MS-P	\$7,095.93
EX2-26TB-S1	26 TB of Customer Data	\$66,000	36.7%	\$41,778	EX2-26TBSS1YR-MS-S	\$6,266.70	EX2-26TBSS1YR-MS-P	\$7,937.82
EX2-34TB-S1	34 TB of Customer Data	\$94,400	36.7%	\$59,755	EX2-34TBSS1YR-MS-S	\$8,963.28	EX2-34TBSS1YR-MS-P	\$11,353.49
EX2-42TB-S1	42 TB of Customer Data	\$115,050	36.7%	\$72,827	EX2-42TBSS1YR-MS-S	\$10,924.00	EX2-42TBSS1YR-MS-P	\$13,837.06
EX2-63TB-S1	63 TB of Customer Data	\$171,000	36.7%	\$108,243	EX2-63TBSS1YR-MS-S	\$16,236.45	EX2-63TBSS1YR-MS-P	\$20,566.17
EX2-84TB-S1	84 TB of Customer Data	\$227,150	36.7%	\$143,786	EX2-84TBSS1YR-MS-S	\$21,567.89	EX2-84TBSS1YR-MS-P	\$27,319.33
EX2-105TB-S1	105 TB of Customer Data	\$283,200	36.7%	\$179,266	EX2-105TBSS1YR-MS-S	\$26,889.84	EX2-105TBSS1YR-MS-P	\$34,060.46
EX2-126TB-S1	126 TB of Customer Data	\$336,300	36.7%	\$212,878	EX2-126TBSS1YR-MS-S	\$31,931.69	EX2-126TBSS1YR-MS-P	\$40,446.80
EX2-147TB-S1	147 TB of Customer Data	\$383,500	36.7%	\$242,756	EX2-147TBSS1YR-MS-S	\$36,413.33	EX2-147TBSS1YR-MS-P	\$46,123.55
EX2-168TB-S1	168 TB of Customer Data	\$430,700	36.7%	\$272,633	EX2-168TBSS1YR-MS-S	\$40,894.97	EX2-168TBSS1YR-MS-P	\$51,800.29
EX2-189TB-S1	189 TB of Customer Data	\$477,900	36.7%	\$302,511	EX2-189TBSS1YR-MS-S	\$45,376.61	EX2-189TBSS1YR-MS-P	\$57,477.03
EX2-210TB-S1	210 TB of Customer Data	\$531,000	36.7%	\$336,123	EX2-210TBSS1YR-MS-S	\$50,418.45	EX2-210TBSS1YR-MS-P	\$63,863.37
EX2-10S-2PA	10 Gigabit Ethernet Dual Port SFP+ Optical _ Add on Option for New customers except for EX1000 and EX2000.	\$3,250	36.7%	\$2,057	EX2-10G-2PA1YR-MS-S	\$308.59	EX2-10G-2PA1YR-MS-P	\$390.88
EX2-10S-2PU	10 Gigabit Ethernet Dual Port SFP+ Optical _ Upgrade for existing customers for all models except for the EX1000 and EX2000.	\$3,250	36.7%	\$2,057	EX2-10G-2PU1YR-MS-S	\$308.59	EX2-10G-2PU1YR-MS-P	\$390.88
EX2-10T-2PA	10 Gigabit Ethernet Dual Port SFP+ TWINAX _ Add on Option for New customers except for EX1000 and EX2000.	\$2,000	36.7%	\$1,266	EX2-10S-2PA1YR-MS-S	\$189.90	EX2-10S-2PA1YR-MS-P	\$240.54
EX2-10T-2PU	10 Gigabit Ethernet Dual Port SFP+ TWINAX _ Upgrade for existing customers for all models except for the EX1000 and EX2000.	\$2,000	36.7%	\$1,266	EX2-10S-2PU1YR-MS-S	\$189.90	EX2-10S-2PU1YR-MS-P	\$240.54
EX2-10B-2PA	10 Gigabit Ethernet Dual Port RJ45 10GbaseT_ Add on Option for New customers except for EX1000 and EX2000.	\$3,000	36.7%	\$1,899	EX2-10B-2PA1YR-MS-S	\$284.85	EX2-10B-2PA1YR-MS-P	\$360.81
EX2-10B-2PU	10 Gigabit Ethernet Dual Port RJ45 10GbaseT _ Upgrade for existing customers for all models except for the EX1000 and EX2000.	\$3,000	36.7%	\$1,899	EX2-10B-2PU1YR-MS-S	\$284.85	EX2-10B-2PU1YR-MS-P	\$360.81
Two Site System								
EX2-1TB-S1	1 TB of Customer Data	\$26,000	36.7%	\$16,458	EX2-1TBSS1YR-MS-S	\$2,468.70	EX2-1TBSS1YR-MS-P	\$3,127.02
EX2-2TB-S1	2 TB of Customer Data	\$30,000	36.7%	\$18,990	EX2-2TBSS1YR-MS-S	\$2,848.50	EX2-2TBSS1YR-MS-P	\$3,608.10
EX2-3TB-S1	3 TB of Customer Data	\$36,000	36.7%	\$22,788	EX2-3TBSS1YR-MS-S	\$3,418.20	EX2-3TBSS1YR-MS-P	\$4,329.72
EX2-4TB-S1	4 TB of Customer Data	\$40,000	36.7%	\$25,320	EX2-4TBSS1YR-MS-S	\$3,798.00	EX2-4TBSS1YR-MS-P	\$4,810.80
EX2-5TB-S1	5 TB of Customer Data	\$48,000	36.7%	\$30,384	EX2-5TBSS1YR-MS-S	\$4,557.60	EX2-5TBSS1YR-MS-P	\$5,772.96
EX2-7TB-S1	7 TB of Customer Data	\$58,000	36.7%	\$36,714	EX2-7TBSS1YR-MS-S	\$5,507.10	EX2-7TBSS1YR-MS-P	\$6,975.66
EX2-10TB-S1	10 TB of Customer Data	\$68,000	36.7%	\$43,044	EX2-10TBSS1YR-MS-S	\$6,456.60	EX2-10TBSS1YR-MS-P	\$8,178.36
EX2-13TB-S1	13 TB of Customer Data	\$84,000	36.7%	\$53,172	EX2-13TBSS1YR-MS-S	\$7,975.80	EX2-13TBSS1YR-MS-P	\$10,102.68
EX2-21TB-S1	21 TB of Customer Data	\$118,000	36.7%	\$74,694	EX2-21TBSS1YR-MS-S	\$11,204.10	EX2-21TBSS1YR-MS-P	\$14,191.86
EX2-26TB-S1	26 TB of Customer Data	\$132,000	36.7%	\$83,556	EX2-26TBSS1YR-MS-S	\$12,533.40	EX2-26TBSS1YR-MS-P	\$15,875.64
EX2-34TB-S1	34 TB of Customer Data	\$188,800	36.7%	\$119,510	EX2-34TBSS1YR-MS-S	\$17,926.56	EX2-34TBSS1YR-MS-P	\$22,706.98

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EX2-42TB-S1	42 TB of Customer Data	\$230,100	36.7%	\$145,653	EX2-42TBSS1YR-MS-S	\$21,848.00	EX2-42TBSS1YR-MS-P	\$27,674.13
EX2-63TB-S1	63 TB of Customer Data	\$342,000	36.7%	\$216,486	EX2-63TBSS1YR-MS-S	\$32,472.90	EX2-63TBSS1YR-MS-P	\$41,132.34
EX2-84TB-S1	84 TB of Customer Data	\$454,300	36.7%	\$287,572	EX2-84TBSS1YR-MS-S	\$43,135.79	EX2-84TBSS1YR-MS-P	\$54,638.66
EX2-105TB-S1	105 TB of Customer Data	\$566,400	36.7%	\$358,531	EX2-105TBSS1YR-MS-S	\$53,779.68	EX2-105TBSS1YR-MS-P	\$68,120.93
EX2-126TB-S1	126 TB of Customer Data	\$672,600	36.7%	\$425,756	EX2-126TBSS1YR-MS-S	\$63,863.37	EX2-126TBSS1YR-MS-P	\$80,893.60
EX2-147TB-S1	147 TB of Customer Data	\$767,000	36.7%	\$485,511	EX2-147TBSS1YR-MS-S	\$72,826.65	EX2-147TBSS1YR-MS-P	\$92,247.09
EX2-168TB-S1	168 TB of Customer Data	\$861,400	36.7%	\$545,266	EX2-168TBSS1YR-MS-S	\$81,789.93	EX2-168TBSS1YR-MS-P	\$103,600.58
EX2-189TB-S1	189 TB of Customer Data	\$955,800	36.7%	\$605,021	EX2-189TBSS1YR-MS-S	\$90,753.21	EX2-189TBSS1YR-MS-P	\$114,954.07
EX2-210TB-S1	210 TB of Customer Data	\$1,062,000	36.7%	\$672,246	EX2-210TBSS1YR-MS-S	\$100,836.90	EX2-210TBSS1YR-MS-P	\$127,726.74
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	\$1,308.41	EX2-1TBSS1YR-MS-P-RNWL	\$1,657.32
EX2-2TB-S1	2 TB of Customer Data	EX2-2TBSS1YR-MS-S-RNWL	\$1,509.71	EX2-2TBSS1YR-MS-P-RNWL	\$1,912.29
EX2-3TB-S1	3 TB of Customer Data	EX2-3TBSS1YR-MS-S-RNWL	\$1,811.65	EX2-3TBSS1YR-MS-P-RNWL	\$2,294.75
EX2-4TB-S1	4 TB of Customer Data	EX2-4TBSS1YR-MS-S-RNWL	\$2,012.94	EX2-4TBSS1YR-MS-P-RNWL	\$2,549.72
EX2-5TB-S1	5 TB of Customer Data	EX2-5TBSS1YR-MS-S-RNWL	\$2,415.53	EX2-5TBSS1YR-MS-P-RNWL	\$3,059.67
EX2-7TB-S1	7 TB of Customer Data	EX2-7TBSS1YR-MS-S-RNWL	\$2,918.76	EX2-7TBSS1YR-MS-P-RNWL	\$3,697.10
EX2-10TB-S1	10 TB of Customer Data	EX2-10TBSS1YR-MS-S-RNWL	\$3,422.00	EX2-10TBSS1YR-MS-P-RNWL	\$4,334.53
EX2-13TB-S1	13 TB of Customer Data	EX2-13TBSS1YR-MS-S-RNWL	\$4,227.17	EX2-13TBSS1YR-MS-P-RNWL	\$5,354.42
EX2-21TB-S1	21 TB of Customer Data	EX2-21TBSS1YR-MS-S-RNWL	\$5,938.17	EX2-21TBSS1YR-MS-P-RNWL	\$7,521.69
EX2-26TB-S1	26 TB of Customer Data	EX2-26TBSS1YR-MS-S-RNWL	\$6,642.70	EX2-26TBSS1YR-MS-P-RNWL	\$8,414.09
EX2-34TB-S1	34 TB of Customer Data	EX2-34TBSS1YR-MS-S-RNWL	\$9,501.08	EX2-34TBSS1YR-MS-P-RNWL	\$12,034.70
EX2-42TB-S1	42 TB of Customer Data	EX2-42TBSS1YR-MS-S-RNWL	\$11,579.44	EX2-42TBSS1YR-MS-P-RNWL	\$14,667.29
EX2-63TB-S1	63 TB of Customer Data	EX2-63TBSS1YR-MS-S-RNWL	\$17,210.64	EX2-63TBSS1YR-MS-P-RNWL	\$21,800.14
EX2-84TB-S1	84 TB of Customer Data	EX2-84TBSS1YR-MS-S-RNWL	\$22,861.97	EX2-84TBSS1YR-MS-P-RNWL	\$28,958.49
EX2-105TB-S1	105 TB of Customer Data	EX2-105TBSS1YR-MS-S-RNWL	\$28,503.23	EX2-105TBSS1YR-MS-P-RNWL	\$36,104.09
EX2-126TB-S1	126 TB of Customer Data	EX2-126TBSS1YR-MS-S-RNWL	\$33,847.59	EX2-126TBSS1YR-MS-P-RNWL	\$42,873.61
EX2-147TB-S1	147 TB of Customer Data	EX2-147TBSS1YR-MS-S-RNWL	\$38,598.12	EX2-147TBSS1YR-MS-P-RNWL	\$48,890.96
EX2-168TB-S1	168 TB of Customer Data	EX2-168TBSS1YR-MS-S-RNWL	\$43,348.66	EX2-168TBSS1YR-MS-P-RNWL	\$54,908.31
EX2-189TB-S1	189 TB of Customer Data	EX2-189TBSS1YR-MS-S-RNWL	\$48,099.20	EX2-189TBSS1YR-MS-P-RNWL	\$60,925.65
EX2-210TB-S1	210 TB of Customer Data	EX2-210TBSS1YR-MS-S-RNWL	\$53,443.56	EX2-210.TBSS1YR-MS-P-RNWL	\$67,695.17
EX2-10S-2PA	10 Gigabit Ethernet Dual Port SFP+ Optical _ Add on Option for New customers except for EX1000 and EX2000.	EX2-10G-2PA2YR-MS-S-RNWL	\$327.10	EX2-10G-2PA1YR-MS-P-RNWL	\$414.33
EX2-10S-2PU	10 Gigabit Ethernet Dual Port SFP+ Optical _ Upgrade for existing customers for all models except for the EX1000 and EX2000.	EX2-10G-2PU2YR-MS-S-RNWL	\$327.10	EX2-10G-2PU1YR-MS-P-RNWL	\$414.33
EX2-10T-2PA	10 Gigabit Ethernet Dual Port SFP+ TWINAX_ Add on Option for New customers except for EX1000 and EX2000.	EX2-10S-2PA1YR-MS-S-RNWL	\$201.29	EX2-10S-2PA1YR-MS-P-RNWL	\$254.97
EX2-10T-2PU	10 Gigabit Ethernet Dual Port SFP+ TWINAX_ Upgrade for existing customers for all models except for the EX1000 and EX2000.	EX2-10S-2PU1YR-MS-S-RNWL	\$201.29	EX2-10S-2PU1YR-MS-P-RNWL	\$254.97
EX2-10B-2PA	10 Gigabit Ethernet Dual Port RJ45 10GbaseT_ Add on Option for New customers except for EX1000 and EX2000.	EX2-10B-2PA1YR-MS-S-RNWL	\$301.94	EX2-10B-2PA1YR-MS-P-RNWL	\$382.46
EX2-10B-2PU	10 Gigabit Ethernet Dual Port RJ45 10GbaseT_ Upgrade for existing customers for all models except for the EX1000 and EX2000.	EX2-10B-2PU1YR-MS-S-RNWL	\$301.94	EX2-10B-2PU1YR-MS-P-RNWL	\$382.46
Two Site System					
EX2-1TB-S1	1 TB of Customer Data	EX2-1TBSS1YR-MS-S-RNWL	\$2,616.82	EX2-1TBSS1YR-MS-P-RNWL	\$3,314.64
EX2-2TB-S1	2 TB of Customer Data	EX2-2TBSS1YR-MS-S-RNWL	\$3,019.41	EX2-2TBSS1YR-MS-P-RNWL	\$3,824.59
EX2-3TB-S1	3 TB of Customer Data	EX2-3TBSS1YR-MS-S-RNWL	\$3,623.29	EX2-3TBSS1YR-MS-P-RNWL	\$4,589.50
EX2-4TB-S1	4 TB of Customer Data	EX2-4TBSS1YR-MS-S-RNWL	\$4,025.88	EX2-4TBSS1YR-MS-P-RNWL	\$5,099.45
EX2-5TB-S1	5 TB of Customer Data	EX2-5TBSS1YR-MS-S-RNWL	\$4,831.06	EX2-5TBSS1YR-MS-P-RNWL	\$6,119.34

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EX2-7TB-S1	7 TB of Customer Data	EX2-7TBSS1YR-MS-S-RNWL	\$5,837.53	EX2-7TBSS1YR-MS-P-RNWL	\$7,394.20
EX2-10TB-S1	10 TB of Customer Data	EX2-10TBSS1YR-MS-S-RNWL	\$6,844.00	EX2-10TBSS1YR-MS-P-RNWL	\$8,669.06
EX2-13TB-S1	13 TB of Customer Data	EX2-13TBSS1YR-MS-S-RNWL	\$8,454.35	EX2-13TBSS1YR-MS-P-RNWL	\$10,708.84
EX2-21TB-S1	21 TB of Customer Data	EX2-21TBSS1YR-MS-S-RNWL	\$11,876.35	EX2-21TBSS1YR-MS-P-RNWL	\$15,043.37
EX2-26TB-S1	26 TB of Customer Data	EX2-26TBSS1YR-MS-S-RNWL	\$13,285.40	EX2-26TBSS1YR-MS-P-RNWL	\$16,828.18
EX2-34TB-S1	34 TB of Customer Data	EX2-34TBSS1YR-MS-S-RNWL	\$19,002.15	EX2-34TBSS1YR-MS-P-RNWL	\$24,069.39
EX2-42TB-S1	42 TB of Customer Data	EX2-42TBSS1YR-MS-S-RNWL	\$23,158.87	EX2-42TBSS1YR-MS-P-RNWL	\$29,334.57
EX2-63TB-S1	63 TB of Customer Data	EX2-63TBSS1YR-MS-S-RNWL	\$34,421.27	EX2-63TBSS1YR-MS-P-RNWL	\$43,600.28
EX2-84TB-S1	84 TB of Customer Data	EX2-84TBSS1YR-MS-S-RNWL	\$45,723.93	EX2-84TBSS1YR-MS-P-RNWL	\$57,916.98
EX2-105TB-S1	105 TB of Customer Data	EX2-105TBSS1YR-MS-S-RNWL	\$57,006.46	EX2-105TBSS1YR-MS-P-RNWL	\$72,208.18
EX2-126TB-S1	126 TB of Customer Data	EX2-126TBSS1YR-MS-S-RNWL	\$67,695.17	EX2-126TBSS1YR-MS-P-RNWL	\$85,747.22
EX2-147TB-S1	147 TB of Customer Data	EX2-147TBSS1YR-MS-S-RNWL	\$77,196.25	EX2-147TBSS1YR-MS-P-RNWL	\$97,781.92
EX2-168TB-S1	168 TB of Customer Data	EX2-168TBSS1YR-MS-S-RNWL	\$86,697.33	EX2-168TBSS1YR-MS-P-RNWL	\$109,816.61
EX2-189TB-S1	189 TB of Customer Data	EX2-189TBSS1YR-MS-S-RNWL	\$96,198.40	EX2-189TBSS1YR-MS-P-RNWL	\$121,851.31
EX2-210TB-S1	210 TB of Customer Data	EX2-210TBSS1YR-MS-S-RNWL	\$106,887.11	EX2-210.TBSS1YR-MS-P-RNWL	\$135,390.34

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)