

**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
SEC Systems								
EX7000SEC	EX-7TB-DB-SEC	\$35,000	36.7%	\$22,155	EX2-7TBSS1YR-MS-S	\$3,323.25	EX2-7TBSS1YR-MS-P	\$4,209.45
EX10000SEC	EX-10TB-DB-SEC	\$40,000	36.7%	\$25,320	EX2-10TBSS1YR-MS-S	\$3,798.00	EX2-10TBSS1YR-MS-P	\$4,810.80
EX13000SEC	EX-13TB-DB-SEC	\$48,000	36.7%	\$30,384	EX2-13TBSS1YR-MS-S	\$4,557.60	EX2-13TBSS1YR-MS-P	\$5,772.96
EX21000SEC	EX-21TB-DB	\$65,000	36.7%	\$41,145	EX2-21TBSS1YR-MS-S	\$6,171.75	EX2-21TBSS1YR-MS-P	\$7,817.55
EX26-GRID-SEC	EX-26TB-DB-SEC	\$78,000	36.7%	\$49,374	EX2-26TBSS1YR-MS-S	\$7,406.10	EX2-26TBSS1YR-MS-P	\$9,381.06
EX34-GRID-SEC	EX-34TB-DB-SEC	\$106,400	36.7%	\$67,351	EX2-34TBSS1YR-MS-S	\$10,102.68	EX2-34TBSS1YR-MS-P	\$12,796.73
EX42-GRID-SEC	EX-42TB-DB-SEC	\$127,050	36.7%	\$80,423	EX2-42TBSS1YR-MS-S	\$12,063.40	EX2-42TBSS1YR-MS-P	\$15,280.30
EX63-GRID-SEC	EX-63TB-DB-SEC	\$189,000	36.7%	\$119,637	EX2-63TBSS1YR-MS-S	\$17,945.55	EX2-63TBSS1YR-MS-P	\$22,731.03
EX84-GRID-SEC	EX-84TB-DB-SEC	\$251,150	36.7%	\$158,978	EX2-84TBSS1YR-MS-S	\$23,846.69	EX2-84TBSS1YR-MS-P	\$30,205.81
EX105-GRID-SEC	EX-105TB-DB-SEC	\$313,200	36.7%	\$198,256	EX2-105TBSS1YR-MS-S	\$29,738.34	EX2-105TBSS1YR-MS-P	\$37,668.56

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EX126-GRID-SEC	EX-126TB-DB-SEC	\$372,300	36.7%	\$235,666	EX2-126TBSS1YR-MS-S	\$35,349.89	EX2-126TBSS1YR-MS-P	\$44,776.52
EX147-GRID-SEC	EX-147TB-DB-SEC	\$425,500	36.7%	\$269,342	EX2-147TBSS1YR-MS-S	\$40,401.23	EX2-147TBSS1YR-MS-P	\$51,174.89
EX168-GRID-SEC	EX-168TB-DB-SEC	\$478,700	36.7%	\$303,017	EX2-168TBSS1YR-MS-S	\$45,452.57	EX2-168TBSS1YR-MS-P	\$57,573.25
EX189-GRID-SEC	EX-189TB-DB-SEC	\$531,900	36.7%	\$336,693	EX2-189TBSS1YR-MS-S	\$50,503.91	EX2-189TBSS1YR-MS-P	\$63,971.61
EX210-GRID-SEC	EX-210TB-DB-SEC	\$591,000	36.7%	\$374,103	EX2-210TBSS1YR-MS-S	\$56,115.45	EX2-210TBSS1YR-MS-P	\$71,079.57

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)
- Pricing effective 2/1/2014

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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-RNW	\$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-RNW	\$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	\$3,522.65	EX2-1TBSS1YR-MS-P-RNWL	\$4,462.02
EX2-2TB-S1	2 TB of Customer Data	EX2-2TBSS1YR-MS-S-RNWL	\$4,025.88	EX2-2TBSS1YR-MS-P-RNWL	\$5,099.45
EX2-3TB-S1	3 TB of Customer Data	EX2-3TBSS1YR-MS-S-RNWL	\$4,831.06	EX2-3TBSS1YR-MS-P-RNWL	\$6,119.34

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EX2-4TB-S1	4 TB of Customer Data	EX2-4TBSS1YR-MS-S-RNWL	\$6,542.06	EX2-4TBSS1YR-MS-P-RNWL	\$8,286.60
EX2-5TB-S1	5 TB of Customer Data	EX2-5TBSS1YR-MS-S-RNWL	\$7,850.47	EX2-5TBSS1YR-MS-P-RNWL	\$9,943.92
EX2-7TB-S1	7 TB of Customer Data	EX2-7TBSS1YR-MS-S-RNWL	\$10,708.84	EX2-7TBSS1YR-MS-P-RNWL	\$13,564.53
EX2-10TB-S1	10 TB of Customer Data	EX2-10TBSS1YR-MS-S-RNWL	\$12,787.20	EX2-10TBSS1YR-MS-P-RNWL	\$16,197.12
EX2-13TB-S1	13 TB of Customer Data	EX2-13TBSS1YR-MS-S-RNWL	\$19,022.28	EX2-13TBSS1YR-MS-P-RNWL	\$24,094.89
EX2-21TB-S1	21 TB of Customer Data	EX2-21TBSS1YR-MS-S-RNWL	\$25,277.49	EX2-21TBSS1YR-MS-P-RNWL	\$32,018.16
EX2-26TB-S1	26 TB of Customer Data	EX2-26TBSS1YR-MS-S-RNWL	\$31,522.64	EX2-26TBSS1YR-MS-P-RNWL	\$39,928.68
EX2-34TB-S1	34 TB of Customer Data	EX2-34TBSS1YR-MS-S-RNWL	\$37,470.88	EX2-34TBSS1YR-MS-P-RNWL	\$47,463.11
EX2-42TB-S1	42 TB of Customer Data	EX2-42TBSS1YR-MS-S-RNWL	\$42,825.30	EX2-42TBSS1YR-MS-P-RNWL	\$54,245.38
EX2-63TB-S1	63 TB of Customer Data	EX2-63TBSS1YR-MS-S-RNWL	\$48,179.72	EX2-63TBSS1YR-MS-P-RNWL	\$61,027.64
EX2-84TB-S1	84 TB of Customer Data	EX2-84TBSS1YR-MS-S-RNWL	\$53,534.14	EX2-84TBSS1YR-MS-P-RNWL	\$67,809.91
EX2-105TB-S1	105 TB of Customer Data	EX2-105TBSS1YR-MS-S-RNWL	\$59,482.38	EX2-105TBSS1YR-MS-P-RNWL	\$75,344.34
EX2-126TB-S1	126 TB of Customer Data	EX2-126TBSS1YR-MS-S-RNWL	#REF!	EX2-126TBSS1YR-MS-P-RNWL	#REF!
EX2-147TB-S1	147 TB of Customer Data	EX2-147TBSS1YR-MS-S-RNWL	#REF!	EX2-147TBSS1YR-MS-P-RNWL	#REF!
EX2-168TB-S1	168 TB of Customer Data	EX2-168TBSS1YR-MS-S-RNWL	#REF!	EX2-168TBSS1YR-MS-P-RNWL	#REF!
EX2-189TB-S1	189 TB of Customer Data	EX2-189TBSS1YR-MS-S-RNWL	#REF!	EX2-189TBSS1YR-MS-P-RNWL	#REF!
EX2-210TB-S1	210 TB of Customer Data	EX2-210TBSS1YR-MS-S-RNWL	#REF!	EX2-210.TBSS1YR-MS-P-RNWL	#REF!

Pricing effective 2/1/2014

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
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- Alert notification and remote reconciliation
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