

## NASPO | WSCA Product and Services Schedule (PSS) User Instructions

Updated: March 31, 2010

**Purpose:** The purpose of this document is to provide a guideline for NASPO | WSCA Contract Users to understand how Dell calculates the final contractually agreed upon, discounted price under Dell's Master Price Agreement # B27160.

**Applicability:** The pricing detailed in the PSS is applicable to Dell's NASPO | WSCA Master Price Agreement # B27160.

**Discount-Off List:** Dell utilizes a Discount-Off Retail (or List Price) methodology in order to determine the appropriate final discounted price.

**Product Categories:** Dell Product and Services offerings are assigned a product category. Each product category is associated with a discount percentage as defined by the Master Price Agreement.

**Final Discounted Price:** The Final Discounted Price is reached by multiplying the 'Retail / List Price' by the applicable discount percentage for the associated product category. For example, if a product has a retail price of \$100 and falls under Category A, the appropriate discounted price would be arrived at through the following formula: (Retail / List Price)\*(1-Discout Percentage Rate) (\$100)\*(1-.10) (\$100)\*(.90) \$90 = Discounted Price.

**Special Pricing:** NASPO | WSCA Contract Users should note that the PSS shows the maximum price that may be charged to a NASPO | WSCA Contract User under the Master Price Agreement (excluding applicable taxes, shipping upgrades, etc).

***PLEASE CONTACT YOUR SALES REPRESENTATIVE TO LEARN MORE ABOUT THE SPECIAL DISCOUNTS AVAILABLE FOR SPECIAL OFFERS, LARGE QUANTITY ORDERS AND ESTABLISHING STANDARD CONFIGURATIONS.***

NOTES:

**(1) Shipping**

Standard 3-5 Day Ground Shipping is included in Price.

**(2) Administrative Fees**

Under the Master Price Agreement, a Participating Entity may elect to include an Administrative Fee. Dell offsets the fee percentage in the discounting afforded to NASPO | WSCA Contract Users utilizing that Participating Addendum. Therefore, Participating Entities may have discounting applied which reflects this policy and therefore deviates from the standard NASPO | WSCA discount structure.