

NASPO | WSCA Product and Services Schedules (PSSs) User Instructions
Updated: April 1, 2015

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 # MNWNC-108.

Applicability: The pricing detailed in the Dell-Branded PSS and Third-Party PSS is applicable to Dell's NASPO | WSCA Master Price Agreement # MNWNC-108.

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

Product Categories: All 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 / Baseline 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 Price)*(1-Discount Percentage Rate) ($\$100*(1-.135) = (\$100*.865) = \$86.50 = \text{Discounted Price}$).

Special Pricing: NASPO | WSCA Contract Users should note that the PSSs 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.