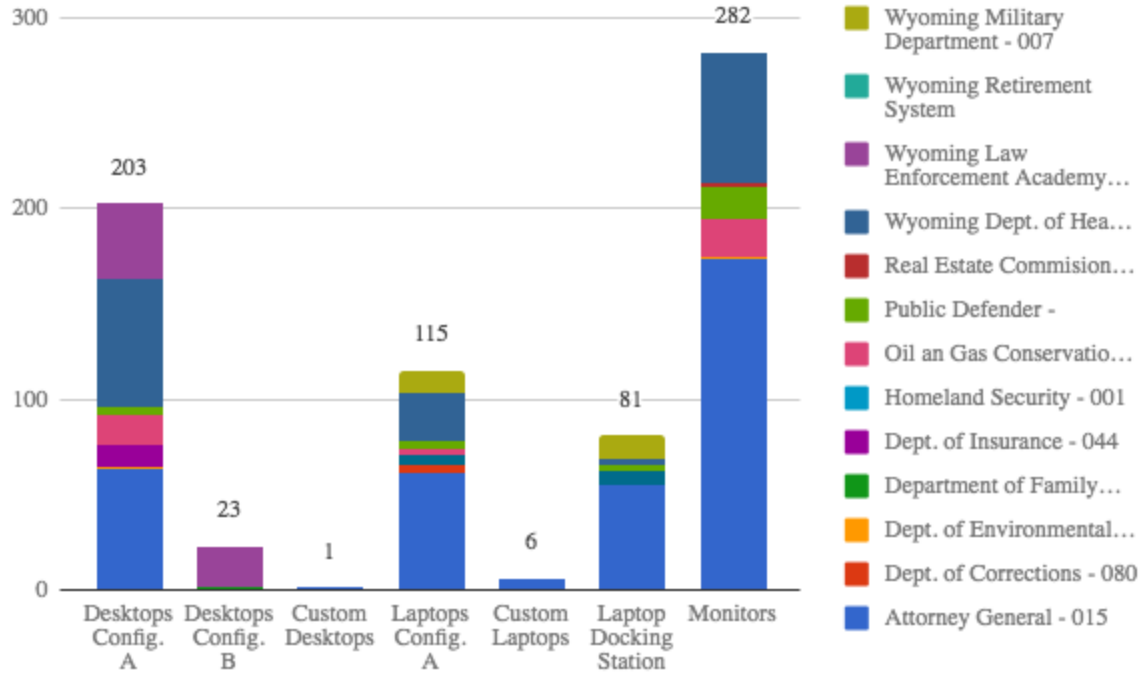




## Department of Enterprise Technology Services

A total of seven hundred and eleven devices were ordered by twelve agencies totaling \$276,762,54.  
Devices totals: 227 Desktops, 221 Laptops, 81 Laptop docking stations, 283 Monitors.



	Amount	Percent
<b>Bulk Order#1 Savings</b>		
Budgeted Amount for Bulk Order #1	\$319,513.18	
Actual Amount for Bulk Order #1	<u>\$240,729.60</u>	
<b>Bulk Order #1 Savings</b>	<b>\$78,783.58</b>	<b>24.66%</b>
<b>Bid-Savings Per Device Cost Analysis</b>	<b>17/18 Average Agency Budgeted Amount</b>	<b>Average BPO#1 Cost per Device</b>
	<b>Savings per Device</b>	
Desktop	\$907.64	\$682.31
Laptop	\$1,312.60	\$766.26
		\$225.33
		\$546.34



Department of  
Enterprise Technology Services

E-mail from Dell:

Dell Customer Communication

Mandy:

3<sup>rd</sup> time is a charm. I have sent this email twice before (see below), but due to the size of the attachment it came back each time as undeliverable. So here's the skinny with regards to the pricing we provided for Bid 0366-C compared to NASPO pricing:

The minimum required discounts on the NASPO contract are not anything near the discounting levels we were able to get approved for this past bid. For example, on the majority of the desktop items in the contract the largest discount that was listed as the minimum discount was 15% off list, but with **the pricing we recently submitted for our response to Bid 0366-C none of the desktops had a discount off of list less than 45%**. As you can see, we made sure that we got the best pricing we possibly could for the State of Wyoming. We wanted to make it very clear so the State of Wyoming could see how serious we are about doing business with together.

If you would like to see the contract pricing I was able to pull up, go to the link below and you'll be able to see all the details:

<http://www.dell.com/learn/us/en/04/slq/contract-selection-wyoming?c=us&l=en&s=bsd&cs=04>

Let me know if you have any questions, comments, or feedback.

Thank you!

**Nicholas Vranes**

Dell Technologies Account Executive

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