

REQUEST FOR PROPOSAL 11-20 HEWLETT-PACKARD – VALUE ADDED RESELLER - Appendix “A”

Description	Quantity	2011 HP VAR Purchases (Rounded Actual)	2012 HP VAR Purchases (Projected)
Desktop & Monitors	700 Units	\$695,000	\$705,000
Laptops + Docking Stations	250 + 150 Units	\$590,000	\$485,000
Universal Power Supplies	65 Units	\$25,000	\$20,000
Enterprise Servers	25 Units	\$115,000	\$112,000
Printers	55 Units	\$25,000	\$20,000
Hardened Notebooks	20 Units	\$100,000	\$100,000
Scanners	5 Units	\$30,000	\$25,000
SAN	2 Units	\$400,000	\$365,000