



## A quote for your consideration!

Based on your business needs, we put the following quote together to help with your purchase decision. Please review your quote details below, then contact your sales rep when you're ready to place your order.

**Total: \$  
512,534.64**

<b>Quote number:</b> 1025680796360.1	<b>Quote date:</b> Dec. 29, 2017	<b>Quote expiration:</b> Jan. 31, 2018
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<b>Company name:</b> CITY OF ORLANDO	<b>Customer number:</b> 54263846	<b>Phone:</b> (407) 246-2563
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<b>Sales rep information:</b> Covert Headley Cove_Headley@Dell.com (800) 456-3355 Ext: 5139752	<b>Billing Information:</b> CITY OF ORLANDO PO BOX 4990 ORLANDO FL 32802-4990 US (407) 246-2563
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## Pricing Summary

Item	Qty	Unit Price	Subtotal
VLA VMWARE-ELA	1	\$512,534.64	\$512,534.64

Contract Code: WN08AGW  
Contract Source No. 43211500-WSCA-15-ACS

### VMware Enterprise License Agreement (ELA)

Term: 3 Years

Support: Production/Premier

#### Deliverables:

VMware vCloud Suite 2017 Standard Qty 42 Capped

VMware vSphere 6 with Operations Management Enterprise Plus for 1 processor Qty 44 Capped

VMware Site Recovery Manager 6 Enterprise (25 VM Pack) Qty 2 Capped

VMware vCenter Server 6 Standard for vSphere 6 (Per Instance) Qty 2 Capped

VMware Horizon 7 Standard : 100 Pack (CCU) Qty 1 Capped

VMware vSphere 6 Essentials Plus Kit for 3 hosts (Max 2 processors per host) Qty 2 Capped

<b>Subtotal:</b>	\$512,534.64
<b>Shipping:</b>	\$0.00
<b>Environmental Fees:</b>	\$0.00
<b>Non-Taxable Amount:</b>	\$0.00
<b>Taxable Amount:</b>	\$0.00
<b>Estimated Tax:</b>	\$0.00
<b>Total:</b>	<b>\$512,534.64</b>

1. Customer shall insert the following on its associated Purchase Order (PO):  
Quote # 1025680796360.1 dated 1/5/2018, with all terms and conditions, is hereby incorporated by reference in this PO. This Quotation supersedes all previous Quotations for this opportunity.
2. This Quotation is a sale of goods and is not a services contract. Customer's purchase order must be received by Dell no later than 1/31/2018.
3. Acceptance of the products stated on this Quotation shall occur upon receipt.
4. Failure to make any one payment will require Customer to discontinue using all Software licenses and certify it has uninstalled and is no longer using the Software or related services on this Quotation. Early termination by Customer is only permitted in the event that fiscal funding is eliminated for the project with which the above products are associated. Furthermore, termination for lack of fiscal funding may only occur at the annual anniversary date of this Quotation. Customer agrees that continued use of this Software after declaring a non-appropriation will require Customer to continue to pay for the Software so Customer does not violate the Takings Clause of the US Constitution and other applicable state and local laws.
5. The total purchase price for the items set forth above shall be payable in the following periodic payment installments (each a "Due Date" and each installment amount a "Payment") as outlined below. Payment must be received by the due date or a late fee will be assessed in accordance with any applicable prompt payment act. All Payments shall be made to Dell Financial Services, PAYMENT PROCESSING CENTER , P.O. BOX 6549 Carol Stream, IL 60197-6549.

Payment Amount	Payment Due Date
\$170,844.88	02/15/2018
\$170,844.88	02/15/2019
\$170,844.88	02/15/2020

## Shipping Group 1

Shipping Contact:  
IT Department

Shipping phone:  
(407) 366-4480

Shipping via:  
Standard Ground

Shipping Address: IT Department  
400 S ORANGE AVE 5TH FL  
ORLANDO  
FL 32801

3-Year ELA							
QTY	Part#	Description	List Price Ea.	List Price	Proposed Price Ea.	Proposed Price	ELA Savings
42	CL7-STD-C	VMware vCloud Suite 7 Standard for 1 Processor	\$5,495	\$230,790	\$3,548	\$149,031.12	\$81,759
42	CL7-STD-P-SSS-C	Production Support/Subscription VMware vCloud Suite 7 Standard for 3 years	\$1,374	\$173,124	\$2,342	\$98,360.64	\$74,763
34	VS6-OEPL-C	VMware vSphere 6 with Operations Management Enterprise Plus for 1 processor	\$4,395	\$149,430	\$2,639	\$89,729.40	\$59,701
34	VS6-OEPL-P-SSS-C	Production Support/Subscription VMware vSphere 6 with Operations Management Enterprise Plus for 3 years	\$1,099	\$112,098	\$1,742	\$59,221.20	\$52,877
2	VCS6-STD-C	VMware vCenter Server 6 Standard for vSphere 6 (Per Instance)	\$5,995	\$11,990	\$3,600	\$7,199.72	\$4,790
2	VCS6-STD-P-SSSC	Production Support/Subscription VMware vCenter Server 6 Standard for vSphere 6 (Per Instance) for 3 years	\$1,499	\$8,994	\$2,376	\$4,752.22	\$4,242
1	VC-SRM6-25E-C	VMware Site Recovery Manager 6 Enterprise (25 VM Pack)	\$12,375	\$12,375	\$7,431	\$7,430.67	\$4,944
1	VC-SRM6-25E-P-SSS-C	Production Support/Subscription for VMware Site Recovery Manager 6 Enterprise (25 VM Pack) for 3 years	\$3,094	\$18,564	\$4,905	\$4,904.58	\$13,659
1	VC-SRM6-25E-C	VMware Site Recovery Manager 6 Enterprise (25 VM Pack)	\$12,375	\$12,375	\$7,431	\$7,430.67	\$4,944
1	VC-SRM6-25E-P-SSS-C	Production Support/Subscription for VMware Site Recovery Manager 6 Enterprise (25 VM Pack) for 3 years	\$3,094	\$18,564	\$4,905	\$4,904.58	\$13,659
1	HZ7-STD-100-C	VMware Horizon 7 Standard : 100 Pack (CCU)	\$25,000	\$25,000	\$16,144	\$16,143.85	\$8,856
1	HZ7-STD-100-P-SSS-C	Production Support/Subscription for VMware Horizon 7 Standard : 100 Pack (CCU) for 3 years	\$6,250	\$18,750	\$10,655	\$10,655.01	\$8,095
1	VS6-ESP-KIT-C	VMware vSphere 6 Essentials Plus Kit for 3 hosts (Max 2 processors per host)	\$4,495	\$4,495	\$2,699	\$2,699.45	\$1,796
1	VS6-ESP-KIT-P-SSS-C	Production Support/Subscription VMware vSphere 6 Essentials Plus Kit for 3 years	\$1,124	\$3,372	\$1,782	\$1,781.64	\$1,590
1	VS6-ESP-KIT-C	VMware vSphere 6 Essentials Plus Kit for 3 hosts (Max 2 processors per host)	\$4,495	\$4,495	\$2,699	\$2,699.45	\$1,796
1	VS6-ESP-KIT-P-SSS-C	Production Support/Subscription VMware vSphere 6 Essentials Plus Kit for 3 years	\$1,124	\$3,372	\$1,782	\$1,781.64	\$1,590
10	VS6-OEPL-C	VMware vSphere 6 with Operations Management Enterprise Plus for 1 processor	\$4,395	\$43,950	\$2,639	\$26,390.90	\$17,559
10	VS6-OEPL-P-SSS-C	Production Support/Subscription VMware vSphere 6 with Operations Management Enterprise Plus for 3 years	\$1,099	\$32,970	\$1,742	\$17,417.90	\$15,552
SUBTOTAL				\$866,144		\$512,534.64	\$353,609

Subtotal: \$512,534.64  
 Shipping: \$0.00  
 Environmental Fees: \$0.00  
 Estimated Tax: \$0.00  
**Total: \$512,534.64**

## Important Notes

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### Terms of Sale

Unless you have a separate written agreement that specifically applies to this order, your order will be subject to and governed by the following agreements, each of which are incorporated herein by reference and available in hardcopy from Dell at your request: Dell's Terms of Sale ([www.dell.com/learn/us/en/uscorp1/terms-of-sale](http://www.dell.com/learn/us/en/uscorp1/terms-of-sale)), which include a binding consumer arbitration provision and incorporate Dell's U.S. Return Policy ([www.dell.com/returnpolicy](http://www.dell.com/returnpolicy)) and Warranty (for [Consumer warranties](#) ; for [Commercial warranties](#)).

If this purchase includes services: in addition to the foregoing applicable terms, the terms of your service contract will apply ([Consumer](#); [Commercial](#)). If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms, then use of the Dell-branded application software is subject to the Dell End User License Agreement - Type A ([www.dell.com/AEULA](http://www.dell.com/AEULA)) and use of the Dell-branded system software is subject to the Dell End User License Agreement - Type S ([www.dell.com/SEULA](http://www.dell.com/SEULA)).

If your purchase is for Mozy, in addition to the foregoing applicable terms, your use of the Mozy service is subject to the terms and conditions located at <https://mozy.com/about/legal/terms>.

You acknowledge having read and agree to be bound by the foregoing applicable terms in their entirety. Any terms and conditions set forth in your purchase order or any other correspondence that are in addition to, inconsistent or in conflict with, the foregoing applicable online terms will be of no force or effect unless specifically agreed to in a writing signed by Dell that expressly references such terms.

### Pricing, Taxes, and Additional Information

All product, pricing, and other information is valid for U.S. customers and U.S. addresses only, and is based on the latest information available and may be subject to change. Dell reserves the right to cancel quotes and orders arising from pricing or other errors. Please indicate any tax-exempt status on your PO, and fax your exemption certificate, including your Customer Number, to the Dell Tax Department at 800-433-9023. Please ensure that your tax-exemption certificate reflects the correct Dell entity name: **Dell Marketing L.P.**

Note: All tax quoted above is an estimate; final taxes will be listed on the invoice.

If you have any questions regarding tax please send an e-mail to [Tax\\_Department@dell.com](mailto:Tax_Department@dell.com).

For certain products shipped to end-users in California, a State Environmental Fee will be applied to your invoice. Dell encourages customers to dispose of electronic equipment properly.