

CalSave Bid Quote Sheet

After careful review, understanding, and acceptance of RFB Terms and Conditions, instructions, and specifications, my firm offers to supply the Products on Bid Response tab of this spreadsheet according to the bid-price-percentage structure offered below to any Eligible Entity in any applicable jurisdiction specified in the bid during for contract term specified in the bid Terms and Conditions.

Bidding Company Name >	CDW Government LLC	A. Company
Submitted By and Attested to By>	Dario Bertocchi	B. Bid Signatory
	VP Contracting Operations	C. Corporate Title
		D. Phone Number
		E. E-Mail Address
		F. Date

Catalog Category Being Bid>	General Hardware & Software	G.
Description of Catalog Line>	Commercially Available Catalog with at least 300 brands and 100,000 products	H.

Method Used for Calculation of Final Effective Bid Prices >	Discount-From-List	I.
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Percent Discount or Percent Markup Over Cost >		J.
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Note: No entry is necessary in box J, if bidding by variable discount or variable markup. Instead, insert percentages starting at row 29, subcategory No. 1.

Name of the Catalog or Price List Used for Price Basis >	www.cdwg.com (excl Cloud Solutions)	K.
Effective Date of the Catalog or Price List >	Continuously Updated	L.

NOTE: If certain subcategories of SKUs are being bid at variable percent markups or discounts, you must clearly identify the subcategory grouping, the applicable percent and the method for determining the final effective bid price. If applicable, you may designate up to 30 subcategories in the spaces below. When completing the Bid Response Tab you must enter the same corresponding discounts in column H so that the final prices are correctly calculated.

	Clearly Defined Subcategories for Variable Markup or Discount	Percent	Discount or Markup
Subcategory No. 1	Accessories (A)	6.7500%	Discount off list
Subcategory No. 2	Power, Cooling & Racks (B)	5.0000%	Discount off list
Subcategory No. 3	Desktop Computers (C)	2.0000%	Discount off list
Subcategory No. 4	Data Storage/Drives (D)	5.2500%	Discount off list
Subcategory No. 5	Enterprise Storage (E)	7.7500%	Discount off list
Subcategory No. 6	Point of Sale/Data Capture (F)	4.0000%	Discount off list
Subcategory No. 7	Servers & Server Management (H)	4.0000%	Discount off list
Subcategory No. 8	Services (CDW Delivered) (J)	0.0000%	Discount off list
Subcategory No. 9	Notebook/Mobile Devices (L)	3.2500%	Discount off list
Subcategory No. 10	Chromebooks (CBK)	2.5000%	Discount off list
Subcategory No. 11	NetComm Products (N)	9.0000%	Discount off list
Subcategory No. 12	Carts and Furniture (O)	5.2500%	Discount off list
Subcategory No. 13	Printing & Document Scanning (P)	1.5000%	Discount off list
Subcategory No. 14	Services (Partner Delivered) (Q)	7.2500%	Discount off list
Subcategory No. 15	Client Configure-to-Order (R)	2.0000%	Discount off list
Subcategory No. 16	Software (S)	5.7500%	Discount off list
Subcategory No. 17	Collaboration Hardware (T)	5.0000%	Discount off list
Subcategory No. 18	Video & Audio (V)	3.5000%	Discount off list
Subcategory No. 19	Cables (W)	15.0000%	Discount off list
Subcategory No. 20	Cloud Solutions (i.e. IaaS, PaaS, SaaS) - please see Q71	0.0000%	Discount off list
Subcategory No. 21	Q71 (copied below):		
Subcategory No. 22	increasingly bespoke and complex, with numerous subscription		
Subcategory No. 23			
Subcategory No. 24			
Subcategory No. 25			
Subcategory No. 26			
Subcategory No. 27			
Subcategory No. 28			
Subcategory No. 29			
Subcategory No. 30			

Attach this Excel workbook to the electronic bid form alongside the name of the catalog category you are bidding on.