

**MEEC Hardware
RFP # USM 2007-12
Awarded Firms**

Firm Name	Firm Address	Firm Telephone # Fax Number	Account Representative	Contact's email address	Comments	MBE Subcontractors
Bell Industries	888 Keystone Crossing Indianapolis, IN 46204	P: 800-849-7627 X5909 888-235-5476 x5824 (Mindy - Lenovo) 888-235-5476 x5808 (Lisa - Sun Products)	Janet Irmink Mindy Spruill (Lenovo) Lisa Goolsby (Sun)	jimink@bellind.com mspruill@bellind.com lgoolsby@bellind.com	Purchase and Lease	1. Realistic #01-131 2. EMS #95-222 3. iCart #04-475
CAS Severn	6201 Chevy Chase Dr. Laurel, MD 20707	301-776-3400	Harris Jones Stephanie Rudy	hjones@cassevern.com srudy@cassevern.com	Purchase only	EMS #95-222
Daly Computers	22521 Gateway Center Dr. Clarksburg, MD 20871	Phone: 301-670-0381 ext. 315 Ryan Yu ext. 324 Janet Kelman ext 316 Or 800-955-3259	Ryan Yu or Janet Kelman	ry@daly.com jkk@daly.com	Purchase and Lease MDOT Certified MBE #	1. Fastech #97-140 2. BithGroup #94-329 3. Applied Tech #02-507 4. RAM #03-008 All-Pro #03-205
Data Networks	309 International Circle Suite 120 Hunt Valley, MD 21030	Phone: 410-823-3000 800-283-6387 X 3020 (Richard) X 3016 (Bob)	Richard Fairhurst Bob Kolb	rfairhurst@datanetworks.com bkolb@datanetworks.com	Purchase and Lease	
Dell Corporation	One Dell Way Box 8706 Round Rock, TX 78682	Phone: 1-800-274-7799 ext. 724-8191(Brian) P: 717-763-8830 (Jason)	Brian Wilson Jason Trumpy	Brian_Wilson@dell.com Jason_trumpy@dell.com	Purchase and Lease	1. MVS #03-198 2. Sutherland Data #93-100 3. Array IT #02-523
DISYS - Digital Intelligence Systems corp.	4151 Lafayette Center Dr. Suite 600 Chantilly, VA 20151	Phone 301-571-4414 or 703-802-0500 or 888-286-3896 Vijay x 114 Laura x 111 Bobby x 150 Armit x 151	Vijay Soni Laura Marsh: Neeraj (Bobby) Gaba, Armit Singh	Vijay.soni@disys.com Laura.marsh@disys.com Neeraj.gaba@disys.com Armit.singh@disys.com	Purchase Only MDOT Certified MBE #	1. NTS #00-219 2. Applied Technology #02-507

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Early Morning Software	227-229 North Holliday Street Baltimore, MD 21202	P: 410-539-0901 x 411	Richard McClearn	Richard@ernslab.com	Purchase and Lease MDOT Certified MBE for Computer programming services and software	1. Digicon #97-127 2. Applied Tech. #02-507 3. BithGroup #94-329
Gateway	610 Gateway Drive North Sioux City, SD 57049	Phone: 1-800-846-2042 ext. 25323	Kari Burnside	Kari.burnside@gateway.com	Purchase and Lease	Atronica #93-210
Hartford Computer Group	10480 Little Patuxent Pkwy Ste 400 Columbia, MD 21044	Phone: 410-740-3020 (Bill) 800-680-4424 x. 204 (Carol)	Bill Heneghan Carol Huff	heneghanb@hcgil.com huffc@hcgil.com	Purchase Only	Applied Technology (#02-507)
Ismart LLC	6679-H Santa Barbara Rd Elkridge, MD 21075	P: 410-379-1000 ext. 116	Randy Fryer	Randy.fryer@ismart.com	Purchase Only	Plexus #96-007
System Source	338 Clubhouse Road Hunt Valley, MD 21031	Phone: 410-771-5544 ext. 44527 - Don Ext. 4451 - Jenna Ext. 4326 - Jennifer	Don Whitehead Jenna Campos Jennifer Gillis	dwhitehead@syssrc.com jcampos@syssrc.com jgillis@syssrc.com	Purchase Only	Caddo Design (pending) Technology Specialists #05-133

Discounts on Frequently Ordered Items - refer to Price Proposals for Complete Information
REVISED 7-13-07

Products/ Manufacturers	Bell Industries	CAS Severn	Daily Computers	Data Networks	Dell	DISYS	EMS	Gateway	Hartford	iSmart	System Source
Desktops/ Workstations					For all products see Dell's Price Proposal						
Lenovo	23%	22%	21%	10.5%-Category A 4%-Category H		1-15%	10%		20%		13%
Dell						0-5%	7%				
HP			20%			3-20%	3%		18%	22%	19%
Toshiba						3-15%	3%		4%		
Panasonic						1-15%	3%		4%		
Sony						0-10%	3%		4%		
Fujitsu						3-20%	3%		4%		
Gateway						0-5%	7%	13% (E-Series & All in one business profile series)			
Other:			5%-10% All other brands			0-20% All others listed in proposal	3%				
SUN	0%						6%				
Apple							3%				
Palm							3%		5%		
Laptops											
Lenovo		20%	18.5%	10.5%-Category A 4%-Category H		1-15%	3%		20%		13%
Dell						0-5%	7%				
HP			20%			3-20%	3%		18%	20%	19%
Toshiba			5%			3-15%	3%		5%		4%
Panasonic			12%			1-15%	3%		5%		14%
Sony			9%			0-10%	3%		5%		3%
Fujitsu			6%			3-20%	3%		5%		
Gateway								13% (E-Series & convertible tablet PC: Business Tablet Series)			
Other:			5%-10% All other brands			0-5%	7%				
Apple						0-20% All others listed in proposal	3%				
Servers		See Price Proposal					3%				
Lenovo	NA										
Dell				10.5%							
HP			15%-20%			1-10%	8%		18%	17%	7%
Toshiba						5-20%	6%				
Panasonic						1-20%			5%		
Sony						1-20%			5%		
Fujitsu						1-15%			5%		
Sun						5-20%	6%		5%		
						0-10%	6%		10%		
EMC				EMC (AX Series) 25%; (Clarion CX, Centera, NAS, Brocade & Cisco Fibre Switches, Clarion Software) 30%; (Symmetrix Systems & Software) 15%							
Gateway						0-10%	6%	11% (9220T, 9XXX Series, storage & backup)	20%		
Other:						0-10%	8%				
IBM	No Bid	5-35%	14%			0-30% All others listed in proposal	5%		10% - IBM X; 20% IBM P		6%
SUN	10%					3-20%	13%				
Apple							6%				

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Products/Manufacturers	Bell Industries	CAS	Daily Computers	Data Networks	Dell	DISYS	EMS	Gateway	Hartford	iSmart	System Source
Peripherals											
Lenovo	10%	12%	10%			1-20%	2%		15%		
IBM	10%		12%			1-20%	2%				5%
Dell				4.5%		0-10%	2%				
HP			20%-Computers 26.5%- Printers			3-30%	2%		15% (PC)	27%	5%
Toshiba			10%			3-20%	2%		5%		7%
Panasonic			15%			1-20%	2%		5%		20%
Sony			12%			0-15%	2%		5%		10%
Fujitsu			10%			0-20%	2%		5%		
Gateway						0-10%	2%	3%			
Other:		12%	5%-20% All other brands			0-50%	2%		5% & 11%		
SUN	10%						2%				
Apple							2%				
NetApp							2%				
Lexmark									20%		
Storage Device									10%		
Dell											
HP							5%				
Fujitsu							5%				
Sun							5%				
EMC							5%				
Gateway							5%	11%			
IBM							5%				
Apple							5%				
Others							5%				
Printers											
Lenovo							4%				
Dell							4%				
HP							4%		25% - HP Laser Printers & HP Deskjets	27%	
Cannon							4%				
Epson							4%				
Okidata							4%				
Lexmark							4%				
Brother							4%				
Olivetti							4%				
Tally Genicom							8%				
Oce							8%				
Xerox							8%				
IBM industrial Printer							8%				
IBM Lasers							4%				
Internal Component											
Items											
Lenovo	13%	12%	10%			1-20%	2%		15%		8%
Dell				4%		0-10%	2%				
HP			20% for computers 26.5% for printers			3-30%	2%		15%	20%	2%
Toshiba			10%			3-20%	2%		5%		15%
Panasonic			15%			1-20%	2%		5%		15%
Sony			12%			0-15%	2%		5%		15%
Fujitsu			10%			0-20%	2%		5%		15%
Gateway						0-10%	2%		5%		
Other:		12%	5%-20% All other brands			0-10%	2%				
SUN	10%					0-50%	2%				
IBM			12%				2%				

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Products/ Manufacturers	Bell Industries	CAS Severn	Daily Computers	Data Networks	Dell	DISYS	EMS	Gateway	Hartford	iSmart	System Source
Post Warranty Maintenance Fee							See price proposal for all options				
Lenovo	13%	9%	10-15%			0-10%	3-5%		15%		8%
Dell				0%		0-10%	3-5%				
HP			20-25%			3-20%	3-5%		15%	5%	8%
Toshiba			12.5-20%			3-20%	3-5%		15%		8%
Panasonic			2.5-20%			1-20%			15%		2%
Sony			15-20%			0-15%	3-5%		15%		8%
Fujitsu			6-20%			0-20%	3-5%		15%		
Gateway						0-10%	3-5%	10%			
Other:			5%-15% All other brands			0-20%	3-5%				
Sun	4%	9%									
Apple							3-5%				
IBM			15-20%				3-5%				