



EXHIBIT A – Product and Services Discount Schedule

Midwestern Higher Education Compact (MHEC) RFP-10282021 End User Computing & Peripherals, Device Lifecycle Management Solutions, and Associated Services HP Discount Schedule		
Based on a discount off current HP US Commercial List Price	https://government.hp.com/content_detail.aspx?contentid=1678	
Notebook Products and Accessories		% DISCOUNT
Specialty Tablets/Value Notebooks;	Chromebook; ProBook x360 11EE, ProBook Fortis	6%
Entry-Level Notebooks	2xx, 4xx	5%
Mid-Range Notebooks and Tablets	6xx	10%
High-End and workstation mobility	8xx, 10xx, Dragonfly, Folio, Z Book	14%
Notebook & Tablet PC CTO Modules	All Notebook & Tablet models	5%
Notebook & Tablet Options and Accessories	All Notebook & Tablet models	15%
Notebook Accessories - Education Software	All Notebook & Tablet models	20%
Promotions/Smart Buys	Notebook Smart Buys	0%
Mini Notebooks		% DISCOUNT
Mini Notebooks	Chromebook, ProBook 11EE	1%
OMEN Products & Accessories		% DISCOUNT
OMEN notebooks, desktops, displays and accessories	Only available through partners as authorized by HP. Not on HP US List price but discounted off HP Internet List (same as HP US List) published at hp.com.	5%
Desktop Products and Accessories		% DISCOUNT
Entry-Level & Specialty Desktops	4xx	3%
Mid-Range	Pro One 4xx/6xx AiO, Pro Desk 4xx/6xx	6%
High-End, Elite	Elite One 8xx AiO, Elite Desk 8xx, HP Presence, 8xx, 7xx	14%
Desktop CTO Modules	All desktop product models	6%
Desktop Options and Accessories	All desktop product models	15%
Promotions/Smart Buys	Desktop Smart Buys	0%
Workstation Products and Accessories		% DISCOUNT
Entry / Value Workstations	Z1, Z2xx, Z4xx	10%
Mid-Range Workstations	Z6xx	10%
High-End Workstations	Z8xx	12%
Workstation CTO Modules	All workstation models	10%
Workstation Options and Accessories	All workstation models	12%
Promotions/Smart Buys	Workstation Smart Buys	0%
Retail Solutions		% DISCOUNT
Retail Solutions	<u>Retail Solutions</u> Family, HP Digital Signage Displays	3%
Promotions/Smart Buys	Retail Solutions Smart Buys	0%



Thin Client Products and Accessories		% DISCOUNT
Thin Clients	HP Thin Client txx Family	8%
Mobile Thin Clients	Notebook t Series	8%
Thin Client Options and Accessories	All thin client models	8%
Promotions/Smart Buys	Thin Client Smart Buys	0%
Monitors		% DISCOUNT
Flat Panel Monitors, Workstation Monitors	Flat Panel Monitors, Workstation Monitors	3%
Monitor Options and Accessories	Monitor Options and Accessories	8%
Promotions/Smart Buys	Monitor Smart Buys	0%
Poly Video		% DISCOUNT
Poly Video UDY104	Studio R30 Series, Studio USB Series, Studio USB/TC10 Kit, Studio R30/GC8 Kit, MTR PC	6%
Poly Video UDY105	Telehealth Station, Studio E70/TC10, Studio E70, Studio X30/TC8, Studio X30, Studio R30/TC10, Studio USB/GC8	12%
Poly Video UDY201	X70/TC8, Studio X70	12%
Poly Video UDY202	EE IV, G7500 w/EEIV, G7500	12%
Poly Video UDY303	Poly Studio P5	8%
Poly Video UDY301	P15 Series, P21 Series	6%
Poly Voice		% DISCOUNT
Poly Voice UDZ104	Phone Accessories	12%
Poly Voice UDZ204	Edge B Series, Edge E Series, CCX Series, VVX Series, ROVE Series	15%
Poly Voice UDZ205	TRIO Series	17%
Poly Audio		% DISCOUNT
Poly Audio UDX101, 102, 103, 104, 105	Headsets	16%
Poly Care Pack and Custom Services		% DISCOUNT
PolyAUDSvcUDX301, PolyAUDSvcPEliteUDX202, PolyAUDSvcP+UDX202	Poly Audio Services	2%
PolyVCESvcUDZ301, PolyVCESvcPEliteUDZ102, PolyVCESvcP+UDZ102	Poly Voice Services	2%
PolyVIDSvcUDY301, PolyVIDSvcPEliteUDY102, PolyVIDSvcP+UDY102	Poly Video Services	2%
Print & Imaging		% DISCOUNT
Printers	All HP All-in-One, Multifunction, LaserJet, Inkjet, Models including the Edgeline series	25%
Printers	Large Format	10%



3D Printers	<p>ONLY the HP Product Lines that are included in this offer include:</p> <ul style="list-style-type: none"> • GI00 3D Plastics Solution Services & 3DaaS • VG00 3D Plastics Prototyping HW • VI00 3D Plastics Production HW • VJ00 3D Prototype Powder & Supplies • VK00 3D Production Powder & Supplies • IA00 3D Software & Subscriptions • IB00 3D E2E Solutions <p>Products only available through the following partners utilizing TD SYNEX: MasterGraphics; NovaStar; Hawk Ridge Systems</p>	1%
Scanners	Scanners	27%
Printer Options & Accessories	All HP Printer Models	25%
Supplies	Inkjet Supplies	20%
Supplies	DesignJet Supplies	30%
Supplies	LaserJet Supplies	25%
Promotions/Smart Buys		0%
Services		% DISCOUNT
Care Pack Services	HP PC & Print	20%
Enhanced Care Pack Services	Workstations	20%
Terms and Conditions		
<p>HP series product transitions will be automatically updated in the above categories as determined by HP. HP reserves the right to introduce new product families with different discount structures as approved by MHEC.</p>		