

Midwestern Higher Education Compact (MHEC)

Contracting Entity/Customer Name	Midwestern Higher Education Compact (MHEC)
Dell Contract Code (CC)	C000000979569 for Direct Sales Only. Authorized MHEC Resellers will have their own unique CC.
Customer Contract Number	MHEC-04152022
Term and renewal options	Current Term: July 1, 2022, through June 30, 2025 Additional 4 year renewal option
Contract Scope	<p>Technology Solutions Contract to include Dell's total line of available hardware, software, services, and 3rd party products. Allows for separate software licensing (i.e., click through, etc.)</p> <p>APEX OFFERINGS: APEX Backup Services (PPBS) Flex on Demand (Custom) Private / Hybrid Cloud</p>
Authorized Users	<ul style="list-style-type: none"> Higher Education (public and not-for-profit private) K-12 Districts and Schools Non-Profit Organizations (Education-Related only) Cities, Counties, Local Subdivisions State Governments (excluding NY, NJ, PA, & DC) <p><u>MHEC (Midwestern Higher Education Compact)</u></p> <ul style="list-style-type: none"> Statutorily-created interstate compact, with lead organization out of Minnesota General MHEC information can be found at: https://www.mhec.org MHEC Technical Contracts can be found at: https://www.mhec.org/contracts/technology Dell's MHEC Technical Contract: https://www.mhec.org/sites/default/files/resources/Dell_MHEC_07012015.pdf Dell's MHEC Website: https://www.dell.com/learn/us/en/84/slq/mhec-landing-page?c=us&l=en&s=slq&cs=84 <p><u>NEBHE (New England Board of Higher Education)</u></p> <ul style="list-style-type: none"> MHEC extended the contract to NEBHE, their sister organization: https://www.mhec.org/nebhe-sister-compact-mhec NEBHE is a statutorily-created interstate compact General NEBHE information can be found at: https://nebhe.org/about/ <p><u>SREB (Southern Regional Education Board)</u></p> <ul style="list-style-type: none"> MHEC extended the contract through MHECTech to SREB their sister organization https://www.mhec.org/sreb-sister-compact-mhec SREB is a statutorily-created regional compact General SREB information can be found at: https://www.sreb.org/about <p><u>WICHE (Western Interstate Commission for Higher Education)</u></p> <ul style="list-style-type: none"> MHEC extended the contract to WICHE, their sister organization WICHE is a statutorily-created regional compact General WICHE information can be found at: www.wiche.edu

MEMBER STATES BY REGION

MHEC	WICHE	SREB	NEBHE
Illinois	Alaska	Alabama	Connecticut
Indiana	Arizona	Arkansas	New Hampshire
Iowa	California	Delaware	Maine
Kansas	Colorado	Florida	Massachusetts
Michigan	Hawaii	Georgia	Rhode Island
Minnesota	Idaho	Kentucky	Vermont
Missouri	Montana	Louisiana	
Nebraska	Nevada	Maryland	
North Dakota	New Mexico	Mississippi	
Ohio	North Dakota	North Carolina	
South Dakota	Oregon	Oklahoma	
Wisconsin	South Dakota	South Carolina	
	Utah	Tennessee	
	Washington	Texas	
	Wyoming	Virginia	
		West Virginia	

Services Available

Eligible Organizations purchasing on-site Support, on-site Training, Professional, or IT as a Service shall negotiate the terms and conditions of such purchase with the Dell, including, as applicable, service level agreements and/or statements of work.

Services: refers to the services offered by Dell under this Master Agreement including: pre-implementation de-sign, installation/de-installation, migration, optimization, maintenance, technical support, training, and services accessible over the internet. These services are as follows:

1. **Support Services:** such as warranty services, maintenance, installation, de-installation, factory integration, (software or equipment components), asset management, and recycling/disposal.
2. **Training and certification.**
3. **Professional Services:** such as assessments, disaster recovery planning and support, services desk/help desk, software and application development, and any other directly related technical support and/or IT related service required for the effective operation of a product offered or supplied.
4. **IT as a Service:** refers to the delivery of a variety of hybrid services and applications accessible on demand over the internet including:
 - Software-as-a-service (SaaS): refers to a software delivery method that provides access to software and its functions remotely as a web-based service.
 - Infrastructure-as-a-service (IaaS): refers to computer infrastructure, such as virtualization, being delivered as a service.
 - Platform-as-a-service (PaaS): refers to a computing platform being delivered as a service.
 - Storage-as-a-service: refers to a storage model where an entity rents or leases storage space.
 - Desktop-as-a-service (DaaS): refers to virtual desktop infrastructure (VDI).
 - Disaster recovery-as-a-service (DRaaS) refers to backup and restore data services.

Pricing/Discounts

Discount off (Dell) List (DOL)

DOL Pricing is based on Dell's Retail Pricelist at: <http://ftpbox.us.dell.com/slg/weekly/dellpricereport.pdf>

Product Category	Product Category Classifications	Proposed Discount
A	Chrome; Cloud Client; Cloud Products; Consumer Chrome; Customer Kits (including some non-tied Monitors); Dell Storage OEM; Dell-Branded Memory; Fixed Workstations; Internet of Things (IOT); Latitude; Mobile Workstations; <u>OptiPlex</u> ; PowerEdge Servers; Software - Server and Other; Software - Storage	18.00%
F	Dell Branded Printer Accessories, Parts, and Toner	1.50%
H	BTX, Prebuilt – Ready to Ship Systems	6.00%
M	3rd Party Software & Peripherals - Mainstream Products Third Party - Mainstream	6.00%
R	CFI / Configuration Services; Selected Services	4.00%
S	Alienware Notebooks; Converged Infrastructure; Data Protection Appliance; Data Protection Software; Data Security Solutions; Dell Networking; Dell Storage PS, Dell Storage SC; <u>Dell EMC</u> ; Displays; Hyper Converged Infrastructure; OEM Networking; Personal Notebooks; Projectors/Monitors/Other Electronics; Storage Entry; Storage High End; Storage Integrated Offer; Storage <u>Mid Range</u> ; Storage Unstructured; Tablets; Vostro Notebooks; XPS Notebooks	3.00%
U	Spare Parts	0.50%
V	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Varies per base SKU
X	Third Party – Non-Discountable, except where contractually required	0.50%
Z	Alienware Desktops; Personal Desktops; Vostro Desktops; XPS Desktops; Non-Discountable Services, except where contractually required	0.50%
Z1 and ZS	Non-Discountable Services, except <u>where</u> contractually required	0.50%
N/A	APEX Cloud	0.00%
N/A	APEX Storage-as-a-Service (ADSS)	0.00%

Shipping	FOB destination; Includes 3-5-day Ground shipping, interior/ground floor or inside dock
Product Delivery	If order cannot be delivered within 30 Calendar Days from Order receipt, Sales must notify customer within 5 business days of receipt of order. Set product delivery expectations early on
Payment Terms	Net 30 days upon receipt of invoice