



Public Sector Sales

March 14, 2012

PERALTA COMM COLLEGE DIST
333 E EIGHTH ST
OAKLAND CA 94606-0000

Dear Louis Quindlen,

Thank you for your recent interest in Hewlett-Packard Public Sector Sales. Award-winning Hewlett-Packard products are designed to deliver high-performance technology, powerful networking and legendary Hewlett-Packard quality - all at a value that your budget demands. From handheld PCs to Servers, Hewlett-Packard provides a single resource for complete solutions that meet all your computing needs. You can rely on Hewlett-Packard for the performance, uptime, and efficiency you need to keep your agency running smoothly and hassle-free. Every Hewlett-Packard product is designed and tested to provide industry-standard compatibility and investment protection. And, with special maintenance services, easy ordering and flexible financing, Hewlett-Packard makes buying the right solution for your organization easier and more convenient than ever.

Attached is the price quotation you requested. When submitting a purchase order directly to Hewlett-Packard, please be certain to include the requested information on the Ordering Information page attached to this quotation. Including the necessary information will ensure the accurate and timely processing of your order through Hewlett-Packard Public Sector. You may order online at http://welcome.hp.com/country/us/eng/solutions/pub_sector.html or fax in your purchase order at 800-825-2329.

-Please reference this contract: CA - STATE OF CALIFORNIA (WSCA/NASPO) Contract (B27164-CA) terms and conditions.

-The terms and conditions of the CA - STATE OF CALIFORNIA (WSCA/NASPO) Contract (B27164-CA) will apply to any order placed as a result of this inquiry; no other terms or conditions shall apply.

- Third party items that may be included in this quote are covered under the terms of the manufacturer warranty, not the HP warranty. This quotation may contain open market products which are sold in accordance with HP's Standard Terms and Conditions.

If you should have questions regarding this quotation or need any other assistance, please contact your Public Sector sales representative.

Sincerely,

Cameron Cnare

Inside Sales Representative



Public Sector Sales

Ordering Information

It's never been easier to place your direct orders with Hewlett-Packard. Now you can have fast, accurate service with special options designed to personalize, process and expedite your shipments with higher levels of accuracy. Ordering Hewlett-Packard products is as simple as picking up the phone, using the fax machine, or logging onto the Hewlett-Packard Public Sector website at http://welcome.hp.com/country/us/eng/solutions/pub_sector.html

Online ordering

With the Hewlett-Packard Online Store, you can create quotes with real-time pricing; place an order using a credit card or purchase order, keep up-to-date on the latest product promotions and pricing available on your contract, inquire about order status and view product/price information - all from your desktop PC. Visit http://welcome.hp.com/country/us/eng/solutions/pub_sector.html

Faxing Option

Faxing your order is convenient, too. Simply fill out your request on the customer purchase order and send to 1-800-825-2329. Your order will be promptly handled, and you can call a Customer Service Representative to confirm your order.

Personalized Telesales

To provide more personal service to you, our telephone sales and order administration representatives are assigned by territory. This means you can reach a dedicated government, education, or medical sales team every time you call - giving you added value by letting you grow personal relationships with representatives who know your product as well as your special terms and delivery requirements. To request a quote, check product availability, and other related questions, call your Telesales Representative.

Order Accuracy

To ensure the accurate and timely processing of your order, please verify that your purchase order includes the following information:

- o **Bill-to address,**
- o **Ship-to address,**
- o **Purchase order number,**
- o **Part number, description, and price,**
- o **Contract # and name**
- o **Reseller of choice**
- o **Contact name , phone number, and email address,**
- o **Special delivery requirements**
- o **Requested delivery date**
- o **Signature of authorized purchaser**
- o **Please note that Hewlett Packard must be listed as the vendor.**
- o **Sample/Editable PDF Purchase Order forms are available at these links -**
 - o **Standard PO (STL / K12 / Hi Ed / Fed) - http://gem.compaq.com/gemstore/sites/downloads/SLED_PO_Template.pdf**
 - o **Federal Form 1449 - http://gem.compaq.com/gemstore/sites/downloads/FED_PO_Template_Form_1449.pdf**

Tax-Exempt Certificate Requirements

All tax-exempt accounts should have a tax-exempt certificate on file with Hewlett-Packard to avoid having sales tax added to their invoice. This certificate needs to be provided only once. If you are ordering for the first time, please include with your order or account application.

Free Configuration Services (excludes non-configure to order IPG product)

When you purchase Hewlett-Packard products through Public Sector, you become eligible for configuration of Hewlett-Packard hardware options and upgrades at NO extra cost. To request this free service, clearly state on your purchase order which options and upgrades you would like installed and list each configuration separately. Once an order is placed, in-stock items require 2-4 business days for installation.

HP Credit

Hewlett-Packard's financing programs can help your agency purchase or lease HP solutions. To inquire more about a customized financial solution proposal call your Telesales Representative.

Order Tracking and Status

All orders are entered within 24 hours of receipt and are scheduled to ship on a first in first out basis. Orders are shipped within seven days of receipt provided all items are in stock and all necessary information has been properly included on your purchase order. (Remember that ship complete orders can be delayed if a particular item is not currently in stock.) To inquire about the status of your order, you can either log on to http://welcome.hp.com/country/us/eng/solutions/pub_sector.html or call your corresponding Customer Service Representative.

Returned Merchandise

A return material authorization number (RMA) is required for all returns to be processed. Returns may be requested within 30 days of shipment. Please call your Public Sector Customer Service Representative in order to have an RMA assigned. Please have a copy of the packing slip available when you call.

Customer Relationship and Sales For Public Sector Sales

Fax: 800-825-2329

K-12 Education: 800-888-3224

Higher Ed: 877-480-4433

State & Local: 888-202-4682



PRICE QUOTATION

Quote Number: 7130614-4

March 14, 2012

Provided by: Cameron Cnare

Louis Quindlen

PERALTA COMM COLLEGE DIST

Contract: CA - STATE OF CALIFORNIA (WSCA/NASPO) (B27164-CA)

Product availability and product discontinuation is subject to change without notice. The prices in this quotation are valid for 30 days from quote date above. Please include the quote number and contract from this quote on the corresponding purchase order.

Item	Part No.	Description	Qty.	Unit Price	Extended
Group:					
1.		See Comments Below HP Part # QZ963US#ABA Description : HP 8560w i7-2820QM 15.6 6GB/500 PC 16GB RAM Please Reference Big Deal # 87498237	2	\$2,284.00	\$4,568.00
2.		See Comments Below HP Part # QZ800US#ABA Description : HP Z400 ZB3.2 500G 12G Win7 Pro 64WS Please Reference Big Deal # 87498237	23	\$2,070.00	\$47,610.00
3.	XW475A4#ABA	HP ZR2240w 21.5-inch LED Backlit IPS Monitor Monitors - HP ZR2240w 21.5-inch LED Backlit IPS Monitor Input Signal - DVI-D; VGA; DisplayPort and HDMI connector (HDCP support on DisplayPort, HDMI and DVI) Brightness (typical) - 250 nits Tilt - Tilt: -5° to +35° Height adjustability range - 9,0 cm (3.5 in) Pivot rotation - Yes Max Power Rating - 52 Watts Native resolution - 1920 x 1080 Integrated speakers - No integrated speakers, HP Speaker Bar optional Warranty - 3-year parts, 3-year labor, 3-year onsite limited warranty. Next business day exchange available.	23	\$217.00	\$4,991.00
4.		See Comments Below Alameda County Tax Rate = 8.75%. \$57,169.00 x 8.75% = \$5002.29	1	\$5,002.29	\$5,002.29

SUB TOTAL : \$62,171.29

CA Recycling Fee Total : \$184.00

TOTAL PRICE : \$62,355.29

Note: For detailed warranty information, please link to "URL" for more information www.hp.com/go/specificwarrantyinfo. Sales taxes added where applicable. Freight is FOB Destination.

California law requires collection of an advance recycling fee for certain products. Applicable mandatory advance recycling fees may be added to your invoice. For more information, please go to www.hp.com/go/hwrecycle.



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GET MORE FOR YOUR MONEY

Make the most of your budget and protect against technology obsolescence. Lease these HP products with a purchase price of \$62,171.29 for 36 months for as little as \$1,930.42 per month. At the end of the lease, send the equipment back to HP Financial Services and upgrade to new technology or purchase the equipment at its fair market value.*

GET MORE WITH HP FINANCIAL SERVICES

For more information, call Hewlett-Packard Financial Services Company at 1-888-277-5942 and talk to a financial services representative who specializes in supporting government and education entities.

* The monthly payment amount is for a lease commencing on or before 4/13/2012 with a term of 36 months and a fair market value purchase option at the end of the lease term. This and other leasing and financing options are available through Hewlett-Packard Financial Service Company (HPFSC) or one of its affiliates to qualified education and state and local customers in the U.S. and subject to credit approval and execution of standard HPFSC documentation. Fees and other restrictions may apply. This is not a commitment to lease. Rates and payments are subject to change at any time without notice. Leasing and financing options for Federal governmental agencies (subject to a \$50,000 minimum) are available from Hewlett-Packard Company.

Note: For detailed warranty information, please link to "URL" for more information www.hp.com/go/specificwarrantyinfo. Sales taxes added where applicable. Freight is FOB Destination.

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PRICE QUOTATION

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Comments: Please contact your HP Inside Sales Representative Cameron Cnare @ 1-800-277-8988 Ext. 7718591 if you have any additional questions.

The Fax Number for the HP Public Sector Order Entry is @ 1-800-825-2329

All HP Public Sector Purchase Orders must be endorsed to HP with the following information:

Hewlett-Packard

10810 Farnam Drive

Omaha, NE 68154

Federal Tax ID: 94-1081436

DUNS 134303192

There is no shipping/handling fee

Please reference any of the following that apply; contract number, big deal number and quote number on the P.O.

Attach a copy of the quote to your completed purchase order

If this is your first order and your school or agency is tax exempt, please attach a copy of your tax certificate to the P.O.

Note: For detailed warranty information, please link to "URL" for more information www.hp.com/go/specificwarrantyinfo.

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