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Customer:

Gannett Power/ Storage

Opportunity:

Approval #

Hardware and Software Product Section

Machine/Model	Description	Qty
7063-CR2		2
7316-TF5		2
5773-RS3		2
9009-42A		1
9676-A03		1
VSPP SW		1
5774-CMT		2
9105-42A		1
9676-A03		1
VSPP SW		1
5341-994		2
5131-P03		2
5131-P03		2
9031-FF8		2

Hardware & Software Total:

Maintenance, Services & Incentives Sections Section

Machine/Model	Description	Qty
Sirius Services	Implementation	1
Cisco Maintenance		1
Presales		250

Promotions

Main., Services & Incentives Total:

Solution Total:

Sturcturing Notes:

gannettpower-raw

	Sales Team	Split %
CE 1:		0%
CE 2:		0%
Specialist 1:		0%
Specialist 2:		0%
		0%

Unit List Price	Total List Price	End User Discount	Customer Price
\$14,206	\$28,412	21.73%	\$22,238
\$3,309	\$6,618	34.78%	\$4,316
\$1,215	\$2,430	21.73%	\$1,902
\$3,89,406	\$3,89,406	31.26%	\$2,67,678
\$9,985	\$9,985	31.26%	\$6,864
\$1,73,005	\$1,73,005	31.26%	\$1,18,924
\$2,160	\$4,320	20.00%	\$3,456
\$4,04,106	\$4,04,106	31.26%	\$2,77,782
\$10,352.65	\$10,353	31.26%	\$7,116
\$2,72,625	\$2,72,625	31.26%	\$1,87,402
\$23,49,600	\$46,99,200	86.00%	\$6,57,888
\$7,04,880	\$14,09,760	86.00%	\$1,97,366
\$91,500	\$1,83,000	86.00%	\$25,620
\$3,05,000	\$6,10,000	86.00%	\$85,400
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$82,03,220		\$18,63,953

Unit/Sirius Ref. Price	Total List/Ref. Price	End User Discount	Customer Price
3,00,000.00	\$3,00,000	-120.00%	\$6,60,000
	3392 \$3,392	0.00%	\$2,375
693.48	\$1,73,370		\$1,73,370
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$4,76,762		\$8,35,745
	\$86,79,982		\$26,99,698
	Purchase Authorization Price:		\$26,99,698.44
	Balance:		\$0

					EU DISC	CDW DISC
				HMC	21.73%	25.12%
				RACK	34.78%	37.60%
				SERVER	31.26%	36.23%
				SW - VSPP	31.26%	39.23%
				NON-VSPP	20.00%	25.12%
Sirius Discount	Sirius Cost	Profit	Margin	DS8	86.00%	88.88%
25.12%	\$21,275	\$963	4.33%			
37.60%	\$4,130	\$187	4.32%			
25.12%	\$1,820	\$82	4.33%			
36.23%	\$2,48,324	\$19,353	7.23%	5250 RPQ		
36.23%	\$6,368	\$496	7.23%			
39.23%	\$1,05,135	\$13,788	11.59%			
25.12%	\$3,235	\$221	6.40%			
36.23%	\$2,57,698	\$20,084	7.23%	5250 RPQ		
36.23%	\$6,602	\$515	7.23%			
39.23%	\$1,65,674	\$21,728	11.59%			
88.88%	\$5,22,551	\$1,35,337	20.57%			
88.88%	\$1,56,765	\$40,601	20.57%			
88.88%	\$20,350	\$5,270	20.57%			
88.88%	\$67,832	\$17,568	20.57%			
	\$0	\$0	#DIV/0!			
	\$0	\$0	#DIV/0!			
	\$0	\$0	#DIV/0!			
	\$15,87,758	\$2,76,195	14.82%			

Sirius Discount	Sirius Cost	Profit	Margin	
30.00%	\$2,10,000	\$4,50,000	68.18%	â,13,30,000.00
		\$2,375	100.00%	
	\$0	\$1,73,370	100.00%	
	\$0	\$0	#DIV/0!	
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	\$0	\$0	#DIV/0!	
	\$0	\$0	#DIV/0!	
	\$0	\$0	#DIV/0!	
	\$2,10,000	\$6,25,745	74.87%	
	\$17,97,758	\$9,01,940	33.41%	

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Special Bid #

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