

**BID ITEM WORKBOOK**

**COSTARS - 3 REBID IT Hardware (September 2010)**

**BID ITEM SHEET**

**BIDDERS/CONTRACTORS LEGAL NAME**

Island Tech Services, LLC

**PRICING**

The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of product

After Contract award, a Contractor may offer, either on its own initiative or at a Purchaser's request, additional discounts, reduced mark-ups, customized lists, or discounted prices for any purchase within the scope of the Contract, even if such discount

**MANUFACTURER:**

Panasonic Computer Solutions

**PRICING STANDARD:** (Check that which is applicable.)

- Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount  
 Suppliers Cost Plus % of Mark-up  
 Custom List including Net Prices

**PRICE LIST IDENTIFICATION:**

**CATALOG OR PRICE LIST NAME:** January 2011 Pricing Guide  
**IDENTIFICATION NO. (IF APPLICABLE):** \_\_\_\_\_  
**EFFECTIVE DATE:** January 2011  
**CLASS OF PURCHASER:** All Purchasers  
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

ITEM CATEGORY	% DISCOUNT FROM LIST PRICE		
<i>Fully Rugged</i>	10%		
<i>Semi Rugged</i>	8%		
<i>Business Rugged</i>	6%		
<i>Ultra Mobile</i>	8%		
<i>Accessories</i>	5%		