

EXHIBIT A – PRICING WORKSHEET

This Pricing Worksheet is an Exhibit to and is incorporated into the Services Contract between the City of Charlotte and PCMG, Inc. (the “Contract”). Capitalized terms not defined in this Exhibit shall have the meanings assigned to such terms in the Contract.

1. Technology Products.

The Company shall offer the below indicated discount off their then-current list cost on www.pcmg.com:

Category	Percentage off List Cost
Desktop printers	5
HP desktop printers	5
Scanners	5
Projectors	7
Smartboards	6
Plotters	5
Tablet computers	5
Microsoft Surface® tablets	3
Ruggedized tablet and laptop computers	7
Panasonic Toughbooks® and ToughPads®	8
Security cameras and components	7
Wireless cameras and components	7
Servers	8
HP servers	8
Computer peripherals	12
Power protection	10
Audio/visual equipment	8
Mobile and wireless communications equipment and related peripherals	8
Network hardware	8
COTS software	5
Subscription and/or cloud-based software	5
Firewalls	8

2. Technology Services.

The Company shall base their pricing for Services on the below rates for Services as requested. These rates are proved as reference; each project requested of the Company will be accompanied by a separate scope of work. The below Services are only intended to support the purchase of the Products described above.

Service Description	Percentage off List Price	URL
Product-Related Services (Per Section 3.3.1)		
Managed & End User Support Services	4	www.pcmg.com
Professional/Technical Consulting	4	www.pcmg.com
Configuration/Integration Services	4	www.pcmg.com
Installation/Deployment Services	4	www.pcmg.com
Remediation/Disposal Services	4	www.pcmg.com
Other Services (Per Section 3.3.2)		
COTS Maintenance and Support	5	www.pcmg.com

3. Administrative Fees.

The Company shall pay the City the below indicated Administrative Fee based on overall CCPA Program spend by the City and Participating Public Agencies during the term of the Contract and will include a report as mutually agreed to by the parties outlining the CCPA spend. The Administrative Fee shall be paid no later than thirty (30) days after the end of each calendar quarter during the term of the contract.

1%

4. Pricing Incentives and Rebates.

The Company shall provide the following rebates. Rebates shall be delivered to the City or Participating Public Entity as determined by their ordering from the Company and based on total aggregate sales across the City and all Participating Pubic Agencies:

Rebate Description	Amount or Percentage
Offerings are per manufacturer and are set by manufacturer with set end dates.	Set by Manufacturer