

## vCloud Tech 112124-VCO

Pricing for contract 112124-VCO offers Sourcewell participating agencies the following discounts:

Our pricing proposal for Sourcewell participating entities includes a structured discount model, with discounts ranging from 1% to 10% off the Manufacturer's Suggested Retail Price (MSRP) or standard list price, depending on the specific product or service. This discount range is designed to provide Sourcewell members with significant cost savings while ensuring access to high-quality technology solutions that meet their operational needs.

### Discount Structure and Rationale

The discount range of 1% to 10% allows flexibility across our offerings, ensuring that each product and service category is priced competitively within the public sector market. Discounts are applied based on factors such as product type, demand, and cost structure, allowing us to maximize savings for Sourcewell entities across our catalog.

Certain items with minimal manufacturer margin or high demand may have a lower discount, typically around 1%. This ensures that we can still provide Sourcewell members with savings while maintaining product availability and quality.

Many products and services fall within the mid to high range of the discount scale, offering Sourcewell participants discounts between 5% and 10%. These higher discounts are often applied to bulk purchases, core infrastructure products, and strategic solutions where Sourcewell entities benefit most from significant cost reductions.

### Value of Discount Range for Sourcewell Participants

By offering discounts from 1% to 10%, we ensure that Sourcewell entities can access a range of savings across essential IT products, software solutions, and services. This discount structure provides flexibility, allowing public sector and educational institutions to manage their budgets effectively and secure the best possible pricing on the products they need.

Our approach ensures Sourcewell participants receive not only reliable, high-quality technology but also meaningful cost savings that support long-term value and operational efficiency.