

Dell										
	Description	Qty	Unit Price	Original Lease Rate Factor	Negotiated Lease Rate Factor	If Purchased Outright	Proposed Lease Rate	Negotiated Lease Rate	Difference Purchase/Lease-Proposed Rate	Difference Purchase/Lease-Negotiated Rate
All In One	Dell OptiPlex 9030	450	\$ 771.31	0.30000	0.28749	\$ 347,089.50	\$ 312,380.55	\$ 299,354.28	\$ (34,708.95)	\$ (47,735.22)
Power User	Dell T1700 Precision	75	\$ 865.42	0.30000	0.28749	\$ 64,906.50	\$ 58,415.85	\$ 55,979.91	\$ (6,490.65)	\$ (8,926.59)
Lightweight Exec Laptop	Dell Latitude 12"	15	\$ 1,023.97	0.30000	0.28749	\$ 15,359.55	\$ 13,823.60	\$ 13,247.15	\$ (1,535.96)	\$ (2,112.40)
Lightweight Exec Laptop Opt	Dell Latitude 14" Optional	0	\$ 1,071.08	0.30000	0.28749	\$ -	\$ -	\$ -	\$ -	\$ -
Power User Laptop	Dell M2800 Precision	70	\$ 1,123.73	0.30000	0.28749	\$ 78,661.10	\$ 70,794.99	\$ 67,842.84	\$ (7,866.11)	\$ (10,818.26)
Standard Laptop	Dell Latitude E5450	165	\$ 819.74	0.30000	0.28749	\$ 135,257.10	\$ 121,731.39	\$ 116,655.19	\$ (13,525.71)	\$ (18,601.91)
PD/Fire	Dell Latitude Rugged 12RE	210	\$ 2,778.18	0.30000	0.28749	\$ 583,417.80	\$ 525,076.02	\$ 503,180.35	\$ (58,341.78)	\$ (80,237.45)
Monitor										
24"	DellP2414H	550	\$ 145.00	0.32172	0.32	\$ 79,750.00	\$ 76,971.51	\$ 76,560.00	\$ (2,778.49)	\$ (3,190.00)
27"	DellP2714H	25	\$ 215.00	0.32172	0.32	\$ 5,375.00	\$ 5,187.74	\$ 5,160.00	\$ (187.26)	\$ (215.00)
Assesories										
EPort Docking Station		260	\$92.40	0.33129	0.3275	\$24,024.00	\$ 23,876.73	\$ 23,603.58	\$ (147.27)	\$ (420.42)
In-Car Docking Station		135	\$435.28	0.33129	0.3275	\$58,762.80	\$ 58,402.58	\$ 57,734.45	\$ (360.22)	\$ (1,028.35)
DVD External Drive		175	\$27.00	0.33129	0.3275	\$4,725.00	\$ 4,696.04	\$ 4,642.31	\$ (28.96)	\$ (82.69)
Power Supply for Rugged		135	\$109.13	0.33129	0.3275	\$14,732.55	\$ 14,642.24	\$ 14,474.73	\$ (90.31)	\$ (257.82)
Keyboard and Mouse		175	\$11.60	0.33129	0.3275	\$2,030.00	\$ 2,017.56	\$ 1,994.48	\$ (12.44)	\$ (35.52)
Utility The Rocket		135	\$939.84	0.33129	0.3275	\$126,878.40	\$ 126,100.64	\$ 124,658.03	\$ (777.76)	\$ (2,220.37)
Remote Config Mgmt		135	\$43.12	0.35436	0.35006	\$5,821.20	\$ 6,188.40	\$ 6,113.31	\$ 367.20	\$ 292.11
NFS NMEA Forwarding Svc		135	\$78.32	0.35436	0.35006	\$10,573.20	\$ 11,240.16	\$ 11,103.76	\$ 666.96	\$ 530.56
Design Config PM	Days	10	\$1,195.92	0.35436	0.35006	\$11,959.20	\$ 12,713.59	\$ 12,559.31	\$ 754.39	\$ 600.11
Degaussing first 250GB Included		0	\$0.00	0.00000	0	\$0.00	\$ -	\$ -	\$ -	\$ -
Degaussing over 250 GB		450	\$70.00	0.30000	0.35006	\$31,500.00	\$ 28,350.00	\$ 33,080.67	\$ (3,150.00)	\$ 1,580.67
Dell Data Protection	** Optional	985	\$20.00	0.35436	0.35006	\$19,700.00	\$ 20,942.68	\$ 20,688.55	\$ 1,242.68	\$ 988.55
Totals						\$ 1,620,522.90	\$ 1,493,552.24	\$ 1,448,632.90	\$ 126,970.66	\$ 171,890.00

Note

* Indicates More Cost Effective to Purchase

** First year Free, Then \$10 per year

Lease Amount Proposed Rate/Year	Lease Amount Negotiated Rate/Year	Savings from Negotiation/Year	Total Lease Savings from Negotiation/Contract
\$ 104,126.85	\$ 99,784.76	\$ 4,342.09	\$ 13,026.27
\$ 19,471.95	\$ 18,659.97	\$ 811.98	\$ 2,435.94
\$ 4,607.87	\$ 4,415.72	\$ 192.15	\$ 576.44
\$ -	\$ -	\$ -	\$ -
\$ 23,598.33	\$ 22,614.28	\$ 984.05	\$ 2,952.15
\$ 40,577.13	\$ 38,885.06	\$ 1,692.07	\$ 5,076.20
\$ 175,025.34	\$ 167,726.78	\$ 7,298.56	\$ 21,895.67
\$ 25,657.17	\$ 25,520.00	\$ 137.17	\$ 411.51
\$ 1,729.25	\$ 1,720.00	\$ 9.25	\$ 27.74
\$7,958.91	\$7,867.86	\$ 91.05	\$ 273.15
\$19,467.53	\$19,244.82	\$ 222.71	\$ 668.13
\$1,565.35	\$1,547.44	\$ 17.91	\$ 53.72
\$4,880.75	\$4,824.91	\$ 55.84	\$ 167.51
\$672.52	\$664.83	\$ 7.69	\$ 23.08
\$42,033.55	\$41,552.68	\$ 480.87	\$ 1,442.61
\$2,062.80	\$2,037.77	\$ 25.03	\$ 75.09
\$3,746.72	\$3,701.25	\$ 45.46	\$ 136.39
\$4,237.86	\$4,186.44	\$ 51.42	\$ 154.27
\$0.00	\$0.00	\$ -	\$ -
\$9,450.00	\$11,026.89	\$ (1,576.89)	\$ (4,730.67)
\$6,980.89	\$6,896.18	\$ 84.71	\$ 254.13
\$ 497,850.75	\$ 482,877.63	\$ 14,973.12	\$ 44,919.35