

Services Price List for Western Blue Customers

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Information & Sales

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WB Part #	Description	Index Price	Customer Price	Discount
999-0003	Basic Imaging Services	\$25.30	\$21.00	17.00%
999-0003S	Basic Imaging Services - Servers	\$29.41	\$20.00	32.00%
999-0004	Basic Imaging Services: Disk Image Load - Includes Integration Image and License	\$26.39	\$21.90	17.00%
999-0007	Basic Imaging Services: Flash Bios	\$26.39	\$21.90	17.00%
999-0005	Imaging Services: Image testing and validation	\$26.39	\$21.90	17.00%
999-0008	Imaging Services: Help with Image Development and testing	\$26.39	\$21.90	17.00%
999-0009	Imaging Services: Image licenses per seat	\$26.39	\$21.90	17.00%
999-0010	Imaging Services: Advanced Imaging with shipping and optimization	\$79.17	\$65.71	17.00%
999-0053	Imaging Services: Optimization - Single Enterprise Image	\$26.39	\$21.90	17.00%
999-0054	Imaging Services: Application Packaging (reducing multiple complex images into one auto updating image)	\$6.35	\$5.27	17.00%
999-0056	Imaging Services: Consulting Services - To reduce images into baseline	\$6.35	\$5.27	17.00%
999-0057	Imaging Services: Development and Testing	\$6.35	\$5.27	17.00%
999-0058	Imaging Services: Optimization - Reduce Image Load time by up to 50%	\$6.35	\$5.27	17.00%
999-5023	Basic Onsite Installation Services	\$42.17	\$35.00	17.00%
999-5023S	Basic Onsite Installation Services - Servers	\$66.18	\$45.00	32.00%
999-5024	Basic Onsite Installation: Unbox and Setup appropriate peripheral hardware.	\$43.58	\$36.17	17.00%
999-5025	Basic Onsite Installation: Attach Cables to Existing Building and Network Wiring.	\$43.58	\$36.17	17.00%
999-5026	Basic Onsite Installation: Test and Confirm Network Login, when Applicable.	\$43.58	\$36.17	17.00%
999-5029	Basic Onsite Installation: Remove Boxes and Waste Material	\$43.58	\$36.17	17.00%
999-5027	Onsite Installation Services: Install Configuration - Options/Peripherals/Hardware Integration	\$43.58	\$36.17	17.00%
999-5010	Onsite Installation: Advanced On-Site Installation with shipping and optimization	\$102.04	\$84.69	17.00%
999-5028	Onsite Installation: Staged Deliveries	\$6.35	\$5.27	17.00%
999-5030	Onsite Installation: Customer CMOS or Asset Mgt setting	\$15.90	\$13.19	17.00%
999-5031	Onsite Installation: Remote Locations	\$39.74	\$32.99	17.00%
999-0012	Onsite Installation: Storage or Customer's New and/or Salvaged Equipment	\$44.51	\$36.94	17.00%
999-5032S	Onsite Installation: Servers	\$243.22	\$201.88	17.00%
999-6030	Advanced Onsite Installation: Basic + Per Scope	\$205.83	\$170.84	17.00%
999-6031	Advanced Onsite Installation/Integration: Per Scope	\$237.50	\$197.13	17.00%
999-6032	Advanced Onsite Installation/Configuration/Integration: Per Scope	\$791.67	\$657.08	17.00%
999-6033	Imaging SC Education	\$19.28	\$16.00	17.00%
999-2001	Basic Asset Tagging Services - Customer Provided Tags	\$10.84	\$9.00	16.97%
999-2001S	Basic Asset Tagging Services - Customer Provided Tags - Servers	\$13.24	\$9.00	32.02%
999-2002	Basic Asset Tagging Services - Using Customer's Asset Tags (IN)	\$11.44	\$9.50	17.00%
999-2000	Asset Tagging: Web Based Inventory Management (moves, adds, and changes)	\$11.44	\$9.50	17.00%
999-2003	Asset Tagging Services - Using WB Asset Tags Plus Electronic Data Transfer	\$13.62	\$11.30	17.00%
999-2004	Asset Tagging Services - Other Equipment (IN/OUT)	\$13.62	\$11.30	17.00%
999-2005	Asset Tagging Services - Barcode	\$30.65	\$25.44	17.00%
999-2006	Asset Tagging Services - Barscan	\$30.65	\$25.44	17.00%
999-2010	Asset Tagging: Advanced Asset Tagging with shipping and optimization	\$26.39	\$21.90	17.00%

999-0023	Disposal/Salvage of old Equipment Services - Transportation and DOD signoff	\$25.54	\$21.20	17.00%
999-0024	Disposal/Salvage of old Equipment Services	\$10.84	\$9.00	16.97%
999-0024S	Disposal/Salvage of old Equipment Services - Servers	\$13.24	\$9.00	32.02%
999-0027	Disposal/Salvage of old Equipment Services - Cascade or trickle down to new users	\$40.07	\$33.26	17.00%
999-5033	Basic Deployments & Logistics Services	\$48.19	\$40.00	17.00%
999-5033S	Basic Deployments & Logistics Services - Servers	\$66.18	\$45.00	32.00%
999-5034	Basic Deployments & Logistics Services: Secure Cart	\$17.03	\$14.13	17.00%
999-5035	Deployments & Logistics Services: Multiple PM's Onsite, at Headquarters, and Logistical	\$17.03	\$14.13	17.00%
999-5036	Deployments & Logistics Services: ITIL Certified	\$17.03	\$14.13	17.00%
999-5037	Deployments & Logistics Services : Perform Bios settings or changes, i.e. WOL (wake on LAN) on-site or during imaging	\$17.03	\$14.13	17.00%
999-5038	Deployments & Logistics Services: Name or rename PC per instructions/naming convention	\$17.03	\$14.13	17.00%
999-5039	Deployments & Logistics Services: Add/Remove software as required, from a network server, or by CD/DVD	\$17.03	\$14.13	17.00%
999-5040	Deployments & Logistics Services: Execute in-house scripts as required for software installation, version upgrade or as requi	\$17.03	\$14.13	17.00%
999-5041	Deployments & Logistics Services: Launch virus protection, or join to virus protection server	\$17.03	\$14.13	17.00%
999-5042	Deployments & Logistics Services: Add peripherals as required via direct connect, scanners, printers, PDA's	\$17.03	\$14.13	17.00%
999-5043	Deployments & Logistics Services: Special direct connect file transfer from PC to PC outsid=de of network via hub, switch, o	\$17.03	\$14.13	17.00%
999-5044	Deployments & Logistics Services: Any required hardware part removal/de-installation from old PC, i.e., Hard drives, memor	\$17.03	\$14.13	17.00%
999-5045	Deployments & Logistics Services: Collect old/replaced equipment for storage or re-deployment at customer location	\$17.03	\$14.13	17.00%
999-5046	Deployments & Logistics Services: vPro activation	\$17.03	\$14.13	17.00%
999-5047	Deployments & Logistics Services: vPro management console/tracking	\$17.03	\$14.13	17.00%
999-5048	Deployments & Logistics Services: Scanned data/cutsheets	\$17.03	\$14.13	17.00%
999-5049	Deployments & Logistics Services: Packing slip/delivery management	\$17.03	\$14.13	17.00%
999-5050	Deployments & Logistics Services: Cut-sheet/installation sheet management- chain of custody from packing slip	\$17.03	\$14.13	17.00%
999-5051	Advanced Deployments & Logistics Services: Special Requirements	\$36.94	\$30.66	17.00%
999-5052	Advanced Deployments & Logistics Services: Per Scope (ea. or hr.)	\$47.50	\$39.43	17.00%
999-5053	Advanced Deployments & Logistics Services: Certified	\$95.00	\$78.85	17.00%
999-5054	Advanced Deployments & Logistics Services: Special Certs Requirements	\$131.94	\$109.51	17.00%
999-5055	Advanced Deployments & Logistics Services: Major Server Upgrade (hrly)	\$153.06	\$127.04	17.00%
999-5201	Emergency Services	\$78.31	\$65.00	17.00%
999-5203	Emergency Services: Remote User Assistance	\$68.10	\$56.52	17.00%
999-5204	Emergency Services: Remote User Assistance, 2 hour response	\$68.10	\$56.52	17.00%
999-5205	Emergency Services: On-Site User Assistance	\$68.10	\$56.52	17.00%
999-5206	Emergency Services: On-Site User Assistance, 4 hours response	\$68.10	\$56.52	17.00%
999-5301	Basic Radio Frequency Identification (RFID)	\$68.10	\$56.53	17.00%
999-5303	RFID - Track Inventory from receipt of goods to delivery	\$76.61	\$63.59	17.00%
999-5304	RFID - Using WB Asset RFID Tags, plus Electronic Data Transfer	\$76.61	\$63.59	17.00%
999-5305	RFID - Other Equipment	\$76.61	\$63.59	17.00%
999-5306	RFID - Customize process per customer requirements	\$76.61	\$63.59	17.00%
999-5401	Basic Theft Tracking System	\$11.44	\$9.50	17.00%
WBA599824	Theft Tracking System: Computrace 3 years (WB Factory Integrated)	\$140.46	\$116.58	17.00%
WBA599826	Theft Tracking System: Computrace 2 years (WB Factory Integrated)	\$105.11	\$87.24	17.00%
999-6301	Basic Energy Management Services	\$42.56	\$35.33	17.00%
999-6303	Energy Management Services: Load Agent	\$25.54	\$21.20	17.00%
999-6304	Energy Management Services: Activate	\$25.54	\$21.20	17.00%
999-6305	Energy Management Services: Setting/ management	\$25.54	\$21.20	17.00%
999-6306	Energy Management: Reporting and assessment	\$25.54	\$21.20	17.00%
999-6307	Energy Management: Provision	\$25.54	\$21.20	17.00%

999-6400	Basic Remote Access Configuration Services	\$42.56	\$35.33	17.00%
999-6402	Remote Access Configuration Services: Load	\$25.54	\$21.20	17.00%
999-6403	Remote Access Configuration Services: Activate	\$42.56	\$35.33	17.00%
999-6404	Remote Access Configuration Services: Validate	\$25.54	\$21.20	17.00%
999-6405	Remote Access Configuration Services: Security Settings	\$25.54	\$21.20	17.00%
999-6406	Remote Access Configuration Services: Provision	\$25.54	\$21.20	17.00%
999-6407S	Technical Services: Servers	\$95.59	\$65.00	32.00%
999-6408	Technical Services: MCSE/A+	\$100.28	\$83.23	17.00%
999-6409	Technical Services: MCSE/ACE Advanced	\$131.94	\$109.51	17.00%
999-6410	Technical Services: Server Maturations	\$184.72	\$153.32	17.00%
999-6500	Basic SmartBoard Installation Services	\$763.05	\$633.33	17.00%
999-6502	SmartBoard Installation Services: All In one with Projector	\$1,068.27	\$886.67	17.00%
999-6503	SmartBoard Installation Services: with Separate Projector	\$1,335.34	\$1,108.33	17.00%
999-6504	SmartBoard Installation Services: Travel within 50 miles	\$66.77	\$55.42	17.00%
999-6505	SmartBoard Installation Services: Travel within 51-150 miles	\$133.53	\$110.83	17.00%
999-6506	SmartBoard Installation Services: Travel within 151-300 miles	\$267.07	\$221.67	17.00%
WB1788	PC Power Management - Energy Audit	\$7.39	\$6.13	17.00%
WB1789	PC Power Management - Agent Image	\$6.33	\$5.26	17.00%
WB1790	PC Power Management - Upgrade Lic	\$33.78	\$28.04	17.00%
WB1791	PC Power Management - Support	\$12.67	\$10.51	17.00%
WB1792	PC Power Management - Maintenance	\$11.61	\$9.64	17.00%
WB1793	PC Power Management - Rebate Mgt	\$5.28	\$4.38	17.00%
WB1794	PC Power Management - Agent Deploy	\$8.44	\$7.01	17.00%
WB1888	vPro Remote Management, Remote Audit	\$7.39	\$6.13	17.00%
WB1889	vPro Remote Management, Agent Image	\$6.33	\$5.26	17.00%
WB1890	vPro Remote Management, Activation	\$33.78	\$28.04	17.00%
WB1891	vPro Remote Management, Support	\$12.67	\$10.51	17.00%
WB1892	vPro Remote Management, Maintenance	\$11.61	\$9.64	17.00%
WB1893	vPro Remote Management, Help Desk Integration	\$15.83	\$13.14	17.00%
WB1894	vPro Remote Management, Scope	per Scope		
WB1895	vPro Remote Management, vPro w/Install	\$89.72	\$74.47	17.00%
WBGE460AV	Intel vPro AMT 3.0 Platform (WB Factory Integrated)	\$56.46	\$46.86	17.00%
WBTECH1	Technical Services: Level 1 Consultant - Hourly Rate	\$100.40	\$83.33	17.00%
WBTECH2	Technical Services: Level 2 Consultant - Hourly Rate	\$133.87	\$111.11	17.00%
WBTECH3	Technical Services: Level 3 Consultant - Hourly Rate	\$167.34	\$138.89	17.00%
WBPM1	Project Management: Level 1 Migration - Hourly Rate	\$120.48	\$100.00	17.00%
WBPM2	Project Management: Level 2 Migration - Hourly Rate	\$160.64	\$133.33	17.00%
WBPM3	Project Management: Level 3 Migration - Hourly Rate	\$187.42	\$155.56	17.00%
WBCONS1	Technical Services: Level 1 Optimization - Hourly Rate	\$133.87	\$111.11	17.00%
WBCONS2	Technical Services: Level 2 Optimization - Hourly Rate	\$174.03	\$144.44	17.00%
WBCONS3	Technical Services: Level 3 Optimization - Hourly Rate	\$200.80	\$166.67	17.00%
WBCONS4	Technical Services: Level 4 Optimization - Hourly Rate	\$240.96	\$200.00	17.00%
WBCONS5	Technical Services: Level 5 Optimization - Hourly Rate	\$334.67	\$277.78	17.00%
WBCONS11	Technical Services: Level 1 Optimization - Daily Rate	\$1,070.95	\$888.89	17.00%
WBCONS21	Technical Services: Level 2 Optimization - Daily Rate	\$1,392.24	\$1,155.56	17.00%
WBCONS31	Technical Services: Level 3 Optimization - Daily Rate	\$1,606.43	\$1,333.33	17.00%
WBCONS41	Technical Services: Level 4 Optimization - Daily Rate	\$1,927.71	\$1,600.00	17.00%
WBCONS51	Technical Services: Level 5 Optimization - Daily Rate	\$2,677.38	\$2,222.22	17.00%
WBALINEAN	Alinean Financial Model Assessment - 4 Days Support	\$13,386.88	\$11,111.11	17.00%
WBVMWCCA	VMWare Basic Capacity Planner Capacity Assessment - 2 Days Support	\$6,693.44	\$5,555.56	17.00%
WBVMWCCE	VMWare Basic Capacity Planner Consolidation Estimate - 4 Days Support	\$13,386.88	\$11,111.11	17.00%
WBSIMMGR	Basic Optimize for HP Systems Insight Manager	\$1,606.43	\$1,333.33	17.00%

Western Blue Services SKUs

WBALINEAN	Alinean Financial Model Assessment			
WBBLADE	Basic Installation and Startup for HP BladeSystem c-Class Infrastructure	\$2,891.57	\$2,400.00	17.00%
WBPROLIANT	Basic Installation and Startup for HP Proliant Server	\$2,891.57	\$2,400.00	17.00%
WBHPSIM	Basic Optimize for HP Systems Insight Manager	\$1,445.78	\$1,200.00	17.00%
WBTECH	Basic Technical Service Days (per 8 hours)	\$1,445.78	\$1,200.00	17.00%
WBVMWCCA	Basic VMware Capacity Planner Capacity Assessment	\$12,048.19	\$10,000.00	17.00%
WBVMWCCE	Basic VMware Capacity Planner Consolidation Estimate	\$6,024.10	\$5,000.00	17.00%
WBVMWARESERVER	Basic Installation and Startup for HP VMware Server	\$2,891.57	\$2,400.00	17.00%
WBVMWCCE	Basic VMware Capacity Planner Consolidation Estimate	\$5,000.00	\$5,000.00	\$ 4,150.00
WBVMWARESERVER	Basic Installation and Startup for HP VMware Server	\$2,400.00	\$2,400.00	\$ 1,992.00