

Exhibit A – Discount Category Pricing

PRICING – DISCOUNT OFF LIST

The table below provides the minimum Discount Off List (DOL) for each product category. Our Account Teams work with customers to ensure that orders use the correct contract codes, which will prepopulate the minimum discount levels.

Product Category	Product Category Classifications	Proposed Discount
A	Commercial Chrome, Dell Edu Laptops, Dell Pro Desktops, Dell Pro Laptops, Dell Pro Max Desktops, Dell Pro Max Laptops, Dell Pro Rugged Laptops, Customer Kits (including some non-tied Monitors); Dell Storage OEM, Dell-Branded Memory, Precision Desktops, Latitude, Precision Notebooks, OptiPlex, PowerEdge Servers, Software - Server and Other, Software - Storage	18.00%
F	Dell Branded Printer Accessories, Parts, and Toner	1.50%
H	BTX, Prebuilt – Ready to Ship Systems	6.00%
M	Third Party - Mainstream	6.00%
R	CFI / Configuration Services; Selected Services	4.00%
S	Alienware Notebooks; Converged Infrastructure; Data Protection Appliance; Data Protection Software; Data Security Solutions; Dell Networking; Dell Storage PS, Dell Storage SC; Dell EMC; Displays; Hyper Converged Infrastructure; OEM Networking; Inspiron Notebooks; Projectors/Monitors/Other Electronics; Storage Entry; Storage High End; Storage Integrated Offer; Storage Mid-Range; Storage Unstructured; XPS Notebooks, Dell Laptops, Dell Desktops	3.00%
U	Spare Parts (incl. Refurbished Products)	0.50%
V	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Varies per base SKU
X	Third Party – Non-Discountable, except where contractually required	0.50%

Z	Alienware Desktops; Inspiron Desktops; XPS Desktops	0.50%
Z, Z1 and ZS	Non-Discountable Services, except where contractually required	0.50%
N/A	APEX Branded Subscriptions* incl. FlexOnDemand, Subscription and Consumption modes/solutions and Managed Service where applicable	N/A - Customized Offering

Note: Product Classifications and Categories may be changed by Dell without notice.

The product classifications identified above are in place as of the Effective Date of this Agreement. These classifications affect Dell Public Sector customers and Dell may change product availability or classification category for all customers without notice. Reference the Dell Retail Price List to verify the applicable Product Category for each SKU on Dell's Quote. The descriptions herein are general in nature and are not all inclusive. Any product category not listed herein shall be deemed a non- discountable product or service offering and receive zero percent contractual discount.

Based on the scope of the order, account teams will work with internal pricing teams to obtain higher discounts. When services are purchased in conjunction with the product (tied services), the services will carry the same discount level as the product. If services are purchased on its own without a product, then the services will be discounted as per category R – at 4%.

The baseline list price is updated weekly and maintained at:

<http://ftpbox.us.dell.com/slg/Weekly/dellpricereport.pdf>

VOLUME TIER DISCOUNTS

Dell has included two types of volume discounts that are applicable to Category A Products.

1. Per Transaction Multiple Unit Discount – This will provide additional discounts to large orders that exceed a certain amount for products under Category A.

Minimum Dollar Volume Associated with Single Purchase Order	Maximum Dollar Volume Associated with Single Purchase Order	Category A Discount in addition to the Initial Pricing Level Discount
\$ 100,000.00	\$ 199,999.99	1.00%
\$ 200,000.00	\$ 399,999.99	2.00%
\$ 400,000.00	\$ 599,999.99	4.00%
\$ 600,000.00	\$ 999,999.99	6.00%
\$ 1,000,000.00	No Maximum	8.00%

2. Cumulative Dell Spend “Gates” – As the volume of business reaches certain spending thresholds, Category A will carry additional discounts.

Cumulative Dell Spend "Gates", spanning multiple years across length of contract		Discount Level Adjustment (Category A)
0	\$2B	0.00%
\$2B	\$4B	1.00%
\$4B	\$6B	2.00%
\$6B	\$8B	3.00%
\$8B	\$10B	4.00%
>10B		5.00%

Dell will offer the following discounts associated with cumulative purchases under the MHEC contract: During the course of the Master Agreement Dell shall increase the base Category A discount by 1% within fifteen business days after submission of quarterly reporting period indicating sales threshold of \$2B / \$4B / \$6B / \$8B and / \$10B has been achieved.

INCENTIVE AND REBATES

Dell is offering the Contract Admin Fees (CAF) of 1.5% to MHEC in compliance with section 48.

Dell is not offering additional rebates; however, this agreement does not preclude customers from participating in any promotional pricing offered, promotional pricing does not constitute a permanent pricing change. When a customer is ready to make a purchase, the account teams work with our internal pricing departments to obtain pricing approvals, which will also include special promotions available at the time of order.

Pricing Notes

Dell maintains a Retail Price list online located at: <http://ftpbox.us.dell.com/slq/weekly/dellpricereport.pdf>. The Price List is updated weekly, is available for download from this site in lieu of hard copy distribution and excludes promotional offers. Systems configured and discounted by your Dell’s Sales Representatives or through on-line state stores and Premier Pages, are based upon then-current retail pricing and exclude promotional offers.

Changes to retail prices are subject to Dell’s discretion and generally take effect immediately, allowing us to provide price decreases and to introduce new products without waiting for a formal price list to be updated. Product Classifications and Categories may be changed by Dell without notice.

Where Dell sells third-party products on a “discount-off-list” basis and does not receive a list price from the manufacturer, Dell assigns a list price. Pricing for custom services are agreed to through a separate “Statement of Work”, are not included in the proposed prices herein and may have no SKU’s and/or corresponding retail price list. Custom services may include but are not limited to APEX Branded Solutions (includes Flex OnDemand and Subscription/Consumption Based Offering/Solutions/Modular Managed Services where applicable), Cloud services (includes any service made available to users through the Internet from a computing provider’s servers), such as software-as-a-service, Platform as a Service, Infrastructure as a Service and storage-as-a-service, Service-related Software, Professional Services, or Deliverables to Customer in accordance with one or more “Service Agreements/Statement of Work.” “Service Agreements/Service Descriptions” are available at www.dell.com/dellemcloudterms and/or <https://www.dell.com/learn/us/en/uscorp1/terms-of-sale> which may become a “Statement of Work,” along with any other mutually executed documents. Where “discount off list”, “cost plus”, or “cost minus” calculations are used to determine pricing, Dell’s standard discount product category list, product category or classification assignment for a particular product is subject to change by Dell and could affect pricing of that product.

Pricing, if included, may be subject to change in the event of an industry wide material constraint or shortages, including but not limited to memory, or other manufacturing materials or components, or due to other factors beyond Dell Technologies’ reasonable control. Products may be discontinued or revised (including components thereto) at any time without notice. Should the initial proposed product(s) be discontinued before the replacement product(s) reach price parity with initial product(s), Dell Technologies reserves the right to re-negotiate pricing.