

# Quote



EMC Corporation  
 176 South Street  
 HOPKINTON MA 01748  
 USA

**Quote #:** 6002817735 V01  
**Date:** 12.04.2019  
**Valid Until:** 12.05.2019

Sold To:	Bill To:	Ship To:	Install At:	End User:
CITY OF KEY WEST	CITY OF KEY WEST	CITY OF KEY WEST		CITY OF KEY WEST
525 ANGELA ST KEY WEST FL 33040 USA	525 ANGELA ST KEY WEST FL 33040 USA	525 ANGELA ST KEY WEST FL 33040 USA		525 ANGELA ST KEY WEST FL 33040 USA

Item	Description	Qty	UOM	Total List Price (USD)	Extended Price (USD)	Months
<b>UNITY AF</b>						
<b>SYSTEM</b>	<b>UNITY 450F ALL FLASH</b>	<b>1</b>				
D32BD32AF25AF	UNITY 450F 2U DPE 25X2.5 DRIVE FLD RK	1	EA	23,304.71	13,102.01	
D3F-2SFXL2-3840	UNITY AFA 3.84TB SSD 25X2.5	12	EA	118,494.42	66,618.08	
D3SFP16FAF	UNITY 4X16GB SFP FC CONNECTION	1	EA	0.00	0.00	
D31DEMCK25KITAF	UNITY 25 DRIVE DPE AF FLD INSTALL KIT	1	EA	0.00	0.00	
M-PSM-HWE-005	PROSUPPORT W/MISSION CRITICAL-HARDWARE	1	EA	42,539.76	23,916.04	36
<b>Hardware Sub-total</b>				<b>\$141,799.13</b>	<b>\$79,720.09</b>	
<b>Hardware Wty and Maint Sub-total</b>				<b>\$42,539.76</b>	<b>\$23,916.04</b>	
458-002-525	UNITY AFA BASE SOFTWARE+ D@RE=IC	1	EA	0.00	0.00	
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	36
<b>Software Sub-total</b>				<b>\$0.00</b>	<b>\$0.00</b>	

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Item	Description	Qty	UOM	Total List Price (USD)	Extended Price (USD)	Months
<b>Software Wty and Maint Sub-total</b>				<b>\$0.00</b>	<b>\$0.00</b>	
<b>ProDeploy Plus</b>						
PS-PDP-P30UNITY	30DAYPOSTDEPLOYASSIST UNITY	1	EA	240.00	229.28	
PS-PDP-UXA450DP	PDP FOR UNITY 450F	1	EA	7,700.00	7,356.02	
PS-PDPAD-UXFRDPIN	PDP ADDON, UNITY DPE RACKING	1	EA	0.00	0.00	
CE-PDPSTRTC0001	1 TRAINING CREDIT VALID 1YR (PDP STR)	800	EA	800.00	800.00	
<b>Services Sub-total</b>				<b>\$8,740.00</b>	<b>\$8,385.30</b>	

**Configuration Sub-total**

<b>Hardware Sub-total</b>	<b>\$141,799.13</b>	<b>\$79,720.09</b>
<b>Software Sub-total</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Prepaid HW Maintenance Sub-total</b>	<b>\$42,539.76</b>	<b>\$23,916.04</b>

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	<b>Prepaid SW Maintenance Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Services Sub-total</b>			<b>\$8,740.00</b>	<b>\$8,385.30</b>	
	<b>Configuration Total</b>			<b>\$193,078.89</b>	<b>\$112,021.43</b>	

SYSTEM	SRM	Qty	UOM	Total List Price (USD)	Extended Price (USD)	Months
		1				
458-002-287	STORAGE M&R FOR UNITY=IC	1	EA	0.00	0.00	
456-113-338	STORAGE M&R FOR UNITY LIC=IC	1	EA	0.00	0.00	
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	36
	<b>Software Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Software Wty and Maint Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Configuration Sub-total</b>					

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<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>UOM</b>	<b>Total List Price (USD)</b>	<b>Extended Price (USD)</b>	<b>Months</b>
	<b>Software Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Prepaid SW Maintenance Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Configuration Total</b>			<b>\$0.00</b>	<b>\$0.00</b>	

<b>SYSTEM</b>	<b>APPSYNC</b>	<b>1</b>				
458-001-735	APPSYNC BASIC FOR UNITY 400F/450F =IC	1	EA	0.00	0.00	
456-111-474	APPSYNC BASIC FOR UNITY 400F/450F LIC=IC	1	EA	0.00	0.00	
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	36
	<b>Software Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Software Wty and Maint Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Configuration Sub-total</b>					

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<b>Software Sub-total</b>				<b>\$0.00</b>	<b>\$0.00</b>	
<b>Prepaid SW Maintenance Sub-total</b>				<b>\$0.00</b>	<b>\$0.00</b>	
<b>Configuration Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	

<b>SYSTEM</b>	<b>RECOVERPOINT</b>	<b>1</b>				
458-001-375	RP BASIC FOR UNITY 400/400F/450F =IC	1	EA	0.00	0.00	
M-PSM-SWE-004	PROSUPPORT W/MISSION CRITICAL-SOFTWARE	1	EA	0.00	0.00	12
	<b>Software Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Software Wty and Maint Sub-total</b>			<b>\$0.00</b>	<b>\$0.00</b>	
	<b>Configuration Sub-total</b>					

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<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>UOM</b>	<b>Total List Price (USD)</b>	<b>Extended Price (USD)</b>	<b>Months</b>
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<b>Software Sub-total</b>				<b>\$0.00</b>	<b>\$0.00</b>	
<b>Prepaid SW Maintenance Sub-total</b>				<b>\$0.00</b>	<b>\$0.00</b>	
<b>Configuration Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	

**UNITY AF Sub-total**

<b>Hardware Sub-total</b>				<b>\$141,799.13</b>	<b>\$79,720.09</b>	
<b>Prepaid HW Maintenance Sub-total</b>				<b>\$42,539.76</b>	<b>\$23,916.04</b>	
<b>Services Sub-total</b>				<b>\$8,740.00</b>	<b>\$8,385.30</b>	

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Item	Description	Qty	UOM	Total List Price (USD)	Extended Price (USD)	Months
	Configuration Total			\$193,078.89	\$112,021.43	

**Proposal Summary**

Hardware Summary	\$141,799.13	\$79,720.09
Software Summary	\$0.00	\$0.00
Services Summary	\$8,740.00	\$8,385.30

Prepaid HW Maintenance Summary	\$42,539.76	\$23,916.04
Prepaid SW Maintenance Summary	\$0.00	\$0.00

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Item	Description	Qty	UOM	Total List Price (USD)	Extended Price (USD)	Months
Total Products and Services (USD)					\$112,021.43	
Total Price (USD)					\$112,021.43	

**Notes:**  
 This Quote is between the entity issuing this Quote ("Supplier") and the entity for whom this Quote is prepared ("Customer"), and is governed by (i) the applicable signed agreement between them; or (ii) if none exists, the following applicable, then current Supplier agreement for the product or services listed:



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1. Infrastructure equipment and its related software and support for use in the United States are subject to the Commercial Terms of Sale (CTS) electronically posted at [www.Dell.com/CTS](http://www.Dell.com/CTS); and
2. Infrastructure equipment and its related software and support for use in all locations other than the United States are subject to the applicable terms posted at [www.Dell.com](http://www.Dell.com) or relevant local country Supplier entity website.

Electronically posted agreements are available in hard copy upon request.

Unless specified otherwise in the terms and conditions contained in an applicable signed agreement between Supplier and Customer, the warranty for equipment upgrades and add-ons is coterminous with that of the existing system in which the upgrade or add-on is installed. Pricing is valid for a period of thirty (30) days from the date of this Quote. Taxes and/or freight charges, if any, listed on this Quote are only estimates and the final amounts shall be as stated on the relevant invoice. Additional freight charges will be applied if expedited shipping is requested. Customer Education Subscriptions, ValuePaks and Training Units are valid for one (1) year from date of invoice.

The prices on this Quote are dependent upon Supplier's use of its applicable remote access capabilities, if any, during the Supplier warranty and/or maintenance or support period. If Customer disconnects, or otherwise does not allow the use of such remote access capability, then Supplier shall invoice, and Customer shall pay, the amount of Supplier's then current, standard surcharge for all impacted products during the affected portion of the Supplier warranty and/or maintenance or support period.

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SPECIAL NOTICE FOR SELECT PRODUCTS ("SEL"): Notwithstanding any contrary terms or conditions in any agreement between the parties, or any order submitted by, or Quote accepted by, Customer, all offerings distributed by Supplier pursuant to the "Select Products" program (identified as "SEL" or "SELECT" in the Quote) are provided by Supplier to Customer to facilitate the sale of the Select Product offerings to Customer only on an "AS IS" basis and with Supplier having no warranty, maintenance, support or indemnity obligations with regard thereto. While the quoting, ordering and payment terms of the agreement governing this Quote continue to apply between Supplier and Customer, the other terms and conditions governing a Select Product offering are the applicable license, warranty, indemnity, support and other terms contained in (i) an agreement directly between Customer and the third party supplier or manufacturer, or (ii) if none exists, the corresponding terms found on the website of the applicable third party supplier or manufacturer that is accessed through the Select Products website link at [www.dell.com/legal](http://www.dell.com/legal). Customer's purchase order for Select Product offerings signifies agreement to these terms.

SPECIAL NOTICE FOR SUPPLIER SOFTWARE: Additional descriptions of the various maintenance/support options, use rights, policies and restrictions governing Software are listed on the Product Notice website that is accessed through the Product Warranty, Maintenance & Service Descriptions website link at [www.dell.com/legal](http://www.dell.com/legal). Supplier Software is licensed on the basis of a quantity (identified in the "Qty" column on the Supplier Quote) and the related unit of measure ("UOM"). The UOM, if applicable, for an item of Software is indicated by an equals sign (=) immediately followed by two (2) capitalized alphabet letters (the "UOM Code") at the end of the information in the "Description" column for the Software product. For example, a Software product with a UOM based on the total data storage capacity of the storage array or other device on which the Software product is licensed for use is indicated by "=CB" at the end of the Description. Each UOM is described in more detail, along with definitions of the terms used, at the Software Use Rights document document that is accessed through the Product Warranty, Maintenance & Service Descriptions website link at [www.dell.com/legal](http://www.dell.com/legal). Except to the extent specifically stated otherwise on this Quote, each UOM Code and its related Unit of Measure are shown on the following UOM Code Chart.

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### UOM Code Chart

UOM Code	UOM (Unit of Measure)
CA	Registered Capacity of Data measured in Terabytes
CB	Raw Capacity of Data measured in Terabytes
CC	Usable Capacity of Data measured in Terabytes
CF	Raw Capacity of Data measured in Gigabytes
CG	Usable Capacity of Data measured in Gigabytes
FA	Foundation
FB	Foundation related Service Connector
FC	Foundation related Application Instance
FD	Foundation related Advanced Logging Instance
FE	Foundation related Service Instance
IA	Instance measured per Server
IB	Instance measured per Virtual Machine
IC	Instance measured per Storage Array
ID	Instance measured per Node
IE	Instance measured per Engine
IF	Instance measured per Cluster

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	IG					Instance measured per total number of Processors per Node
	MA					Managed Entity measured per Device
	MB					Managed Entity measured per Inbox or Mailbox
	MC					Managed Entity measured per User
	MD					Managed Entity per Consistency Group
	PA					Process Rate measured in Pages per Year
	PD					Pod (contains one or more containers, depending on application)
	UA					Named User
	UB					Concurrent User
	UC					Single unique user for Video Instructor-Led Training Streaming service (VILTS); (One user, one title or one Valupak)
	UD					Multiple unique users for Video Instructor-Led Training Streaming service (VILTS); (Multiple users or titles, subscriptions or partner collections)
	ZA					Central Processing Unit Cores (quantity 1-6 cores)
	ZB					Central Processing Unit Cores (quantity 7-12 cores)

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	ZC					Individual Central Processing Unit Core
	ZD					Central Processing Unit by MSU (Millions of Service Units)

SPECIAL NOTICE FOR SUPPLIER SOFTWARE SUBSCRIPTIONS: All offerings provided by Supplier as a software subscription (identified by a model number or sku containing "SH" or "SU" in the "Item" column of the Quote) are provided subject to the terms contained in this paragraph. The software subscription fee listed on this Quote includes both the license to use the Software and access to the specified Supplier support option (which may be identified as a separate line item at no additional charge) for the time period stated in the Quote ("Original Term"). The Original Term begins on the date that Supplier ships the Software media (if any) or sends Customer notice that the Software is available for electronic download. Unless other arrangements are made to properly continue the software subscription at the end of the Original Term, Customer shall immediately cease using the software subscription and shall erase or return the Software to Supplier. If the "Description" column of this Quote contains the designation of "AIP" (representing Annual Installment Payment) or "MIP" (representing Monthly Installment Payment), (i) the amount shown on this Quote is the total charge for the entire specified software subscription period; and (ii) Supplier will not invoice such amount all at once, but shall invoice the applicable portion of such amount in equal, annual or monthly, as applicable, installments with each installment invoice being sent at the beginning of each year or month, as applicable, of the specified software subscription period.

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SPECIAL NOTICE FOR ANNUAL MAINTENANCE RENEWAL PRICE: If specified, the Annual Maintenance Renewal Price ("Renewal Price") set forth above is the non-negotiable annual maintenance or support renewal fee for the identified maintenance or support option, if purchased. If not specified, Renewal Price will be determined at time of renewal. Notwithstanding anything to the contrary, this Renewal Price is valid for annual maintenance or support purchased prior to the expiration of the Renewal Price Validity Period ("Validity Period"). If the Validity Period is expressed as a number, the Renewal Price is valid for annual maintenance or support purchased within the specified number of months after the expiration date of (i) the warranty period; or (ii) the initial prepaid maintenance or support period bought at the time of the product procurement, whichever occurs later. If the Validity Period is expressed as "EOPS" (meaning the date on which the End of Primary Support ("EOPS") period ends), the Renewal Price is valid for annual maintenance or support purchased prior to the EOPS date. The Renewal Price is offered to the Customer listed above on the Quote. The Renewal Price is being offered in lieu of, and may not be combined with, any other applicable discounts or contractual pricing agreements. By issuing a purchase order for the renewal based on this quoted Renewal Price, Customer acknowledges and agrees that no other discounts will apply to the Renewal Price. If Customer chooses other contractual pricing, Renewal Price is no longer available, Customer acknowledges and agrees that the Renewal Price Validity Period, and Customer's rights under this quote obligating EMC to offer the Renewal Price, shall be terminated. To be eligible for the Renewal Price, Customer must maintain, and remain current on payment for, the related maintenance or support option for the specified Product(s) with no gaps in coverage for the duration of any and all renewal periods. The Renewal Price is limited to the specified duration of the maintenance or support renewal period(s) and to the quoted Product configuration on this Quote only. If the originally purchased Product has a specified Renewal Price, any new configuration, due to upgrades, configuration changes (provided such changes conform to your Product specifications), or service level changes, will be repriced per the applicable Renewal Price for that Product. Maintenance or support for future Equipment upgrades (a) is not included in the Renewal Price, (b) must be purchased separately, and (c) at a minimum, must be coterminous with and at the same maintenance or support option level as the underlying Equipment into which the upgrade is installed. The Renewal Price is only available during the period in which the quoted Product configuration remains generally available, covered by Supplier primary support, and has not been designated as EOPS by Supplier. The Renewal Price is payable only in the currency specified above. The provision of the maintenance or support services obtained during a renewal is contingent on the existence of, and remains subject to the terms and conditions contained in, the applicable signed maintenance or support agreement in effect with Supplier or, in the absence thereof, the agreement specified above on this Quote. Additional descriptions of the various maintenance or support options, use rights, policies and restrictions for the renewal term(s) are listed on the Product Notice website accessed through Product Warranty, Maintenance & Service Descriptions website link at [www.dell.com/legal](http://www.dell.com/legal).

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**SPECIAL NOTICE FOR PRODUCTS AND SERVICES BEING FINANCED:** If Customer intends to enter into a financing arrangement ("Financing Agreement") for the items on this Quote with Dell Financial Services LLC or other company pre-approved by Supplier prior to the date of this Quote (collectively the "Funding Source" or "FS"), Customer may issue its purchase order to Supplier or to FS. If issued to FS, Supplier will fulfill and invoice FS upon confirmation from FS that FS (i) intends to enter into a Financing Agreement with Customer for these items, and (ii) agrees to procure these items from Supplier. Notwithstanding the Financing Agreement, Customer's use of the these items is subject to the applicable governing agreement between Customer and Supplier, except that title to the equipment/hardware shall transfer from Supplier to FS in the same manner as title would have otherwise transferred to Customer. If FS notifies Supplier after shipment that Customer is no longer pursuing a Financing Agreement for these items, or if Customer fails to enter into such Financing Agreement within 120 days after shipment by Supplier, Customer shall promptly pay the Supplier invoice amounts directly to Supplier. Upon receipt of such payment, Supplier shall instruct FS to transfer title to Customer.

**SPECIAL NOTICE FOR CLOUD SERVICES OFFERINGS:** All offerings provided by Supplier as cloud services (identified by a model number or SKU containing SAS in the "Item" column of the Quote) are provided subject to the Cloud Services Terms website link at [www.dell.com/legal](http://www.dell.com/legal). The fee listed on this Quote includes the right to access and use the applicable cloud services offering for the time period stated in the Quote ("Service Period"). The Service Period begins on the date that Supplier sends Customer notice with the information needed for Customer to access the cloud services offering. Unless other arrangements are made to properly continue the cloud services offering at the end of the Service Period, Customer will cease use of the cloud services and retrieve its data in accordance with the Cloud Services Terms.

**SPECIAL NOTICE FOR STORAGE AND DATA PROTECTION PRODUCTS SUBJECT TO Dell EMC SATISFACTION GUARANTEE PROGRAM:** A storage product or data protection product, if any, set forth above on this Quote and identified in the Dell EMC Satisfaction Guarantee Terms and Conditions located at: [http://www.emc.com/collateral/sales/dellemc-satisfaction-guarantee-terms-and-conditions\\_ex-gc.pdf](http://www.emc.com/collateral/sales/dellemc-satisfaction-guarantee-terms-and-conditions_ex-gc.pdf) ("Satisfaction Guarantee"), which is purchased together with three (3) years of a ProSupport Service for the product, is eligible for the Satisfaction Guarantee, subject to the terms and conditions therein.

# Quote



EMC Corporation  
176 South Street  
HOPKINTON MA 01748  
USA

**Quote #:** 6002817735 V01  
**Date:** 12.04.2019  
**Valid Until:** 12.05.2019

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<b>Sold To:</b> CITY OF KEY WEST  525 ANGELA ST KEY WEST FL 33040 USA	<b>Bill To:</b> CITY OF KEY WEST  525 ANGELA ST KEY WEST FL 33040 USA	<b>Ship To:</b> CITY OF KEY WEST  525 ANGELA ST KEY WEST FL 33040 USA	<b>Install At:</b>	<b>End User:</b> CITY OF KEY WEST  525 ANGELA ST KEY WEST FL 33040 USA
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Item	Description	Qty	UOM	Total List Price (USD)	Extended Price (USD)	Months
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SPECIAL NOTICE FOR VBLOCK, VXRACK AND VXBLOCK PRODUCTS. Vblock, VxRack and VxBLOCK products contain components that are subject to Cisco Systems, Inc. terms and conditions. Those terms are stated at: [http://www.cisco.com/en/US/docs/general/warranty/English/EU1KEN\\_.html](http://www.cisco.com/en/US/docs/general/warranty/English/EU1KEN_.html). Customer authorizes Supplier to accept those terms on Customer's behalf if Supplier is performing installation of one or more of these Products and is required to accept such terms as part of the installation process.

Customer may order the items on this Quote by issuing a purchase order to Supplier that references this Quote. Customer's order is accepted by Supplier (1) issuing an e-mail or other written communication to Customer accepting such order; (2) shipping the applicable Products; (3) sending notice of availability for electronic download; or (4) commencing performance of the applicable Services.

**Agreed by the undersigned, authorized Customer representative:**

By (Sign): \_\_\_\_\_

Name (Print): \_\_\_\_\_

Title: \_\_\_\_\_



**Quote**



EMC Corporation  
176 South Street  
HOPKINTON MA 01748  
USA

**Quote #:** 6002817735 V01  
**Date:** 12.04.2019  
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<b>Sold To:</b>	<b>Bill To:</b>	<b>Ship To:</b>	<b>Install At:</b>	<b>End User:</b>
CITY OF KEY WEST	CITY OF KEY WEST	CITY OF KEY WEST		CITY OF KEY WEST
525 ANGELA ST KEY WEST FL 33040 USA	525 ANGELA ST KEY WEST FL 33040 USA	525 ANGELA ST KEY WEST FL 33040 USA		525 ANGELA ST KEY WEST FL 33040 USA

<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>UOM</b>	<b>Total List Price (USD)</b>	<b>Extended Price (USD)</b>	<b>Months</b>

Date: \_\_\_\_\_

Rev: 18 AUG 2018