

NASPO PSS User Instructions

User Instructions: Purpose: The purpose of this document is to provide a guideline for NASPO | WSCA contract users to understand how Quantum calculates the final contractually agreed upon discounted price under Quantum's Master Price Agreement No. B27173.

Applicability: The pricing guidelines detailed on this spreadsheet are applicable to Quantum's NASPO | WSCA Master Agreement No. B27173.

Discount Off List: Quantum utilizes a Discount Off of Retail (or List Price) methodology in order to determine the appropriate final discounted price.

Product Categories: Quantum Product and Services offerings are assigned a product category. Each product category is associated with a discount percentage as defined by the Master Agreement.

Final Discounted Price: The final discounted price is disclosed as the "contract price".

Special Pricing: Purchasing Entities should note that the above instructions will allow the user to calculate the agreed upon maximum price that may be charged to a customer under the Master Agreement (excluding applicable taxes, shipping upgrades, etc). Please contact your sales representative to learn more about the special discounts available for large quantity orders and establishing standard configurations.