CompuWave Contract Highlights

This is a competitively bid 3 year cost-plus contract, primarily for PCs, Servers, Printers, and other Hardware. Best discounts are for brands specifically listed. Contract includes:

- Volume Pricing

- Desktop Delivery

- Price Matching

- Asset Tagging

- Online Order Tracking

- Trade-in Plan

- Employee Purchase Program

Non-contract items/brands and accessory items may be purchased through other sources including: cables, printer stands, monitor glare screens, mouse pads, repair parts, and equipment add-ons (motherboards, memory chips, floppy disk drives, CD readers, NIC cards, power supplies, SCSI controllers, sound cards, and DVD players).

Vendor suggested additional ways the County can save money:

1. Take advantage of trade-in options ($7-$8 for a monitor is better than the usual $0.10 per lb. when sold as scrap).

   (The trade-in program also covers PC systems, servers, notebooks, and printers. Values will vary based on the program being used, and a purchase of product from the manufacturer sponsoring the trade-in program is required with the value provided.)

2. Consolidate orders within agencies (divisions within any agency order independently of one another – grouping orders can sometimes garner an additional 2-4% discount).

3. Consider buying WSCA Premier Package standard configurations for the best pricing. (Delivery could be 10-14 days longer than a stocked system, but the saving is 10-30 %.)

4. Consider guaranteeing to purchase "X" number of PCs during the year (requires specific manufacturer and model number).

5. Pare down the selection of choices in key categories (i.e., surge protectors, printers, etc.).

Please report any pricing or vendor performance issues to Procurement Services.