

ADOR Technology Infrastructure Moderization Phase 1	
Agency Requesting The Project:	
Revenue Department	
Business Unit Requesting The Project:	
Information Technology	
Sponsor Of the Project:	
Sandip Dholakia	
Sponsor Title:	
Chief Information Officer	
Sponsor Phone Number:	Extension:
602-716-6023	
Sponsor Email Address:	
sdholakia@azdor.gov	

Has a Project Request been completed for this PIJ?	N
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<p>What is the operational issue or business need that the Agency is trying to solve?</p> <p>Eliminate all end of life infrastructure Establish infrastructure lifecycle Virtualize 90% of ADOR Systems and Applications Physical to Virtual (P2V) Reduce Total Cost of Ownership and Maintenance Increase speed, responsiveness, reliability, security, and maintainability Vacate Adams Data Center</p>
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<p>How will solving this issue or addressing this need benefit the State or the Agency?</p> <p>Optimize Taxpayer Services, Accelerate Processing, Maximize Taxpayer Education & Compliance Aligns with Goal Council 5 strategic direction of virtualization, co-located data centers and hybrid cloud</p>
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<p>Describe the proposed solution to this business need:</p> <p>Replace end of life system servers/virtualize all existing applications on physical servers Decommission the Adams and Monroe ADOR Data Centers Move DOR Data Center into the Phoenix IO DOR data disaster recovery site at Scottsdale IO</p>
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Has the existing technology environment, into which the proposed solution will be implemented, been documented? Y

Indicate where that documentation can be found, or provide the information under separate cover before the meeting, otherwise describe below:
Provided Separately

Have the business requirements been gathered, along with any technology requirements that have been identified? Y

Are you submitting this as a Pre-PIJ in order to issue a Request for Proposal (RFP) to evaluate options and select a solution that meets the project requirements? N

Will you be completing an assessment phase, i.e., an evaluation by a vendor, third party or your agency, of the current state, needs, and desired future state, in order to determine the cost, effort, approach (RFP or otherwise) and/or feasibility of a project before submitting the full PIJ? Y

Describe the reason for completing the assessment and the expected deliverable(s) below:
Third party IV&V being conducted by Gartner

Does the project fall into one of the following categories:
- hardware technology refresh/expansion, e.g., replacement/more laptops, radios, peripherals, etc.? Y

Is there any possibility that project implementation costs could reach \$1 million or more? Y

Is the proposed procurement the result of an RFP solicitation process? N

Is this project referenced in your agency's Strategic IT Plan? Y

Does your agency have a formal project methodology in place? Y

Describe the make-up and roles/responsibilities of the project team, e.g. participants, sponsors, stakeholders, etc. below:
This is pure technology refresh for the agency and as such project will consist of all members of IT and our business unit testers/SME.

Will a PM be assigned to manage the project, regardless of whether internal or vendor provided? Y

If the PM is credentialed, e.g., PMP, CPM, etc., please provide certification information below:
PMI PMP Certification # 202027

Is a project plan available that reflects the estimated start date and end date of the project, and the supporting milestones for the project? Y

Has a test/pilot phase been incorporated? N

Have steps needed to roll-out to all impacted parties been incorporated, e.g. communications, planned outages, deployment plan? Y

Will the implementation require any physical infrastructure improvements, e.g., building reconstruction, major re-wiring, etc.? N

Are there any known resource availability conflicts that could impact the project? N

Does your schedule have dependencies on any other projects or procurements? N

Will the implementation involve major end user view or functionality changes? N

Will the proposed solution result in a change to a public-facing application or system? N

Is a detailed project budget reflecting all of the up-front/startup costs to implement the project available, e.g., hardware, initial software licenses, training, taxes, P&OS, etc.? Y

Have the ongoing support costs for sustaining the proposed solution over a 5-year lifecycle, once the project is complete, been determined, e.g., ongoing vendor hosting costs, annual maintenance and support not acquired upfront, etc.? Y

Have all required funding sources for the project and ongoing support costs been identified? Y

Will the funding for this project expire on a specific date, regardless of project timelines? Y

Provide the dates for the funding availability below:
Estimated Start Estimated Finish

Will the funding allocated for this project include any contingency, in the event of cost over-runs or potential changes in scope? Y

Please indicate whether a statewide enterprise solution will be used or select the primary reason for not choosing an enterprise solution:
 DOR will leverage the state-wide datacenter contract and hardware procurement contracts

Will the technology and all required services be acquired off existing State contract(s)? Y

Will any software be acquired through the current State value-added reseller contract? N

Does the project involve any technology that is new and/or unfamiliar to your agency, e.g., software tool never used before, virtualized server environment? N

Does your agency have experience with the vendor (if known)? Y

Does the vendor (if known) have professional experience with similar projects? Y

Does the project involve any coordination across multiple vendors? Y

Does this project require multiple system interfaces, e.g., APIs, data exchange with other external application systems/agencies or other internal systems/divisions? Y

Have any compatibility issues been identified between the proposed solution and the existing environment, e.g., upgrade to server needed before new COTS solution can be installed? N

Will a migration/conversion step be required, i.e., data extract, transformation and load? Y

Is this replacing an existing solution? Y

Indicate below when the solution being replaced was originally acquired?
This project will completely replace all end of life HP, Cisco, EMC systems in the agency. The procurement of these items ranges from 2005-2015.

Describe the planned disposition of the existing technology below, e.g., surplus, retired, used as backup, used for another purpose:

surplus

Describe how the agency determined the quantities reflected in the PIJ, e.g., number of hours of P&OS, disk capacity required, etc. for the proposed solution?

In conjunction with WWT, ADOR completed an assessment to determine the configuration of the new hardware and software.

Does the proposed solution and associated costs reflect any assumptions regarding projected growth, e.g., more users over time, increases in the amount of data to be stored over 5 years?

Y

Does the proposed solution and associated costs include failover and disaster recovery contingencies?

Y

Will the vendor need to configure the proposed solution for use by your agency?

N

Will any application development or customization of the proposed solution be required for the agency to use the product in the current/planned technology environment, e.g., a COTS application that will require custom programming, an agency application that will be entirely custom developed?

N

Have you determined that this project is in compliance with all applicable statutes, regulations, policies, standards, and procedures, including those for network, security, platform, software/application, and/or data/information found at <https://aset.az.gov/resources/psp>?

Y

Are there other high risk project items not identified?

N

Will the proposed solution be vendor-hosted?

N

Will the proposed solution be hosted on-premise in a state agency?

N

Will any PII, PHI, or other Protected Information as defined in the 8110 Statewide Data Classification Policy be transmitted, stored, or processed with this project?

Y

Describe below what security infrastructure/controls are/will be put in place to safeguard this data:

Infrastructure environment will comply with NIST 800-53 and IRS Publication 1075 security standards.

Areas of Impact

1 Application Systems

- Application Enhancements
- Internal Use Web Application
- Mobile Application Development
- Arizona Enterprise Solution Platform (AESP) based Application
- New Application Development
- az.gov Web Portal Application
- Other: (Please specify below)

2 Database Systems

- Data Warehouse/Mart
- Database Consolidation/Migration/Extract Transform and Load Data
- Database Products and Tools:
 - Oracle
 - MySQL
 - DB2
 - MS SQL Server
- Other: (Please specify below)

3 Software

- COTS Application Customization
- COTS Application Acquisition
- Mainframe Systems Software
- Open Source
- PC/LAN Systems Software
- Virtualization
- Other: (Please specify below)

4 Hardware

- LAN/WAN Infrastructure
- Mainframe Infrastructure
- Storage Area Network Devices
- Public Safety Radios, Systems
- PC Purchases, Peripherals
- Tape Libraries/Silos
- UPS Devices
- Other: (Please specify below)

5 Hosted Solution (Cloud Implementation)

- State Data Center
- Commercially Hosted:
 - Amazon (AWS) GovCloud
 - Century Link - I/O Data Center
 - AWS (non-government) cloud
 - Microsoft Azure
- Vendor Hosted
- Other: (Please explain below)

6 Security

- Encryption
- Security Appliances:
 - Firewall
 - Intrusion Detection System (IDS)
 - Intrusion Prevention System (IPS)
- SecurityControls/Systems - Other: (Please specify below)
- Physical Controls (Badging Systems, Iris Scanners, Other: (Please specify below))
- Other: (Please specify below)

7 Telecommunications

- Network Communications Infrastructure
- Telephone Upgrade-Business-Specific
- Cabling
- Wireless Access Points
- Telephony Upgrade-EIC Solution
- Trenching
- Videoconferencing
- Other: (Please specify below)

8 Enterprise Solutions

- | | |
|-------------------------------------|---|
| <input type="checkbox"/> | Business Intelligence System |
| <input type="checkbox"/> | E-Signatures |
| <input type="checkbox"/> | Geographic Information Systems |
| <input type="checkbox"/> | Other Imaging - Photos, Fingerprints, etc. |
| <input type="checkbox"/> | Document Management/Imaging |
| <input type="checkbox"/> | eLicensing |
| <input type="checkbox"/> | Management Systems - Financial, Grants, Asset |
| <input checked="" type="checkbox"/> | Disaster Recovery/Business Continuity |
| <input type="checkbox"/> | Other: (Please specify below) |

9 Contract Services/Procurement

- | | |
|-------------------------------------|---|
| <input checked="" type="checkbox"/> | Contracted Project Management |
| <input checked="" type="checkbox"/> | Contractor Support Services |
| <input checked="" type="checkbox"/> | Install/Configuration Contract Services |
| <input checked="" type="checkbox"/> | State Contract |
| <input type="checkbox"/> | Vendor provided |
| <input type="checkbox"/> | Procurement (RFP, IFB, DPR, etc.) |
| <input type="checkbox"/> | Other: (Please specify below) |

Summary of PJ Financials

Total of Development Cost:	\$ 11,000,000
Total of Operational Cost:	\$ -
Total Costs:	\$ 11,000,000

Project Cost - Itemized

Item	Description	Category	Development (Implementation) or Operational (Ongoing)	Fiscal Year Spend	Qty or Hours	Unit Cost	Extended Cost	Enter Tax Rate if Applicable (Generally 8.6% for PHX)	Tax	Total Cost
1	Compute, Storage & Data Protection	Hardware	Development	1	1	\$3,044,290	\$3,044,290	8.60%	\$261,809	\$3,306,099
2	Maintenance	License & Maint Fees	Development	1	1	\$1,829,767	\$1,829,767	8.60%	\$157,360	\$1,987,127
3	Teradata Services	Prof & Outside Services	Development	1	1	\$7,000	\$7,000		\$0	\$7,000
4	Teradata Transport	Prof & Outside Services	Development	1	1	\$10,000	\$10,000		\$0	\$10,000
5	Site Recovery Manager	License & Maint Fees	Development	1	1	\$141,758	\$141,758		\$12,191	\$153,949
6	Contingency	Other	Development	1	1	\$35,825	\$35,825		\$0	\$35,825
7	December FY18 Disbursement 2 - Compute/Storage/DR	Hardware	Development	1	1	\$5,500,000	\$5,500,000		\$0	\$5,500,000
8		Hardware	Development	1	1	\$0	\$0		\$0	\$0
9		Prof & Outside Services	Development	1	1	\$0	\$0		\$0	\$0
10		Facilities	Development	1	1	\$0	\$0		\$0	\$0
11		Other	Development	1	1	\$0	\$0		\$0	\$0
12		[--Select--]	[--Select--]	[--Select--]						
13		[--Select--]	[--Select--]	[--Select--]						
14		[--Select--]	[--Select--]	[--Select--]						
15		[--Select--]	[--Select--]	[--Select--]						
16		[--Select--]	[--Select--]	[--Select--]						
17		[--Select--]	[--Select--]	[--Select--]						
Total Development Cost										\$11,000,000
Total Operational Cost										\$0
Total Itemization of Costs:										\$11,000,000

Summary of Funding Sources			
Fund Type	% of Project	\$ of Project (Available)	\$ of Project (To Be Requested)
Base Budget			
APF	100.00%		\$11,000,000.00
Other Appropriated			
Federal			
Other Non-Appropriated			

PIJ Development & Operational Cost Summary

Description	Type	Year 1	Year 2	Year 3	Year 4	Year 5	Extended Cost
Professional & Outside Services	Development	\$17,000	\$0	\$0	\$0	\$0	\$17,000
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Hardware	Development	\$8,806,099	\$0	\$0	\$0	\$0	\$8,806,099
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Software	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Communications	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Facilities	Development	\$0	\$0	\$0	\$0	\$0	\$0
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Licensing & Maintenance Fees	Development	\$2,141,076	\$0	\$0	\$0	\$0	\$2,141,076
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
Other	Development	\$35,825	\$0	\$0	\$0	\$0	\$35,825
	Operational	\$0	\$0	\$0	\$0	\$0	\$0
	Development Cost:	\$11,000,000	\$0	\$0	\$0	\$0	\$11,000,000
	Operational Cost:	\$0	\$0	\$0	\$0	\$0	\$0
	Total Cost:						\$11,000,000

Official ADOA-ASET Use Only

X	Has the value of the IT project to the public and the State been identified?
X	Does the proposed solution address the stated problem or situation?
X	Has the budget unit demonstrated competency to carry out the project successfully?
X	Have all applicable questions in the PIJ been addressed?
X	Have the Areas of Impact associated with the project been identified?
X	Is sufficient sponsorship and support by budget unit leadership evidenced in the meeting?
X	Has the compatibility of the proposed solution with other budget unit solutions been addressed?
X	Has a reasonable Project Plan been provided?
X	Has the compliance of the proposed solution with all applicable statewide standards been confirmed?
X	Have any potential risks or issues associated with the project or the proposed solution been identified and appropriately addressed to minimize unintended consequences?
X	Have the cost estimates for the project been vetted for accuracy?
X	Have the PIJ Financials been completed?
X	Have any/all of the following startup costs to implement the project been included under Development in the financial tables, if applicable - tax; shipping; upfront maintenance and support; professional services (P&OS); ancillary software to run on equipment; ancillary hardware to install equipment, e.g., cables; other associated costs, e.g., training, travel, documentation, etc.?
X	Have any/all of the following ongoing/5-year support costs, once the project is implemented, been included under Operational in the financial tables, if applicable - ongoing vendor hosting costs, including any projected increase over time; annual maintenance and support not acquired upfront; extended costs after warranty expiration; P&OS commitments beyond implementation?
X	Have you confirmed that no Full Time Employee (FTE) related costs have been included in the project costs?
X	Have quotes been provided for all itemized costs in the PIJ, e.g., professional services, hardware, software, licensing, etc.?
X	Do the quotes match the itemized list and only reflect those items and costs (within 5%) associated with this project?
	If not, describe below how the costs in the PIJ differ from the quotes, e.g., if quantities are different, costs are comprised of portions of multiple quotes provided, etc.:
	1. Ongoing/5-year support costs were submitted, and approved, as part of PIJ RV17001 - Data Center Modernization Phase 0. 2. Contingency has been included. 3. December FY18 Disbursement 2 funds for Compute/Storage/DR are to be confirmed.

X

PIJ Disposition			
Approved			
Approved with conditions			
Not Approved			
Strategic Program Manager Analysis			
<p>Project Background: The Department of Revenue has a critical need to modernize their infrastructure and replace hardware that has already reached End-of-Life status. This PIJ will allow them to continue from Phase 0 of their Datacenter Modernization project. As part of phase 0, the Agency started to transition to the new State datacenter and are aligned with the State Strategic Plan.</p> <p>Business Solution Justification: Through a virtualization solution utilizing co-location in the State Data-center and hybrid cloud, the Agency will optimize Taxpayer services, accelerate processing times, maximize taxpayer education & compliance while aligning with the Goal Council 5 virtualization strategic direction.</p> <p>Vendor Selection: The Agency is utilizing the State of Arizona Statewide contract with WorldWide Technology (WWT) for Network Equipment and Services. The Agency selected WWT based on the Agency's experience with them, as well as WWT's capability to deliver the equipment at the best price and in the time frame required.</p> <p>Implementation Methodology: The Agency has assigned a Project Manager (Bodie Graves) to this project, and has proper internal resourcing to support the project. DOR will also be reliant on WWT to deliver the network equipment and services that they have agreed to in their quotations.</p> <p>Budget or Funding Considerations: This project is 100% APF funded and subject to the rules of APF. Furthermore, JLBC has conditionally approved the funding and the Agency must return to JLBC to secure the disbursement of \$5.5m for compute/storage and DR.</p>			
Authorized Approver:		Approval Date:	

Condition (If Applicable)
Should the final costs exceed the estimated costs by 10% or more, or should there be significant changes to the proposed technology, scope of work or implementation schedule, the Agency must amend the PIJ to reflect the changes and submit it to ADOA-ASET for review and approval prior to further expenditure of funds.
Prior to the expenditure of funds or work, since the project costs exceed \$5 million, the Agency must complete the independent validation and verification (IV&V), and submit it to ADOA-ASET for review and approval.
Prior to the expenditure of funds or work, the Agency must complete the Project Plan, and submit it to ADOA-ASET for review and approval.
The Agency will provide regular status reporting regarding project progress and expenditures to date on a quarterly basis, unless otherwise requested by ADOA-ASET.
Prior to the expenditure of the December FY18 Disbursement 2 funds for Compute/Storage/DR, the Agency must amend the PIJ, to reflect the vendor quotes and updated project documentation, and submit to ADOA-ASET for review and approval. A favorable review is also required from the Joint Legislative Budget Committee.

Hostname	Serial	Model	Notes
VMAX2	HK198701443	VMAX2 10K	2 system bays
zpl6nbpri01	SYM1106211	NetBackup NBU 5230	
Teradata			Comprises of 1 rack, 2 hosts, 1 storage array, 2 network switches

Hostname	Serial	Model	Notes
	APM00113807101	VNX5300	

Arizona Department of Revenue

**P1118146 : Phase 1 – VxBlock 740 Upgrade
DPS Tech Extensions
ECS**



Disclaimer

This document is intended to be a high level summary of separate, complex design documentation and decisions relating to a custom system solution from Dell EMC Converged Platforms & Solutions Division (Dell EMC CPSD). The solution(s) illustrated in this abstract/summary are derived directly from the scenarios listed. In the event of a conflict between this abstract/summary and other design documentation and scenarios, the actual design and configuration documentation will control in all cases. Please refer to the configurations, bills of material (BOM) and quotes for authoritative content.

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Control

Config Group Name (ID)	System Component	Scenario ID	MyQuotes quote number	Sales Req #	System Label	Delivery Location	Factory Location
20 Blades + 156TB	Hardware	20170628122930H	6001341647 v01	090198740	Prod	I/O Phx, AZ	Franklin, MA
	DPS	20170707102925A	6001341858 v01	08980586			

Document Revision			
v1	7/13/2017	Tyler Harned	Initial Document
v2	7/14/2017	Keirnan Riley	DPS Additions to Solutions Abstract
v3	7/16/2017	Shaukat Lodhia	WWT Updates to Solutions Abstract

Design Participants

Customer	Role	Phone	Email	Location/Address
Jonathan Edwards	VP IT	602-716-6145	JEdwards@azdor.gov	Phoenix, AZ
Chad Smith	Server Team Lead	602-716-6220	CHSmith@azdor.gov	Phoenix, AZ
Partner	Role	Phone	Email	Location/Address
Tom Hanson	WWT AE	602-989-1786	Tom.Hanson@wwt.com	Phoenix, AZ
Shaukat Lodhia	WWT SE	480-239-4547	Shaukat.Lodhia@wwt.com	Phoenix, AZ
EMC	Role	Phone	Email	Location/Address
Tyler Harned	vArchitect	502-264-2115	Tyler.Harned@dell.com	Denver, CO
Katrina Heim	vAccount Manager	303-868-0912	Katrina.Heim@dell.com	Denver, CO
Kiernan Riley	DPS Account Manager	480-859-2026	Kiernan.Riley@dell.com	Scottsdale, AZ
Scott Bert	DPS Systems Engineer	480-399-2032	Scott.Bret@dell.com	Scottsdale, AZ

Customer Landscape

Customer Challenges

- Retiring aging infrastructure and replacing via upgrades to VxB740 (V83FN0618011)
- Phase 1 to consist of 20 additional B200 M4s
- Phase 1 to also consist of 156TB of Usable Storage Capacity Upgrade to the VMAX450FX within the VxB740
- Addition of DPS Solution (including ECS) as Tech Extension to VxB740
- Intent:
 - Install new hardware/software
 - Migrate Data Centre applications
 - Perform P2V & V2V to VXB740

Customer Plans and Initiatives

- Executing on Phase 1 VxB740 Scale plans.

Customer Requirements

Use Case / Applications

Begin P2V & V2V migrations for mission critical IT apps.

Requirements

- Add (20) B200 M4 blades that are identical to the blades that were initially configured in the base VxB740.
- 156TB Additional Useable Capacity for the VMAX 450FX.
 - 300TB of Effective Capacity

Solution Inputs

Compute	Storage
<ul style="list-style-type: none">(20) B200 M4 @ Dual 2.2GHz (22 Core) 768GB	<ul style="list-style-type: none">156TB of VMAX 450FX Usable Flash Capacity<ul style="list-style-type: none">300TB of Effective Capacity
Management	Network
<ul style="list-style-type: none">No Expansion	<ul style="list-style-type: none">No Expansion
Inputs Provided by	
<ul style="list-style-type: none">Customer / Dell EMC / WWT	

Expansion/Upgrade

	Phase 0	Phase 1 Upgrade Target	Phase 1 FY18 July - Dec
Maintenance Period	5 Years of ONSITE 24x7x4	5 Years of ONSITE 24x7x4	5 Years of ONSITE 24x7x4 for new Hardware
Compute	(20) B200 M4 @ Dual 2.2GHz (22 Core) 768GB	(40) B200 M4 @ Dual 2.2GHz (22 Core) 768GB	(20) B200 M4 @ Dual 2.2GHz (22 Core) 768GB
Storage	52TB of VMAX 450FX Usable Capacity	208TB of VMAX 450FX Usable Capacity	156TB of VMAX 450FX Usable Capacity
Data Protection	No Existing DPS Tech Extension	Data Protection Suite for Enterprise 180TB of Data Domain 223 TB of Cloudtier Licensing 330 TB of ECS Object Storage	Data Protection Suite for Enterprise 180TB of Data Domain 223 TB of Cloudtier Licensing 330 TB of ECS Object Storage
Licenses (excluding AMP)	<ul style="list-style-type: none"> EMC PowerPath/VE (per CPU socket) - 46 VMware vCloud Suite (per CPU socket) - 40 	<ul style="list-style-type: none"> EMC PowerPath/VE (per CPU socket) - 66 VMware vCloud Suite (per CPU socket) - 60 	<ul style="list-style-type: none"> EMC PowerPath/VE (per CPU socket) - 20 VMware vCloud Suite (per CPU socket) - 20
Services	Initial Vxblock 740 Deployment	Deployment and Installation Services for Vxblock Upgrades and DPS Tech Extensions	Deployment and Installation Services for Vxblock Upgrades and DPS Tech Extensions

Technology Extension – Data Protection

VCE™ Data Protection			
Avamar	# Nodes	Licensed Capacity	Total Capacity
M1200 Node	1	3.9 TB	3.9 TB
Data Domain	# of Shelves	Licensed Capacity	Total Capacity
DD6800	3 – 60TB Shelves	180TB	180TB

ECS Storage	
U400T	330 TB of Object Storage

Software	
DP Suite for Enterprise	Features include: Avamar, Recoverpoint for VM, Protectpoint, DDBoost for Enterprise Apps, eCDM

Connectivity			
Vblock & VxBlock Model	VxBlock 740		
Original Opportunity	P1118146		
Serial Number	V83FN0618011		
Configuration Group	(05)		
Connection type	Data Protection Switches / Direct Connect		
Data Protection Switches	Nexus 9396		
V(x)block LAN Switch	Nexus 9396		
Used LAN Ports	2	DPS Connections	1
Total LAN Ports	2	Remaining LAN Ports	6
Customer uplinks			
SFPs Included	Yes		

Services – VxBLOCK 740

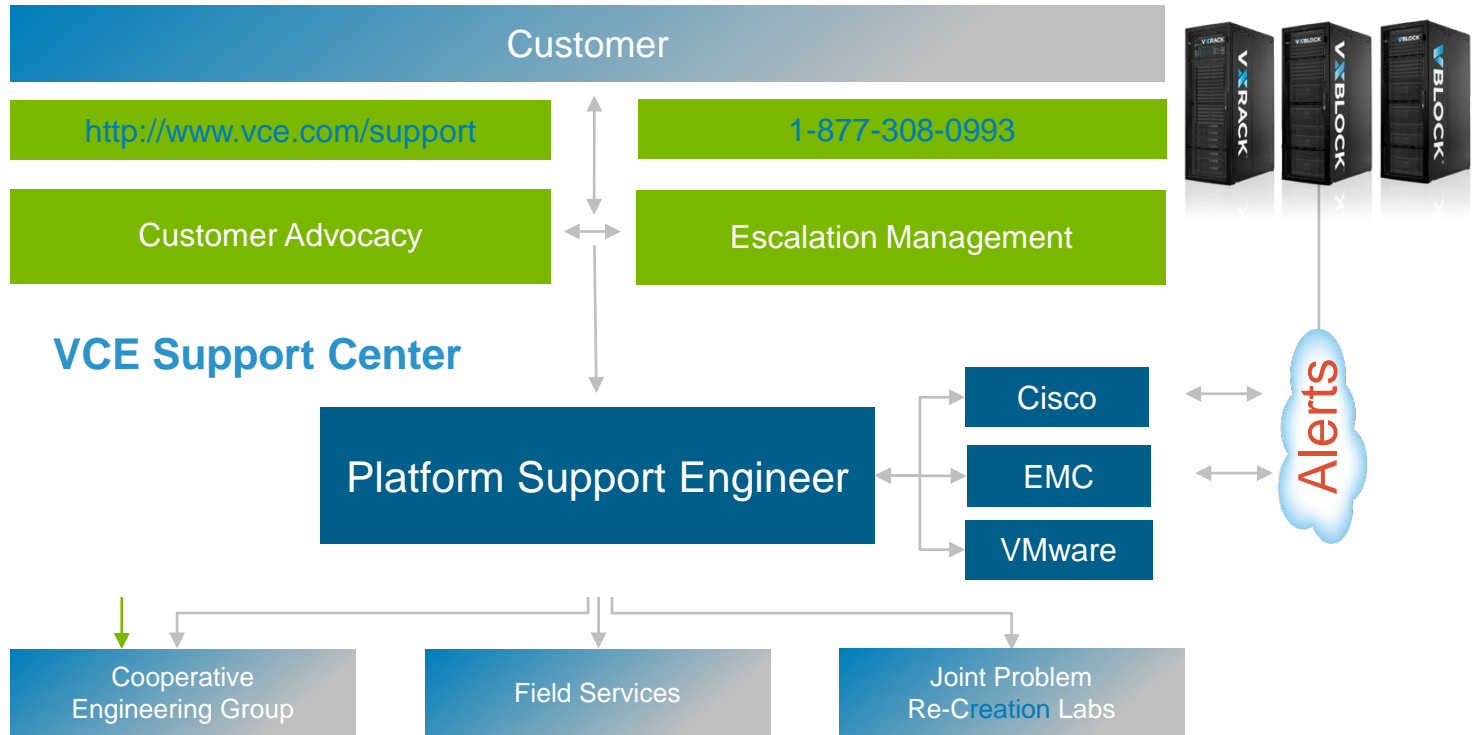
Services	Quantity	Delivered By	Notes
<i>VCE HW Expansion 2-8 Blades</i>	3	CPSD	
VCE HW Expansion – VMAX Storage	1	CPSD	
VCE Logical - Avamar Multi-Node System	1	CPSD	
VCE Logical – Data Domain Multi-Node System	1	CPSD	
VCE Deploy - Avamar Multi-Node System	1	CPSD	
VCE Deploy – Data Domain Multi-Node System	1	CPSD	
<i>VMAX AF Base Upgrade</i>	1	EMC	
<i>VMAX AF Memory Upgrade Add-On</i>	1	EMC	
<i>VMAX AF Vault Flash Upgrade Add-On</i>	2	EMC	

Services – DPS Tech Extension

Services	Quantity	Delivered By	Notes
<i>Software Implementation</i>	1	EMC	
Avamar Node Installation	1	CPSD/EMC	Avamar Node will be built in Tech Extension by CPSD, EMC will verify connectivity
Data Domain Installation	1	CPSD/EMC	CPSD will build DD into tech extension, EMC will implement connectivity to the software
Recoverpoint for VM Implementation	1	EMC	
<i>ECS Implementation</i>	1	EMC	
<i>Cloudtier Connection Data Domain to ECS</i>	1	EMC	<i>Implementation of the Cloudtier LTR to ECS</i>

Integrated VCE Support Flow




- Blocks and Racks





VCE™ SUPPORT PORTFOLIO DELIVERABLES

OFFERING FLEXIBILITY VIA VARYING LEVELS OF DEDICATION & FREQUENCY

	 Premier Support	 Plus Support	 Standard Support
Support Onboarding	In Person	In Person	Remote
Trusted Advisor	Dedicated	Designated	-
Service Request Reviews	Weekly	Monthly	-
Operations Review	2 Per Year	1 Per Year	-
Business Review	2 Per Year	1 Per Year	-
Technical Consultation	Designated	Designated	-
Health Check Report	2 Per Year	1 Per Year	-
Remote Change Support	2 Per Year	1 Per Year	-
Root Cause Analysis	Yes	Yes	-

Move frame to reflect the chosen support tier

D~~E~~LL EMC



World Wide Technology, Inc.

Sales Quotation

Submitted By

Submitted To

Quote Number 4458826
Profile Commercial
Customer AZ Dept of Revenue
Quote Date 07/14/2017
Expiration Date 08/13/2017
Quote Name Vxblock 740 Upgrade Phase 1
Contract State of AZ Networking - ADSPO16-137345 (Expires 06/29/2018)

ISR: Grenda, Angela M.
P: (602) 472-7307
Angela.Grenda@wwt.com
AM: Hanson, Thomas (Tom)

Johnathon Edwards
P: 602-716-6145
JEdwards@azdor.gov
P: (602) 472-7230
Tom.Hanso

Line #	Manufacturer Part #	Manufacturer	Description	Qty	Cust Price	Ext. Price
Vxblock 740						
1	YME000PH00015667	VCE COMPANY LLC	POWER CORD NORAMERICA120V 5-15P C13 2M	2	\$0.00	\$0.00
2	YME000PM00148217	VCE COMPANY LLC	AVAMAR G4T QUAD 10GB CU MANF INSTL	1	\$0.00	\$0.00
3	YME000PM00148219	VCE COMPANY LLC	AVAMAR G4T QUAD 10GB OPT+SFP MANF INSTL	1	\$0.00	\$0.00
4	YME000PM00166482	VCE COMPANY LLC	Avamar G4T M1200 Svr Fld Instl	1	\$10,354.75	\$10,354.75
5	YME000PM00166502	VCE COMPANY LLC	Avamar G4T Field Kit Cobranded	1	\$0.00	\$0.00
6	YME000DD100155815	VCE COMPANY LLC	DD 10GBASE T IO MODULE 4PORT	1	\$1,729.35	\$1,729.35
7	YME000DD100155817	VCE COMPANY LLC	DD 10GBE IO MOD OPTICAL SFP 4PORT OPTION	2	\$2,075.22	\$4,150.44
8	YME000DD100155892	VCE COMPANY LLC	OPT DS60 SHELF 45X4TB SAS HDD G3	1	\$58,012.22	\$58,012.22
9	YME000DD100156012	VCE COMPANY LLC	SYSTEM DD6800 NFS CIFS	1	\$0.00	\$0.00
10	YME000DD100156013	VCE COMPANY LLC	SYSTEM DD6800 CTL NFS CIFS	1	\$17,472.84	\$17,472.84
11	YME000DD100157066	VCE COMPANY LLC	DD6800 BASE KIT -SSD	1	\$0.00	\$0.00
12	YME000DD100157072	VCE COMPANY LLC	DD6800 OPTION - FIELD INSTALL KIT	1	\$0.00	\$0.00
13	YME000DD100157086	VCE COMPANY LLC	C CABLE,DD,SASMINISAS HD-MINISAS,2M CT	1	\$0.00	\$0.00
14	YME000DD100157264	VCE COMPANY LLC	OPT ES30 SHELF 15X4TB SAS HDD FIELD CT	2	\$0.43	\$0.86
15	YME000ESF00144222	VCE COMPANY LLC	VMAX 450 MEMCONV 2X512 to 2X1024 GB	1	\$329,400.00	\$329,400.00
16	YME000ESF00144284	VCE COMPANY LLC	VMAX AF FLASH MODS 1600 FD UPG	2	\$0.00	\$0.00
17	YME000ESF00144689	VCE COMPANY LLC	VMAX AF 3840GB FLASH SPARE UPG	1	\$0.00	\$0.00
18	YME000ESF00144706	VCE COMPANY LLC	VMAX 450FX RAID5(7+1) 3.84Q8 26TB UPG	6	\$174,995.28	\$1,049,971.68
19	AGGC-SFPP-00-A02	VCE COMPANY LLC	10GBASE-SR SFP Module	6	\$485.56	\$2,913.36
20	AGGE-10SR-00-B02	VCE COMPANY LLC	10GBASE-SR SFP Module (2) – Customer Uplinks	4	\$971.12	\$3,884.48
21	AGGE-9396-00-A04	VCE COMPANY LLC	VCE Nexus 9396PX (2) Base Bundle, 960G, 48p 10G SFP+ & 12p 40G QSFP+	1	\$35,136.00	\$35,136.00
22	AGGE-GE_T-00-B02	VCE COMPANY LLC	1000BASE-T SFP (NEBS 3 ESD) (2)	2	\$385.52	\$771.04
23	BSGL-0110-EX-X01	VCE COMPANY LLC	Single Blade:UCS B200 M4 2.20 GHz E5-2699v4/145W 22C/768GB(24x32GB), VIC1340+PE, TPM	20	\$33,544.63	\$670,892.60
24	CBLA-0009-00-A01	VCE COMPANY LLC	BACKUP INTER-CABINET CABLING	1	\$739.32	\$739.32
25	INFR-CABL-00-A02	VCE COMPANY LLC	VCE Infrastructure Cable Assembly-A	1	\$610.00	\$610.00
26	INFR-POW2-00-A01	VCE COMPANY LLC	Generic SMART POU	1	\$6,100.00	\$6,100.00
27	CBNT-Q215-00-B02	VCE COMPANY LLC	IPI Compute Cabinet, 700mm x 1200mm (CRS)	1	\$6,420.86	\$6,420.86
28	INFR-Q224-00-A01	VCE COMPANY LLC	IPI Security - Integrated HID with Door Handle	2	\$366.00	\$732.00
29	INFR-Q285-00-A01	VCE COMPANY LLC	LED Door branding, IPI, VxBLOCK, BLK, TM	1	\$357.46	\$357.46
30	INFR-Q287-00-A01	VCE COMPANY LLC	Side Panel, IPI, VxBLOCK branded, BLK	2	\$435.54	\$871.08
31	INFR-Q289-00-A01	VCE COMPANY LLC	Side Panel, IPI, Unbranded rear, BLK	2	\$196.42	\$392.84
32	YHE000PM00166483	VCE COMPANY LLC	Avamar G4T M1200 Svr Fld Instl After Warranty Annual Premium Maintenance	3	\$1,035.48	\$3,106.44
33	YHE000DD100155893	VCE COMPANY LLC	OPT DS60 SHELF 45X4TB SAS HDD G3 After Warranty Annual Premium Maintenance	5	\$6,961.81	\$34,809.05
34	YHE000DD100156014	VCE COMPANY LLC	SYSTEM DD6800 CTL NFS CIFS After Warranty Annual Premium Maintenance	5	\$2,097.00	\$10,485.00
35	YHE000DD100157265	VCE COMPANY LLC	OPT ES30 SHELF 15X4TB SAS HDD FIELD CT After Warranty Annual Premium Maintenance	10	\$2,427.50	\$24,275.00
36	YHE000ESF00144223	VCE COMPANY LLC	VMAX 450 MEMCONV 2X512 to 2X1024 GB After Warranty Annual Premium Maintenance	5	\$32,940.00	\$164,700.00
37	YHE000ESF00144707	VCE COMPANY LLC	VMAX 450FX RAID5(7+1) 3.84Q8 26TB UPG After Warranty Annual Premium Maintenance	30	\$17,499.68	\$524,990.40
38	YUE000PM00166484	VCE COMPANY LLC	Avamar G4T M1200 Svr Fld Instl Premium Warranty Upgrade	1	\$596.52	\$596.52
39	SUCH-0019-00-B01	VCE COMPANY LLC	Sgl Bld ETS 24x7x40S B200 M4	100	\$282.55	\$28,255.00
40	SUCH-9396-00-A01	VCE COMPANY LLC	Annual Support: ETS ONSITE 24X7X4 9396PX (2) Bundle	5	\$4,516.44	\$22,582.20
41	SFTW-PPBL-00-A04	VCE COMPANY LLC	POWERPATH BLADE LICENSE POWERPATH/VE HOST LICENSES, VMWARE	20	\$0.00	\$0.00
42	SFTW-PPSK-00-B04	VCE COMPANY LLC	POWERPATH CPU SOCKET LICENSE (8+)	40	\$802.76	\$32,110.40
43	SFTW-PPVE-00-A01	VCE COMPANY LLC	POWERPATH Virtual Edition	1	\$0.00	\$0.00
44	YME000D300137830	VCE COMPANY LLC	DPS ENTERPRISE EDITION RP4VM ENABLER=IB	850	\$0.00	\$0.00
45	YME000DE00125851	VCE COMPANY LLC	CloudBoost v2 VM 2TB for DPS ENABLER=CA	1	\$0.00	\$0.00
46	YME000DE00125852	VCE COMPANY LLC	CloudBoost v2 Client for DPS ENABLER=CA	1	\$0.00	\$0.00
47	YME000DH00016909	VCE COMPANY LLC	Backup and Recovery Manager Avamar	2	\$0.00	\$0.00
48	YME000DH00016910	VCE COMPANY LLC	Backup and Recovery Manager - NetWorker	1	\$0.00	\$0.00
49	YME000DH00036726	VCE COMPANY LLC	\$1 CPTY FILES 51 TO 150 TB=CA	85	\$0.00	\$0.00
50	YME000DH00036733	VCE COMPANY LLC	\$1 CPTY SP 51 TO 150 TB=CA	85	\$0.00	\$0.00
51	YME000DH00036741	VCE COMPANY LLC	\$1 CPTYBDL MS SP STORMGT PREM=UA	1	\$0.00	\$0.00
52	YME000DH00036792	VCE COMPANY LLC	\$1 CPTYBDL EM=CA	85	\$0.00	\$0.00
53	YME000DH00126965	VCE COMPANY LLC	\$1 CPTY BDL CTA-VE	1	\$0.00	\$0.00

54	YME000DH00126966	VCE COMPANY LLC	\$1 CPCTY BDL CTA-VE-HA	1	\$0.00	\$0.00
55	YME000DH00131632	VCE COMPANY LLC	Backup and Recovery Manager Avamar=CC	1	\$0.00	\$0.00
56	YME000DH00143931	VCE COMPANY LLC	EMC GLR for MS Apps Enabler=CA	1	\$190.02	\$190.02
57	YME000DH00144014	VCE COMPANY LLC	EMC Granular Recovery for Microsoft=IC	1	\$0.00	\$0.00
58	YME000DH00160700	VCE COMPANY LLC	vRealize DP Extension 4.0=IA	1	\$0.00	\$0.00
59	YME000DH00160711	VCE COMPANY LLC	Multiple Systems Management=CC	1	\$0.00	\$0.00
60	YME000DH00160720	VCE COMPANY LLC	Multiple Systems Management	1	\$0.00	\$0.00
61	YME000DM00047190	VCE COMPANY LLC	DPS for BU DDBOOST for Apps ENABLER=CA	1	\$0.00	\$0.00
62	YME000DM00054433	VCE COMPANY LLC	EMC BACKUP SUITE DPA ENABLER=B=CB	1	\$0.00	\$0.00
63	YME000DM00095716	VCE COMPANY LLC	DPS for BU DP Search ENABLER=CA	1	\$0.00	\$0.00
64	YME000DM00126701	VCE COMPANY LLC	DPSAPPS RP ENABLER BASE=CA	85	\$0.00	\$0.00
65	YME000DM00134461	VCE COMPANY LLC	DPSAPPS RP ENABLER	1	\$0.00	\$0.00
66	YME000DM00137827	VCE COMPANY LLC	DPS Ent Edition 51-150TB=CA	85	\$3,885.70	\$330,284.50
67	YME000DM00139358	VCE COMPANY LLC	DPS ENTERPRISE EDITION	1	\$0.00	\$0.00
68	YME000DM00150440	VCE COMPANY LLC	Enterprise Copy Data Management BASE=CA	85	\$0.00	\$0.00
69	YME000DM00150709	VCE COMPANY LLC	APPSYNC 3.0 ULTD DPS ENT ED ENABLER=CB	85	\$0.00	\$0.00
70	YME000DM00150711	VCE COMPANY LLC	ProtectPoint for VMAX ENABLER=CA	85	\$0.00	\$0.00
71	YME000DM00151017	VCE COMPANY LLC	EMC Enterprise Copy Data Management	1	\$0.00	\$0.00
72	YME000DM00151055	VCE COMPANY LLC	ProtectPoint for VMAX ENABLER	1	\$0.00	\$0.00
73	YME000DM00152578	VCE COMPANY LLC	Hadoop Application Agent=CA	85	\$0.00	\$0.00
74	YME000DM00152778	VCE COMPANY LLC	Hadoop Application Agent	1	\$0.00	\$0.00
75	YME000DM00160704	VCE COMPANY LLC	Microsoft Application Agent=CA	85	\$0.00	\$0.00
76	YME000DM00160705	VCE COMPANY LLC	Database Application Agent=CA	85	\$0.00	\$0.00
77	YME000DM00160706	VCE COMPANY LLC	File System Agent=CA	85	\$0.00	\$0.00
78	YME000DM00160718	VCE COMPANY LLC	DPS for Apps Software	1	\$0.00	\$0.00
79	YME000DM00161510	VCE COMPANY LLC	DPA Single Fed Reporting Server=IA	1	\$0.00	\$0.00
80	YME000DM00162594	VCE COMPANY LLC	DPA Single Federated Reporting Server	1	\$0.00	\$0.00
81	YME000DM00170011	VCE COMPANY LLC	AVAMAR H DPS Backup Enabler=IA	1	\$0.00	\$0.00
82	YME000DM00170014	VCE COMPANY LLC	NW 9.2 DPS Cap Enabler=CA	86	\$0.00	\$0.00
83	YME00DD100155690	VCE COMPANY LLC	LICENSE BASE DD OE DD6800=IA	1	\$6,917.40	\$6,917.40
84	YME00DD100155711	VCE COMPANY LLC	LIC;CLD TIER; 1TB;SW CAP=CC	223	\$170.80	\$38,088.40
85	YME00DD100155744	VCE COMPANY LLC	DD Software=CB	180	\$518.81	\$93,385.80
86	YME00DD100155747	VCE COMPANY LLC	DD Boost Software Option=CB	180	\$25.62	\$4,611.60
87	YME00DD100155750	VCE COMPANY LLC	DD Replication Software Option=CB	180	\$34.16	\$6,148.80
88	YME00DD100156953	VCE COMPANY LLC	FS 800GB 0.8TB RAW=CF	2	\$0.00	\$0.00
89	YME00DD100157000	VCE COMPANY LLC	DS60 4TB ACT 60TB RAW=CB	3	\$0.00	\$0.00
90	YME00DD100157021	VCE COMPANY LLC	DD6800 OPERATING ENVIRONMENT SOFTWARE	1	\$0.00	\$0.00
91	YME00DD100157051	VCE COMPANY LLC	DD6800 RAW SHELF CAPACITY LICENSE	1	\$0.00	\$0.00
92	YME00DD100157052	VCE COMPANY LLC	DD6800 SSD CAPACITY LICENSE	1	\$0.00	\$0.00
93	YME00DD100157053	VCE COMPANY LLC	DD6800 CLOUD TIER LICENSE	1	\$0.00	\$0.00
94	YME00DD100157091	VCE COMPANY LLC	DOCS DD OS DOC 6=IA	1	\$0.00	\$0.00
95	YME00ESF00143884	VCE COMPANY LLC	VMAX FLASH FX SUITE ENABLER 1TB=CC	158	\$0.00	\$0.00
96	YME00ESF00152777	VCE COMPANY LLC	APPSYNC STR PK FOR VMAX FX SUITE =CC	158	\$0.00	\$0.00
97	YME00ESF00152804	VCE COMPANY LLC	VMAX FLASH FX SUITE OS UPG 1TB=CC	158	\$0.00	\$0.00
98	YMV00VCT00007426	VCE COMPANY LLC	VMware vCloud Suite 7 Standard	40	\$4,357.54	\$174,301.60
99	SUPS-PPTH-00-804	VCE COMPANY LLC	POWERPATH ANNUAL MAINTENANCE PER CPU (8+)	200	\$134.09	\$26,818.00
100	YSE000DH00143932	VCE COMPANY LLC	EMC GLR for MS Apps Enabler=CA Annual Premium Maintenance	5	\$43.98	\$219.90
101	YSE000DM00137828	VCE COMPANY LLC	DPS Ent Edition 51-150TB=CA Annual Premium Maintenance	425	\$893.71	\$379,826.75
102	YSE00DD100155691	VCE COMPANY LLC	LICENSE BASE DD OE DD6800=IA Annual Premium Maintenance	5	\$830.09	\$4,150.45
103	YSE00DD100155712	VCE COMPANY LLC	LIC;CLD TIER; 1TB;SW CAP=CC Annual Premium Maintenance	1115	\$30.74	\$34,275.10
104	YSE00DD100155745	VCE COMPANY LLC	DD Software=CB Annual Premium Maintenance	900	\$62.34	\$56,106.00
105	YSE00DD100155748	VCE COMPANY LLC	DD Boost Software Option=CB Annual Premium Maintenance	900	\$4.70	\$4,230.00
106	YSE00DD100155751	VCE COMPANY LLC	DD Replication Software Option=CB Annual Premium Maintenance	900	\$6.41	\$5,769.00
107	YSV00VCT00007433	VCE COMPANY LLC	VMware vCloud Suite 7 Standard for 1 year	200	\$1,424.84	\$284,968.00
108	YME000F100042331	VCE COMPANY LLC	ZERO DOLLAR ESRS INSTALL	1	\$0.00	\$0.00
109	YME000F100144900	VCE COMPANY LLC	VMAX AF Memory Upgrade Add-On	1	\$997.35	\$997.35
110	YME000F100144901	VCE COMPANY LLC	VMAX AF Base Upgrade	1	\$2,296.65	\$2,296.65
111	YME000F100155526	VCE COMPANY LLC	VMAX AF Vault Flash Upgrade Add-On	2	\$603.90	\$1,207.80
112	HDLG-CABA-00-A01	VCE COMPANY LLC	VCE Handling Service	1	\$3,775.74	\$3,775.74
113	HDLG-CABA-00-A01	VCE COMPANY LLC	VCE Handling Service	1	\$35,973.59	\$35,973.59
114	MINFG-CABA-00-A01	VCE COMPANY LLC	VCE Manufacturing and Factory Assembly Service	1	\$12,807.56	\$12,807.56
115	PSVC-AMF2-00-A01	VCE COMPANY LLC	VCE Deploy - Avamar Multi-Node System	1	\$16,964.10	\$16,964.10
116	PSVC-AML2-00-A01	VCE COMPANY LLC	VCE Logical - Avamar Multi-Node	1	\$11,309.40	\$11,309.40
117	PSVC-DDF2-00-A01	VCE COMPANY LLC	VCE Deploy - Data Domain System	1	\$2,058.75	\$2,058.75
118	PSVC-DDL2-00-A01	VCE COMPANY LLC	VCE Logical - Data Domain System	1	\$4,803.75	\$4,803.75
119	PSVC-HEBL-00-A03	VCE COMPANY LLC	VCE HW Expn - 2-8 Blades or 1-4 Servers	3	\$8,509.50	\$25,528.50
120	PSVC-HES2-00-A03	VCE COMPANY LLC	VCE HW Expn - VMAX Storage	1	\$9,980.82	\$9,980.82
121	PSVC-HWEX-00-A02	VCE COMPANY LLC	VCE HW Expn PMO Overlay	1	\$4,139.46	\$4,139.46
					Subtotal	\$4,628,957.98

EMC ECS						
122	ES5-10-T8	EMC2	DAE 10 8TB SAS 7.2K HAPW MFG ECS G5	8	\$11,453.71	\$91,629.68
123	PSINST-ESRS	EMC2	ZERO DOLLAR ESRS INSTALL	1	\$0.00	\$0.00
124	ES5-SVR-B4	EMC2	SVR 2U CHS 4BL 10GBE HAPW MFG ECS G5	2	\$0.00	\$0.00
125	ECS5-SLES	EMC2	ECS5 SUSE LINUX ENTPRSE SERVER OS TRCK	1	\$0.00	\$0.00
126	ES5-ANTI-MOV	EMC2	BRACKET ANTI MOVE QTY1 ECS G5	1	\$0.00	\$0.00
127	ES5-PSNT	EMC2	ECS PRODUCT SERIAL NUMBER TAG	1	\$0.00	\$0.00
128	ES5-DOOR-BRND-D	EMC2	DOOR BRANDED QTY1 ECS G5	1	\$0.00	\$0.00
129	ES5-RACK-D	EMC2	RACK 40UD 4DROP HAPW MFG QTY1 ECS G5	1	\$5,969.08	\$5,969.08
130	ES5-P40U-US	EMC2	CBLE CABPWR L6-30A US QTY2 ECS G5	2	\$0.00	\$0.00
131	ES5-V2-SWGB	EMC2	SWCH 1GBE 48P HAPW MFG QTY1 ECS G5	1	\$7,392.58	\$7,392.58
132	ES5-V2-SW10GB	EMC2	SWCH 10GBE 48P HAPW MFG QTY1 ECS G5	2	\$7,655.74	\$15,311.48
133	ES5-10G-SFP	EMC2	10GBE OPTICAL SFP	16	\$400.73	\$6,411.68
134	PS-PD-TRACKING	EMC2	PRODEPLOY TRACKING MODEL	1	\$0.00	\$0.00
135	PS-BAS-ECSINS	EMC2	ECS APPLIANCE INSTALL	1	\$15,869.04	\$15,869.04
136	M-PREHWV-003	EMC2	PREMIUM HARDWARE SUPPORT	1	\$45,617.07	\$45,617.07
137	458-000-872	EMC2	ELASTIC CLOUD STRG	1	\$0.00	\$0.00
138	456-110-942	EMC2	EMC ECS DARE= CB	1	\$0.00	\$0.00
139	456-110-347	EMC2	ECS PROMOTION SW=CB	640	\$47.85	\$30,624.00
140	M-PRESWV-002	EMC2	PREMIUM SOFTWARE SUPPORT	1	\$11,024.36	\$11,024.36
141	CE-DPDSUBFL1	EMC2	CUST SUB-1 PERSON, 1 YEAR (DP)	1	\$15,250.00	\$15,250.00
					Subtotal	\$245,098.97

Product Total:	\$3,044,290.20
Maintenance Total:	\$1,829,766.75
Customer Total:	\$4,874,056.95
Estimated Shipping:	\$0.00
Estimated Tax:	\$390,269.54
Total Price:	\$5,264,326.49

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Seller provides all products and original manufacturer services to Buyer only in accordance with any applicable original manufacturer terms and conditions within the applicable end user license agreement, terms of service, or similar legal instrument.

Unless expressly stated herein, price quotes are valid for 30 days and are subject to change thereafter.

Unless expressly stated herein, prices do not include, and Buyer is responsible for, any and all taxes, handling, shipping, transportation, duties or other charges or fees relating to the sale and delivery of products.

Products may only be returned in accordance with the original manufacturer's RMA policy.

Items returned after 30 days of receipt may not be returnable due to vendor restrictions.

All delivery dates are approximate and not guaranteed.

Products will be shipped in accordance with FCA WWT's shipping point (Incoterms 2010), unless otherwise stated herein or agreed to by both parties in writing in a contract. Title and risk of loss will transfer to Buyer at WWT's shipping point.

Payment terms are net 30, unless otherwise agreed to by both parties in writing.

All products and services are provided to Buyer in accordance with Seller's terms of sale at <https://www.wwt.com/TermsAndConditions/TermsAndConditions.doc>; provided that, if Buyer has a master agreement in place with WWT, the master agreement will apply in lieu thereof.

Within the 30 day quote validity period WWT reserves the right to revise the quote due to exchange rate fluctuations.