

P R O P O S A L

NARRATIVE RESPONSE

Computer Equipment: Desktops, Laptops, Tablets, Servers, Storage, Ruggedized Devices Including Related Peripherals & Services

AS REQUESTED BY

The Minnesota Department
of Administration

ON BEHALF OF

The Western States
Contracting Alliance

AND

The National Association of
State Procurement Officials

COPY



Submitted By
Apple Inc.

January 7, 2014

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December 20, 2013

Minnesota Department of Administration
Materials Management Division
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155

Dear Ms. Kahle and WSCA Directors,

Thank you for the opportunity to respond to the Minnesota Department of Administration's RFP for Computer Equipment, Related Peripherals & Services. Apple's response is attached.

Apple has engaged with educators for over 30 years to explore and enhance the experience of teaching and learning. We care deeply about the needs of educators, and we are passionate about building technology that inspires curiosity. Throughout our entire range of products—from powerful and engaging devices to solutions for accessing, authoring, and sharing content—we have kept the needs of our education customers in mind. This enables us to provide a personalized learning environment that supports creativity, collaboration, innovation, and critical thinking as a means to transform the way teachers teach and the way students learn. We look forward to integrating this transformative environment into your classrooms and beyond.

Please send bids and award notices to:

Apple Inc.
12545 Riata Vista Circle, MS 183-BID
Austin, TX 78727
Fax 512-532-0866
bids@apple.com

Please contact me with any questions about Apple's bid response.

Sincerely,

A handwritten signature in blue ink that reads "Karen Darr".

Karen Darr
Sr. Project Manager
Apple Inc.
512-674-8754
bids@apple.com



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SECTION 1 – SCOPE OF WORK

WSCA-NASPO	Apple Response
A. INTRODUCTION	Apple acknowledges.
B. OBJECTIVE	Apple acknowledges.
C. WSCA-NASPO BACKGROUND INFORMATION	Apple acknowledges.
D. PARTICIPATING STATES	Apple acknowledges.
E. PRODUCT BAND DEFINITIONS	Apple acknowledges.
F. CONFIGURATION DOLLAR LIMITS	Apple acknowledges.
G. RESTRICTIONS	Apple acknowledges.
H. DEFINITIONS	Apple acknowledges.



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SECTION 2 – MASTER AGREEMENT TERMS AND CONDITIONS

WSCA-NASPO	Apple Response
A. GENERAL TERMS, CONDITIONS & INSTRUCTIONS	Apple acknowledges and in accordance with RFP instructions, will address these in the Terms, Conditions and Specifications Exception Form.
B. WSCA-NASPO TERMS & CONDITIONS	Apple acknowledges and in accordance with RFP instructions, will address these in the Terms, Conditions and Specifications Exception Form.
C. MINNESOTA TERMS & CONDITIONS	Apple acknowledges and in accordance with RFP instructions, will address these in the Terms, Conditions and Specifications Exception Form.
D. FORMS	Apple acknowledges and provides a specific response as appropriate on each form.



CHECKLIST

This list may not be comprehensive, read the RFP thoroughly for information required in this solicitation.

<input checked="" type="checkbox"/>	One original and three copies of the NARRATIVE proposal. One electronic searchable .pdf and one editable word/excel document on flash drive or CD. DO NOT INCLUDE COST PROPOSAL WITH THE NARRATIVE
<input checked="" type="checkbox"/>	One original printed COST proposal SEALED including the cost evaluation forms. Also include one electronic flash drive or CD as searchable .pdf and word document in sealed in separate envelope
<input checked="" type="checkbox"/>	Cost Proposal includes: 1. Responses to Section 4 2. Baseline Price List dated November 15, 2013 3. Proposed Product and Services Schedule 4. Price Workbooks for applicable bands – include all tabs
<input checked="" type="checkbox"/>	Signed Addendums (if applicable)
<input checked="" type="checkbox"/>	Response to Master Agreement Terms & Conditions (A-D) in order presented in the RFP, clearly marked and tabbed. Acceptance of Terms of condition must be noted and alternative language presented. Utilize Exception form provided
<input checked="" type="checkbox"/>	Response to Requirements in order presented in the RFP, clearly marked and tabbed. Describe HOW the requirement will be met. NOTE: Requirements need to be checked yes or no. If checked no, response may be rejected. Vendors should express concerns regarding requirements during the question and answer period. If ALL vendors are unable to meet the requirement, the Lead State reserves the right to waive the requirement.
<input checked="" type="checkbox"/>	<p>Forms included in RFP</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Signature Page <input checked="" type="checkbox"/> Affirmative Action Certification <input checked="" type="checkbox"/> Trade Secret Information <p>NOTE: Trade secret information must be redacted from proposal and submitted in a separate sealed envelope clearly marked with Trade Secret Form.</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Affidavit of Non-Collusion <input checked="" type="checkbox"/> Service & Delivery <input checked="" type="checkbox"/> Savings <input checked="" type="checkbox"/> Taxpayer Identification <input checked="" type="checkbox"/> Veterans Preference <input checked="" type="checkbox"/> Questions Form <input checked="" type="checkbox"/> T&C Exception Form <input checked="" type="checkbox"/> VPAT WCAG Accessibility Form (for the proposed website supporting the contract)
<input checked="" type="checkbox"/>	Insurance - Does not need to be provided with proposal, but evidence must be provided prior to award. Review and confirm company can meet these requirements.



FORMS



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Request for Proposal Signature Page



Materials Management
Division
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155
Voice: 651.296.2600
Fax: 651.297.3996

REQUEST FOR PROPOSAL
SIGNATURE PAGE

**Computer Equipment:
(Desktops, Laptops, Tablets,
Servers & Storage including
Related Peripherals & Services)**

Name of Vendor: Apple Inc. Vendor E-Mail: bids@apple.com

Address: 12545 Riata Vista Circle, MS 183-BID, Austin, TX 78727

Phone: 800-800-2775 Fax: 512-532-0866 Date: 12/17/2013

Authorized Signature: *Vanessa Boenig*

Typed name of signer: Vanessa Boenig Title: Manager, Austin Bids & Contracts

Signer must be authorized to contractually obligate the vendor.

Type or print clearly the name of the person who prepared the response: Karen Darr

EMAIL/PHONE: bids@apple.com, 512-674-8754



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State of Minnesota – Affirmative Action Certification Form

(For Agency Use Only) Vendor # _____
Contract Period: _____

State Of Minnesota – Affirmative Action Certification

If your response to this solicitation is or could be in excess of \$100,000, complete the information requested below to determine whether you are subject to the Minnesota Human Rights Act (Minnesota Statutes 363A.36) certification requirement, and to provide documentation of compliance if necessary. It is your sole responsibility to provide this information and—if required—to apply for Human Rights certification prior to the due date of the bid or proposal and to obtain Human Rights certification prior to the execution of the contract. The State of Minnesota is under no obligation to delay proceeding with a contract until a company receives Human Rights certification

BOX A – For companies which have employed more than 40 full-time employees within Minnesota on any single working day during the previous 12 months. All other companies proceed to BOX B.

Your response will be rejected unless your business:

- has a current Certificate of Compliance issued by the Minnesota Department of Human Rights (MDHR) ~~or~~
- has submitted an affirmative action plan to the MDHR, which the Department received prior to the date the responses are due.

Check one of the following statements if you have employed more than 40 full-time employees in Minnesota on any single working day during the previous 12 months:

- ☒ We have a current Certificate of Compliance issued by the MDHR. Proceed to **BOX C**. Include a copy of your certificate with your response.
- ☐ We do not have a current Certificate of Compliance. However, we submitted an Affirmative Action Plan to the MDHR for approval, which the Department received on _____ (date). Proceed to **BOX C**.
- ☐ We do not have a Certificate of Compliance, nor has the MDHR received an Affirmative Action Plan from our company. We acknowledge that our response will be rejected. Proceed to **BOX C**. Contact the Minnesota Department of Human Rights for assistance. (See below for contact information.)

Please note: Certificates of Compliance must be issued by the Minnesota Department of Human Rights. Affirmative Action Plans approved by the Federal government, a county, or a municipality must still be received, reviewed, and approved by the Minnesota Department of Human Rights before a certificate can be issued.

BOX B – For those companies not described in BOX A

Check below.

- ☐ We have not employed more than 40 full-time employees on any single working day in Minnesota within the previous 12 months. Proceed to **BOX C**.

BOX C – For all companies

By signing this statement, you certify that the information provided is accurate and that you are authorized to sign on behalf of the responder. You also certify that you are in compliance with federal affirmative action requirements that may apply to your company. (These requirements are generally triggered only by participating as a prime or subcontractor on federal projects or contracts. Contractors are alerted to these requirements by the federal government.)

Name of Company: Apple Inc. Date: October 9, 2013
Authorized Signature: [Signature] Telephone number: 408 783-2431
Printed Name: Martha Burrage-Sims Title: Senior Compliance Manager

For assistance with this form, contact:

Minnesota Department of Human Rights, Compliance & Community Relations

Mail: The Freeman Building 625 Robert Street North, TC Metro: (651) 296-5663 Toll Free: 800-657-3704
Saint Paul, MN 55155

Web: www.humanrights.state.mn.us

Fax: (651) 296-9042

TTY: (651) 296-1283

Email: compliance.mdlr@state.mn.us

Affirmative Action Certification Page, Revised 8/11 – MDHR

SECTION 2: MASTER AGREEMENT TERMS AND CONDITIONS | 2010_0910



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Trade Secret Information Form

Trade Secret Information Form

Under Minnesota's Data Practices Act, data submitted in a response becomes public upon completion of the evaluation process and negotiations are complete, or upon completion of the selection process for a solicitation. However, "trade secret information" as defined in Minn. Stat. § 13.37, subd. 1(b), cannot be disclosed to the public. While the majority of data submitted in a response is not trade secret information, the following form is needed to assist the State in making appropriate determinations about the release of data provided in a response.

All responders must select one of the following boxes:

- ☒ My response **does not** contain "trade secret information." I understand that my entire response will become public record in accordance with Minn. Stat. § 13.591.
- ☐ My response **does** contain trade secret information because it contains data that:

1. is a formula, pattern, compilation, program, device, method, technique or process; **AND**
2. is the subject of efforts by myself or my organization that are reasonable under the circumstances to maintain its secrecy; **AND**
3. derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.

Complete only if trade secret status is asserted:

I am claiming that aspects of my response contain trade secret information. I have completed the following:

- ☐ I have clearly marked and placed any data I claim to be "trade secret information" in a separate envelope **AND** I am attaching an explanation justifying the trade secret designation.

Please note that failure to attach an explanation may result in a determination that the data does not meet the statutory trade secret definition. All data that does not meet the definition of trade secret as defined by Minn. Stat. Minn. Stat. § 13.591 will become public in accordance with Minn. Stat. § 13.591. The State reserves its right to make its own determination of Responder's Trade Secret Materials.

By submitting this response, responder agrees to indemnify and hold the State, its agents and employees, harmless from any claims or causes of action relating to the State's withholding of data based upon reliance on the above representations, including the payment of all costs and attorney fees incurred by the State in defending such an action.

ONLY information properly identified utilizing this form will be eligible for Trade Secret designation. This form must accompany any documentation that is being submitted for Trade Secret. This includes but is not limited to any material that may be submitted as part of the solicitation response, or in relation to a subsequent Master Agreement. Information labeled "confidential", "proprietary", or labeled with similar tags with regard to limiting the State's disclosure will NOT be eligible for trade secret designation unless the form provided in the solicitation is properly completed and submitted as a cover page to the information, and it meets the statutory definition of a trade secret. By submitting a response you agree that the information submitted that does not follow the trade secret process defined herein and does not meet the statutory definition of trade secret may be released by the State without prior notification to the responder and/or the Contract Vendor.



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Affidavit of Non Collusion

STATE OF MINNESOTA
DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION
AFFIDAVIT OF NONCOLLUSION

I hereby swear (or affirm) under the penalty of perjury:

1. That I am the responder (if the responder is an individual), a partner in the company (if the responder is a partnership), or an officer or employee of the responding corporation having authority to sign on its behalf (if the responder is a corporation);
2. That the attached response has been arrived at by the responder independently and has been submitted without collusion with and without any agreement, understanding or planned common course of action with any other vendor designed to limit fair or open competition;
3. That the contents of the RFP response have not been communicated by the responder or its employees or agents to any person not an employee or agent of the responder and will not be communicated to any such persons prior to the official opening of the responses; and
4. I certify that the statements in this affidavit are true and accurate.

Authorized Signature: _____

Vanessa Boenig

Date: _____

12/17/2013

Firm Name: _____

Vanessa Boenig

Subscribed and sworn to me this 17th day of December

Notary Public _____

Lori Dallava

My commission expires _____

03/05/16





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Primary Contacts

STATE OF MINNESOTA
DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION

PRIMARY CONTACT PERSON FOR MASTER AGREEMENT:

NAME:	<u>Ralph Wright</u>	TITLE:	<u>Senior Contracts Negotiator</u>
TELEPHONE NUMBER:	<u>512-674-7739</u>	FAX NUMBER:	<u>866-784-4004</u>
TOLL FREE NUMBER:	<u>800-800-2775 x 47739</u>	E-MAIL:	<u>ralph.wright@apple.com</u>

CONTACT PERSON TO EXPEDITE ORDERS (if different from above):

NAME:	<u>Apple Sales Support</u>	TITLE:	<u>N/A</u>
TELEPHONE NUMBER:	<u>800-800-2775</u>	FAX NUMBER:	<u>800-590-0325</u>
TOLL FREE NUMBER:	<u>800-800-2775</u>	E-MAIL:	<u>ssohelp@apple.com</u>

Education ORDER ADDRESS:

STREET/PO BOX:	<u>Mail Stop 198-3ED 12545 Riata Vista Circle</u>		
CITY/STATE:	<u>Austin, TX</u>	ZIP CODE:	<u>78727</u>
TELEPHONE NUMBER:	<u>800-800-2775</u>	FAX NUMBER:	<u>800-590-0325</u>
TOLL FREE NUMBER:	<u>800-800-2775</u>	E-MAIL:	<u>institutionorders@apple.com</u>

State and Local Government ORDER ADDRESS:

STREET/PO BOX:	<u>Mail Stop 198-3ENT 12545 Riata Vista Circle</u>		
CITY/STATE:	<u>Austin, TX</u>	ZIP CODE:	<u>78727</u>
TELEPHONE NUMBER:	<u>800-793-9378</u>	FAX NUMBER:	<u>855-438-0486</u>
TOLL FREE NUMBER:	<u>800-793-9378</u>	E-MAIL:	<u>govorders@apple.com</u>



REMIT-TO ADDRESS #1: (Remit to addresses are dependent upon billing zip code.)

STREET/PO BOX:	<u>PO Box 281877</u>		
CITY/STATE:	<u>Atlanta</u>	ZIP CODE:	<u>30384</u>
TELEPHONE NUMBER:	<u>800-800-2775</u>	FAX NUMBER:	<u>N/A</u>
TOLL FREE NUMBER:	<u>See above</u>	E-MAIL:	<u>cash_apps@apple.com</u>

REMIT-TO ADDRESS #21: (Remit to addresses are dependent upon billing zip code.)

STREET/PO BOX:	<u>PO Box 846095</u>		
CITY/STATE:	<u>Dallas</u>	ZIP CODE:	<u>75284</u>
TELEPHONE NUMBER:	<u>800-800-2775</u>	FAX NUMBER:	<u>N/A</u>
TOLL FREE NUMBER:	<u>See above</u>	E-MAIL:	<u>cash_apps@apple.com</u>



Contract Savings

STATE OF MINNESOTA DEPARTMENT OF ADMINISTRATION MATERIALS MANAGEMENT DIVISION

CONTRACT SAVINGS

SAVINGS REPORT.

Responders are required to calculate the percentage savings the State will realize as a result of the Master Agreement and include the amount of the percentage savings in the response.

Master Agreement Prices Average: 4 % Less than the price quoted to the general public (for reporting purposes only).



Taxpayer/Vendor Identification

STATE OF MINNESOTA DEPARTMENT OF ADMINISTRATION MATERIALS MANAGEMENT DIVISION

TAXPAYER/VENDOR IDENTIFICATION

The Contract Vendor consents to disclosure of its social security number, federal employer tax identification number, and/or Minnesota tax identification number to federal and State tax agencies and State personnel involved in the payment of State obligations. These identification numbers may be used in the enforcement of federal and State tax laws which could result in action requiring the Contract Vendor to file tax returns and pay delinquent tax liabilities, if any (Minn. Stat. § 270C.65).

Firm Name: Apple Inc.

Address: 12545 Riata Vista Circle, MS 183-BID

Austin, TX 78727

Minnesota SWIFT Vendor Registration Number: 0000208843

If you are not registered as a vendor to the State in the SWIFT Procurement System, you must register online at <http://www.mmb.state.mn.us/vendorresources>.

(Note: If approved, you will receive your vendor number approximately two business days after you register.)

Are you a sole proprietorship? ☐ Yes ☒ No

Are you an independent contractor? ☐ Yes ☒ No



Resident Vendor Form

Not Applicable

STATE OF MINNESOTA RESIDENT VENDOR FORM

In accordance with Laws of Minnesota 2013, Chapter 142, Article 3, Section 16, amending Minn. Stat. § 16C.02, subd. 13, a "Resident Vendor" means a person, firm, or corporation that:

- (1) is authorized to conduct business in the state of Minnesota on the date a solicitation for a contract is first advertised or announced. It includes a foreign corporation duly authorized to engage in business in Minnesota;
- (2) has paid unemployment taxes or income taxes in this state during the 12 calendar months immediately preceding submission of the bid or proposal for which any preference is sought;
- (3) has a business address in the state; and
- (4) has affirmatively claimed that status in the bid or proposal submission.

To receive recognition as a Minnesota Resident Vendor ("Resident Vendor"), your company must meet each element of the statutory definition above by the solicitation opening date and time. If you wish to affirmatively claim Resident Vendor status, you should do so by submitting this form with your bid or proposal.

Resident Vendor status may be considered for purposes of resolving tied low bids or the application of a reciprocal preference.

I HEREBY CERTIFY THAT THE COMPANY LISTED BELOW:

1. Is authorized to conduct business in the State of Minnesota on the date a solicitation for a contract is first advertised or announced. *(This includes a foreign corporation duly authorized to engage in business in Minnesota.)*
___ Yes ___ No (must check yes or no)
2. Has paid unemployment taxes or income taxes in the State of Minnesota during the 12 calendar months immediately preceding submission of the bid or proposal for which any preference is sought.
___ Yes ___ No (must check yes or no)
3. Has a business address in the State of Minnesota.
___ Yes ___ No (must check yes or no)
4. Agrees to submit documentation, if requested, as part of the bid or proposal process, to verify compliance with the above statutory requirements.
___ Yes ___ No (must check yes or no)

BY SIGNING BELOW, you are certifying your compliance with the requirements set forth herein and claiming Resident Vendor status in your bid or proposal submission.

Name of Company: _____

Date: _____

Authorized Signature: _____ Telephone: _____

Printed Name: _____ Title: _____

IF YOU ARE CLAIMING RESIDENT VENDOR STATUS, SIGN AND RETURN THIS FORM WITH YOUR BID OR PROPOSAL SUBMISSION.



Veteran Owned Preference Form

Not Applicable

STATE OF MINNESOTA VETERAN-OWNED PREFERENCE FORM

In accordance with Minn. Stat. § 16C.16, subd. 6a, (a) Except when mandated by the federal government as a condition of receiving federal funds, the commissioner shall award up to a six percent preference in the amount bid on state procurement to **certified small businesses** that are **majority-owned and operated by**:

(1) recently separated veterans who have served in active military service, at any time on or after September 11, 2001, and who have been discharged under honorable conditions from active service, as indicated by the person's United States Department of Defense form DD-214 or by the commissioner of veterans affairs;

(2) veterans with service-connected disabilities, as determined at any time by the United States Department of Veterans Affairs; or

(3) any other veteran-owned small businesses certified under section 16C.19, paragraph (d).

In accordance with Minn. Stat. § 16C.19 (d), a veteran-owned small business, the principal place of business of which is in Minnesota, is certified if it has been verified by the United States Department of Veterans Affairs as being either a veteran-owned small business or a service disabled veteran-owned small business, in accordance with Public Law 109-461 and Code of Federal Regulations, title 38, part 74.

To receive a preference the veteran-owned small business must meet the statutory requirements above by the solicitation opening date and time. The preference is applied only to the first \$500,000 of the response.

If you are claiming the veteran-owned preference, **attach documentation, sign and return this form with your response to the solicitation.** Only eligible veteran-owned small businesses that meet the statutory requirements and provide adequate documentation will be given the preference.

I HEREBY CERTIFY THAT THE FIRM LISTED BELOW:

My firm is a certified small business and it is majority-owned and operated by an eligible person as defined by Minn. Stat. § 16C.16, subd. 6a.

☐ Yes ☐ No (must check yes or no) State the type of documentation attached: _____

DOCUMENTATION MUST BE PROVIDED FOR ONE OF THE FOLLOWING REQUIREMENTS:

☐ (1) recently separated veterans who have served in active military service, at any time on or after September 11, 2001, and who have been discharged under honorable conditions from active service, as indicated by the person's United States Department of Defense form DD-214 or by the commissioner of veterans affairs;

State the type of documentation attached: _____

☐ (2) veterans with service-connected disabilities, as determined at any time by the United States Department of Veterans Affairs;

State the type of documentation attached: _____

☐ (3) any other veteran-owned small businesses certified under Minnesota Statute Section 16C.19, paragraph (d).

State the type of documentation attached: _____

Name of Company: _____ Date: _____

Authorized Signature: _____ Telephone: _____

Printed Name: _____ Title: _____

IF YOU ARE CLAIMING THE VETERAN-OWNED PREFERENCE, ATTACH DOCUMENTATION, SIGN AND RETURN THIS FORM WITH YOUR RESPONSE TO THE SOLICITATION.



Terms, Conditions and Specifications Exceptions

WSCA-NASPO COMPUTER EQUIPMENT

RESPONDERS ARE CAUTIONED THAT BY TAKING ANY EXCEPTION THEY MAY BE MATERIALLY DEVIATING FROM THE REQUEST FOR PROPOSAL. IF A RESPONDER MATERIALLY DEVIATES FROM THE GENERAL TERMS, CONDITIONS AND INSTRUCTIONS OR THE WSCA-NASPO TERMS AND CONDITIONS AND/OR SPECIFICATIONS, ITS RESPONSE MAY BE REJECTED.

The State reserves the right to reject an exception or the entire proposal if exceptions are not provided on this form.

VENDOR NAME: Apple Inc.

INSTRUCTIONS:

Clearly identify the Section and item number of the exception e.g. Section 2. A. 5 and provide original term and alternate language suggestion.



The following exceptions/clarifications refer to certain provisions of the Response Requirements section of the Bid, some provisions not contemplated by the current Master WSCA Price Agreement, and additional provisions, all of which shall be negotiated upon bid award.

Please see Appendix A - Proposed Contractual Approach for information on how the Master Agreement Terms and Conditions (A-C) will be addressed.

Please note that any **bold text** in Apple's alternate language suggestions denotes additional language, and any strikethroughs represent deletions.

SECTION REFERENCE	ORIGINAL TERM	ALTERNATE LANGUAGE SUGGESTION
Page 17 - Section 2, Master Agreement Terms and Conditions – Section A, General Terms, Conditions & Instructions – Section 8, Disposition of Responses	<p>All materials submitted in response to this RFP will become property of the Lead State and will become public record after the evaluation process is completed. The evaluation process is complete when negotiations with the selected vendors are final. If the responder submits information in response to this RFP that it believes to be trade secret materials, as defined by the Minnesota Government Data Practices Act, Minn. Stat. § 13.37, the responder must:</p> <ul style="list-style-type: none"> a. clearly mark all trade secret materials in its response at the time the response is submitted; b. include a statement with its response justifying the trade secret designation for each item; and, c. defend any action seeking release of the materials it believes to be trade secret, and indemnify and hold harmless the Lead State, its agents and employees, from any judgments awarded against the Lead State in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives the Lead State's award of a Master Agreement. In submitting a response to the RFP, the responder agrees that this indemnification survives as long as the trade secret materials are in possession of the Lead State. The Lead State will not consider the prices submitted by the responder to be trade secret materials. 	<p>Apple accepts this provision with the following modifications: "All materials submitted in response to this RFP will become property of the Lead State and will become public record after the evaluation process is completed. The evaluation process is complete when negotiations with the selected vendors are final. If the responder submits information in response to this RFP that it believes to be trade secret materials, as defined by the Minnesota Government Data Practices Act, Minn. Stat. § 13.37, the responder must:</p> <ul style="list-style-type: none"> a. clearly mark all trade secret materials in its response at the time the response is submitted; b. include a statement with its response justifying the trade secret designation for each item; and, c. defend any action seeking release of the materials it believes to be trade secret, and indemnify and hold harmless the Lead State, its agents and employees, from any judgments awarded against the Lead State in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives the Lead State's award of a Master Agreement. In submitting a response to the RFP, the responder agrees that this indemnification survives as long as the trade secret materials are in possession of the Lead State. The Lead State will not consider the prices submitted by the responder to be trade secret materials."
Page 25 - Section 2, Master Agreement Terms and Conditions – Section B, WSCA-NASPO Terms and Conditions – Section 17, Insurance	<p>Except to the extent modified by a Participating Addendum, Contract Vendor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contract Vendor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in the Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or at a Participating Entity's option, result in termination of its Participating Addendum. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each</p>	<p>Apple accepts this provision with the following modifications: "Except to the extent modified by a Participating Addendum, Contract Vendor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contract Vendor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in the Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or at a</p>



SECTION REFERENCE	ORIGINAL TERM	ALTERNATE LANGUAGE SUGGESTION
	<p>of the following categories:</p> <p>a) Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;</p> <p>b) Contract Vendor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.</p> <p>Contract Vendor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Participating Entity by the Contract Vendor.</p> <p>Prior to commencement of the work, Contract Vendor shall provide to the Participating Entity a written endorsement to the Contract Vendor's general liability insurance policy that (i) names the Participating Entity as an additional insured, (ii) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating Entity has been given at least thirty (30) days prior written notice, and (iii) provides that the Contract Vendor's liability insurance policy shall be primary, with any liability insurance of the Participating Entity as secondary and noncontributory.</p> <p>Contract Vendor shall furnish to Participating Entity copies of certificates of all required insurance within thirty (30) calendar days of the Participating Addendum's effective date and prior to performing any work. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at the Lead State Master Agreement Administrator's sole option, result in this Master Agreement's termination.</p> <p>Coverage and limits shall not limit Contract Vendor's liability and obligations under this Master Agreement.</p>	<p>Participating Entity's option, result in termination of its Participating Addendum. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:</p> <p>a) Commercial General Liability covering the risks of bodily injury (including death), property damage and personal injury, including coverage for contractual liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;</p> <p>b) Contract Vendor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.</p> <p>Contract Vendor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Participating Entity by the Contract Vendor.</p> <p>Prior to commencement of the work, Contract Vendor shall provide to the Participating Entity proof of insurance of a written endorsement to the Contract Vendor's general liability insurance policy that (i) names includes the Participating Entity as an additional insured, (ii) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating Entity has been given at least thirty (30) days prior written notice, and (iii) provides that the Contract Vendor's liability insurance policy shall be primary, with any liability insurance of the Participating Entity as secondary and noncontributory.</p> <p>Contract Vendor shall furnish to Participating Entity copies of certificates of all required insurance proof of insurance within thirty (30) calendar days of the Participating Addendum's effective date and prior to performing any work. Copies of renewal certificates of all required insurance Proof of insurance shall be furnished within thirty (30) days after renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at the Lead State Master Agreement Administrator's sole option, result in this Master Agreement's termination.</p> <p>Coverage and limits shall not limit Contract Vendor's liability and obligations under this Master Agreement.</p>



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		<p>Apple shall have the option to self-insure, as long as Apple maintains an audited net worth (Shareholder's Equity) of \$100,000,000.00."</p>
<p>Page 27 - Section 2, Master Agreement Terms and Conditions – Section B, WSCA-NASPO Terms and Conditions – Section 26, Records Administration and Audit</p>	<p>The disclosure of records in Participating States relating to Participating addenda and orders placed against the Master Agreement shall be governed by the laws of the Participating State and entity who placed the order. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for an overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records. The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State Master Agreement Administrator to review compliance with those obligations. Records will be retained longer if required by Participating Entity's law.</p>	<p>Apple accepts this provision with the following modifications: "The disclosure of records in Participating States relating to Participating addenda and orders placed against the Master Agreement shall be governed by the laws of the Participating State and entity who placed the order, and such audit rights shall reside in the Participating States' Participating Addenda.</p> <p>The Contractor shall maintain relevant books, records, and documents, and other evidence directly related to purchases made by the Purchasing Entities under pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately be mutually determined by the parties to reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, and examine, copy and/or transcribe Contractor's books, relevant documents, papers books and records directly pertinent to related to purchases made by a Purchasing Entity under this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, and examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following from the date of the last transaction of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.</p> <p>The Master Agreement and any relevant books, records and documents shall be available upon no less than sixty (60) business days prior written notice for review and audit by the Purchasing Entity no more than once per year. Subject to any Purchasing Entity's inspector or auditor's signature of Contractor's confidentiality/non-disclosure agreement, Contractor agrees to cooperate with any audit as specifically described in this section, and to provide</p>



SECTION REFERENCE	ORIGINAL TERM	ALTERNATE LANGUAGE SUGGESTION
		<p>commercially reasonable access to relevant books, records and documents at the Purchasing Entity's sole cost and expense. In no event shall Contractor furnish or be required to furnish any information concerning any of Contractor's other customers or anything not pertaining specifically to goods and services sold by Contractor to the Purchasing Entity under the Master Agreement. Any books, records and documents made available in the course of any audits pursuant to this paragraph are the sole and exclusive property of Contractor, and such confidential information of Contractor will be maintained in strict confidence by the Purchasing Entity. Any inspector or auditor is subject to agreement to Contractor's standard confidentiality terms upon commencement of such audit.</p> <p>Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any net overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.</p> <p>The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State Master Agreement Administrator to review compliance with those obligations.</p> <p>Records will be retained longer if required by Participating Entity's law and as specified in Participating Entity's Participating Addendum.</p>
Page 27 - Section 2, Master Agreement Terms and Conditions – Section B, WSCA-NASPO Terms and	<p>In addition to other reports that may be required by this solicitation, the Contract Vendor shall provide the following WSCA-NASPO reports.</p> <p>A. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at http://www.naspo.org/WNCPO/Calculator.aspx. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences</p>	<p>Apple accepts this provision with the following modifications: "In addition to other reports that may be required by this solicitation, the Contract Vendor shall provide the following WSCA-NASPO reports.</p> <p>A. Summary Sales Data. The Contractor shall submit quarterly sales reports directly to the designated WSCA-NASPO personnel using the mutually-acceptable Excel format using the WSCA-NASPO Quarterly</p>



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Conditions – Section 27, Reports – Summary and Detailed Usage	<p>zero sales during a calendar quarter, a report is still required. Reports shall be due no later than 30 day following the end of the calendar quarter (as specified in the reporting tool).</p> <p>B. Detailed Sales Data. Contract Vendor shall also report detailed sales data by: state; entity/customer type, e.g., local government, higher education, K12, non-profit; Purchasing Entity name; Purchasing Entity bill-to and ship-to locations; Purchasing Entity and Contract Vendor Purchase Order identifier/number(s); Purchase Order Type (e.g., sales order, credit, return, upgrade, determined by industry practices); Purchase Order date; Ship Date; and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through email; CD-Rom, jump drive or other electronic matter as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in Section 6, Attachment H.</p> <p>C. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the Participating Addendum. Specific data in relation to sales to employees for personal use to be defined in the final contract award to ensure only public information is reported.</p> <p>D. Timely submission of these reports is a material requirement of the Master Agreement.</p>	<p>Sales/Administrative Fee Reporting Tool found at http://www.naspo.org/WNCPO/Calculator.asp</p> <p>*. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than the last day of the month following the end of the calendar quarter (as specified in the reporting tool).</p> <p>B. Detailed Sales Data. Contract Vendor shall also report detailed sales data by: state; entity/customer type, e.g., local government, higher education, K12, non-profit; Purchasing Entity name; Purchasing Entity bill-to and ship-to locations; Purchasing Entity and Contract Vendor Purchase Order identifier/number(s); Purchase Order Type (e.g., sales order, credit, return, upgrade, determined by industry practices); Purchase Order date; Ship Date; and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State no later than the last day of the month following the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through email; CD Rom, jump drive or other electronic matter as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in Section 6, Attachment H.</p> <p>C. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the Participating Addendum. Specific data in relation to sales to employees for personal use to be defined in the final contract award to ensure only public information is reported only if and when such purchases are made pursuant to the Participating Entity's procurement process for products used for business purposes.</p> <p>D. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section."</p>



SECTION REFERENCE	ORIGINAL TERM	ALTERNATE LANGUAGE SUGGESTION
Page 30 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 1, Acceptance of Proposal Content	The contents of this RFP and selected portions of response of the successful Proposer will become contractual obligations, along with the final Master Agreement, if acquisition action ensues. The Lead State is solely responsible for rendering the decision in matters of interpretation of all terms and conditions.	Apple respectfully takes exception to this provision and strikes it in its entirety.
Page 30 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 6, Award of Related Contracts	In the event the Lead State undertakes or awards supplemental Contracts for work related to the Master Agreement or any portion thereof, the Contract Vendor shall cooperate fully with all other Contract Vendors and the State in all such cases. All Master Agreements between subcontractors and the Contract Vendor shall include a provision requiring compliance with this section.	Apple accepts this provision with the following modifications: “In the event the Lead State undertakes or awards supplemental Contracts for work related to the Master Agreement or any portion thereof, the Contract Vendor shall cooperate fully with all other Contract Vendors and the State in all such cases. All Master Agreements between subcontractors and the Contract Vendor shall include a provision requiring compliance with this section. ”
Page 30 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 7, Award of Successor Contracts	In the event the State undertakes or awards a successor for work related to the Contract or any portion thereof, the current Contract Vendor shall cooperate fully during the transition with all other Contract Vendors and the State in all such cases. All Master Agreements between subcontractors and the Contract Vendor shall include a provision requiring compliance with this section.	Apple accepts this provision with the following modifications: “In the event the State undertakes or awards a successor for work related to the Contract or any portion thereof, the current Contract Vendor shall cooperate fully during the transition with all other Contract Vendors and the State in all such cases. All Master Agreements between subcontractors and the Contract Vendor shall include a provision requiring compliance with this section. ”
Page 30 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 8, Certification Regarding Debarment, Suspension, Ineligibility and	<p>a. Certification regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions.</p> <p>Instructions for certification:</p> <ol style="list-style-type: none"> 1. By signing and submitting this proposal, the prospective lower tier participant [responder] is providing the certification set out below. 2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment. 3. The prospective lower tier participant shall provide 	<p>Product Information and specifications are provided on www.Apple.com. Apple respectfully states that changes are made to the WSCA stores at any time and without advance notice. Each quarter, Apple shall provide an ARF reflecting product class additions that have occurred during the prior period.</p> <p>www.apple.com/legal/more-resources/supplier-provisions.html.”</p>



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Voluntary Exclusion	<p>immediate written notice to the person to whom this proposal [response] is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or had become erroneous by reason of changed circumstances.</p> <p>4. The terms covered transaction, debarred, suspended, ineligible lower tier covered transaction, participant, person, primary covered transaction, principal, proposal, and voluntarily excluded, as used in this clause, have the meaning set out in the Definitions and Coverages section of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.</p> <p>5. The prospective lower tier participant agrees by submitting this response that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction [subcontract equal to or exceeding \$25,000] with a person who is proposed for debarment under 48 CFR part 9, subpart 9.4, debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.</p> <p>6. The prospective lower tier participant further agrees by submitting this proposal that it will include this clause titled, 'Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion – Lower Tier Covered Transaction,' without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.</p> <p>7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not proposed for debarment under 48 CFR part 9, subpart 9.4, debarred, suspended, ineligible, or voluntarily excluded from covered transactions, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the list of parties excluded from federal procurement and nonprocurement programs.</p> <p>8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.</p> <p>9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is proposed for debarment under 48 CFR part 9, subpart 9.4, suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.</p>	



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	<p>b. Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions.</p> <p>1. The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.</p> <p>2. Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal."</p>	
Page 32 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 10, Conflict Minerals	<p>Contract Vendor agrees to provide information upon request regarding adherence to the Federal Conflict Minerals Trade Act. See: http://beta.congress.gov/111/bills/hr4173/111hr4173enr.pdf#page=838 http://www.sec.gov/news/press/2012/2012-163.htm.</p>	<p>Apple respectfully takes exception to this provision and responds as follows: "Apple Inc. intends to comply fully with Section 13(p) of the Securities Exchange Act of 1934, as amended, and the rules promulgated thereunder. Accordingly, Apple Inc. agrees to make available copies of its public disclosures that are filed with the U.S. Securities and Exchange Commission in compliance with such requirements."</p>
Page 32 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 11, Copyrighted Material Waiver	<p>The Lead State reserves the right to use, reproduce and publish proposals in any manner necessary for State agencies and local units of government to access the responses, including but not limited to photocopying, State Intranet/Internet postings, broadcast faxing, and direct mailing. In the event that the response contains copyrighted or trademarked materials, it is the responder's responsibility to obtain permission for the Lead State to reproduce and publish the information, regardless of whether the responder is the manufacturer or reseller of the products listed in the materials. By signing its response, the responder certifies that it has obtained all necessary approvals for the reproduction and/or distribution of the contents of its response and agrees to indemnify, protect, save and hold the Lead State, its representatives and employees harmless from any and all claims arising from the violation of this section and agrees to pay all legal fees incurred by the Lead State in the defense of any such action.</p>	<p>Apple accepts this provision with the following modification: "The Lead State reserves the right to use, reproduce and publish proposals in any manner necessary for State agencies and local units of government to access the responses, including but not limited to photocopying, State Intranet/Internet postings, broadcast faxing, and direct mailing. In the event that the response contains copyrighted or trademarked materials, it is the responder's responsibility to obtain permission for the Lead State to reproduce and publish the information, regardless of whether the responder is the manufacturer or reseller of the products listed in the materials. By signing its response, the responder certifies that it has obtained all necessary approvals for the reproduction and/or distribution of the contents of its response and agrees to indemnify, protect, save and hold the Lead State, its representatives and employees harmless from any and all claims arising from the violation of this section and agrees to pay all legal fees incurred by the Lead State in the defense of any such action."</p>
Page 32 - Section 2, Master Agreement Terms and	<p>To the extent that the goods to be supplied by the Contract Vendor contain or may create hazardous substances, harmful physical agents or infectious agents as set forth in applicable State and federal laws and regulations, the Contract Vendor must provide Material</p>	<p>Contract Vendor directs its subcontractors to the URL where Contract Vendor posts the legal requirements, by State that must be observed.</p>



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Conditions – Section C, Minnesota Terms and Conditions – Section 15, Hazardous Substances	Safety Data Sheets regarding those substances. A copy must be included with each delivery.	The link is: http://images.apple.com/legal/docs/US_PSPA.pdf
Page 35 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 23, Payment Card Industry Data Security Standard and Cardholder Information Security	<p>Contract Vendor assures all of its Network Components, Applications, Servers, and Subcontractors (if any) comply with the Payment Card Industry Data Security Standard ('PCIDSS'). 'Network Components' shall include, but are not limited to, Contract Vendor's firewalls, switches, routers, wireless access points, network appliances, and other security appliances; 'Applications' shall include, but are not limited to, all purchased and custom external (web) applications. 'Servers' shall include, but are not limited to, all of Contract Vendor's web, database, authentication, DNS, mail, proxy, and NTP servers. 'Cardholder Data' shall mean any personally identifiable data associated with a cardholder, including, by way of example and without limitation, a cardholder's account number, expiration date, name, address, social security number, or telephone number.</p> <p>Subcontractors (if any) must be responsible for the security of all Cardholder Data in its possession; and will only use Cardholder Data for assisting cardholders in completing a transaction, providing fraud control services, or for other uses specifically required by law. Contract Vendor must have a business continuity program which conforms to PCIDSS to protect Cardholder Data in the event of a major disruption in its operations or in the event of any other disaster or system failure which may occur to operations; will continue to safeguard Cardholder Data in the event this Agreement terminates or expires; and ensure that a representative or agent of the payment card industry and a representative or agent of the State shall be provided with full cooperation and access to conduct a thorough security review of Contract Vendor's operations, systems, records, procedures, rules, and practices in the event of a security intrusion in order to validate compliance with PCIDSS.</p>	Apple respectfully takes exception to this provision striking it in its entirety, and requests that a Payment Card Data Security provision be negotiated upon bid award.
Page 35 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 24, Performance While Dispute is Pending	Notwithstanding the existence of a dispute, the parties shall continue without delay to carry out all of their responsibilities under the Master Agreement that are not affected by the dispute. If a party fails to continue without delay to perform its responsibilities under the Master Agreement, in the accomplishment of all undisputed work, any additional cost incurred by the other parties as a result of such failure to proceed shall be borne by the responsible party.	Apple accepts this provision with the following modification: "Notwithstanding the existence of a dispute, and assuming neither party has exercised its termination rights , the parties shall continue without delay to carry out all of their responsibilities under the Master Agreement that are not affected by the dispute. If a party fails to continue without delay to perform its responsibilities under the Master Agreement, in the accomplishment of all undisputed work, any additional cost incurred by the other parties as a result of such failure to proceed shall be borne by the responsible party."



SECTION REFERENCE	ORIGINAL TERM	ALTERNATE LANGUAGE SUGGESTION
Page 36 - Section 2, Master Agreement Terms and Conditions – Section C, Minnesota Terms and Conditions – Section 28, Purchase Orders	The State requires that there will be no minimum order requirements or charges to process an individual purchase order. The Master Agreement number and the PO number must appear on all documents (e.g., invoices, packing slips, etc.). The Ordering Entity's purchase order constitutes a binding contract."	<p>Apple respectfully takes exception to this provision and responds as follows: "Apple reserves the right to accept or decline any order, in whole or in part. Any different or additional provisions in purchase orders, invoices or similar documents issued by a Purchasing Entity are hereby deemed refused by Apple and such refused provisions will be unenforceable. Apple provides a list of the information required before a Purchase Order is considered valid and can be accepted and processed by Apple:</p> <ol style="list-style-type: none">1) Be on a formal purchase order document or the organization's letterhead. Note that email can be accepted as letterhead from existing customers.2) List Apple as the vendor3) List Bill-to name and address4) List Ship-to name and address. All orders must ship to a physical location. No PO Boxes.5) Provide a purchase order number<ol style="list-style-type: none">a) Exception: Orders on letterhead do not always list a purchase order number. In this case, use the date on the letterhead6) List part number and/or description and quantity7) List total dollar amount authorized or unit price and extended price of all line items8) Contain a valid signature<ol style="list-style-type: none">a) If purchase order document does not have a space for a signature, the signature requirement is waivedb) Electronic signatures are valid9) Contain the customer's contact information: Name, phone number, and email."
Page 37 – Section C, Minnesota Terms and Conditions – Section 32, State Audits	(Minn. Stat. § 16C.05, subd. 5). The books, records, documents, and accounting procedures and practices of the Contract Vendor or other party, that are relevant to the Master Agreement or transaction are subject to examination by the contracting agency and either the Legislative Auditor or the State Auditor as appropriate for a minimum of six years after the end of the Master Agreement or transaction. The State reserves the right to authorize delegate(s) to audit this Master Agreement and transactions.	Apple respectfully takes exception to this provision striking it in its entirety, as Apple agrees to audit as described in its response to Section 26, Records Administration and Audit and as described in Response Requirements: Business, Section 11, Auditing.



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Page 59 – Section A, Response Requirements: Business – Section 4, Product Restrictions	Responder must agree to adhere to the restrictions in the Scope of Work throughout the life of the Master Agreement. Describe thoroughly how Contract Vendor will manage product restrictions for Participating States.	Apple agrees to adhere to product restrictions that may become a part of the Master Agreement after negotiation. Apple will work with the Lead State and Participating States to communicate any product restrictions to the customers, as it shall be customers' responsibility to ensure its orders do not include any restricted products. Apple shall not be held liable for any restricted products purchased by the customers.
Page 61 – Section A, Response Requirements: Business – Section 8, Delivery	Delivery of ordered product should be completed within thirty (30) calendar days after receipt of an order, unless otherwise agreed to by the ordering agency.	Apple makes every effort to deliver orders in a timely manner, but cannot be held liable for or guarantee delivery dates.
Page 61 – Section A, Response Requirements: Business – Section 9, Freight	All prices shall be FOB Destination, prepaid and allowed (with freight included in the price), to the address, receiving dock or warehouse as specified on the ordering agency's purchase order. In those situations in which the 'deliver-to' address has no receiving dock or agents, the Contract Vendor must be able to deliver to the person specified on the PO without additional cost. If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance in order for the customer to determine if the additional cost will affect the decision to utilize the Contract Vendor."	Apple accepts this provision with the following modifications: "All prices shall be FOB Destination, prepaid and allowed (with standard freight included in the price), to the address, receiving dock or warehouse as specified on the ordering agency's purchase order. In those situations in which the 'deliver-to' address has no receiving dock or agents, the Contract Vendor must be able to deliver to the person specified on the PO without additional cost. If there is a special case where inside delivery fee must be charged and is clearly specified on customer's order , the Contract Vendor will notify the customer in advance in order for the customer to determine if the additional cost will affect the decision to utilize the Contract Vendor."
Page 61 – Section A, Response Requirements: Business – Section 11, Auditing	Contract Vendors agree to audits, including but not limited to the Lead State or 3rd party to ensure products sold, pricing and administrative fees are compliant with Master Agreement terms and conditions. Responders must describe: <ul style="list-style-type: none"> • How the responder regularly self audits the Master Agreement to ensure compliance • How an end user will be able to self audit to ensure quotes provided are at the minimum discount off list price • How often the web pricing and invoicing is audited to insure contractual compliance • Reporting mechanisms available such as Invoice reports which will assist in State's ability to audit the Master Agreement through vendor supplied reporting tools. How the responder ensures that States with multiple Master Agreements are monitored to ensure purchases are correctly booked with the correct Master Agreement.	Apple acknowledges this provision with the understanding that final audit provisions shall be negotiated upon bid award and shall be subject to Apple's Executive Approval.



SECTION REFERENCE	ORIGINAL TERM	ALTERNATE LANGUAGE SUGGESTION
Page 61 – Section A, Response Requirements: Business – Section 12, Self Audit	Vendors are required to conduct at a minimum a quarterly self-audit, unless approved by the Lead State. The audit will sample a minimum of one tenth of one percent (.001) of orders with a maximum of 100 audits per quarter conducted. For example: Up to 1,000 sales = 1 audit; 10,000 sales = 10 audits; Up to 100,000 sales = 100 audits. This will be a random sample of orders and invoices and must include documentation of pricing. Summary findings are to be reported to Lead State with actions to correct documented findings.	This provision is acceptable to Apple. However, the final self audit provision will be negotiated upon bid award and shall be subject to Apple's Executive Approval.
Page 62 – Section A, Response Requirements: Business – Section 15, Master Agreement Termination	<p>Upon termination or expiration of the Master Agreement awarded from this RFP the following will occur:</p> <ul style="list-style-type: none"> • All websites, on-line offering systems and Electronic Catalog functions supported and/or available as part of the Master Agreement will cease and be removed from public viewing access without redirecting to another website. • If approved by the Lead State, Customer data/user accounts acquired during the term of the Master Agreement shall be destroyed or returned to the State at the request of the Participating State's administrator unless required to maintain per audit. • No references to the Master Agreement shall be made on the Contract Vendor's commercial website without permission by the Lead State. • If approved by the Lead State, hard copy catalogs and promotional literature shall be destroyed or returned to the Participating State at the end of the Master Agreement term upon the request of the Participating State. 	Apple accepts this provision provided the following changes are made: "Upon receipt of written notice of termination or expiration of the Master Agreement awarded from this RFP the following will occur within thirty (30) days: " ; and Apple accepts the four bullets provided that the following additional language is added to the first and second bullets: " Provided that any order placed by any purchasing entity and accepted by Apple prior to the termination or expiration of the Master Agreement has been fulfilled, then Apple can comply. "
Page 75 – Cost Proposal – Section 14, Trade-In	The Participating Addendum by each State will identify if and how trade-in or takeback terms will be conducted. If trade in program will be offered, provide pricing.	If requested, Apple may act as a point of contact between a Participating State and a 3 rd party who offers a recycling program which provides value for Apple and non-Apple-branded products. Time bound quotes are prepared for each recycling opportunity based on the evaluation of the equipment. The initial valuation is self-provided by the customer. In turn, the 3 rd party provides a quote that is then returned to the customer for acceptance. Packing materials and shipping are included in the quote. All equipment is subject to audit by the 3 rd party upon receipt and a final value is provided. The final value can be accepted or rejected and all of the equipment may be returned.



Addenda



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SOLICITATION ADDENDUM

Addendum No.: 1 Date of Addendum: October 30, 2013
Due Date, Time: November 18, 2013 3:00 p.m. Revised Date, Time: n/a
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets,
Servers, Storage and Ruggedized Devices including
Title: Related Peripherals & Services)

SCOPE OF ADDENDUM

An Addendum is forthcoming and will be issued to:

1. Provide answers to questions submitted by the October 7th deadline.
2. Provide the pricing workbooks in excel format.
3. Extend the due date.

This addendum shall become part of the solicitation and **MAY** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc. SIGNATURE: Karen Darr
DATE: 12/18/13 PRINTED NAME: Karen Darr
TITLE: Sr Project Manager



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SOLICITATION ADDENDUM

Addendum No.: 2 Date of Addendum: November 7, 2013
Due Date, Time: November 18, 2013 3:00 p.m. CT Revised Date, Time: December 6, 2013 3:00 p.m. CT
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
Title: MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets, Servers, Storage and Ruggedized Devices including Related Peripherals & Services)

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. Extend the due date and time to December 6, 2013 at 3:00 p.m. CT

Additional Addendums are forthcoming and will be issued to:

1. Provide responses to questions submitted by the October 7th deadline.
2. Provide the RFP document detailing revisions.
3. Provide the pricing workbooks in Excel format.
4. Allow an additional time period for questions regarding the State's responses to questions received.
5. Allow an additional time period for questions in regards to the pricing workbooks provided in Excel format.

This addendum shall become part of the solicitation and **MAY** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc. SIGNATURE: Karen Darr
DATE: 12/18/13 PRINTED NAME: Karen Darr
TITLE: Sr. Project Manager



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SOLICITATION ADDENDUM

Addendum No.: 3 Date of Addendum: November 15, 2013
Due Date, Time: December 6, 2013 3:00 p.m. CT Revised Date, Time: December 11, 2013 3:00 p.m. CT
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
Title: MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets, Servers, Storage and Ruggedized Devices including Related Peripherals & Services)

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. Provide RESPONSES to questions submitted by the October 7th deadline.
Click to download: [MN WSCA-NASPO COMPUTER RESPONSES](#)
2. Provide the revised RFP document. This provides revisions to the RFP and replaces in full the RFP posted 09/16/13.
Click to download:
 - a. [REDLINED MN-WSCA-NASPO Computer RFP - 2013 1115 ADDENDUM 3](#)
 - b. [WSCA-NASPO Computer RFP - 2013 1115](#)
3. Provide the pricing workbooks in Excel format. Click to download:
[Band 1 - Desktop Price Workbook](#)
[Band 2 - Laptop Price Workbook](#)
[Band 3 - Tablet Price Workbook](#)
[Band 4 - Server Price Workbook](#)
[Band 5 - Storage Price Workbook](#)
[Band 6 - Ruggedized Price Workbook](#)
4. Questions and request for clarifications are due November 22, 2013 2:00 P.M. Central Time.
See below for detail on questions allowed:
 - a. Questions regarding the responses provided in Item 1 above.
 - b. Questions regarding the pricing workbooks provided in Item 3 above.

This addendum shall become part of the solicitation and **MUST** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc. SIGNATURE: Karen Darr
DATE: 12/10/13 PRINTED NAME: Karen Darr
TITLE: Sr. Project Manager



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SOLICITATION ADDENDUM

Addendum No.: 4 Date of Addendum: December 3, 2013
Due Date, Time: December 11, 2013 3:00 p.m. CT Revised Date, Time: December 18, 2013 3:00 p.m. CT
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
Title: MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets, Servers, Storage and Ruggedized Devices including Related Peripherals & Services)

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. Extend the due date to December 18, 2013 3:00 p.m. CT
2. Updated Pricing Workbooks for all bands will be provided in a separate addendum.
3. Responses to questions submitted by November 22, 2013 will be provided in a separate addendum.

This addendum shall become part of the solicitation and **MAY** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc. SIGNATURE: Karen Darr
DATE: 12/18/13 PRINTED NAME: Karen Darr
TITLE: Sr. Project Manager



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SOLICITATION ADDENDUM

Addendum No.: 5 Date of Addendum: December 11, 2013
Due Date, Time: December 18, 2013 3:00 p.m. CT Revised Date, Time: January 7, 2014 3:00 p.m. C.T.
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets, Servers, Storage and Ruggedized Devices including Related Peripherals & Services)
Title: _____

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. Extend the due date to January 7, 2014.
2. Provide RESPONSES to questions submitted by November 22, 2013 – click to download:
http://www.mmd.admin.state.mn.us/process/admin/documents/19512Add5_2013_1211qa.pdf
3. Provide UPDATED Pricing Workbooks – click to download. The State reserves the right to clarify pricing workbook submissions to ensure correct workbooks have been submitted.
http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5_Band1-DesktopPriceWorkbookv2.xls
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5Band2-LaptopPriceWorkbookV2.xlsx>
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5Band3-TabletPriceWorkbookv2.xlsx>
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5Band4-ServerPriceWorkbookv2.xlsx>
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5Band5-StoragePriceWorkbookv2.xlsx>
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5Band6-RuggedizedPriceWorkbookv2.xlsx>
4. Provide the revised RFP document. This replaces in full the RFP posted 9/16/13 & 11/15/13. Two versions are provided a) Redlined - details changes made to the RFP since the 11/15/13 version. B) pdf version with all changes accepted.
Click to download:
a. http://www.mmd.admin.state.mn.us/process/admin/documents/19512Add52013_1211REDLINEDMNWSCA-NASPOComputerRFP.doc
b. http://www.mmd.admin.state.mn.us/process/admin/documents/19512Add52013_1211PDFMNWSCA-NASPOComputerRFP.pdf

This addendum shall become part of the solicitation and **MUST** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc. SIGNATURE: Karen Darr
DATE: 12/18/13 PRINTED NAME: Karen Darr
TITLE: Sr. Project Manager



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SOLICITATION ADDENDUM

Addendum No.: 6 Date of Addendum: December 13, 2013
Due Date, Time: January 7, 2014 3:00 p.m. C.T. Revised Date, Time: _____
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets,
Servers, Storage and Ruggedized Devices including
Title: Related Peripherals & Services)

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. The link provided for Band 1 in Addendum 5 was incorrect and has been corrected. The link is also provided below:
http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add5_Band1-DesktopPriceWorkbookv2.xlsx
[DesktopPriceWorkbookv2.xlsx](#)
2. Clarification regarding the Baseline Price List Date:
The Baseline Price List submitted may be dated an alternate date. However, the market basket pricing submitted must be representative of the pricing for an order placed on November 15, 2013 for purposes of evaluation.

This addendum shall become part of the solicitation and **MAY** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc. SIGNATURE: Karen Darr
DATE: 12/18/13 PRINTED NAME: Karen Darr
TITLE: Sr. Project Manager



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SOLICITATION ADDENDUM

Addendum No.: 7 Date of Addendum: December 19, 2013
Due Date, Time: January 7, 2014 3:00 p.m. C.T. Revised Date, Time: _____
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
Title: MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets, Servers, Storage and Ruggedized Devices including Related Peripherals & Services)

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. Provide Version 3 of Band 4: Server Pricing Workbook. Revisions include:
 - a. The Processor in Base Equipment Spec 2 has been changed to "Xeon E5-2600 series"
 - b. The option and upgrades in the Equipment pricing tab have been synced with the upgrade on the Spec 1 tab.
 - c. The upgrade on Spec 2 tab has been deleted.

Click here to download Version 3 of Band 4: Server Pricing Workbook:

<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Band4ServerPriceWorkbookv3.xlsx>

Responders are to use the revised information to submit pricing for Band 4.

This addendum shall become part of the solicitation and **MUST** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc.

SIGNATURE: Karen Darr

DATE: 12/19/13

PRINTED NAME: Karen Darr

TITLE: Sr. Project manager, Apple Bids



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SOLICITATION ADDENDUM

Addendum No.: 8 Date of Addendum: December 27, 2013
Due Date, Time: January 7, 2014 3:00 p.m. C.T. Revised Date, Time: _____
Acquisition Mgmt. Spec.: Susan Kahle Agency: Administration
Web Registration No.: 19512
Title: MN WSCA-NASPO Computer Equipment (Desktops, Laptops, Tablets, Servers, Storage and Ruggedized Devices including Related Peripherals & Services)

SCOPE OF ADDENDUM

The purpose of this addendum is to:

1. **PROVIDE VERSION 4 OF BAND 4: SERVER PRICING WORKBOOK.** Responders are to use the revised information to submit pricing for Band 4. Revision includes: The Processor in Base Equipment TAB Specs 2, cell D12 has been changed to "Four Xeon E5-4640 series (2.4Ghz, 8-core)". This processor supports the minimum requirement of 4 sockets.
Click here to download Version 4 of Band 4: Server Pricing Workbook:
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add8Band4ServerPriceV4.xls>
2. **CLARIFICATION ON WARRANTY PRICING:** It is understood that responders may have varying base warranties. For example, in Band 3 – Tablet Price Workbook, Services Tab – a warranty upgrade is listed for accidental damage. If a responder includes accidental damage in their base warranty they should indicate this on the pricing workbook in their offer.
3. **PROVIDE VERSION 3 OF BAND 5: STORAGE PRICING WORKBOOK.** Responders are to use the revised information to submit pricing for Band 5. Revision includes: Added Line 20 to the equipment pricing tab (ST20-1). To clarify: Responders are to provide capacity and drives based on the upgraded configuration to Spec 1- 12TB total raw and Spec 2 - 16TB raw.
Click here to download Version 3 of Band 5: Storage Pricing Workbook:
<http://www.mmd.admin.state.mn.us/process/admin/spreadsheets/19512Add8Band5StoragePriceV3.xls>

This addendum shall become part of the solicitation and **MUST** be returned with the response by the due date and time of the solicitation.

COMPANY NAME: Apple Inc.
DATE: 12/27/13

SIGNATURE: Karen Darr
PRINTED NAME: Karen Darr
TITLE: Sr. Project Manager



iOS - VPAT, Web Content Accessibility Guidelines 2.0 Level AA

The requested WCAG VPAT applies to the responder's website to be offered under the Contract. For products offered, VPATS are only to be provided upon request by the participating entity. It is strongly recommended Technical Staff who are trained in Accessibility complete this form. The comments portion must be filled in to further define how accessibility is or is not met. The quality of the comments impacts the reviewers' understanding of the accessibility of your product/service. NOTE: MN only adopted the standards that are level A and level AA. This list includes level AAA standards, which are optional and highlighted in yellow. Comments are not required for level AAA.

Principle 1: Perceivable – information and user interface components must be presentable to users in ways they can perceive.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 1.1 Text Alternatives: Provide text alternatives for any non-text content so that it can be changed into other forms people need, such as large print, braille, speech, symbols or simpler language.</i>				
1.1.1	Non-text Content: All non-text content that is presented to the user has a text alternative that serves the equivalent purpose, except for the situations listed below (Level A).	Yes	Yes	iOS includes the VoiceOver screen reader, which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WAG guidelines.
	Controls, Input: If non-text content is a control or accepts user input, then it has a name that describes its purpose. (Refer to Guideline 4.1 for additional requirements for controls and content that accepts user input.)	No	Yes	iOS includes the VoiceOver screen reader, which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
	Time-Based Media: If non-text content is time-based media, then text alternatives at least provide descriptive identification of the non-text content. (Refer to Guideline 1.2 for the additional requirements for media.)	Yes	Yes	WebKit supports subtitles and closed captioning, assuming the content developer has properly created alternative text files for their media.
	Test: If non-text content is a test or exercise that would be invalid if presented in text, then text alternatives at least provide descriptive identification of the non-text content.	Yes	Yes	WebKit supports subtitles and closed captioning, and other accessibility features of web pages, assuming the content developer has properly created alternative text files or alternative text for their media.
	Sensory: If non-text content is primarily intended to create a specific sensory experience, then text alternatives at least provide descriptive identification of the non-text content.	Yes	Yes	WebKit supports subtitles and closed captioning, and other accessibility features of web pages, assuming the content developer has properly created alternative text files or alternative text for their media.
	CAPTCHA: If the purpose of non-text content is to confirm that content is being accessed by a person rather than a computer, then text alternatives that identify and describe the purpose of the non-text content are provided, and alternative forms of CAPTCHA using	No	Yes	WebKit supports image display, audio playback, and other technologies used to create CAPTCHAs. Accessibility of these CAPTCHAs relies on web pages properly following WCAG



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
	output modes for different types of sensory perception are provided to accommodate different disabilities.			guidelines.
	Decorative, Formatting, Invisible: If non-text content is pure decoration, is used only for visual formatting, or is not presented to users, then it is implemented in a way that it can be ignored by assistive technology.	Yes	Yes	iOS includes the VoiceOver screen reader, which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Guideline 1.2 Time-based Media: Provide alternatives for time-based media.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.2.1	Audio-only and Video-only (Prerecorded): For prerecorded audio-only and prerecorded video-only media, the following are true, except when the audio or video is a media alternative for text and is clearly labeled as such (Level A): Prerecorded Video-only: Either an alternative for time-based media or an audio track is provided that presents equivalent information for prerecorded video-only content.	Yes	Yes	Please see responses below.
	Prerecorded Audio-only: An alternative for time-based media is provided that presents equivalent information for prerecorded audio-only content.	Yes	Yes	WebKit supports displaying text transcripts if one is provided by the content author.
	Prerecorded Video-only: Either an alternative for time-based media or an audio track is provided that presents equivalent information for prerecorded video-only content.	Yes	Yes	WebKit supports subtitles and closed captions, as well as audio descriptions as a primary or secondary audio track, assuming the content developer has properly created media.
1.2.2	Captions (Prerecorded): Captions are provided for all prerecorded audio content in synchronized media, except when the media is a media alternative for text and is clearly labeled as such. (Level A)	Yes	Yes	WebKit supports subtitles and closed captioning, assuming the content developer has properly created alternative text files for their media.
1.2.3	Audio Description or Media Alternative (Prerecorded): An alternative for time-based media or audio description of the prerecorded video content is provided for synchronized media, except when the media is a media alternative for text and is clearly labeled as such. (Level A)	Yes	Yes	WebKit supports audio descriptions as a primary or secondary audio track.
1.2.4	Captions (Live): Captions are provided for all live audio content in synchronized media. (Level AA)	No	Yes	WebKit supports rendering of live timed text or transcript logs as DOM elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.2.5	Audio Description (Prerecorded): Audio description is provided for all prerecorded video content in synchronized media. (Level AA)	Yes	Yes	WebKit supports audio descriptions as a primary or secondary audio track.
1.2.6	Sign Language (Prerecorded): Sign language interpretation is provided for all prerecorded audio content in synchronized media. (Level AAA)	No	Yes	WebKit supports playback of multiple synchronized videos (such as the primary video content and a video sign language translation) through the HTML5 MediaController interface. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.2.7	Extended Audio Description (Prerecorded): Where pauses in foreground audio are insufficient to allow audio descriptions to convey the sense of the video, extended audio description is provided for all prerecorded video content in synchronized media. (Level AAA)	No	No	WebKit does not support pausing the main audio track for extended audio descriptions, but can support alternative audio tracks for audio description. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.2.8	Media Alternative (Prerecorded): An alternative for time-based media is provided for all prerecorded synchronized media and for all prerecorded video-only media. (Level AAA)	No	Yes	Webkit supports displaying of captions, audio descriptions and text transcripts. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.2.9	Audio-only (Live): An alternative for time-based media that presents equivalent information for live audio-only content is provided. (Level AAA)	No	Yes	WebKit supports rendering of live timed text or transcript logs as DOM elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Guideline 1.3 Adaptable: Create content that can be presented in different ways (for example simpler layout) without losing information or structure.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.3.1	Info and Relationships: Information, structure, and relationships conveyed through presentation can be programmatically determined or are available in text. (Level A)	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.
1.3.2	Meaningful Sequence: When the sequence in which content is presented affects it's meaning, a correct reading sequence can be programmatically determined. (Level A)	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.
1.3.3	Sensory Characteristics: Instructions provided for understanding and operating content do not rely solely on sensory characteristics of components such as shape, size, visual location, orientation, or sound. (Level A)	Yes	Yes	iOS interfaces and documentation provide a number of ways to perceive, operate, and understand content that do not rely on any specific physical or perceptual ability.

Guideline 1.4 Distinguishable: Make it easier for users to see and hear content including separating foreground from background.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.4.1	Use of Color: Color is not used as the only visual means of conveying information, indicating an action, prompting a response, or distinguishing a visual element. (Level A)	Yes	Yes	iOS does not use color alone to convey information in most places, and where it does, it provides a user setting to provide additional visual cues.
1.4.2	Audio Control: If any audio on a Web page plays automatically for more than 3 seconds, either a mechanism is available to pause or stop the audio, or a mechanism is available to control audio volume independently from the overall system volume level. (Level A)	Yes	Yes	The audio and video players in WebKit provide accessible controls for content playback, assuming the web page itself properly follows WCAG guidelines.
1.4.3	Contrast (Minimum): The visual presentation of text and images of text has a contrast ratio of at least 4.5:1, except for the following: (Level AA) <ul style="list-style-type: none"> • Large Text: Large-scale text and images of large-scale text have a contrast ratio of at least 3:1; • Incidental: Text or images of text that are part of an inactive user interface component, that are pure decoration, that are not visible to anyone, or that are part of a picture that contains significant other visual content, have no contrast requirement. • Logotypes: Text that is part of a logo or brand name has no minimum contrast requirement. 	Yes	Yes	Elements of the Safari application comply with these standards. It is up to the content developer to ensure content within a page correctly complies with this standard, and users can override web page contrast settings with a user style sheet bookmarklet.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.4.4	Resize text: Except for captions and images of text, text can be resized without assistive technology up to 200 percent without loss of content or functionality. (Level AA)	Yes	Yes	iOS includes a feature called Zoom which allows you to magnify elements on the screen up to 500%. Additionally, Safari has a feature called Safari Reader, which provides a simplified view of content and supports dynamic (larger) text sizes. Web pages can opt-in to using the iOS system font size and weight using CSS.
1.4.5	Images of Text: If the technologies being used can achieve the visual presentation, text is used to convey information rather than images of text except for the following: (Level AA) <ul style="list-style-type: none">• Customizable: The image of text can be visually customized to the user's requirements;• Essential: A particular presentation of text is essential to the information being conveyed.	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.
1.4.6	Contrast (Enhanced): The visual presentation of text and images of text has a contrast ratio of at least 7:1, except for the following: (Level AAA) <ul style="list-style-type: none">• Large Text: Large-scale text and images of large-scale text have a contrast ratio of at least 4.5:1;• Incidental: Text or images of text that are part of an inactive user interface component, that are pure decoration, that are not visible to anyone, or that are part of a picture that contains significant other visual content, have no contrast requirement.• Logotypes: Text that is part of a logo or brand name has no minimum contrast requirement.	No	Partial	The Safari application meets WCAGs contrast recommendations in most interface elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.4.7	<p>Low or No Background Audio: For prerecorded audio-only content that (1) contains primarily speech in the foreground, (2) is not an audio CAPTCHA or audio logo, and (3) is not vocalization intended to be primarily musical expression such as singing or rapping, at least one of the following is true: (Level AAA)</p> <ul style="list-style-type: none">• No Background: The audio does not contain background sounds.• Turn Off: The background sounds can be turned off.• 20 dB: The background sounds are at least 20 decibels lower than the foreground speech content, with the exception of occasional sounds that last for only one or two seconds.	No	Yes	The Safari application does not require audio output. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines
1.4.8	<p>Visual Presentation: For the visual presentation of blocks of text, a mechanism is available to achieve the following: (Level AAA)</p> <ul style="list-style-type: none">• Foreground and background colors can be selected by the user.• Width is no more than 80 characters or glyphs (40 if CJK).• Text is not justified (aligned to both the left and the right margins).• Line spacing (leading) is at least space-and-a-half within paragraphs, and paragraph spacing is at least 1.5 times larger than the line spacing.• Text can be resized without assistive technology up to 200 percent in a way that does not require the user to scroll horizontally to read a line of text on a full-screen window.	No	Yes	Safari Reader allows users to display the main web page content in font size, weight, and line length most comfortable to the user. Foreground and background colors can be customized via a user style sheet bookmarklet. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.4.9	<p>Images of Text (No Exception): Images of text are only used for pure decoration or where a particular presentation of text is essential to the information being conveyed. (Level AAA)</p>	No	Yes	The Safari application does not use images of text. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Principle 2: Operable – user interface components and navigation must be operable.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 2.1 Keyboard Accessible: Make all functionality available from a keyboard.</i>				
2.1.1	Keyboard: All functionality of the content in operable through a keyboard interface without requiring specific timings for individual keystrokes, except where the underlying function requires input that depends on the path of the user' movement and not just the endpoints. (Level A)	No	Yes	iOS is primarily a touch-based operating system. But, one can connect a Bluetooth keyboard or over 40 models of Bluetooth braille displays to an iOS device to control the device. iOS also provides a Switch Control interface and AssistiveTouch for users with severe motor impairments.
2.1.2	No Keyboard Trap: If keyboard focus can be moved to a component of the page using a keyboard interface, then focus can be moved away from that component using only a keyboard interface, and, if it requires more than unmodified arrow or tab keys or other standard exit methods, the user is advised of the method for moving focus away. (Level A)	No	Yes	iOS is primarily a touch-based operating system. But, one can connect a Bluetooth keyboard or over 40 models of Bluetooth braille displays to an iOS device to control the device. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines. iOS also provides a Switch Control interface and AssistiveTouch for users with severe motor impairments.
2.1.3	Keyboard (No Exception): All functionality of the content is operable through a keyboard interface without requiring specific timings for individual keystrokes. (Level AAA)	No	Yes	iOS is primarily a touch-based operating system. But, one can connect a Bluetooth keyboard or over 40 models of Bluetooth braille displays to an iOS device to control the device. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines. iOS also provides a Switch Control interface and AssistiveTouch for users with severe motor impairments.



Guideline 2.2 Enough Time: Provide users enough time to read and use content.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.2.1	<p>Timing Adjustable: For each time limit that is set by the content, at least one of the following is true: (Level A)</p> <ul style="list-style-type: none"> • Turn off: The user is allowed to turn off the time limit before encountering it; or • Adjust: The user is allowed to adjust the time limit before encountering it over a wide range that is at least ten times the length of the default setting; or • Extend: The user is warned before time expires and given at least 20 seconds to extend the time limit with a simple action (for example, "press the space bar"), and the user is allowed to extend the time limit at least ten times; or • Real-time Exception: The time limit is a required part of a real-time event (for example, an auction), and no alternative to the time limit is possible; or • Essential Exception: The time limit is essential and extending it would invalidate the activity; or • 20 Hour Exception: The time limit is longer than 20 hours. 	No	Yes	The Safari application does not require specific time-based interaction. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.2.2	<p>Pause, Stop, Hide: For moving, blinking, scrolling, or auto-updating information, all of the following are true: (Level A)</p> <ul style="list-style-type: none"> • Moving, blinking, scrolling: For any moving, blinking or scrolling information that (1) starts automatically, (2) lasts more than five seconds, and (3) is presented in parallel with other content, there is a mechanism for the user to pause, stop, or hide it unless the movement, blinking, or scrolling is part of an activity where it is essential; and • Auto-updating: For any auto-updating information that (1) starts automatically and (2) is presented in parallel with other content, there is a mechanism for the user to pause, stop, or hide it or to control the frequency of the update unless the auto-updating is part of an activity where it is essential. 	No	Yes	The Safari application does not include moving, blinking, scrolling or auto-updating elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.2.3	No Timing: Timing is not an essential part of the event or activity presented by the content, except for non-interactive synchronized media and real-time events. (Level AAA)	No	Yes	The Safari application does not require specific time-based interaction. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.2.4	Interruptions: Interruptions can be postponed or suppressed by the user, except interruptions involving an emergency. (Level AAA)	No	Yes	Users can limit interruptions through preferences in Notification Center, and in extreme cases, Guided Access.



2.2.5	Interruptions: Interruptions can be postponed or suppressed by the user, except interruptions involving an emergency. (Level AAA)	No	Yes	Users can limit interruptions through preferences in Notification Center, and in extreme cases, Guided Access.
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Guideline 2.3 Seizures: Do not design content in a way that is known to cause seizures.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.3.1	Three Flashes or Below Threshold: Web pages do not contain anything that flashes more than three times in any one second period, or the flash is below the general flash and red flash thresholds. (Level A)	No	Yes	The Safari application does not include flashing elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines
2.3.2	Three Flashes: Web pages do not contain anything that flashes more than three times in any one second period. (Level AAA)	No	Yes	The Safari application does not include flashing elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines

Guideline 2.4 Navigable: Provide ways to help users navigate, find content, and determine where they are.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.4.1	Bypass Blocks: A mechanism is available to bypass blocks of content that are repeated on multiple Web pages. (Level A)	Yes	Yes	Safari has a feature called Safari Reader which provides a simplified view of content. VoiceOver users can use the "rotor" to skip content blocks, and Switch Control users can bypass some content areas.
2.4.2	Page Titled: Web pages have titles that describe topic or purpose. (Level A)	No	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.3	Focus Order: If a Web page can be navigated sequentially and the navigation sequences affect meaning or operation, focusable components receive focus in an order that preserves meaning and operability. (Level A)	Yes	Yes	iOS includes the VoiceOver screen reader and Switch Control which support navigating content in a linear or non-linear fashion similar to focus order. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.4	Link Purpose (In Context): The purpose of each link can be determined from the link text alone or from the link text together with its programmatically determined link context, except where the purpose of the link would be ambiguous to users in general. (Level A)	No	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.4.5	Multiple Ways: More than one way is available to locate a Web page within a set of Web pages except where the Web Page is the result of, or a step in, a process. (Level AA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.6	Headings and Labels: Headings and labels describe topic or purpose. (Level AA)	No	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines
2.4.7	Focus Visible: Any keyboard operable user interface has a mode of operation where the keyboard focus indicator is visible. (Level AA)	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages and provides a visual indicator of keyboard focus in text fields and other relevant form controls.
2.4.8	Location: Information about the user's location within a set of Web pages is available. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.9	Link Purpose (Link Only): A mechanism is available to allow the purpose of each link to be identified from link text alone, except where the purpose of the link would be ambiguous to users in general. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.10	Section Headings: Section headings are used to organize the content. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Principle 3: Understandable – Information and the operation of user interface must be understandable.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 3.1 Readable: Make text content readable and understandable.</i>				
3.1.1	Language of Page: The default human language of each Web page can be programmatically determined. (Level A)	Yes	Yes	iOS includes the VoiceOver screen reader which supports over 30 built in languages. VoiceOver will automatically detect the appropriate language assuming the web page itself properly follows WCAG guidelines.
3.1.2	Language of Parts: The human language of each passage or phrase in the content can be programmatically determined except for proper names, technical terms, words of indeterminate language, and words or phrases that have become part of the vernacular of the immediately surrounding text. (Level AA)	Yes	Yes	iOS includes the VoiceOver screen reader which supports over 30 built in languages. VoiceOver will automatically detect the appropriate language assuming the web page itself properly follows WCAG guidelines.
3.1.3	Unusual Words: A mechanism is available for identifying specific definitions of words or phrases used in an unusual or restricted way, including idioms and jargon. (Level AAA)	No	Yes	iOS provides a contextual dictionary allowing users to look up words in any context. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.1.4	Abbreviations: A mechanism for identifying the expanded form or meaning of abbreviations is available. (Level AAA)	No	Yes	WebKit supports expansion of abbreviations properly coded via HTML and ARIA. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.1.5	Reading Level: When text requires reading ability more advanced than the lower secondary education level after removal of proper names and titles, supplemental content, or a version that does not require reading ability more advanced than the lower secondary education level, is available. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.1.6	Pronunciation: A mechanism is available for identifying specific pronunciation of words where meaning of the words, in context, is ambiguous without knowing the pronunciation. (Level AAA)	No	N/A	



Guideline 3.2 Predictable: Make Web pages appear and operate in predictable ways.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
3.2.1	On Focus: When any component receives focus, it does not initiate a change of context. (Level A)	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.2	On Input: Changing the setting of any user interface component does not automatically cause a change of context unless the user has been advised of the behavior before using the component. (Level A)	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.3	Consistent Navigation: Navigational mechanisms that are repeated on multiple Web pages within a set of Web pages occur in the same relative order each time they are repeated, unless a change is initiated by the user. (Level AA)	Yes	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.4	Consistent Identification: Components that have the same functionality within a set of Web pages are identified consistently. (Level AA)	No	Yes	iOS includes the VoiceOver screen reader which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.5	Change on Request: Changes of context are initiated only by user request or a mechanism is available to turn off such changes. (Level AAA)	No	Yes	Safari does not change context without a user-initiated request. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Guideline 3.3 Input Assistance: Help users avoid and correct mistakes.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
3.3.1	Error Identification: If an input error is automatically detected, the item that is in error is identified and the error is described to the user in text. (Level A)	Yes	Yes	WebKit can support error identification, assuming the web page itself properly follows WCAG guidelines.
3.3.2	Labels or Instructions: Labels or instructions are provided when content requires user input. (Level A)	Yes	Yes	WebKit can support labels and instructions, assuming the web page itself properly follows WCAG guidelines.
3.3.3	Error Suggestion: If an input error is automatically detected and suggestions for correction are known, then the suggestions are provided to the user, unless it would jeopardize the security or purpose of the content. (Level AA)	Yes	Yes	WebKit can support error suggestions, assuming the web page itself properly follows WCAG guidelines.
3.3.4	Error Prevention (Legal, Financial, Data): For Web pages that cause legal commitments or financial transactions for the user to occur, that modify or delete user-controllable data in data storage systems, or that submit user test responses, at least one of the following is true: (Level AA) <ul style="list-style-type: none"> • Reversible: Submissions are reversible. • Checked: Data entered by the user is checked for input errors and the user is provided an opportunity to correct them. • Confirmed: A mechanism is available for reviewing, confirming, and correcting information before finalizing the submission. 	Yes	Yes	WebKit can support error prevention, assuming the web page itself properly follows WCAG guidelines.
3.3.5	Help: Context-sensitive help is available. (Level AAA)	N/A	Yes	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.3.6	Error Prevention (All): For Web pages that require the user to submit information, at least one of the following is true: (Level AAA) <ul style="list-style-type: none"> • Reversible: Submissions are reversible. • Checked: Data entered by the user is checked for input errors and the user is provided an opportunity to correct them. • Confirmed: A mechanism is available for reviewing, confirming, and correcting information before finalizing the submission. 	No	Yes	WebKit can support error prevention, assuming the web page itself properly follows WCAG guidelines.



Principle 4: Robust – Content must be robust enough that it can be interpreted reliably by a wide variety of user agents, including assistive technologies.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 4.1 Compatible: Maximize compatibility with current and future user agents, including assistive technologies.</i>				
4.1.1	Parsing: In content implemented using markup languages, elements have complete start and end tags, elements are nested according to their specifications, elements do not contain duplicate attributes, and any IDs are unique, except where the specifications allow these features. (Level A)	Yes	N/A	WebKit parses and displays web content regardless of the markup validity. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
4.1.2	Name, Role, Value: For all user interface components (including but not limited to: form elements, links and components generated by scripts), the name and role can be programmatically determined; states, properties, and values that can be set by the user can be programmatically set; and notification of changes to these items is available to user agents, including assistive technologies. (Level A)	Yes	Yes	The iOS UIAccessibility and WebKit frameworks implement this capability.



OSX - VPAT, Web Content Accessibility Guidelines 2.0 Level AA

It is strongly recommended Technical Staff who are trained in Accessibility complete this form. The comments portion must be filled in to further define how accessibility is or is not met. The quality of the comments impacts the reviewers' understanding of the accessibility of your product/service. NOTE: MN only adopted the standards that are level A and level AA. This list includes level AAA standards, which are optional and highlighted in yellow. Comments are not required for level AAA.

Principle 1: Perceivable – information and user interface components must be presentable to users in ways they can perceive.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 1.1 Text Alternatives: Provide text alternatives for any non-text content so that it can be changed into other forms people need, such as large print, braille, speech, symbols or simpler language.</i>				
1.1.1	Non-text Content: All non-text content that is presented to the user has a text alternative that serves the equivalent purpose, except for the situations listed below (Level A).	Yes	Yes	OS X includes the VoiceOver screen reader which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
	Controls, Input: If non-text content is a control or accepts user input, then it has a name that describes its purpose. (Refer to Guideline 4.1 for additional requirements for controls and content that accepts user input.)	No	Yes	OS X includes the VoiceOver screen reader which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
	Time-Based Media: If non-text content is time-based media, then text alternatives at least provide descriptive identification of the non-text content. (Refer to Guideline 1.2 for the additional requirements for media.)	Yes	Yes	WebKit supports subtitles and closed captioning, assuming the content developer has properly created alternative text files for their media.
	Test: If non-text content is a test or exercise that would be invalid if presented in text, then text alternatives at least provide descriptive identification of the non-text content.	Yes	Yes	WebKit supports subtitles and closed captioning, and other accessibility features of web pages, assuming the content developer has properly created alternative text files or alternative text for their media.
	Sensory: If non-text content is primarily intended to create a specific sensory experience, then text alternatives at least provide descriptive identification of the non-text content.	Yes	Yes	WebKit supports subtitles and closed captioning, and other accessibility features of web pages, assuming the content developer has properly created alternative text files or alternative text for their media.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
	CAPTCHA: If the purpose of non-text content is to confirm that content is being accessed by a person rather than a computer, then text alternatives that identify and describe the purpose of the non-text content are provided, and alternative forms of CAPTCHA using output modes for different types of sensory perception are provided to accommodate different disabilities.	No	Yes	WebKit supports image display, audio playback, and other technologies used to create CAPTCHAs, though accessibility of these CAPTCHAs relies on web pages properly following WCAG guidelines.
	Decorative, Formatting, Invisible: If non-text content is pure decoration, is used only for visual formatting, or is not presented to users, then it is implemented in a way that it can be ignored by assistive technology.	Yes	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.



Guideline 1.2 Time-based Media: Provide alternatives for time-based media.				
Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.2.1	Audio-only and Video-only (Prerecorded): For prerecorded audio-only and prerecorded video-only media, the following are true, except when the audio or video is a media alternative for text and is clearly labeled as such (Level A): Prerecorded Video-only: Either an alternative for time-based media or an audio track is provided that presents equivalent information for prerecorded video-only content.	Yes	Yes	Please refer to Apple's responses below.
	Prerecorded Audio-only: An alternative for time-based media is provided that presents equivalent information for prerecorded audio-only content.	Yes	Yes	WebKit supports displaying text transcripts if one is provided by the content author.
	Prerecorded Video-only: Either an alternative for time-based media or an audio track is provided that presents equivalent information for prerecorded video-only content.	Yes	Yes	WebKit supports subtitles and closed captions, as well as audio descriptions as a primary or secondary audio track (assuming the content developer has properly created media)
1.2.2	Captions (Prerecorded): Captions are provided for all prerecorded audio content in synchronized media, except when the media is a media alternative for text and is clearly labeled as such. (Level A)	Yes	Yes	WebKit supports subtitles and closed captioning (assuming the content developer has properly created alternative text files for their media)
1.2.3	Audio Description or Media Alternative (Prerecorded): An alternative for time-based media or audio description of the prerecorded video content is provided for synchronized media, except when the media is a media alternative for text and is clearly labeled as such. (Level A)	Yes	Yes	WebKit supports audio descriptions as a primary or secondary audio track.
1.2.4	Captions (Live): Captions are provided for all live audio content in synchronized media. (Level AA)	No	Yes	WebKit supports rendering of live timed text or transcript logs as DOM elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.2.5	Audio Description (Prerecorded): Audio description is provided for all prerecorded video content in synchronized media. (Level AA)	Yes	Yes	WebKit supports audio descriptions as a primary or secondary audio track.
1.2.6	Sign Language (Prerecorded): Sign language interpretation is provided for all prerecorded audio content in synchronized media. (Level AAA)	No	Yes	WebKit supports playback of multiple synchronized videos (such as the primary video content and a video sign language translation) through the HTML5 MediaController interface. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.2.7	Extended Audio Description (Prerecorded): Where pauses in foreground audio are insufficient to allow audio descriptions to convey the sense of the video, extended audio description is provided for all prerecorded video content in synchronized media. (Level AAA)	No	No	WebKit does not support pausing the main audio track for extended audio descriptions, but can support alternative audio tracks for audio description. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.2.8	Media Alternative (Prerecorded): An alternative for time-based media is provided for all prerecorded synchronized media and for all prerecorded video-only media. (Level AAA)	No	Yes	Webkit supports displaying of captions, audio descriptions and text transcripts. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.2.9	Audio-only (Live): An alternative for time-based media that presents equivalent information for live audio-only content is provided. (Level AAA)	No	Yes	WebKit supports rendering of live timed text or transcript logs as DOM elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Guideline 1.3 Adaptable: Create content that can be presented in different ways (for example simpler layout) without losing information or structure.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.3.1	Info and Relationships: Information, structure, and relationships conveyed through presentation can be programmatically determined or are available in text. (Level A)	Yes	Yes	OS X includes the VoiceOver screen reader which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.
1.3.2	Meaningful Sequence: When the sequence in which content is presented affects it's meaning, a correct reading sequence can be programmatically determined. (Level A)	Yes	Yes	OS X includes the VoiceOver screen reader which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.
1.3.3	Sensory Characteristics: Instructions provided for understanding and operating content do not rely solely on sensory characteristics of components such as shape, size, visual location, orientation, or sound. (Level A)	Yes	Yes	OS X interfaces and documentation provide a number of ways to perceive, operate, and understand content that do not rely on any specific physical or perceptual ability.

Guideline 1.4 Distinguishable: Make it easier for users to see and hear content including separating foreground from background.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.4.1	Use of Color: Color is not used as the only visual means of conveying information, indicating an action, prompting a response, or distinguishing a visual element. (Level A)	Yes	Yes	The Safari application does not use color alone as a means to convey information. Functionality within a web page is dependent on the web page properly following WCAG guidelines.
1.4.2	Audio Control: If any audio on a Web page plays automatically for more than 3 seconds, either a mechanism is available to pause or stop the audio, or a mechanism is available to control audio volume independently from the overall system volume level. (Level A)	Yes	Yes	The audio and video players in WebKit provide accessible controls for content playback , assuming the web page itself properly follows WCAG guidelines.
1.4.3	Contrast (Minimum): The visual presentation of text and images of text has a contrast ratio of at least 4.5:1, except for the following: (Level AA) <ul style="list-style-type: none"> • Large Text: Large-scale text and images of large-scale text have a contrast ratio of at least 3:1; • Incidental: Text or images of text that are part of an inactive user interface component, that are pure decoration, that are not visible to anyone, or that are part of a picture that contains significant other visual content, have no contrast requirement. • Logotypes: Text that is part of a logo or brand name has no minimum contrast requirement. 	Yes	Yes	Elements of the Safari application comply with these standards. It is up to the content developer to ensure content within a page correctly complies with this standard, and users can override web page contrast settings with a user style sheet.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.4.4	Resize text: Except for captions and images of text, text can be resized without assistive technology up to 200 percent without loss of content or functionality. (Level AA)	Yes	Yes	OS X includes a feature called Zoom which allows you to magnify elements on the screen up to 500%. Additionally, Safari has a feature called Safari Reader which provides a simplified view of content and supports dynamic (larger) text sizes. Web pages can opt-in to using the iOS system font size and weight using CSS.
1.4.5	Images of Text: If the technologies being used can achieve the visual presentation, text is used to convey information rather than images of text except for the following: (Level AA) <ul style="list-style-type: none"> Customizable: The image of text can be visually customized to the user's requirements; Essential: A particular presentation of text is essential to the information being conveyed. 	Yes	Yes	OS X includes the VoiceOver screen reader which supports accessibility features of web pages, assuming the web page itself properly follows WCAG guidelines.
1.4.6	Contrast (Enhanced): The visual presentation of text and images of text has a contrast ratio of at least 7:1, except for the following: (Level AAA) <ul style="list-style-type: none"> Large Text: Large-scale text and images of large-scale text have a contrast ratio of at least 4.5:1; Incidental: Text or images of text that are part of an inactive user interface component, that are pure decoration, that are not visible to anyone, or that are part of a picture that contains significant other visual content, have no contrast requirement. Logotypes: Text that is part of a logo or brand name has no minimum contrast requirement. 	No	Yes	The Safari application meets WCAGs contrast recommendations. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.4.7	Low or No Background Audio: For prerecorded audio-only content that (1) contains primarily speech in the foreground, (2) is not an audio CAPTCHA or audio logo, and (3) is not vocalization intended to be primarily musical expression such as singing or rapping, at least one of the following is true: (Level AAA) <ul style="list-style-type: none"> No Background: The audio does not contain background sounds. Turn Off: The background sounds can be turned off. 20 dB: The background sounds are at least 20 decibels lower than the foreground speech content, with the exception of occasional sounds that last for only one or two seconds. 	No	Yes	The Safari application does not require audio output. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
1.4.8	<p>Visual Presentation: For the visual presentation of blocks of text, a mechanism is available to achieve the following: (Level AAA)</p> <ul style="list-style-type: none">• Foreground and background colors can be selected by the user.• Width is no more than 80 characters or glyphs (40 if CJK).• Text is not justified (aligned to both the left and the right margins).• Line spacing (leading) is at least space-and-a-half within paragraphs, and paragraph spacing is at least 1.5 times larger than the line spacing.• Text can be resized without assistive technology up to 200 percent in a way that does not require the user to scroll horizontally to read a line of text on a full-screen window.	No	Yes	Safari Reader allows users to display the main web page content in font size, weight, and line length most comfortable to the user. Foreground and background colors can be customized via a user style sheet bookmarklet. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
1.4.9	<p>Images of Text (No Exception): Images of text are only used for pure decoration or where a particular presentation of text is essential to the information being conveyed. (Level AAA)</p>	No	Yes	The Safari application does not use images of text. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Principle 2: Operable – user interface components and navigation must be operable.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 2.1 Keyboard Accessible: Make all functionality available from a keyboard.</i>				
2.1.1	Keyboard: All functionality of the content is operable through a keyboard interface without requiring specific timings for individual keystrokes, except where the underlying function requires input that depends on the path of the user's movement and not just the endpoints. (Level A)	Yes	Yes	OS X allows for full keyboard control and also supports over 40 models of Bluetooth and USB braille displays. OS X Mavericks also provides a Switch Control interface for users with severe motor impairments.
2.1.2	No Keyboard Trap: If keyboard focus can be moved to a component of the page using a keyboard interface, then focus can be moved away from that component using only a keyboard interface, and, if it requires more than unmodified arrow or tab keys or other standard exit methods, the user is advised of the method for moving focus away. (Level A)	Yes	Yes	OS X allows for full keyboard control and also supports over 40 models of Bluetooth and USB braille displays. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines. OS X Mavericks also provides a Switch Control interface for users with severe motor impairments.
2.1.3	Keyboard (No Exception): All functionality of the content is operable through a keyboard interface without requiring specific timings for individual keystrokes. (Level AAA)	No	Yes	OS X allows for full keyboard control and also supports over 40 models of Bluetooth and USB braille displays. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines. OS X Mavericks also provides a Switch Control interface for users with severe motor impairments.
<i>Guideline 2.2 Enough Time: Provide users enough time to read and use content.</i>				
2.2.1	Timing Adjustable: For each time limit that is set by the content, at least one of the following is true: (Level A) <ul style="list-style-type: none"> • Turn off: The user is allowed to turn off the time limit before encountering it; or • Adjust: The user is allowed to adjust the time limit before encountering it over a wide range that is at least ten times the length of the default setting; or • Extend: The user is warned before time expires and given at least 20 seconds to extend the time limit with a simple action (for example, "press the space bar"), and the user is allowed to extend the time limit at least ten times; or • Real-time Exception: The time limit is a required part of a real-time event (for example, an auction), and no alternative to the time limit is possible; or • Essential Exception: The time limit is essential and extending it would invalidate the activity; or • 20 Hour Exception: The time limit is longer than 20 hours. 	No	Yes	The Safari application does not require specific time-based interaction. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.2.2	<p>Pause, Stop, Hide: For moving, blinking, scrolling, or auto-updating information, all of the following are true: (Level A)</p> <ul style="list-style-type: none"> Moving, blinking, scrolling: For any moving, blinking or scrolling information that (1) starts automatically, (2) lasts more than five seconds, and (3) is presented in parallel with other content, there is a mechanism for the user to pause, stop, or hide it unless the movement, blinking, or scrolling is part of an activity where it is essential; and Auto-updating: For any auto-updating information that (1) starts automatically and (2) is presented in parallel with other content, there is a mechanism for the user to pause, stop, or hide it or to control the frequency of the update unless the auto-updating is part of an activity where it is essential. 	No	Yes	The Safari application does not include moving, blinking, scrolling or auto-updating elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.2.3	No Timing: Timing is not an essential part of the event or activity presented by the content, except for non-interactive synchronized media and real-time events. (Level AAA)	No	Yes	The Safari application does not require specific time-based interaction. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.2.4	Interruptions: Interruptions can be postponed or suppressed by the user, except interruptions involving an emergency. (Level AAA)	No	Yes	Users can limit interruptions through preferences in Notification Center and other settings.
2.2.5	Interruptions: Interruptions can be postponed or suppressed by the user, except interruptions involving an emergency. (Level AAA)	No	Yes	Users can limit interruptions through preferences in Notification Center and other settings.
<i>Guideline 2.3 Seizures: Do not design content in a way that is known to cause seizures.</i>				
2.3.1	Three Flashes or Below Threshold: Web pages do not contain anything that flashes more than three times in any one second period, or the flash is below the general flash and red flash thresholds. (Level A)	No	Yes	The Safari application does not include flashing elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.3.2	Three Flashes: Web pages do not contain anything that flashes more than three times in any one second period. (Level AAA)	No	Yes	The Safari application does not include flashing elements. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Guideline 2.4 Navigable: Provide ways to help users navigate, find content, and determine where they are.				
Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.4.1	Bypass Blocks: A mechanism is available to bypass blocks of content that are repeated on multiple Web pages. (Level A)	Yes	Yes	Safari has a feature called Safari Reader, which provides a simplified view of content. VoiceOver users can use the "rotor" to skip content blocks, and Switch Control users can bypass some content areas.
2.4.2	Page Titled: Web pages have titles that describe topic or purpose. (Level A)	No	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.3	Focus Order: If a Web page can be navigated sequentially and the navigation sequences affect meaning or operation, focusable components receive focus in an order that preserves meaning and operability. (Level A)	Yes	Yes	OS X includes the VoiceOver screen reader and Switch Control, which support navigating content in a linear or non-linear fashion similar to focus order. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.4	Link Purpose (In Context): The purpose of each link can be determined from the link text alone or from the link text together with its programmatically determined link context, except where the purpose of the link would be ambiguous to users in general. (Level A)	No	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.5	Multiple Ways: More than one way is available to locate a Web page within a set of Web pages except where the Web Page is the result of, or a step in, a process. (Level AA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.6	Headings and Labels: Headings and labels describe topic or purpose. (Level AA)	No	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.7	Focus Visible: Any keyboard operable user interface has a mode of operation where the keyboard focus indicator is visible. (Level AA)	Yes	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages and provides a visual indicator of keyboard focus. Users can customize the appearance of the keyboard focus indicator using a user style sheet.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
2.4.8	Location: Information about the user's location within a set of Web pages is available. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.9	Link Purpose (Link Only): A mechanism is available to allow the purpose of each link to be identified from link text alone, except where the purpose of the link would be ambiguous to users in general. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
2.4.10	Section Headings: Section headings are used to organize the content. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.



Principle 3: Understandable – Information and the operation of user interface must be understandable.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 3.1 Readable: Make text content readable and understandable.</i>				
3.1.1	Language of Page: The default human language of each Web page can be programmatically determined. (Level A)	Yes	Yes	OS X includes the VoiceOver screen reader, which supports over 30 built in languages. VoiceOver will automatically detect the appropriate language assuming the web page itself properly follows WCAG guidelines.
3.1.2	Language of Parts: The human language of each passage or phrase in the content can be programmatically determined except for proper names, technical terms, words of indeterminate language, and words or phrases that have become part of the vernacular of the immediately surrounding text. (Level AA)	Yes	Yes	OS X includes the VoiceOver screen reader, which supports over 30 built in languages. VoiceOver will automatically detect the appropriate language assuming the web page itself properly follows WCAG guidelines.
3.1.3	Unusual Words: A mechanism is available for identifying specific definitions of words or phrases used in an unusual or restricted way, including idioms and jargon. (Level AAA)	No	Yes	OS X provides a contextual dictionary allowing users to look up words in any context. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.1.4	Abbreviations: A mechanism for identifying the expanded form or meaning of abbreviations is available. (Level AAA)	No	Yes	WebKit supports expansion of abbreviations properly coded via HTML and ARIA. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.1.5	Reading Level: When text requires reading ability more advanced than the lower secondary education level after removal of proper names and titles, supplemental content, or a version that does not require reading ability more advanced than the lower secondary education level, is available. (Level AAA)	No	N/A	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.1.6	Pronunciation: A mechanism is available for identifying specific pronunciation of words where meaning of the words, in context, is ambiguous without knowing the pronunciation. (Level AAA)	No	N/A	



Guideline 3.2 Predictable: Make Web pages appear and operate in predictable ways.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
3.2.1	On Focus: When any component receives focus, it does not initiate a change of context. (Level A)	Yes	Yes	OS X includes the VoiceOver screen reader which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.2	On Input: Changing the setting of any user interface component does not automatically cause a change of context unless the user has been advised of the behavior before using the component. (Level A)	Yes	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.3	Consistent Navigation: Navigational mechanisms that are repeated on multiple Web pages within a set of Web pages occur in the same relative order each time they are repeated, unless a change is initiated by the user. (Level AA)	Yes	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.4	Consistent Identification: Components that have the same functionality within a set of Web pages are identified consistently. (Level AA)	No	Yes	OS X includes the VoiceOver screen reader, which supports accessibility features of web pages as intended by the content developer. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.2.5	Change on Request: Changes of context are initiated only by user request or a mechanism is available to turn off such changes. (Level AAA)	No	Yes	Safari does not change context without a user-initiated request. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.

Guideline 3.3 Input Assistance: Help users avoid and correct mistakes.

3.3.1	Error Identification: If an input error is automatically detected, the item that is in error is identified and the error is described to the user in text. (Level A)	Yes	Yes	WebKit can support error identification, assuming the web page itself properly follows WCAG guidelines.
3.3.2	Labels or Instructions: Labels or instructions are provided when content requires user input. (Level A)	Yes	Yes	WebKit can support labels and instructions, assuming the web page itself properly follows WCAG guidelines.



Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
3.3.3	Error Suggestion: If an input error is automatically detected and suggestions for correction are known, then the suggestions are provided to the user, unless it would jeopardize the security or purpose of the content. (Level AA)	Yes	Yes	WebKit can support error suggestions, assuming the web page itself properly follows WCAG guidelines.
3.3.4	Error Prevention (Legal, Financial, Data): For Web pages that cause legal commitments or financial transactions for the user to occur, that modify or delete user-controllable data in data storage systems, or that submit user test responses, at least one of the following is true: (Level AA) <ul style="list-style-type: none">• Reversible: Submissions are reversible.• Checked: Data entered by the user is checked for input errors and the user is provided an opportunity to correct them.• Confirmed: A mechanism is available for reviewing, confirming, and correcting information before finalizing the submission.	Yes	Yes	WebKit can support error prevention, assuming the web page itself properly follows WCAG guidelines.
3.3.5	Help: Context-sensitive help is available. (Level AAA)	N/A	Yes	Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
3.3.6	Error Prevention (All): For Web pages that require the user to submit information, at least one of the following is true: (Level AAA) <ul style="list-style-type: none">• Reversible: Submissions are reversible.• Checked: Data entered by the user is checked for input errors and the user is provided an opportunity to correct them.• Confirmed: A mechanism is available for reviewing, confirming, and correcting information before finalizing the submission.	No	Yes	WebKit can support error prevention, assuming the web page itself properly follows WCAG guidelines.



Principle 4: Robust – Content must be robust enough that it can be interpreted reliably by a wide variety of user agents, including assistive technologies.

Standard	Description	Apply Yes/No	Meets Yes/No	Comments (mandatory)
<i>Guideline 4.1 Compatible: Maximize compatibility with current and future user agents, including assistive technologies.</i>				
4.1.1	Parsing: In content implemented using markup languages, elements have complete start and end tags, elements are nested according to their specifications, elements do not contain duplicate attributes, and any IDs are unique, except where the specifications allow these features. (Level A)	N/A	Yes	WebKit parses and displays web content regardless of the markup validity. Functionality within a web page is dependent on the web page itself properly following WCAG guidelines.
4.1.2	Name, Role, Value: For all user interface components (including but not limited to: form elements, links and components generated by scripts), the name and role can be programmatically determined; states, properties, and values that can be set by the user can be programmatically set; and notification of changes to these items is available to user agents, including assistive technologies. (Level A)	Yes	Yes	The OS X Accessibility API and WebKit implement this capability.



SECTION 3 – RESPONSE REQUIREMENTS

A. Response Requirements: Business

A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
1	<p>PROPOSED BANDS. Responders may respond to any or all bands. Responder must identify the bands they will be proposing (check all that apply):</p> <p><input checked="" type="checkbox"/> Band 1: Desktop <input checked="" type="checkbox"/> Band 2: Laptop <input checked="" type="checkbox"/> Band 3: Tablet <input type="checkbox"/> Band 4: Server <input type="checkbox"/> Band 5: Storage <input type="checkbox"/> Band 6: Ruggedized Devices</p> <p>Responder must verify they are a manufacturer of each band proposed and describe their manufacturing process and facilities.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple is the manufacturer of each band proposed.</p> <p>Apple's manufacturing is performed in whole or in part by a few outsourcing partners located primarily in Asia. Apple also performs final assembly of certain products at its manufacturing facility in Ireland. Apple has invested in internal capacity and strategic relationships with outside manufacturing vendors and continues to make investments in capital equipment as needed to meet anticipated demand for its products.</p>
2	<p>MANUFACTURER VERIFICATION. The manufacturer's name shall appear on the computer equipment. The Contract Vendors shall provide the warranty service and maintenance for equipment on a Master Agreement. Describe proposed warranty in Section 3A6 in accordance to WSCA-NASPO warranty term.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple acknowledges and states that either "Apple", "Apple Inc." and/or the Apple trademark shall appear on the Apple equipment.</p> <p>Please find the terms of Apple's Limited Warranty as well as AppleCare+ at the following address: http://www.apple.com/legal/warranty</p>
3	<p>THIRD PARTY PRODUCTS. Products offered may be manufactured by a third party; however, Contract Vendor must provide the warranty service and maintenance for all third party products on the Master Agreement. Contract Vendor may not offer another manufacturer's product holding a Master Agreement without prior approval. Warranty documents for Products manufactured by a third party are preferred to be delivered to the Participating Entity with the Products. Contract Vendor can offer third party products in a band they have been awarded. Describe proposed warranty in Section 3A6 in accordance to WSCA-NASPO warranty term.</p>	M	<p><input type="checkbox"/> YES <input checked="" type="checkbox"/> NO</p> <p>Apple sells a variety of third party products that do not bear the Apple Brand name and are sold "as is" and supported by their manufacturers. Apple's Limited Warranty does not apply to third party products. For technical support and customer service, it is recommended that Participating Entities refer to such manufacturers' warranty (a) referenced on the WSCA Store, (b) referenced by the manufacturers on their websites, or (c) included with the third party product as packaged by the third party manufacturers.</p>



A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
4	PRODUCT RESTRICTIONS. Responder must agree to adhere to the restrictions in the Scope of Work throughout the life of the Master Agreement. Describe thoroughly how Contract Vendor will manage product restrictions for Participating States.	M	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Apple agrees to adhere to product restrictions that may become a part of the Master Agreement after negotiation. Apple will work with the Lead State and Participating States to communicate any product restrictions to the Purchasing Entities, as it shall be their responsibility to ensure their orders do not include any restricted products. Apple shall not be held liable for the purchase of any restricted products made by the customers.
5	MAINTAINING THE PRODUCT AND SERVICE SCHEDULE (PSS). Contract Vendors will develop and maintain an electronic Product and Service Schedule (PSS) which identifies a complete listing of all products and services included in the awarded Master Agreement as well as individual Participating State's PSS's. It is understood that manufacturer's pricing models will vary and final negotiation of how the PSS is presented will be finalized upon award. The PSS will be available for audit purposes and end users to verify pricing based on the minimum discounts with categorized exceptions provided off a designated base line price list. The minimum discounts with categorized exceptions and designated price list must be provided upon request. The PSS may contain the following information: <ul style="list-style-type: none"> • Band number • Category • Product Brand • Item number • Item description • List Price • Discount provided • Discounted price PSS is to be maintained as follows: <ol style="list-style-type: none"> 1. The PSS prices for Products and services will conform to the guaranteed minimum discount with categorized exception levels 2. The Contract Vendor may make model changes; add new Products, and Product upgrades or Services to the PSS. 	M	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Apple maintains a URL to a web site specific to the awarded WSCA Master Agreement (WSCA Store). Apple respectfully states that changes are made to the WSCA stores at any time and without advance notice, and that commercially reasonable efforts will be made to offer the WSCA website twenty-four hours a day, seven days per week. Apple acknowledges the website requirements and shall comply to the website requirements negotiated by the parties. WSCA Store for Education WSCA Store for State and Local Government



A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
	<p>3. The Contract Vendor agrees to delete obsolete and discontinued Products from the PSS</p> <p>4. The Contract Vendor will work with each State to develop a satisfactory PSS reflecting the individual States restrictions.</p> <p>The state reserves the right to make PSS format changes throughout the life of the master agreement.</p> <p>Contract Vendor will request changes to the PSS utilizing an Action Request Form (ARF). A sample has been provided in the Section 6. This ARF will be finalized upon negotiations and reaffirms and tracks changes made to the Master Agreement. Changes may be made quarterly.</p>		
6	<p>WARRANTY AND MAINTENANCE. The Contract Vendor shall ensure warranty service and maintenance for all equipment, including products provided. Describe in detail how the responder will secure warranty for all products and services. The Contract vendor agrees to facilitate the Manufacturer or Publisher warranty and maintenance of third party products furnished through the Master Agreement. Describe in detail how the responder will secure warranty for all products and services.</p>	M	<p><input type="checkbox"/> YES <input checked="" type="checkbox"/> NO</p> <p>Apple responds to this provision with the terms of its one year Limited Warranty, AppleCare+ for iPad, and AppleCare Protection Plan for Mac.</p> <p>These terms only apply to Apple branded products. Apple is not offering any third party products in response to this solicitation.</p> <p>http://www.apple.com/legal/warranty/ http://www.apple.com/support/products/mac.html http://www.apple.com/support/products/ipad.html</p> <p>Apple sells a variety of third party products that do not bear the Apple Brand name and are sold "as is" and supported by their manufacturers. Apple's Limited Warranty does not apply to third party products. For technical support and customer service, it is recommended that Participating Entities refer to such manufacturers' warranty (a) referenced on the WSCA Store, (b) referenced by the manufacturers on their websites, or (c) included with the third party product as packaged by the third party manufacturers.</p>



A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
7	LEASING. Individual Participating States and Participating Entities may enter in to lease agreements for the products covered in the Master Agreements resulting from the RFP, if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted.		<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Apple acknowledges.
8	DELIVERY. Delivery of ordered product should be completed within thirty (30) calendar days after receipt of an order, unless otherwise agreed to by the ordering agency.	M	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Please refer to the Terms, Conditions and Specifications Exception Form for clarification.
9	FREIGHT. All prices shall be FOB Destination, prepaid and allowed (with freight included in the price), to the address, receiving dock or warehouse as specified on the ordering agency's purchase order. In those situations in which the "deliver-to" address has no receiving dock or agents, the Contract Vendor must be able to deliver to the person specified on the PO without additional cost. If there is a special case where inside delivery fee must be charged, the Contract Vendor will notify the customer in advance in order for the customer to determine if the additional cost will affect the decision to utilize the Contract Vendor.	M	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Please refer to the Terms, Conditions and Specifications Exception Form for clarification.
10	VENDOR PERFORMANCE MEETING. An annual vendor performance meeting may be held each year with the WSCA-NASPO Sourcing Team. Participation by the Contract Vendor is mandatory. Historically vendor performance meetings have been held in the State of Minnesota.	M	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Apple acknowledges and will comply.
11	AUDITING. Contract Vendors agree to audits, including but not limited to the Lead State or 3 rd party to ensure products sold, pricing and administrative fees are compliant with Master Agreement terms and conditions. Responders must describe: <ul style="list-style-type: none"> • how the responder regularly self audits the Master Agreement to ensure compliance • how an end user will be able to self audit to ensure quotes provided are at the minimum discount off list price 	M	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Please refer to the Terms, Conditions and Specifications Exception Form for clarification. To perform the self-audit, Apple Finance randomly selects a sample of transactions. A transaction is defined as an individual sales order as it represents an invoiceable event, with sample size equating to 0.1% of all the transactions during the quarter preceding the date of



A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
	<ul style="list-style-type: none"> • how often the web pricing and invoicing is audited to insure contractual compliance. • reporting mechanisms available such as Invoice reports which will assist in State's ability to audit the Master Agreement through vendor supplied reporting tools. • how the responder ensures that States with multiple Master Agreements are monitored to ensure purchases are correctly booked with the correct Master Agreement. 		test work. All the audit results will be provided to WSCA leading state in a standard template.
12	SELF AUDIT: Vendors are required to conduct at a minimum a quarterly self-audit, unless approved by the Lead State. The audit will sample a minimum of one tenth of one percent (.001) of orders with a maximum of 100 audits per quarter conducted. For example: Up to 1,000 sales = 1 audit; 10,000 sales = 10 audits; Up to 100,000 sales = 100 audits. This will be a random sample of orders and invoices and must include documentation of pricing. Summary findings are to be reported to Lead State with actions to correct documented findings.	M	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Please refer to the Terms, Conditions and Specifications Exception Form for clarification. To perform the self-audit, Apple Finance randomly selects a sample of transactions. A transaction is defined as an individual sales order as it represents an invoiceable event, with sample size equating to 0.1% of all the transactions during the quarter preceding the date of test work. All the audit results will be provided to WSCA leading state in a standard template.
13	PREFERENCE PROGRAMS. Describe experience and capacity to meet minority and women business enterprises and other local purchasing preferences that vary among potential Participating Entities, including but not limited to the use of these businesses in their partner relationships.		<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Please refer to the Apple Supplier Diversity Plan in the Appendix section of Apple's response for more information.
14	GEOGRAPHIC OFFERING. While the primary purpose of this solicitation is to select a Responders who can offer all products and services within a band for all Participating States, to encourage small business participation Responders are permitted to submit a proposal on more limited geographical areas. Clearly describe the geographical limits (e.g. by State name) if proposing a geographical area less than that of all Participating States.		<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Apple has no geographical limits in regards to this solicitation. However, Apple is not required to enter into any Participating Addendum with any State or any other territory, but may do so at its discretion.



A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
	<p><u>Identify at least one State.</u> If a Proposer elects to submit a Proposal for a single State then the Proposer will be willing to supply the entire State. The option to grow the business to other States may be allowed upon approval of the WSCA-NASPO Management Board.</p> <p>The proposer will be evaluated on the same criteria as all other vendors and referred to the identified State for consideration of a Master Agreement.</p>		
15	<p>MASTER AGREEMENT TERMINATION. Upon termination or expiration of the Master Agreement awarded from this RFP the following will occur:</p> <ul style="list-style-type: none">• All websites, on-line offering systems and Electronic Catalog functions supported and/or available as part of the Master Agreement will cease and be removed from public viewing access without redirecting to another website.• If approved by the Lead State, Customer data/user accounts acquired during the term of the Master Agreement shall be destroyed or returned to the State at the request of the Participating State's administrator unless required to maintain per audit.• No references to the Master Agreement shall be made on the Contract Vendor's commercial website without permission by the Lead State.• If approved by the Lead State, hard copy catalogs and promotional literature shall be destroyed or returned to the Participating State at the end of the Master Agreement term upon the request of the Participating State.		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Please refer to the Terms, Conditions and Specifications Exception Form for clarification.</p>
16	<p>PREMIUM SAVINGS PACKAGE PROGRAM. Contract Vendors who participate in the PSP program commit to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals, as determined by</p>		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>The pricing in Apple's proposal reflects standard institutional pricing from the current Apple Education, State and Local</p>



A	RESPONSE REQUIREMENTS: BUSINESS	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
	the Participating Entities. Provide marketing plan of the PSP Program including leading with PSP Program and displaying prominently on websites to market aggressively to all States.		<p>Government Price Lists. Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.</p> <p>Apple's proposal also includes the offering of a MacBook or iPad Learning Lab, both which provides flexibility, convenient access to and streamlines the management of classroom devices. Each lab includes a fixed configuration that is prominently displayed on the WSCA Store.</p> <p>Apple will use commercially reasonable efforts to maintain and upgrade its product line at a pace that meets or exceeds that of the personal computing industry in general.</p>
17	PROMOTIONS. Contract Vendors are allowed to provide promotions for deeply discounted products based on their inventory and sales. Promotions will also provide increased savings to States. The Contract Vendors will be responsible to market these offers. Describe what kind of promotions will be available and how marketing will be conducted.		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple offers short-term promotions based on factors including supply considerations and product life cycle. Such promotions vary by discount and duration and are communicated independently to Participating Entities.</p>



B. Response Requirements: Environmental

Confirm the responder meets, understands and will comply with the requirement by checking YES. Mandatory Requirements are indicated with "M" need to be checked yes. Describe FULLY and provide detail how the proposal satisfies each item.

B	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
1	<p>ENVIRONMENTALLY PREFERABLE PURCHASING COMMITMENT. Explain commitment to environmentally preferable purchase specifically in the areas below.</p> <p>a. End of life management: Include detailed information regarding takeback, recycling and trade in programs available</p> <p>b. Environmental solutions: Provide detail on how additional value is provided regarding environmental solutions such as selling refurbished/remanufactured toner and equipment. Outline how your company is willing to work with the State and the manufacturers to minimize impact on the environment. Specifically address:</p> <p>MATERIALS - manufacturer declaration on reduction / elimination of hazardous materials i.e.; mercury and lead.</p> <p>PRODUCT – In general how does the responder identify product longevity, percent of packaging and packing materials that are recycled/reusable, availability of</p>		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>a. End of Life Management</p> <p>SCOPE OF SERVICE Apple will provide a free recycling program. The program will be designed to meet the needs of the participating institutions and will not be limited to Apple-branded products. Pick-ups and logistics will be coordinated with appropriate local personnel and performed during convenient business hours. All products removed will be transported to a recycler that has passed annual Apple Environmental Health and Safety audits. Apple-contracted recyclers meet or exceed local, state and federal regulations related to recycling electronics. All materials included in the program will be shredded into confetti-sized piece of plastics, metals and glass. Packaging materials are also eligible for this service. The program includes transportation, recycling and reporting. Apple contracts with three national recyclers in various locations, which minimizes the carbon footprint associated with program logistics and costs. Apple prefers for the district to palletize and prepare the materials prior to removal. We will happily provide instructions, pictures and information regarding how and where to obtain pallets and commercial quality stretch-wrap. If required, Apple can arrange for delivery of pallets, Gaylord boxes and stretch-wrap to assist with material preparation. Apple will work with the appropriate agencies to assure compliance with state regulations regarding recycling of electronic equipment.</p> <p>LOGISTICS Logistics are managed by Apple utilizing a third-party to maximize efficiencies. Logistics personnel will check-in and out with the appropriate on-site personnel at each location. Apple works with the proper party at the institution to arrange convenient pickup of the equipment. In order to minimize costs, large loads and limited locations are preferred. Apple has the capacity to provide trailers ranging in size from 26' to 53' accommodating up to 20,000 lbs. If needed, Apple can arrange for trailers with a lift gate to facilitate loading of palletized materials.</p> <p>DESTRUCTION METHODOLOGY Apple contracts exclusively with vendors that pass our extensive auditing and vetting process to assure we surpass all local, state and federal requirements. An initial audit including a multi-page questionnaire and multi-day on-site audit is conducted. Annual audits including downstream vendors</p>



<p>replacement parts for life extension, cost, and complication to upgrade.</p> <p>CORPORATE – detail if company has in place regarding sell/procurement of refurbished/remanufactured products.</p> <p>c. Environmental certifications. Describe how certifications/registrations are identified on the website; as well as labels on equipment and/or packing list.</p>	<p>assure compliance with standards set by federal agencies and other state or local governments. Electronics received are manually and mechanically disassembled and shredded into commodity-sized fractions materials of metals, plastics and glass. This includes hard drives and any other storage devices whether or not integral to the equipment. The pieces are sorted into commodities grade materials. No resale. No re-use. No parts harvesting. After processing, the pieces are sorted into fractions materials comprised of metals, plastics and glass and used as stock for the production of new products. All recycling activities take place in North America.</p> <p>REPORTING Certificates of destruction or recycling are provided for each load of equipment processed. Customized reports can be produced and provided. These reports may include, but are not limited to, date of equipment pick-up, quantity of equipment, type of equipment (by general classification CPU, server, CRT monitor) date of receipt, gross and net weight of equipment received and processed. All materials are weighed when accepted by an Apple authorized recycler. The gross and net weights are included in the reports delivered to the district after the materials have completed the recycling process. Materials will be removed and transported in trailers secured with serialized lock bolts. Apple will identify each load with a specific Shipping Authorization to assure materials are not co-mingled. This assures proper reporting and chain of custody.</p> <p>TRADE-IN PROGRAM If requested, Apple may act as a point of contact between a Participating State and a 3rd party who offers a recycling program which provides value for Apple and non-Apple-branded products. Time bound quotes are prepared for each recycling opportunity based on the evaluation of the equipment. The initial valuation is self-provided by the customer. In turn, the 3rd party provides a quote that is then returned to the customer for acceptance. Packing materials and shipping are included in the quote. All equipment is subject to audit by the 3rd party upon receipt and a final value is provided.</p> <p><u>b. Environmental Solutions</u></p> <p>MATERIALS Apple declarations on the reduction / elimination of hazardous materials, as per the European Restriction of Hazardous Substances (RoHS) Standard (EN 50581:2012) are available at http://www.apple.com/euro/compliance/. Further details on Apple's progress in reducing / eliminating hazardous materials from products can be found in the Apple Product Environmental Reports – available at http://www.apple.com/environment/reports/</p> <p>PRODUCT Apple Details on packaging materials and other product</p>
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		<p>environmental attributes can be found in the Apple Product Environmental Reports – available at http://www.apple.com/environment/reports/.</p> <p>Details on replacement parts and repair options can be found at the AppleCare website at http://www.apple.com/support/products/</p> <p>c. Environmental Certifications All product certifications are listed on product environmental reports, published at http://www.apple.com/environment/reports/.</p> <p>Identification of such information is available on the Apple web site on the “Tech Specs” page for each individual product.</p>
2	EPEAT REGISTRATION. Responder agrees that applicable products offered that have EPEAT Standards provided under the Master Agreements resulting from this RFP are to have achieved a minimum EPEAT Bronze registration.	M <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO This section is not applicable to storage products. All Apple products within the scope of EPEAT qualify for their Gold certification level, which is the highest level. TOXIC SUBSTANCE REMOVAL Designing greener products means considering the environmental impact of the materials used to make them. From the glass, plastic, and metal in our products to the paper and ink in our packaging, our goal is to continue leading the industry in reducing or eliminating environmentally harmful substances. For decades, the electronics industry commonly used toxic substances such as arsenic, brominated flame retardants (BFRs), mercury, phthalates, and polyvinyl chloride (PVC). Although most parts of the world still allow the use of these substances, Apple has sought better alternatives. Take AC power cords. For several years, Apple worked closely with material suppliers to develop PVC-free and phthalate-free custom compounds that met high standards for durability, safety, and environmental impact. We then worked with regulators around the world to validate and certify PVC-free power cords, even in regions where standards did not exist. In the majority of our markets, we now offer PVC-free cables, and we will continue to bring these cables to other regions as we receive certifications. Apple has also eliminated BFRs from thousands of components, putting us years ahead of others in our industry. And we use mercury-free LED backlights and arsenic-free glass in every display we make. To ensure that our suppliers meet our high standards, we take apart our products in our Cupertino labs. Then we test them using many methods, including X-ray fluorescence spectroscopy and ion chromatography. Our products are also tested by independent laboratories to double-check our results.
3	TOTAL COST OF	<input checked="" type="checkbox"/> YES



	<p>OWNERSHIP. Describe how your company can provide users information to assist in evaluating the Total Cost of Ownership in utilizing products. E.g. equipment that runs more efficiently, with less supplies, etc.</p>	<p>___ NO</p> <p>iOS and OS X devices can be deployed in either a one-to-one or shared model. In the One-to-One model deployments are highly scalable thanks to iOS 7, OS X Mavericks and related services. Rather than micromanaging every device, central IT staff can focus on infrastructure and centralized configuration and management of devices while the end user is responsible for day-to-day maintenance and use. This is possible because iOS and OS X was built from the ground up to be secure and intuitive enough to be maintained by the end user. This attention to detail reduces the amount of help desk support calls, and training overhead for IT Staff. For example, the design and architecture of iOS and OS X devices helps to protect against the promulgation of viruses, trojan programs, or denial of service attacks; reducing the amount of time spent by staff rebuilding and restoring devices.</p> <p>Rather than continuing the traditional desktop deployment model where the end user cannot be trusted to maintain their computer and IT must support all aspects of the device, Apple provides tools and services that essentially allow institutions to "configure and forget". This includes the ability to preconfigure the device setup process (what screens the user sees when they first power on a new device), require that the device enrolled in the institution's central mobile device management (MDM) system, and requiring enhanced restrictions appropriate for student devices. The end result is a highly scalable process where the devices can simply be handed out to end users for initial set up and IT may not even have to touch a single device. Thus, reducing the amount of time and materials and the Total Cost of Ownership.</p> <p>For shared use deployments Apple provides tools like Apple Configurator for iOS to allow centralized app management and enhanced device restrictions appropriate for shared use devices. Additionally, the same concepts can be applied to OS X for centrally managed applications and user and group restrictions utilizing the same systems and some common management infrastructure.</p> <p>iOS and OS X devices meet or exceed Energy Star compliance, reducing the cost of ownership of the device through the entire life-cycle of the product, including recycling costs. Further, Apple devices retain greater value when utilizing trade in programs or leasing.</p> <p>Finally, in recent announcements, Apple is made the iWork suite of productivity applications free on new OS X and iOS devices. Additionally, the Mavericks update is free to all users lowering the total cost even further.</p>
4	<p>ENERGY STAR COMPLIANT PRODUCTS. Describe manufacturer commitment to Energy Star Program.</p>	<p><u>X</u> YES ___ NO</p> <p>All EPEAT-eligible products that Apple sells are EPEAT Gold-rated, EPEAT's highest rating. All Energy Star-eligible products that Apple sells are Energy Star compliant. Verification of</p>



		<p>EPEAT ratings and Energy Star compliance can be found at http://ww2.epeat.net/searchoptions.aspx and http://www.energystar.gov/index.cfm?fuseaction=find_a_product.ShowProductGroup&pgw_code=CO , respectively.</p> <p>The Apple Product Environmental Reports – available at http://www.apple.com/environment/reports/ – provide additional environmental information on all of our products.</p>
5	<p>ENVIRONMENTAL IMPROVEMENT PROGRAM. Describe Product environmental improvement program for products that have not yet received the applicable standards or certification. In addition, describe environmental efforts in each of the following areas: reduction/minimization/avoidance of the use of toxic and hazardous constituents (cadmium, chromium, mercury, and/or lead); compliance with international directives such as the European Union’s WEEE Directive on reduction of chlorinated plastics (PVC) and brominated flame retardants.</p>	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>All Apple products meet applicable environmental standards. In addition, Apple has undertaken a number of voluntary initiatives, including removing polyvinyl chloride (PVC) and brominated flame retardants (BFRs) from our products and running our data centers on 100% renewable energy. Additional information on such efforts can be found at http://www.apple.com/environment/.</p>



C. Response Requirements: Qualifications

Confirm the responder meets, understands and will comply with the requirement by checking YES. Mandatory Requirements are indicated with "M" need to be checked yes. Describe FULLY and provide detail how the proposal satisfies each item.

C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
1	<p>COMPANY HISTORY. Responders must provide a brief history and description of their company detailing how they will support this Master Agreement:</p> <p>Facilities. Responders must indicate number and location of manufacturing plants, distribution outlets, and support centers, as appropriate. Provide information on facility production volume in Calendar Year 2012. Please indicate which facilities have been ISO 14001 certified.</p> <p>Personnel. Responders must include a map or other documentation that indicates by state the number and type of sales, support personnel, or other resources that are employed to service purchase orders and/or equipment for non-federal governmental customers.</p> <p>Organization. Responders must include an organization chart and a thorough narrative describing how the Master Agreement will be supported from senior management down to field technicians including the use of any wholly owned subsidiaries or subcontractors.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Company Background Apple designs, manufactures, and markets mobile communication and media devices, personal computers, and portable digital music players, and sells a variety of related software, services, peripherals, networking solutions, and third-party digital content and applications. Apple's products and services include iPhone, iPad, Mac, iPod, Apple TV, a portfolio of consumer and professional software applications, the iOS and OS X operating systems, iCloud, and a variety of accessory, service and support offerings. Apple also sells and delivers digital content and applications through the iTunes Store, App Store, iBooks Store, and Mac App Store. The Company sells its products worldwide through its retail stores, online store, and direct sales force, as well as thorough third-party cellular network carriers, wholesalers, retailers, and value-added resellers. In addition, the Company sells a variety of third-party iPhone, iPad, Mac and iPod compatible products, including application software, and various accessories, through its online and retail stores.</p> <p>Facilities While substantially all of the Company's hardware products are currently manufactured by outsourcing partners that are located primarily in Asia, the Company also performs final assembly of certain products at its manufacturing facility in Ireland. The supply and manufacture of a number of components is performed by sole-sourced outsourcing partners in the U.S., Asia and Europe. The Company distributes its products through cellular network carriers, wholesalers, national and regional retailers, and value-added</p>



C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
			<p>resellers, many of whom distribute products from competing manufacturers. The Company also sells its products and third-party products in most of its major markets directly to education, enterprise and government customers, and consumers and small and mid-sized businesses through its online and retail stores.</p> <p>The Company's headquarters are located in Cupertino, California. As of September 28, 2013, the Company owned or leased approximately 19.1 million square feet of building space, primarily in the U.S., and to a lesser extent, in Europe, Japan, Canada, and the Asia-Pacific regions. Of that amount approximately 12.0 million square feet was leased building space, which includes approximately 4.6 million square feet related to retail store space. Of the Company's owned building space, approximately 2.6 million square feet that is located in Cupertino, California will be demolished to build a second corporate campus. Additionally, the Company owns a total of 1,428 acres of land in various locations.</p> <p>As of September 28, 2013, the Company owned a manufacturing facility in Cork, Ireland that also housed a customer support call center and facilities in Elk Grove, California that included warehousing and distribution operations and a customer support call center. The Company also owned land in Austin, Texas where it is building office space and a customer support call center. In addition, the Company owned facilities for research and development and corporate functions in Cupertino, California, including land for the future development of the Company's second corporate campus. The Company also owned data centers in Newark, California; Maiden, North Carolina; Prineville, Oregon; and Reno, Nevada. Outside the U.S., the Company owned additional facilities for various purposes.</p> <p>ISO 14001 is a voluntary international standard that establishes the requirements for an organization's</p>



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			<p>environmental management system (EMS). The ISO 14001 standard helps a company manage the environmental impact of its operations in a systematic way that is integrated with overall business management processes. Apple first achieved ISO 14001 certification for a manufacturing site in 1996.</p> <p>Fiscal 2012 Highlights Overall net sales during 2012 increased \$48.3 billion or 45% compared to 2011.</p> <p>Personnel As of September 28, 2013, the Company had approximately 80,300 full-time equivalent employees and an additional 4,100 full-time equivalent temporary employees and contractors. Approximately 42,800 of the total full-time equivalent employees worked in the Company's Retail segment. Apple has included a CONFIDENTIAL personnel list by state in the Appendices section of our response.</p> <p>Organization Apple has included an organizational chart in the Appendices section of our response.</p>
2	<p>CONTRACT VENDOR RESPONSIBILITY. Contract Vendors shall be responsible for successful performance of the Master Agreement and also for the successful performance of any and all of their partners.</p> <p>The Contract Vendor is to be the sole point of contact as applicable by Master Agreement with regard to contractual matters, payment of any and all charges resulting from the purchase of the equipment for the term of the Master Agreement unless otherwise specified by a Participating State in a Participating Addendum and/or the Master Agreement.</p> <p>The Contract Vendor must be able to receive, process, and invoice orders unless the Participating State has agreed to assign these functions to a partner. The Contract Vendors will be responsible for compliance with requirements under the Master Agreement,</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple shall be responsible for its successful performance of its responsibilities under the Master Agreement that will be negotiated upon bid award.</p> <p>Apple will be the sole point of contact as applicable by Master Agreement with regard to contractual matters, payment of any and all charges resulting from the purchase of the equipment and maintenance of the equipment for the term of the Master Agreement unless otherwise specified by a Participating State in a Participating Addendum and/or the Master Agreement.</p> <p>Apple shall be able to receive, process, and invoice orders. Apple will also be responsible for compliance with</p>



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	even if requirements are delegated to partners. The Contract Vendors and partners must not in any way represent themselves in the name of the Lead State, WSCA-NASPO or Participating States.		applicable requirements under the Master Agreement. Apple shall not in any way represent itself in the name of the Lead State, WSCA-NASPO or Participating States.
3	<p>PARTNER UTILIZATION. If utilizing partners, the Contract Vendor is responsible for the partners providing products and services, as well as warranty service and maintenance for equipment the partner provides.</p> <p>Each state represented by WSCA-NASPO that chooses to participate in this Master Agreement independently has the option of utilizing partners. Only partners approved by the Participating State may be deployed. The participating State will define the process to add and remove partners in their participating addendum.</p> <p>If partners are proposed, describe:</p> <ul style="list-style-type: none"> • process to qualify partners and sales personnel to represent the product. • business relationship between partners and the manufacturer and services to be performed; for example, if partners will only be used for assistance in locating products/services; or if partners will be used to accept orders and payments (with the agreement of the Participating State). • how partners are certified • how partners are contractually bound to the Master Agreement terms and conditions; and • how partner sales will be accurately tracked and reported. • Remedy plan if the partner or sales personnel are not in compliance. 		<p><input type="checkbox"/> YES <input checked="" type="checkbox"/> NO</p> <p>Apple does not utilize partners (or Authorized U.S. Resellers) for its education customer base, as education customers must purchase Apple Products and Services direct.</p>
4	<p>EQUIPMENT AND SERVICES OVERVIEW. Describe ability to provide computer equipment and the services related to supporting the equipment. Include an overview of how the equipment is delivered and serviced. Thoroughly describe offerings and the ability to provide these services (not all services may be applicable to each band):</p> <ul style="list-style-type: none"> • Warranty - Break Fix – Non-Warranty 	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple offers a full suite of services in support of the deployment, installation and configuration of Apple products:</p> <p><u>Project Management</u> Apple has a team of experienced Project</p>



C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
	<ul style="list-style-type: none"> • Standard non customized Training • Installation/de-installation • Support • Migration • Asset Tagging • Staging/Deployment • Image loading • Image Consulting • System and Server Configuration • Rack and Stack Configuration • Maintenance • Custom service solutions • Asset Management • Recycling/disposal • Training and Certification • Other services available as allowed in the solicitation 		<p>Managers that can help plan and execute large deployments of Apple products.</p> <p><u>Consulting</u></p> <ul style="list-style-type: none"> • OS X Server installation and configuration • Coaching & mentoring of technical staff on Apple OS • Image consulting • Post Deployment consulting <p><u>Imaging Services</u></p> <ul style="list-style-type: none"> • Custom system configuration of Macs and iPads • Image creation and deployment • Installation of customer provided images (Mac only) • System recovery options (Mac only) • Factory and local imaging options available <p><u>Asset Tagging Services</u></p> <ul style="list-style-type: none"> • Apple-provided asset tags • Customer provided asset tags • Factory and local asset tagging options available <p><u>Deployment</u></p> <p>Apple offers the following services to ensure a smooth deployment of systems:</p> <ul style="list-style-type: none"> • Onsite delivery • Onsite setup and configuration • Assistance with 1:1 rollouts • Detailed asset management reporting, including serial #, asset tag #, ethernet and wireless IDs, etc. <p><u>Professional Services</u></p> <p>Apple Professional Services (APS) offers a full suite of services in support of the deployment, installation and configuration of Apple products. Apple has a team of experienced Project Managers that can help plan and execute large deployments of Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and</p>



C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
			<p>on-going support of Apple products so that our customers are fully prepared to be successful.</p> <p><u>Professional Development</u> Apple provides Professional Development offers hands-on workshops tailored for your institution's specific needs. These workshops are designed to help you use your Apple products to enhance teaching and learning.</p> <p><u>AppleCare</u> Apple responds to this provision with the terms of its One year Limited Warranty, AppleCare+ for iPad, and AppleCare Protection Plan for Mac</p> <p>http://www.apple.com/legal/warranty/ http://www.apple.com/support/products/mac.html http://www.apple.com/support/products/ipad.htm</p> <p>RECYCLING</p> <p><u>Scope of Service</u> Apple will provide a free recycling program. The program will be designed to meet the needs of the participating institutions and will not be limited to Apple-branded products. Pick-ups and logistics will be coordinated with appropriate local personnel and performed during convenient business hours. All products removed will be transported to a recycler that has passed annual Apple Environmental Health and Safety audits. Apple-contracted recyclers meet or exceed local, state and federal regulations related to recycling electronics. All materials included in the program will be shredded into confetti-sized piece of plastics, metals and glass.</p> <p>Packaging materials are also eligible for this service.</p> <p>The program includes transportation, recycling and reporting. Apple contracts with three national recyclers in various locations, which minimizes the carbon footprint associated with program logistics and costs.</p>



C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
			<p>Apple prefers for the district to palletize and prepare the materials prior to removal. We will happily provide instructions, pictures and information regarding how and where to obtain pallets and commercial quality stretch-wrap. If required, Apple can arrange for delivery of pallets, Gaylord boxes and stretch-wrap to assist with material preparation.</p> <p>Apple will work with the appropriate agencies to assure compliance with state regulations regarding recycling of electronic equipment.</p> <p><u>Logistics</u> Logistics are managed by Apple utilizing a third-party to maximize efficiencies. Logistics personnel will check-in and out with the appropriate on-site personnel at each location.</p> <p>Apple works with the proper party at the institution to arrange convenient pickup of the equipment.</p> <p>In order to minimize costs, large loads and limited locations are preferred. Apple has the capacity to provide trailers ranging in size from 26' to 53' accommodating up to 20,000lbs.</p> <p>If needed, Apple can arrange for trailers with a lift gate to facilitate loading of palletized materials.</p> <p><u>Destruction Methodology</u> Apple contracts exclusively with vendors that pass our extensive auditing and vetting process to assure we surpass all local, state and federal requirements. An initial audit including a multi-page questionnaire and multi-day on-site audit is conducted. Annual audits including downstream vendors assure compliance with standards set by federal agencies and other state or local governments.</p> <p>Electronics received are manually and mechanically disassembled and shredded into commodity-sized fractions materials of metals, plastics and</p>



C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
			<p>glass. This includes hard drives and any other storage devices whether or not integral to the equipment. The pieces are sorted into commodities grade materials. No resale. No re-use. No parts harvesting.</p> <p>After processing, the pieces are sorted into fractions materials comprised of metals, plastics and glass and used as stock for the production of new products.</p> <p>All recycling activities take place in North America.</p> <p><u>Reporting</u> Certificates of destruction or recycling are provided for each load of equipment processed.</p> <p>Customized reports can be produced and provided. These reports may include, but are not limited to, date of equipment pick-up, quantity of equipment, type of equipment (by general classification CPU, server, CRT monitor) date of receipt, gross and net weight of equipment received and processed.</p> <p>All materials are weighed when accepted by an Apple authorized recycler. The gross and net weights are included in the reports delivered to the district after the materials have completed the recycling process.</p> <p>Materials will be removed and transported in trailers secured with serialized lock bolts. Apple will identify each load with a specific Shipping Authorization to assure materials are not co-mingled. This assures proper reporting and chain of custody.</p> <p><u>Trade-In Program</u> If requested, Apple may act as a point of contact between a Participating State and a 3rd party who offers a recycling program which provides value for Apple and non-Apple-branded products. Time bound quotes are prepared for each recycling opportunity based on the</p>



C	RESPONSE REQUIREMENTS: ENVIRONMENTAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
			evaluation of the equipment. The initial valuation is self-provided by the customer. In turn, the 3 rd party provides a quote that is then returned to the customer for acceptance. Packing materials and shipping are included in the quote. All equipment is subject to audit by the 3 rd party upon receipt and a final value is provided.
5	REFERENCES Submit five (5) examples of current or previous states or other larger governmental entities and/or large educational institutions that have or are currently receiving similar products and services to those proposed by the Responder for this solicitation. List any contracts where the responder has been awarded a statewide price agreement for computer equipment by a central purchasing authority. These must be for Contracts that have been in place during the past three years. The information required in response to this specification should include the name and telephone number of the Contract Administrator, the dollar value of the Contract, plus the effective dates of the contract(s). The State reserves the right to contact these entities.	M	<u>X</u> YES ___ NO Apple's references are listed on the following two pages. Apple respectfully refers to the current WSCA Participating Addenda listed on WSCA's website as a sample of statewide price agreements awarded to Apple by a central purchasing authority.
6	CUSTOMER SATISFACTION. Describe success in customer satisfaction. This could include current customer satisfaction statistics or survey results concerning the quality of the Products and services offered.		<u>X</u> YES ___ NO Apple's technical support has been ranked best in the industry by Consumer Reports for the last fourteen years running.



Reference #1 – City of Chicago Public Schools

Contact Name	Leslie Norgren
Title	Director of Procurement
Address	125 S. Clark Street, Chicago, IL 60603
Telephone	773-553-3298
Engagement Date	5/12/04 through 10/31/12 and 11/15/12 through 10/31/15
Description of Solution	Chicago Public Schools has a decentralized purchasing model. All 680 schools have their own decision-making ability and their budget resides in a centrally managed Oracle system. Apple has worked with CPS to develop custom Mac and iPad solutions that schools can choose from for their needs. Apple integrates with the CPS procurement system for electronic ordering. Orders are sent to a centralized distribution center where products are received and prepared for installation at the school sites. Apple and CPS have worked under this purchasing model for more than five years and recently renewed the arrangement for an additional seven years.

Reference #2 – Natick Public Schools

Contact Name	Peter Sanchioni, Ph.D.
Title	Superintendent
Address	13 East Central Street. Natick, MA 01760
Telephone	508-647-6500
Email	pesanchioni@natickps.org
Engagement Date	2/13/02 through 6/30/29
Description of Solution	<p>A 6,000-student district outside of Boston with one preschool, five K - 4 elementary schools, two grade 5 - 8 middle schools, and one technologically advanced high school</p> <ul style="list-style-type: none">• Rely on technology and a blended learning environment to create an adaptive and personalized student experience• One of ten school districts recognized for its investment in technology by Project RED, a national research and advocacy group investigating technology's impact on education• Aim to leverage technology and digital resources to deepen and accelerate student learning at all levels• MacBook for teachers and MacBook carts for students grade K - 12, one-to-one MacBook for all students grade 8 - 12• Students go beyond rote mastery of course materials using applications like iMovie, Keynote, and Garageband to create and share content• Began with a pilot of 800 students in grade 8 and rolled it out to 1,400 high school students• Professional development programs train teachers on new internet tools and resources like Google Apps, online assessments, iTunes U, online text books, and Discovery Education online streaming



Reference #3 - Maine Department of Education

Contact Name	Jeff Mao
Title	Learning Technology Policy Director
Address	23 State House Station. Augusta, ME 04333-0023
Telephone	207-624-6634
Email	jeff.mao@maine.gov
Engagement Date	Ongoing since 2002
Description of Solution	For over a decade the Maine Department of Education has implemented a 1:1 Learning and Technology Initiative with Apple as the sole provider. Most recently, Apple's proposed Primary and Alternate Solution were the highest scored by the Multi-State Bid sourcing team and the most widely selected by the schools in Maine. The Apple Primary Solution puts a 13" MacBook Air and 32GB iPad Mini into the hands of teachers and a 32GB iPad Retina in the hands of students. The Apple Alternate Solution puts a 13" MacBook Air in the hands of teachers and a 11" MacBook Air in the hands of all students. Professional services including Project Management, Technical Consulting Services, Asset Management, Custom AppleCare Agreement, Apple Professional Development, Mobile Device Management and Apple software licensing are all part of this comprehensive solution.

Reference #4 - REMC

Contact Name	Erik Drake
Title	Bid Project Coordinator
Address	611 Hagadorn Road, Mason, MI 48854
Telephone	517-244-1479
Email	erikdrake@remc.org
Engagement Date	Ongoing since 2005
Description of Solution	The REMC Statewide SAVE Project is provided as a service of the REMC Association of Michigan for all Michigan schools. The Project provides large volume contracts for a variety of educational resources. By using REMC SAVE contracts, Michigan schools have saved more than \$500 million since 1990. Each tax dollar saved through this cooperative effort represents another dollar that is available for additional instructional needs.

**Reference #5 – Los Angeles Unified School District**

Contact Name	Mr. Hon Chan
Title	Procurement Services Manager
Address	8525 Rex Road, Pico Rivera, CA 90660
Telephone	(562) 645-9409
Email	hon.chan@lausd.net
Engagement Date	Ongoing for 28 years. Most recent agreement summer 2013 to present
Description of Solution	Apple has been an active vendor-partner with the Los Angeles Unified School District for over 28 Consecutive years, and has directly participated in numerous, large-scale technology deployments throughout this geographically expansive and demographically diverse urban enterprise. In addition to large scale deployments of school-based technologies, Apple has also successfully deployed major teacher laptop initiatives (LAUSD Reading First program – 7000 K-2 Teachers), instructional intervention deployments (Apple-Vantage implementation, 100 Secondary sites – 93,000 students), and multiple New School construction & start up projects, as well as Charter School deployments. The district sent representatives to the Apple ‘World Wide Developer Conference’ for the past two years, resulting in innovative approaches to communication and multiple forward-facing technology deployments projects.



D. Response Requirements: Customer Support and Master Agreement Management

Confirm the responder meets, understands and will comply with the requirement by checking YES. Mandatory Requirements are indicated with "M" need to be checked yes. Describe FULLY and provide detail how the proposal satisfies each item.

D	RESPONSE REQUIREMENTS: CUSTOMER SUPPORT AND MASTER AGREEMENT MANAGEMENT	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY						
1	ORDERING AND PAYMENT PROCESS. The ordering and payment process for Products or Services is to be defined in the Participating Addendum. This process may be unique to each State.		<div><div><div>X</div> YES</div><div><div>___</div> NO</div></div> <div>Apple acknowledges.</div>						
2	SALES SUPPORT TRAINING. Detail how the responder will train sales staff and partners to ensure they are well versed in the terms and conditions of the WSCA-NASPO Master Agreement. Detail a remedy plan for sales staff and partners who do not comply with Master Agreement terms and conditions.	M	<div><div><div>X</div> YES</div><div><div>___</div> NO</div></div> <div>The current WSCA Master Agreement has been in place for over five years so Apple’s Education Sales staff is well versed in the terms and conditions of the existing agreement. As new agreements are executed, Apple Education Sales staff is provided pertinent terms and conditions information so they can provide service to their Education customers.</div>						
3	CONTRACTING PERSONNEL. Responder must provide contracting personnel to assist states with the completing and processing Participating Addenda. Experience has shown that an adequate number of trained contracting personnel are key to the success of a Master Agreement. Detail how many personnel will be dedicated to provide support to States in securing Participating Addendums with contracting personnel who understand the cooperative purchasing concepts and challenges of signing participating addendums with States who have a variety of additional terms and conditions. Detail how the Contract personnel are chosen and provided training.	M	<div><div><div>X</div> YES</div><div><div>___</div> NO</div></div> <div>The Education Contracts team will work with States to complete and process Participating Addenda. The contract negotiators have experience with and knowledge of the cooperative purchasing concepts and challenges in working with States to secure Participating Addenda. On average, the team has six years experience working with these customers.</div>						
4	PRIMARY ACCOUNT REPRESENTATIVE. Respondents must provide a Primary Account Representative to work with the WSCA-NASPO Master Agreement Administrator on all aspects of the Master Agreement. This account representative is responsible for the performance of the Master Agreement and must provide timely response to all requests from WSCA-NASPO Master Agreement Administrator and Participating State. Detail how the account representative is chosen and	M	<div><div><div>X</div> YES</div><div><div>___</div> NO</div></div> <table><tr><td>Name:</td><td>Ralph Wright</td></tr><tr><td>Telephone:</td><td>512-674-7739</td></tr><tr><td>Email Address:</td><td>ralph.wright@apple.com</td></tr></table>	Name:	Ralph Wright	Telephone:	512-674-7739	Email Address:	ralph.wright@apple.com
Name:	Ralph Wright								
Telephone:	512-674-7739								
Email Address:	ralph.wright@apple.com								



	<p>provided training.</p> <table border="1" data-bbox="277 302 764 447"><tr><td data-bbox="277 302 529 348">Name:</td><td data-bbox="529 302 764 348"></td></tr><tr><td data-bbox="277 348 529 394">Telephone #:</td><td data-bbox="529 348 764 394"></td></tr><tr><td data-bbox="277 394 529 447">Email Address:</td><td data-bbox="529 394 764 447"></td></tr></table>	Name:		Telephone #:		Email Address:			
Name:									
Telephone #:									
Email Address:									
5	<p>COMPLAINT RESOLUTION. Describe Responders must thoroughly describe their procedures for addressing and resolving customer problems and complaints regarding service, equipment, or billing. Include timelines and escalation process.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Customer Service, Tech Support, and Billing Issues For customer service, technical support, or billing inquiries, customers may contact an Apple representative at 1-800-800-2775. Hours of operation are Monday through Friday, 7:30am to 6pm CST.</p> <p>Defective Items Apple Branded Products: If you discover what you believe is a product defect for any Apple branded product please contact Apple Technical Support at 1-800-800-2775. Such a defect, if any, is covered under the terms of your product's warranty. Please refer to the warranty information and other support documentation that came with your product.</p> <p>Non-Apple Branded/Third Party Products Apple sells a variety of third party products that do not bear the Apple Brand name and are sold "as is" and supported by their manufacturers. Apple's Limited Warranty does not apply to third party products. For technical support and customer service, it is recommended that Participating Entities refer to such manufacturers' warranty (a) referenced on the WSCA Store, (b) referenced by the manufacturers on their websites, or (c) included with the third party product as packaged by the third party manufacturers.</p> <p>Products That Are Inoperable When Delivered Apple Branded Products: If you discover that your product is wholly inoperable when it is delivered to you, please call Apple Tech Support at 1-800-800-2775 within thirty days of the invoice date.</p>						



			<p>Apple Tech Support will determine if it is appropriate to offer you the following options:</p> <ul style="list-style-type: none">• Replacement: The same product that was ordered will be shipped to you at Apple's expense. A Sales Support Representative will contact you within 24 hours of your call with the replacement product delivery time, and the process to return the inoperable product.• Service: You may have the product repaired; however, once serviced the product is no longer eligible for replacement. Product must be deemed inoperable when you receive it by Apple Tech Support within thirty days of the invoice date in order for you to receive a replacement unit.<ul style="list-style-type: none">○ This policy regarding units that are inoperable when delivered only applies to Apple-branded hardware products currently offered on the Apple Education Store. As new products are offered Apple reserves the right to determine whether or not this policy applies.												
6	<p>REPORTING. Describe how Contract Vendor adheres to reporting requirements as stated in the Terms and Conditions and ensure accurate reporting to each State. The goals of reporting include:</p> <p>1) Summary Reporting to calculate Administrative Fees to WSCA-NASPO and as required by Participating Entities</p> <p>2) Detailed Product Reporting to manage contract to WSCA-NASPO and as required by Participating Entities</p> <p>Participating States may require additional reporting requirements and will address through their Participating Addendum. Responders must identify below a primary contact responsible for providing the mandatory usage reports</p> <table><tr><td>NAME:</td><td></td></tr><tr><td>TELEPHONE #:</td><td></td></tr><tr><td>EMAIL ADDRESS:</td><td></td></tr></table>	NAME:		TELEPHONE #:		EMAIL ADDRESS:		M	<p><u>X</u> YES ___ NO</p> <p>Apple agrees and commits to these requirements in accordance with the following assumptions:</p> <p>1. Reporting format and required data will remain identical to current contract requirements; and</p> <p>2. Any subsequent changes to reporting format or required data will be in writing and mutually agreeable to both parties.</p> <table><tr><td>NAME:</td><td>Shelley Stone-Corona</td></tr><tr><td>TELEPHONE:</td><td>512-674-6254</td></tr><tr><td>EMAIL:</td><td>contract_reporting@apple.com</td></tr></table>	NAME:	Shelley Stone-Corona	TELEPHONE:	512-674-6254	EMAIL:	contract_reporting@apple.com
NAME:															
TELEPHONE #:															
EMAIL ADDRESS:															
NAME:	Shelley Stone-Corona														
TELEPHONE:	512-674-6254														
EMAIL:	contract_reporting@apple.com														
7	<p>COMMERCIAL OFF THE SHELF AND OPERATING SYSTEM SOFTWARE. Upon</p>	M	<p><u>X</u> YES ___ NO</p>												



	request the Software License Agreement is to be presented to the ordering agency at the time of quote. Provide updated releases of licenses originally purchased through the entire contract term if applicable. Provide details regarding operating system and maintenance updates on products sold and detail process to communicate updates to users.		<p>Customer should reference software license agreements for Apple branded apps on the Mac App Store to always have the latest version. This is the only place we publish the license terms.</p> <p>Maintenance is no longer available for Mac OS X, the iLife apps or the iWork apps. To review the latest terms for AELP and AMP agreements, a request must be submitted to contracts@apple.com.</p> <p>When a major update is released for a covered software title, content codes to download the software from the Mac App Store will be emailed to the contact email address on the license agreement.</p>
8	<p>WEBSITE. Contract Vendors shall develop and maintain a URL to a web site specific to the awarded Master Agreement that may provide:</p> <ul style="list-style-type: none"> • Copy of Solicitation & Response • Signed Master Agreement • Signed Participating Addendums • Designated Baseline price list (MSRP, List, Education) • Product and Service Schedule (PSS) • Product specifications, pricing, and configuration aids for the major product categories proposed that can be used to obtain an on-line quote, • Online ordering capability with the ability to remember multiple ship to locations if applicable to product • Service options, service agreements • Contact information for order placement, service concerns (warranty and maintenance), problem reporting, and billing concerns • Sales representatives for participating entities • Purchase order tracking • Links to environmental certification, including but not limited to take-back/recycling programs, EPEAT, Energy Star, etc. • Information on accessibility and accessible products <p>Responder to provide listing of item that would require a secure sign-in option e.g. reprinting of invoices, or purchase order</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>For over five years, Apple has maintained a URL to a web site specific to the awarded WSCA Master Agreement. Apple confirms that there are no items that require a separate sign-in to view. VPAT forms have been completed and are being submitted elsewhere in Apple's bid response. Apple respectfully states that changes are made to the WSCA stores at any time and without advance notice, and that commercially reasonable efforts will be made to offer the WSCA website twenty-four hours a day, seven days per week. Apple acknowledges the website requirements and shall comply to the website requirements negotiated by the parties. Each quarter, Apple shall provide an ARF reflecting product class additions that have occurred during the prior period.</p>



	<p>tracking. Responder to provide completed VPAT forms found in the FORMS section of the RFP.</p> <p>The Master Agreement website shall offer twenty-four (24) hours per day, seven (7) days per week availability, except for regularly scheduled maintenance times. The website must be separate from the Contract Vendor's commercially available (i.e., public) on-line catalog and ordering systems. No other items or pricing may be shown on the website without written approval from the Lead State</p> <p>Within 30 calendar days of Master Agreement award, the Contract Vendor must provide a sample URL of the Master Agreement webpage to the Lead State for review and approval. The Lead State will review and determine acceptability of the website format and data. If the information is determined to be unacceptable or incorrect, the Contract Vendor will have 15 calendar days to provide revisions to the Lead State. Once the website is approved, the</p> <p>Contract Vendor may not make changes to the website without notifying the Lead State and receiving written approval of the changes.</p> <p>Describe commitment to maintaining a website in adherence to the above requirements.</p>		
9	<p>EMARKETCENTER. The Contractor agrees to cooperate with WSCA-NASPO and SciQuest (and any authorized agent or successor entity to SciQuest) with uploading a hosted catalog or integrating a punchout site. Review the eMarket Center requirements provided on next page and confirm adherence.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple agrees to cooperate with WSCA-NASPO and SciQuest (and any authorized agent or successor entity to SciQuest) with uploading a hosted catalog or integrating a punchout site.</p> <p>Apple has addressed the eMarket Center requirements in that section of our response.</p>
10	<p>IMPLEMENTATION PLAN AND MARKETING METHODOLOGY. Describe a thorough implementation rollout plan for the first year as part of the proposal. At a minimum, the response should include a description of the methodology (mailings, meetings, seminars, press releases, personal contacts) proposed, estimated dates and location of activities,</p>		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple has provided this information on the following page of our response.</p>



including tasks to be performed and the timeframe for the completion of each task. Include sample rollout and follow-up marketing materials with their proposals. Responders are reminded that once a statewide participating addendum is in place, nearly every governmental entity, public school and university within the state may use the Contract Vendor's Master Agreement.		
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WSCA Rollout Plan

Activity	Timeframe	Delivery Mechanisms	Value of activity	Responsibilities
Apple will dedicate a custom web site to promote the Manufacturers of Personal Computer Equipment and Related Devices purchasing contract.				
Custom Web Site MN Dept. of Administration/ MMD can ensure that purchases made by customers are compatible with customer needs and meets the requirements of the contract.	Apple currently provides a custom web site and will continue to maintain the site.	Custom Web Site featuring the Western States Contracting Alliance (WSCA) Master Contracts for personal computers, servers and peripherals available to MN state agencies and political subdivisions.	Provides a familiar purchasing experience for existing Apple Store purchases while specifically serving the requirements of the Personal Computer Equipment and Related Devices agreement.	Apple will build Web site custom store providing: <ul style="list-style-type: none"> • Products and Services • Price Lists • Configurations and systems • Acquisition Information • Contact information
Apple additionally extends the following opportunities to the MN Dept. of Administration/MMD to promote the Manufacturers of Personal Computer Equipment and Related Devices purchasing contract.				
Conferences in Minnesota Provide a platform to promote Admin/ MMD's successful program.	Throughout the Year	Partial list of Conferences with Apple Participation in MN Annual December TIES Technology Conference TIES Technology Workshops Annual December MN IT Symposium	A platform to extend and promote contract services with Apple customer base.	Apple can provide information regarding WSCA during event presentations. Apple can also provide presentation opportunities to MN Dept. of Administration/ MMD.
Apple sponsored Conferences in Minnesota Participation in Apple's conferences such as our Technology Leadership Institutes.	Throughout the Year	Partial list of Conferences with Apple Participation in MN Apple Technology Leadership Institutes - held 2 times a year in MN Apple Webinars showcasing technology and innovation - ongoing	A platform to extend and promote contract services with Apple customer base.	Apple will provide presentation slots at events. MN Dept. of Administration/ MMD to work with Apple on content and provide personnel to speak about the program.
Apple Sales Team Continual promotion of purchasing vehicle by MN Account executives and Inside Account executive team	On-Going	Apple Account Executives Apple Regional Managers Apple Inside Sales Apple Strategic Account Mgmt Apple Development Executives Apple Resellers Apple Custom Web Site	The contract benefits Apple customers in a meaningful way. The Sales team will discuss the purchasing contract and the custom web site with their customers on an on-going basis	Apple will provide sales messaging to customers.



11	ECOMMERCE. Thoroughly describe the ability or commitment to accept and process purchase orders electronically, as well as online payment via a purchase card. The ability to provide electronic funds transfer and/or a seamless electronic interface to governmental accounting systems should be thoroughly described.	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Apple cannot process purchase orders via cXML or via Pcard through the SciQuest eMarketCenter solution, but can receive faxed or emailed purchase orders generated from the eProcurement system (SciQuest).
12	EMPLOYEE PURCHASE PROGRAM: Employee purchase programs are within the scope of this procurement. If provided for by an Entity's Participating Addendum, the Contractor may offer discounted products, within the scope of the contract, to employees of that WSCA participating entity as Individual Liabale (IL) accounts ("Employee Purchase Program"). This may include, but not limited to Bring Your Own Device (BYOD) programs. All terms and conditions, related to the Employee Purchase Program will be detailed in the entities Participating Addendum.	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Additional discounts for employees of Participating Entities are not within the scope of this proposal.



EMARKETCENTER REQUIREMENTS

WSCA-NASPO	Apple Response
<p>In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.</p>	<p>Apple acknowledges.</p>
<p>Supplier's Interface with the eMarket Center There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site. At a minimum, the Contractor agrees to the following:</p>	
<p>1. Implementation Timeline: WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.</p>	<p>Apple acknowledges and provides clarification that it shall make commercially reasonable efforts to comply with the enablement process but shall not be liable for failure to comply within WSCA-NASPO's implementation timeline.</p>
<p>2. Definition of Hosted and Punchout: WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).</p> <p><u>a. Hosted Catalog.</u> By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data quarterly to the the eMarket Center for Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.</p> <p><u>b. Punch-Out Catalog.</u> By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable</p>	<p><u>a. Hosted Catalog</u> Not Applicable. Apple plans to support a Punch-Out Catalog.</p> <p><u>b. Punch-Out Catalog</u> Apple would support a Punchout catalog. A written quarterly update would not be necessary, as Apple's online stores are updated daily with the latest product information and pricing. At this time Apple does not support detailed UNSPSC codes. Currently, Apple provides UNSPSC codes at the highest level for all products.</p>



<p>of being integrated with the eMarket Center as a Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update quarterly to the Contract Administrator stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.</p>	
<p>3. Revising Pricing and Product Offerings: Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per quarter. The following conditions apply with respect to hosted catalogs:</p> <p>a. Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).</p> <p>b. Contract Administrator-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.</p>	<p>Apple's online stores are continually updated to reflect the latest product information and pricing, not a single time per quarter.</p> <p>a. As item a. is in reference to a hosted catalog; this is not applicable to Apple's response.</p> <p>b. As item b. is in reference to a hosted catalog; this is not applicable to Apple's response.</p>
<p>4. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: www.sciquest.com or call the SciQuest Supplier Network Services team at 800-233-1121.</p>	<p>Apple acknowledges and will comply.</p>
<p>5. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:</p> <p>a. Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date</p>	<p>a. Apple acknowledges and complies</p> <p>b. Apple acknowledges and complies.</p> <p>c. Apple provides this information on the current Apple WSCA/NASPO Participating Addenda site at the URL</p>



<p>product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and</p> <p>b. The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and</p> <p>c. The Catalog must include a Lead State contract identification number; and</p> <p>d. The Catalog must include detailed product line item descriptions; and</p> <p>e. The Catalog must include pictures when possible; and</p> <p>f. The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements.*</p>	<p>listed below, but will not be able to add this to a Punch-Out Catalog. http://www.apple.com/education/shop/contracts/states/wsca.html</p> <p>d. Apple acknowledges and complies.</p> <p>e. Apple acknowledges and complies.</p> <p>f. Apple provides this information on the current Apple WSCA/NASPO Participating Addenda site at the URL listed below, but will not be able to add this to a Punch-Out Catalog. http://www.apple.com/education/shop/contracts/states/wsca.html</p>
<p>6. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML.</p> <p>a. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.</p>	<p>Apple can accept purchase orders by fax. Apple will provide an order acknowledgement email within 24 hours of order entry provided that purchase orders include all necessary information, including a valid email address.</p>
<p>7. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: http://www.unspsc.com and http://www.unspsc.com/FAQs.asp#howdoesunspscwork.</p>	<p>At this time Apple does not support detailed UNSPSC codes. Currently, Apple provides UNSPSC codes at the highest level for all products.</p>
<p>8. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.</p>	<p>Apple agrees to this section provided that WSCA-NASPO provides written notice thirty days prior to the removal of a supplier's offering from the eMarket Center.</p>



<p>9. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the WSCA-NASPO Contract Administrator and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.</p> <p>* Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.</p>	<p>The pricing on the eMarket Center shall be as negotiated by the parties. Apple has offered a WSCA store for Education customers and a WSCA store for State and Local Government customers and will continue to do so.</p>
<p>Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.</p>	<p>Apple acknowledges.</p>



SECTION 4 – COST PROPOSAL

In accordance with RFP instructions, Apple has included this information in a separate binder.



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SECTION 5 – EVALUATION PROCESS

Apple acknowledges the evaluation process described in this section of the RFP.



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SECTION 6 - ATTACHMENTS

WSCA-NASPO	Apple Response
A. Participating States Sample Terms & Conditions	Apple acknowledges.
B. Model Participating Addendum	Apple acknowledges.
C. Model Master Agreement	Apple acknowledges.
D. Action Request Form Sample	Apple acknowledges.
E. Product and Service Schedule Sample	Apple acknowledges.
F. Bulk/Volume Pricing Examples	Apple acknowledges.
G. Detail Sales Report Template	Apple acknowledges.
H. SAMPLE Price Workbooks	Apple acknowledges.



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APPENDICES



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Appendix A – Proposed Contractual Approach

Upon successful bid award, Apple requests that the parties negotiate a five-year mutually-acceptable agreement that will allow WSCA-NASPO and Apple to work together to continue building the strong foundation necessary for the success of this initiative. Through the negotiation process, the parties will introduce and contemplate all mutually-acceptable provisions, including but not limited to the Master Agreement Terms and Conditions (A-C) of this Bid, the sections referenced in the Terms, Conditions and Specifications Exception Form, the attached Professional Services Agreement, and the following provisions:

- Limitation of Liability
- Indemnification
- Limited and Extended Warranty for Apple product only
- End User Licensing Terms
- Audit
- Self-Audit

Apple acknowledges that WSCA-NASPO doesn't consider the terms of the current WSCA Master Price Agreement #B27158 to be relevant to this Bid. However, in an effort to facilitate negotiation upon bid award, Apple requests that at a minimum, such Agreement be the basis of negotiations, which shall ultimately be subject to Apple Executive approval.

Apple is not required to enter into any Participating Addendum with any State or any other territory, but may do so at its discretion.



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Appendix B – Supplier Diversity Plan



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Apple's Supplier Diversity Program

Apple's Supplier Diversity Program was established in 1988; since that time the company has continued growing and supporting the long list of suppliers who participate. Apple actively participates in the program through the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC), and the National Veteran Owned Business Association (NaVOBA), as well as Supplier Diversity Business Opportunity Trade Fairs around the country.

The businesses we categorize as diverse suppliers are Minority-Owned, Women-Owned, Veteran-Owned, and Service-Disabled Veteran-Owned Small Businesses, as well as businesses located in Historically Underutilized Business regions (HUBZone) and Small Disadvantaged Businesses (SDB).

The following spreadsheet shows our spend performance for the past two years:

Classification	FY 2013 Percent of Spend	FY 2012 Percent of Spend
Small Business Enterprise (SBE)	28.0%	30.0%
Minority Business Enterprise (MBE)	3.4%	2.6%
Women Business Enterprise (WBE)	4.0%	7.0%

Apple's 2014 Supplier Diversity Plan appears on the following pages.

Regards,

Maurice Webb
Supplier Diversity Manager
Apple Corporate Procurement
1 Infinite Loop, MS 17-1PO
Cupertino, CA 95014
Tel: (408) 974-7563
www.apple.com/supplierdiversity



FY 2014 Apple Inc. Supplier Diversity Plan

I. IDENTIFICATION DATA:

Company: Apple Inc.
Address: 1 Infinite Loop, Cupertino, CA 95014-2083

II. PROGRAM ADMINISTRATOR:

Name: Maurice Webb
Title: Supplier Diversity Manager
Address: 1 Infinite Loop, Cupertino, CA 95014-2083
Telephone: (408) 974-7563
Fax: (408) 974-1141
Email: mwebb@apple.com
Duties:

The Program Administrator shall have general overall responsibility for the Supplier Diversity subcontracting program; i.e., developing, preparing, and executing commercial products subcontracting plans and monitoring performance relative to this particular plan. These duties include, but are not limited to, the following activities:

- Developing and promoting company/division policy statements that demonstrate the company's/division's support for awarding contracts and subcontracts to small, hubzone, disadvantaged, women-owned, minority-owned, veteran-owned, and service-disabled veteran-owned business concerns.
- Developing and maintaining bidders' lists of small, hubzone, disadvantaged, women-owned, minority-owned, veteran-owned, and service-disabled veteran-owned business concerns to the maximum practicable extent.
- Monitoring the company's performance and making any adjustments necessary to achieve the targets.
- Preparing and submitting timely reports.

III. PRODUCTS AND SERVICES:

A. Business Category or Size

Potential Product/Service	Large	Small	HZSB	SDB & MBE	WOSB	VOSB	SDVOS B
Administrative Services	X	X	X	X	X	X	X
AppleCare	X	X		X	X		
Building Maintenance and Janitorial Services	X	X	X	X	X	X	X
Business Consulting & Training	X	X	X	X	X	X	X
Corporate Travel Services	X	X	X	X	X		
Electronic Components & Supplies	X	X		X	X	X	
Engineering	X	X	X	X	X	X	X
Financial Services	X						
Industrial Cleaning	X	X		X	X	X	
Industrial Production & Manufacturing	X	X	X	X	X	X	X
Legal Services	X						
Marketing Products & Services	X	X	X	X	X	X	X
Office Equipment, Accessories & Supplies	X	X	X	X	X	X	



Office Equipment, Accessories & Supplies	X	X	X	X	X	X	
Packaging and Shipping	X	X		X	X	X	
Printing	X	X		X	X	X	
Software Development & Testing	X	X		X	X		
Telecommunications	X	X		X	X	X	
Test Equipment	X	X		X	X	X	X
Web Design Services	X	X		X	X	X	X

B. Supply Development:

Apple has a robust Supplier Diversity program in place, which analyzes all subcontract spending, and maximizes opportunities for small business concerns. As part of this process, Apple provides data on US vendors with whom they've done business each fiscal year to a third party vendor who specializes in providing comprehensive small business spend visibility across direct and indirect commodities and services. The third party classifies each vendor, enabling Apple to develop statistics describing the types of small business concerns receiving subcontracting dollars across the organization.

Apple classifies its prospective vendors using the same methodology. Vendors interested in doing business with Apple fill out a vendor/supplier questionnaire on the Apple website and are entered into Apple's prospective vendor database. These vendors are classified by a third party who specializes in providing comprehensive small business spend visibility, and some are evaluated by Apple based on capabilities, past performance, and when appropriate, for production/supply capabilities. Apple is committed to expanding its pool of qualified small business concerns to the maximum extent possible using existing resources.

C. Apple identifies potential subcontractors using the following source lists and organizations:

- System for Award Management (SAM) government database
- Women Business Enterprise National Council Database (WBENC)
- National Minority Supplier Development Council Database (NMSDC)
- California DVBE Alliance Database
- Dun & Bradstreet Databases
- Inquiries submitted through Apple's website
- Apple historical purchasing data (previously used vendors)



IV. EQUITABLE OPPORTUNITY:

Apple will make every effort to ensure that Small, HUBZone, Disadvantaged, Women-Owned, Minority-Owned, Veteran-Owned, and Service-Disabled Veteran-Owned Business concerns, will have an equitable opportunity to compete for subcontracts. These efforts include, but are not limited to, the following activities:

A. Outreach efforts to obtain sources:

- Use of prospective vendor/supplier questionnaire on Apple's website
- Use of third party vendor classification and sourcing services
- Membership and participation in NMSDC and WBENC and their regional councils. Membership and participation in NAVOBA and CADVBE Alliance.
- Attendance at supplier diversity expositions and conferences.

B. Internal efforts to guide and encourage purchasing personnel:

- Development and promulgation of supporting policies and training materials
- Establishing, maintaining and using small, hubzone, disadvantaged, women-owned, minority-owned, business source lists, guides, and other data for soliciting subcontracts as appropriate
- Monitoring activities to evaluate success against targets.

C. Additional efforts:

- Apple will continue to engage the services of a third party to provide vendor classification and sourcing support for both current and prospective vendors.
- Apple will continue to analyze, classify and review the thousands of supplier questionnaires received through its website annually as part of its supplier identification process.

V. RECORDKEEPING:

Apple will maintain at least the following types of records to demonstrate procedures adopted to comply with the requirements and goals in the subcontracting plan. These records include, but are not limited to:

- Small, hubzone, disadvantaged, women-owned, minority-owned, veteran-owned, and service-disabled veteran-owned business concern source lists, guides, and other data identifying such vendors.
- Organizations contacted for small, hubzone, disadvantaged, women-owned, minority-owned, veteran-owned, and service-disabled veteran-owned business sources.

VI. DESCRIPTION OF GOOD FAITH EFFORT: Apple will take the following steps to demonstrate a good faith effort in achieving small and diverse business subcontracting targets:

- Apple will continue to review potential vendors identified through web questionnaires
- Apple will classify current and potential vendors according to their small business categories for use in sourcing/supplier lists
- Apple will review progress against this plan by tracking and analyzing subcontract spending across the corporation

VII. THIS SUPPLIER DIVERSITY PLAN WAS SUBMITTED by:

Name: Maurice Webb
Title: Supplier Diversity Manager
Date: 11/1/2013



Appendix C – Professional Services Agreement



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Apple Professional Services Agreement

This Apple Professional Services Agreement ("Agreement") is made between Apple Inc., a California corporation located at 1 Infinite Loop, Cupertino, CA 95014 ("Apple") and:

Company Name ("Customer"): _____

Address: _____

City, ST, Zip: _____

1. Definitions

A. "Agreement" means collectively this Apple Professional Services Agreement, any exhibits, addendums, amendments or additions, and any documents or materials incorporated by reference.

B. "Confidential Information" means confidential information disclosed by either party to the other, including but not limited to the terms and conditions of this Agreement, any non-public information relating to the other party's research, development, proprietary technology, product and marketing plans, finances, personnel, business opportunities, and pricing, but not including information that becomes public knowledge except to the extent made public in violation of this Agreement.

C. "Services" means the information technology consulting services that Customer acquires from Apple, as identified in a SOW.

D. "Statement of Work" or "SOW" means a uniquely numbered document detailing the Services that Customer will acquire from Apple, substantially in the format attached hereto as Exhibit A.

2. Services

A. Statement of Work

This Agreement shall serve as a master agreement for the acquisition of Services from Apple to Customer. It is agreed that when Services are to be performed, the parties shall prepare and execute a SOW. All Services to be performed by Apple shall be documented in a SOW. Each SOW shall set forth, at a minimum, a description of the Services, the duration of the Services, and the fees for the Services. By referencing the number and date of this Agreement, each SOW shall incorporate all terms contained herein. Apple shall have the right to accept or decline any proposed SOW.

B. Delivery and Acceptance

Apple shall make reasonable efforts to provide Services on a timely basis, subject to availability of qualified personnel and the difficulty and scope of the Services. However, Apple shall not be liable for its failure to do so, nor will it be in breach of this Agreement solely by reason of such failure. Apple may reassign and substitute personnel at anytime and may provide the same or similar Services to other customers. Services supplied by Apple under this Agreement are provided to assist Customer. Customer, not Apple, will be responsible for determining objectives. Services shall be deemed accepted, on date of delivery or upon conclusion of any agreed acceptance period stated in the SOW, if the Services substantially conform to their description.

3. Compensation

A. Fees and Expenses

In consideration of Services performed, Customer agrees to pay Apple the fees and expenses specified in the applicable

SOW. If no fee is specified, Customer agrees to pay Apple's then current fee rate for each hour of Service performed. Customer may specify in each SOW an authorized limit of fees and expenses for which it shall pay for Services performed, and Apple agrees not to incur additional fees and expenses beyond the limits specified without prior written approval from Customer.

B. Invoicing

Provided Customer is eligible for Apple's credit terms, fees and expenses shall be invoiced after Services are performed on a monthly basis unless otherwise specified in the SOW. Fees due for fraction of hours shall be rounded up to the nearest whole number. Any overdue amounts shall be subject to a finance charge at the rate of 1.5% per month commencing on the date such amount becomes overdue, or the highest rate permitted by applicable law, whichever is lower. Customer will pay any tax Apple becomes obligated to pay by virtue of this Agreement exclusive of taxes based on the net income of Apple. Payment of fees and expenses shall be due thirty (30) days from date of Apple's invoice.

4. Confidentiality. Neither party will use the other's Confidential Information except as required to achieve the objectives of this Agreement, or will disclose such Confidential Information except to employees, agents or contractors who have a need to know or as required by law. Neither party will make any disclosure or statement of Confidential Information in connection with this Agreement or its subject matter without the other's prior written consent or as required by law.

5. Ownership. Any ideas, concepts, inventions, know-how, data-processing techniques, software or documentation developed by Apple personnel (alone or jointly with Customer) in connection with Services provided to Customer ("Apple Information") will be the exclusive property of Apple, except to the extent that such items are a derivative of Customer's property. Apple grants Customer a non-exclusive, royalty-free, non-transferable (without right to sublicense) license to use the software or other proprietary rights in Services developed under this Agreement. Apple may provide Customer with specific, customized or unique suggestions or information as part of the Services developed by Apple, which suggestions or information do not have application to other customers of Apple ("Customer-Owned Information"). Apple will identify all Customer-Owned Information and furnish that information to Customer subject to the qualifications set forth in this Agreement, and Customer will own all of Apple's right, title and interest in the Customer-Owned Information.

6. Warranty. Except as expressly represented otherwise in this Agreement, and to the extent not prohibited by law, all Services provided by or on behalf of Apple to Customer under this Agreement are furnished on an "AS-IS" basis, without warranty of any kind, whether express, implied, statutory or otherwise especially as to quality, reliability,



timeliness, usefulness, sufficiency and accuracy. ALL IMPLIED WARRANTIES, INCLUDING WITHOUT LIMITATION ALL IMPLIED WARRANTIES OF CONDITION, MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE ARE DISCLAIMED BY APPLE. NO ORAL OR WRITTEN INFORMATION PROVIDED BY APPLE SHALL CREATE A WARRANTY UNLESS INCORPORATED INTO THIS AGREEMENT.

7. Limitation of Liability and Remedies. IN NO EVENT, WHETHER AS A RESULT OF BREACH OF CONTRACT, WARRANTY, TORT, STRICT LIABILITY, STATUTE OR OTHERWISE, SHALL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY CONSEQUENTIAL, INCIDENTAL, SPECIAL OR INDIRECT DAMAGES (INCLUDING LOST BUSINESS PROFITS, LOSS OF DATA, INTERRUPTION IN USE OR UNAVAILABILITY OF DATA) OR FOR PUNITIVE OR EXEMPLARY DAMAGES. IN THE EVENT THAT APPLE SHALL FAIL TO PROVIDE SERVICES IN ACCORDANCE WITH THIS AGREEMENT, APPLE'S ENTIRE LIABILITY AND CUSTOMER'S EXCLUSIVE REMEDY SHALL BE FOR APPLE TO USE ITS REASONABLE EFFORTS TO REPERFORM THOSE SERVICES WITHIN A REASONABLE PERIOD OF TIME; PROVIDED, THAT IN THE EVENT APPLE IS UNABLE TO CORRECT ANY DEFAULT OR BREACH OF THIS AGREEMENT BY IT, APPLE MAY ELECT TO REFUND ALL PAYMENTS ACTUALLY RECEIVED BY IT FROM CUSTOMER FOR THE SERVICES IN QUESTION, IN FULL SATISFACTION OF APPLE'S OBLIGATIONS UNDER THIS AGREEMENT. THE SAID REPERFORMANCE OR REFUND SHALL CONSTITUTE APPLE'S ENTIRE LIABILITY AND CUSTOMER'S EXCLUSIVE REMEDY FOR SUCH DEFAULT OR BREACH. IN NO EVENT SHALL THE AGGREGATE LIABILITY FOR DAMAGES OF APPLE, ITS EMPLOYEES OR AGENTS, EXCEED THE AMOUNTS CUSTOMER ACTUALLY PAID TO APPLE FOR THE SERVICES AT ISSUE UNDER THIS AGREEMENT. TO THE EXTENT NOT PROHIBITED BY LAW, THE LIMITATIONS IN THIS SECTION SHALL APPLY TO PERSONAL INJURY LIABILITY.

8. Indemnification. Apple will defend or settle any claim against Customer that a Service delivered under this Agreement (collectively referred to as "Deliverables") infringes a United States patent, utility model, industrial design, copyright, mask work or trademark, provided Customer (i) promptly notifies Apple in writing of the claim, and (ii) cooperates with Apple in and grants Apple sole authority to control the defense and any related settlement. Apple will pay the cost of such defense and settlement and any costs and damages finally awarded against Customer. If such a claim is made or appears likely to be made, Apple may procure the right for Customer to continue using the Deliverable(s), may modify the Deliverable(s), or may replace it. If a court enjoins use of the Deliverable(s) or Apple determines that none of these alternatives is reasonably available, Apple will take back the Deliverable(s) and refund its value. Apple is not liable for any claim of infringement arising from Apple's compliance with any designs, specifications or instructions of Customer, modification of the Deliverable(s) by Customer or a third party, or use of the Deliverable(s) in a way not specified by Apple. These terms state the entire liability of Apple for claims of infringement by Deliverables supplied by Apple.

9. Term and Termination

A. Term

Unless terminated earlier as provided in this Agreement, the initial term of this Agreement shall be from the date Apple signs it until March 31; and unless either party provides written notice to the contrary to the other party not less than thirty (30) days before the expiration of any renewal

term, this Agreement shall be renewed for additional one (1) year periods.

B. Termination

(i) Termination of Agreement. Either party may terminate this Agreement without cause upon thirty (30) days prior written notice. Either party may terminate this Agreement immediately in the event the other is in material breach of this Agreement. In the event notice is given terminating this Agreement, the due date of all Apple invoices shall be accelerated so that they become due and payable as of the date of notice of termination.

(ii) Termination of a SOW. If Apple is not in default of any of its obligations under a SOW, and the performance of Services is stopped through any wrongful act or neglect of Customer, or Customer fails to make payment to Apple when due, Apple may give written notice to Customer of its intent to terminate performance under a SOW or a portion thereof, specifying the grounds thereof. If the Customer fails within ten (10) days to cure the act or neglect specified or to make the payment identified therein as past due, Apple may then terminate performance of Services and recover payment from the Customer for all Services performed prior to the termination date. The Customer may, for its sole convenience, cancel a SOW in whole or in part, by giving Apple ten (10) days written notice of its intention to do so. In the event of such cancellation, Apple shall be entitled to recover for all Services performed prior to the effective termination, together with its reasonable extra costs incurred by reason of the cancellation.

C. Termination for Cause

Either party may terminate a SOW immediately if the other party has (i) failed to cure any breach of this Agreement and/or the SOW within thirty (30) days of written notice from the non-breaching party, (ii) breached the terms of the section entitled "Confidentiality", or (iii) become insolvent, makes a general assignment for the benefit of creditors or becomes subject to any proceeding under any bankruptcy or insolvency law.

D. Survivorship

Those sections that by their nature survive expiration or termination of this Agreement will survive expiration or termination.

10. General

A. Governing Law; Venue; Limitation of Claims

This Agreement will be governed and interpreted under the laws of the State of California, without regard to its conflict of laws provisions. In the event of any dispute or controversy between the parties to this Agreement, the parties shall try to resolve the dispute in a fair and reasonable way. To that end, the parties shall first attempt to resolve such dispute or controversy through one senior management member of each party. If the parties' senior management members are unable to resolve such dispute or controversy within sixty (60) days after the complaining party's written notice to the other party of such dispute or controversy, the parties shall further seek to resolve the dispute or controversy pursuant to non-binding mediation conducted in either Santa Clara County or San Francisco, California. Each party shall bear its own expenses in connection with the mediation, except that Apple shall pay the fees and expenses of the mediator. If the parties are unable to resolve the dispute or controversy within sixty (60) days after commencing mediation, either party may commence litigation in the state or federal courts in Santa



Clara County, California (but only such courts). Notwithstanding the foregoing, each party shall have the right to seek equitable relief in order to protect any rights to confidentiality or intellectual property. The parties hereby waive any bond requirements for obtaining equitable relief. To the extent permitted by law, EACH PARTY HERETO HEREBY IRREVOCABLY WAIVES ALL RIGHT OF TRIAL BY JURY IN ANY ACTION, PROCEEDING OR COUNTERCLAIM (WHETHER OR NOT RELATING TO OR ARISING OUT OF THIS AGREEMENT). ANY LITIGATION ARISING OUT OF ANY DISPUTE OR CONTROVERSY BETWEEN THE PARTIES TO THIS AGREEMENT MUST BE BROUGHT WITHIN ONE (1) YEAR FROM THE FIRST DATE SUCH ACTION COULD HAVE BEEN BROUGHT. IF A LONGER PERIOD IS PROVIDED BY STATUTE, THE PARTIES HEREBY EXPRESSLY WAIVE IT.

B. Independent Contractor

During performance of the Agreement, Apple shall be an independent contractor and not an agent of the Customer. Apple shall supervise the performance of its own services and shall have control of the manner and means by which the Services are performed, subject to compliance with the Agreement and any plans, specifications, schedules, or other items agreed to in a SOW.

C. Non-Solicitation of Employees

During the term of this Agreement, and for one (1) year thereafter, Customer shall not offer employment to, or employ, an employee or contractor of Apple directly involved in Services, or induce such employee or contractor to breach any employment agreement or services contract with Apple. This restriction shall not apply to a Customer making offers of employment through general public advertisements.

D. Publicity

In connection with Apple's promotion of its professional services, including but not limited to, referential listings of customers on its web site, Customer grants to Apple a worldwide non-exclusive royalty free license to publicly use Customer's name and trademark(s) in connection with informing others of Customer's utilization of such services. Apple agrees to make reasonable efforts to adhere to any trademark guidelines that Customer may wish Apple to adopt, as delivered in writing to Apple from time to time.

E. Force Majeure

Neither party shall be liable for any delay or failure to meet its obligations under this Agreement due to circumstances beyond its reasonable control, including but not limited to war, riot, insurrection, civil commotion, labor strikes or lockouts, shortages, factory or other labor conditions, fire, flood, earthquake or storm.

F. Notices

Any notice under this Agreement, must be in writing and will be deemed given upon the earlier of actual receipt or ten (10) days after being sent by first class mail, return receipt requested, to the address set forth below for Apple and to the address designated on this Agreement by Customer for receipt of notices, or as may be provided by the parties.

Apple Inc.
Sales Contracts Management
1 Infinite Loop, M/S 90-2CM
Cupertino, CA 95014

Either party may give notice of its change of address for receipt of notices by giving notice in accordance with this section.

G. Assignment

Apple may use subcontractors to perform Services under this Agreement. Customer may not assign this Agreement without the written approval of Apple. Any attempt by Customer to assign without Apple's approval shall be deemed void.

H. Severability

If any provision of this Agreement should be held to be unenforceable or invalid for any reason, such unenforceability or invalidity shall not affect the enforceability or validity of the remaining provisions, and the parties will substitute for such provision an enforceable and valid provision, which most closely approximates the intent and economic effect of the unenforceable or invalid provision.

I. Entire Agreement

Apple and Customer acknowledge that this Agreement and any associated Statements of Work supersedes and extinguishes all previous agreements and representations of, between or on behalf of the parties with respect to its subject matter. This Agreement contains all of Apple's and Customer's agreements, warranties, understandings, conditions, covenants, and representations with respect to its subject matter. Neither Apple nor Customer will be liable for any agreements, warranties, understandings, conditions, covenants, or representations not expressly set forth or referenced in this Agreement. Apple is deemed to have refused any different or additional provisions in purchase orders, invoices or similar documents, unless Apple affirmatively accepts such provision in writing, and such refused provisions will be unenforceable.

J. Modifications

Except as otherwise provided in this Agreement, no modification to this Agreement will be binding unless in writing and signed by an authorized representative of each party.

K. Customer's Responsibilities and Representations

Customer shall provide Apple equipment, information, and facilities necessary to perform Services described in the SOW, unless agreed otherwise by the parties.

L. Counterparts

This Agreement may be executed in one or more counterparts (including by facsimile), each of which when so executed shall be deemed to be an original and shall have the same force and effect as an original but such counterparts together shall constitute one and the same instrument.



The duly authorized representatives of the parties execute this Agreement as of the dates set forth below.

Customer	Apple Inc.
SIGNATURE: _____	SIGNATURE: _____
PRINT NAME: _____	PRINT NAME: _____
TITLE: _____	TITLE: _____
DATE: _____	DEPT: Sales Contracts Management
	EFFECTIVE DATE: _____



Exhibit A
Customer Statement of Work (Sample)

Apple Inc. ("Apple") and _____ ("Customer") have entered into a Professional Services Agreement or a Professional Services Addendum. Apple and Customer agree that Apple will provide Services as described in this Statement of Work in accordance with the terms set forth in the Professional Services Agreement or Professional Services Addendum. This Statement of Work is effective when signed by Customer and Apple.

I. Introduction

Project name:

Project number:

Title/Name of SOW:

SOW ID Number:

SOW Effective Date/Start Date:

Business Owners:

- Apple Account Executive:
- Apple Systems Engineer:
- Apple Professional Services Manager:

Bill To Address:

Deliver To Address:

Project Manager(s):

- Apple Project Manager:
- Customer Project Manager:

Project Objective: Project Objective is a short statement condensing what the scope of the project is, it's schedule and resource to be used.

II. Project Description/Description of Services

A. Scope of Statement of Work:

General description of what the project will and will not include.

B. Term of Statement of Work:

Estimated Start Date: [Enter date] Estimated Completion Date: [Enter date]

III. Development and Implementation Approach

A. Basic Approach:

Methodology or strategy by which an engagement/project will be executed. If the SOW covers multiple releases of functionality, that will be outlined here.

B. Summary of Services Components and Deliverables:

Service Components	Deliverables
Example: <ul style="list-style-type: none">• 4 hours of instructional service	Example: A 4 hour workshop for School X Content Creators and IS Staff

C. Project Schedule/Major Milestones:

D. Project Organization:

High-level description of project organization.

E. Project Roles and Responsibilities:

F. Reporting:

Explanation of how the Project Status will be tracked and reported.

G. Project Risks and Assumptions:

Identification of known and/or potential barriers or boundaries as they relate to the work effort covered by this SOW.



H. Changes of Scope:

Any modifications or changes to the services outlined in the original signed SOW must be approved in writing by both parties. Such writing may take the form of a Change Request Form presented to Customer by Apple.

IV. Project Resources and Prices:

A) Service Rates, Expenses and Totals:

Part Number	Description	Total
[Enter Part#]	[Enter Description]	\$ [Enter Amount]
[Enter Part#]	[Enter Description]	\$ [Enter Amount]
Total Fees and Expenses		\$ [Enter Amount]

B. Authorized Service Fees and Expenses (if any):

Enter \$ Amount authorized by Institution.

V. Statement of Work Approval Signatures:

Customer

SIGNATURE: _____
PRINT NAME: _____
TITLE: _____
DATE: _____

Apple Inc.

SIGNATURE: _____
PRINT NAME: _____
TITLE: _____
EFFECTIVE DATE: _____



Appendix D – Sample Reports and Other Supporting Material

- **CONFIDENTIAL** - Apple Personnel by State
- Organizational Chart



Apple Personnel by State

This information is confidential and has been included in the enclosed, separate, sealed envelope.



Organizational Chart

WSCA Contract Support Organization				
		Chief Operating Officer		
VP of Channel Sales	VP of AppleCare Admin		VP of Education Mgmt	VP of Worldwide Sales Support Operations
VP of Government Sales	AppleCare Service and Support Organization		VP of Education Sales	Education and Gov't Sales Support (Customer Service, Order Mgmt, etc.)
Field and Inside Sales Managers State & Local Gov't	Director, Sales Operations		Area Sales Directors	Professional Services, Strategic Initiatives, Professional Development, Field Marketing
Account Executives, System Engineers			Regional Sales Managers	
			Account Executives, System Engineers	

COST PROPOSAL

**Computer Equipment: Desktops, Laptops, Tablets,
Servers, Storage, Ruggedized Devices
Including Related Peripherals & Services**

AS REQUESTED BY

**The Minnesota Department
of Administration**

ON BEHALF OF

**The Western States
Contracting Alliance**

AND

**The National Association of
State Procurement Officials**

ORIGINAL



Submitted By
Apple Inc.

January 7, 2014



December 20, 2013

Minnesota Department of Administration
Materials Management Division
112 Administration Building
50 Sherburne Avenue
St. Paul, MN 55155

Dear Ms. Kahle and WSCA Directors,

Thank you for the opportunity to respond to the Minnesota Department of Administration's RFP for Computer Equipment, Related Peripherals & Services. Apple's Cost Proposal is attached.

Please contact me with any questions about Apple's bid response.

Sincerely,

A handwritten signature in cursive script that reads "Karen Darr".

Karen Darr
Sr. Project Manager
Apple Inc.
512-674-8754
bids@apple.com



Table of Contents

SECTION 4 – COST PROPOSAL	1
PRICE WORKBOOKS	8



SECTION 4 – COST PROPOSAL

	COST PROPOSAL	M = MANDATORY	MEETS UNDERSTAND & WILL COMPLY
1	<p>PRICE STRUCTURE. This RFP will employ a MINIMUM discount-off list price structure with categorized exceptions for each band. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops “Laptop Brand X” at 45% and “Laptop Brand Y” at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all “quantity one” procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The responder must designate a “Base Line Price List e.g. MSRP, education price list. The price list submitted must be dated: November 15, 2013. A discount schedule is to be provided for each band in the Price Workbook. Responders may define additional categories within a band. The category discounts may be higher or lower than the than the band discount. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc. The worksheet allows for up to seven categories, however, the responder may edit their submission to include additional categories if needed.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>The Apple pricing represents minimum discounts from Apple Consumer List Price (MSRP) for the products listed in the bid response. The pricing submitted represents the then current education price as of the date of the response.</p>
2	<p>PRICE WORKBOOKS. Responders will be evaluated on the Price Workbook which includes a market basket for each band. For each band proposed, the Responder must complete the Price Workbook which includes several worksheets. The market basket includes selected configurations, services, peripherals, third party products to fairly evaluate discounted pricing.</p> <p>The Contract Vendor will maintain the discount structure as bid throughout the term of the Master Agreement.</p> <p>For the purpose of comparing pricing across a standard group of products, the prices provided by</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>The Apple pricing represents minimum discounts from Apple Consumer List Price (MSRP) for the products listed in the bid response. The pricing submitted represents the then current education price as of the date of the response.</p>



	<p>the responder in the Price Workbooks will be utilized to calculate cost points. Vendors must use the minimum percentage discount stated from a published or base line price listing for a “quantity one” purchase in the Pricing Workbook.</p> <p>SAMPLE Price Workbooks are located in Section 6: Attachments for responders review and comment.</p> <p>Addendum 3 provides the links to the Pricing Workbooks.</p> <p>FINAL EXCEL PRICE WORKBOOKS WILL BE PUBLISHED VIA AN ADDENDUM.</p> <p>There are a total of six workbooks:</p> <p>Band 1: Desktop:</p> <p>Band 2: Laptop:</p> <p>Band 3: Tablets:</p> <p>Band 4: Server:</p> <p>Band 5: Storage:</p> <p>Band 6: Ruggedized:</p> <p>INSTRUCTIONS</p> <p>1. Each workbook contains several tabs. Responder is to fill in the yellow highlighted areas. Once filled in the yellow highlight disappears.</p> <p>2. The workbooks are locked, however there is not a password and responder may revise as needed ensuring they supply yellow highlighted fields.</p> <p>3. It is understood that different components may make up a total configuration for the market basket item. The responder may provide additional detail to how the discount provided in the market basket was calculated.</p> <p>The Lead State reserves the right to request additional pricing, if in the best interest of the state or to clarify pricing responses.</p>		
3	<p>BASELINE PRICING VERIFICATION. The responder must designate a Base Line Price e.g. MSRP, education price list in the price workbook. The price list submitted is to be dated: November 15, 2013. Describe how the designated Base Line Price List will be accessed and verified by potential end users, contract administrators, etc. All historic versions of the Baseline Price List must be made available upon request pursuant to the audit provisions. The responder must provide ONE HARD COPY and ONE ELECTRONIC COPY (USB DRIVE OR CD) of the dated Baseline Price List with the response. The dated Baseline Price List provided shall be used for</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Base Line Price, Apple Consumer List Price (MSRP), may be accessed and verified by potential end users through an individual review of the Apple Retail Price Lists offered and to all non-Apple Education, State and Local. The pricing submitted represents the then current education price as of the date of</p>



	completing the price workbook when "List/MSRP" price is requested.		the response.
4	<p>MINIMUM DISCOUNTS. The Contract Vendor will provide a MINIMUM discount off base line price list for each band with categorized exceptions. It is understood there may be categories within a band which carry a different discount than the minimum stated. For example, the minimum discount for the laptop band could be 50%. The responder may name an additional category of laptops "Laptop Brand X" at 45% and "Laptop Brand Y" at 60%. Responder may categorize these exceptions by naming as categories and identifying the associated discounts in the price workbook. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line price list and the minimum discounts with the categorized exceptions provided. The named category exception discounts may be higher or lower than the than the minimum band discount. These discounts must remain firm, or the discount may be increased, during the term of the Master Agreement. This minimum discount and categorized exceptions will be applied to all "quantity one" procurements. It will also serve as verification for the WSCA Master Agreement Administrator upon submittals of product additions. An end user will be able to verify pricing using the base line pricing and minimum discounts and categorized exceptions provided.</p>	M	<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>The Apple pricing represents minimum discounts from Apple Consumer List Price (MSRP) for the products listed in the bid response. The pricing submitted represents the then current education price as of the date of the response.</p>
5	<p>THIRD PARTY PRODUCTS. Third party products may be offered as peripherals and options in the Price Workbook. Third Party products will be approved upon finalization of the PSS. Contract Vendors are not able to offer another Contract Vendor's product as a third party without approval. If third party products are offered, a third party product minimum discount will be stated in the price workbook.</p>		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple sells a variety of third party products that do not bear the Apple Brand name and are sold "as is" and supported by their manufacturers. Apple's Limited Warranty does not apply to third party products. For technical support and customer service, it is recommended that Participating Entities refer to such manufacturers' warranty (a) referenced on the WSCA Store, (b) referenced by the manufacturers on their websites, or (c) included with the third party product as packaged by the third party manufacturers.</p>



6	REFRESH STRATEGY. Describe your recommended refresh strategy for your product line.		<p>X YES ___ NO</p> <p>Apple will use commercially reasonable efforts to maintain and upgrade its product line at a pace that meets or exceeds that of the personal computing industry in general.</p>
7	MAINTAINING COMPETITIVE PRICING. Proposers will provide an initial MINIMUM discount with categorized exceptions off baseline price list for a quantity of one unit. Proposers are to base discounts on the collective volume of potential purchases by the participating entities. Further bulk/quantity savings may be obtained when additional quantities are requested. In order to maintain competitive pricing throughout the full life of the Master Agreement, Contract Vendor and Participating entities must understand it is the expectation to provide competitive pricing at the quantity one level. Additional savings are expected when recompeting the awarded vendors for volume pricing.	M	<p>X YES ___ NO</p> <p>Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.</p>
8	PRODUCTS AND SERVICES SCHEDULE (PSS). Responders must submit with their COST proposal a proposed Product and Services Schedule including all the products and services offered within each band for this solicitation. The PSS should be submitted in Excel format. A sample has been provided in the attachments for reference, but is only an example. Other formats are acceptable. Submission of a product and/or service on the sample PSS does not guarantee that it will automatically be approved as being included in the resulting Master Agreement. The products, services and format for the final PSS will be finalized during negotiations.	M	<p>X YES ___ NO</p> <p>Apple maintains a URL to a web site specific to the awarded WSCA Master Agreement (WSCA Store). Apple's products and services that will be offered will be listed on that price list/dedicated webpage.</p> <p>WSCA Store for Education WSCA Store for State and Local Government</p>
9	BULK PRICING. Utilize the Price Workbook to provide additional volume based pricing for consideration. These will allow for deeper discounts for per transaction and cumulative volume purchases. Examples of bulk pricing models are included in Section 6. Responders must propose how they will provide deeper discount including, but not limited to: 1. Per Transaction Multiple Unit Discount. Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating	M	<p>X YES ___ NO</p> <p>Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.</p> <p>The WSCA Store provides customers the ability to contact Apple for additional information on quantity discounts.</p>



	<p>Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.</p> <p>2. Cumulative. Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.</p> <p>3. Other Discounts Describe additional discounts available to States or Participating Entities.</p>		
10	<p>PREMIUM SAVINGS PACKAGE PROGRAM. Contract Vendors are encouraged to participate in the Premium Savings Package (PSP) Program. If intending to participate, propose and describe commitment to offer and maintain deeply discounted standard configurations. Participants in the PSP program will commit to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals, as determined by the Participating Entities. The standards currently are refreshed every six months (May and November). Refresh schedule is subject to change. See current configurations: http://www.wnpsp.com/index.html. States and other Participating Entities can choose to purchase these packages without any signing additional documents.</p> <p>Contract Vendors may provide Premium Savings & Packages in the bands awarded and comply with the following:</p> <ol style="list-style-type: none"> Provide a WSCA-NASPO Premium Savings Packages-specific SKU for each proposed product. Discount must be provided on Contract Vendor related SKU as well. Standard configurations cannot change or be upgraded during the entire refresh period for any reason other than end-of-life issues (e.g., swapping of processor, motherboard, etc. is prohibited). Prices offered must be offered at a better than the quantity one Master Agreement discount. Pricing increases are generally not allowed unless there is documentation and justification provided. Provide marketing plan of the PSP Program including lead with PSP Program and 		<p>X YES ___ NO</p> <p>Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.</p> <p>Apple's proposal also includes the offering of a MacBook or iPad Learning Lab, both which provides flexibility, convenient access to and streamlines the management of classroom devices. Each lab includes a fixed configuration that is prominently displayed on the WSCA Store.</p> <p>Apple will use commercially reasonable efforts to maintain and upgrade its product line at a pace that meets or exceeds that of the personal computing industry in general.</p>



	<p>display prominently on websites to market aggressively to all States.</p> <p>f. Submit quarterly usage reports broken out by State to the WSCA-NASPO Premium Savings Packages team lead and to the WSCA-NASPO PC Master Agreement Administrator. Individual reports to each State may also be required. The format for the reports must follow the current WSCA-NASPO PC reporting format.</p>		
11	PROMOTIONAL OFFERS: Contract Vendors will be allowed to provide promotions for deeply discounted products based on their inventory and sales. Promotions will also provide increased savings to States and other Participating Entities. The Contract Vendors will be responsible to market these offers. Describe what kind of promotions will be available and how marketing will be conducted.		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Apple offers short-term promotions based on factors including supply considerations and product life cycle. Such promotions vary by discount and duration and are communicated independently to Participating Entities.</p>
12	Describe the Prompt Payment Terms (if available) to be offered: <input type="checkbox"/> % 30; <input type="checkbox"/> % 15/Net 30; <input type="checkbox"/> % 10/Net 30, <input type="checkbox"/> Other (specify): _____		<p><input type="checkbox"/> YES <input checked="" type="checkbox"/> NO</p>
13	ADDED VALUE. Responders may propose suggestions on improvements and/or alternatives for doing business with your company that will make this contract more cost effective for your company and participating public agencies.		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>Added Value Placing orders through the online store is the most efficient way to purchase with Apple and can be done with a purchase order, Credit card, or p-card. Participants of Apple's online store can create and submit proposals to purchasers, use customized proposal templates, and access online status updates for proposals and/or orders.</p>
14	TRADE-IN. The Participating Addendum by each State will identify if and how trade-in or takeback terms will be conducted. If trade in program will be offered, provide pricing.		<p><input checked="" type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>If requested, Apple may act as a point of contact between a Participating State and a 3rd party who offers a recycling program which provides value for Apple and non-Apple-branded products. Time bound quotes are prepared for each recycling opportunity based on the evaluation of the equipment. The</p>



			initial valuation is self-provided by the customer. In turn, the 3 rd party provides a quote that is then returned to the customer for acceptance. Packing materials and shipping are included in the quote. All equipment is subject to audit by the 3 rd party upon receipt and a final value is provided.
15	SERVICES. Services are at the option of the Participating Entity. The Participating Addendum by each State will address service agreement terms and related travel. Responder must describe all available options for pricing services in the Price Workbooks such as discount off list, hourly fees, per unit fees, etc.		<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Apple offers a full suite of services in support of the deployment, installation and configuration of Apple products. Descriptions and pricing may be found on the WSCA Store.
16	LEASING. Responders are not required to provide leasing. Individual Participating States and Participating Entities may enter in to lease agreements for the products covered in the Master Agreements resulting from the RFP, if they have the legal authority to enter into these types of agreements. The Participating Addendum by each State will identify if and how leasing agreement terms will be conducted. Leasing will be at the option of each participating addendum. If leasing will be offered, provide rates. Do not submit lease documents or corresponding lease terms as these documents should be addressed in a State's Participating addendum if applicable.		<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Apple acknowledges and intends to provide leasing options to Participating Entities. Using financing and Apple Financial Services to procure Apple technology provides significant advantages over traditional methods of fundings. AFS's flexible financial options can allow for a school to leverage their technology dollars to obtain more units and services with fewer dollars. Financing structures, terms, rates, and payment frequencies are subject to State and Local Laws and can be provided upon request of a school identifying a specific need. Provided that leasing is allowed under a State's Participating Addendum, Apple will provide then current lease rates and other necessary leasing information to a specific customer regarding a specific purchase being contemplated.



PRICE WORKBOOKS



Band 1 Desktop Workbook

BAND 1: DESKTOP - Discount Structure

Responder Name:

Apple Inc.

*Please fill in the yellow cells.***1. BASELINE PRICING**

IDENTIFY BASELINE/LIST PRICING UTILIZED:	Apple Consumer List Price (MSRP)
--	----------------------------------

2. MINIMUM BAND DISCOUNT*PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.**PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.*

CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	3.00%
ADDITIONAL CATEGORIES	DISCOUNT
Apple Education iMac (ME699LL/A) - \$1,099	0.00%

3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT

CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	0.00%
ADDITIONAL CATEGORIES	DISCOUNT
None	

4: OPTIONAL: LEASE RATES*Provide Current lease rates*

None

BAND 1: DESKTOP - Volume Discounts

Responder Name:

Apple Inc.

Please fill in the yellow cells.

Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)

1. Per Transaction Multiple Unit Discount

Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.

Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.

The WSCA Store provides customers the ability to contact Apple for additional information on quantity discounts.

2. Cumulative

Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.

None

3. Other Discounts

Describe additional discounts available.

None

BAND 1: DESKTOP - EQUIPMENT - Market Basket Pricing

Responder Name:

Apple Inc.

Market Basket Pricing is used for EVALUATION PURPOSES ONLY.

Please fill in the yellow cells.

Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	D0B-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00
Desktop	D1B-1	1	Z0PD	21.5- Inch iMac Z0PD	\$ 1,378.00	3.63%	\$ 1,328.00
Desktop	D2B-1	1	Z0PF	27- Inch iMac ME088LL/A	\$ 2,078.00	5.77%	\$ 1,958.10
						Total	\$ 3,286.10

OPTIONS/UPGRADES/PERIPHERALS

OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS

Classification	Spec Item #	QTY	MFG SKU#	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Option/Upgrade	D10-1	1	No response	PCI Express x-16 512 MB discrete dual video	\$ -	0.00%	\$ -
Option/Upgrade	D10-2	1	Z0PD	Upgrade to 500GB Solid State Drive	\$ 500.00	10.00%	\$ 450.00
Option/Upgrade	D10-3	1	No reponse	Upgrade to 500GB Self Encrypting Drive	\$ -	0.00%	\$ -
Option/Upgrade	D10-4	1	Z0PD	Upgrade to total 16GB RAM	\$ 200.00	10.00%	\$ 180.00
Peripheral	D1P-1	1	No response	Color Printer	\$ -	0.00%	\$ -
Peripheral	D1P-2	1	No response	Black & White Printer	\$ -	0.00%	\$ -
Peripheral	D1P-3	1	No response	23" Monitor	\$ -	0.00%	\$ -
Peripheral	D1P-4	1	MC914LL/B	27" Monitor	\$ 999.00	5.01%	\$ 949.00
						Total	\$ 1,579.00

VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for D2B-1	No response
Calculate price for 100 units based on volume discount provided for D2B-1	No response
Calculate price for 1000 units based on volume discount provided for D2B-1	No response

BAND 1: DESKTOP - SERVICES - Market Basket Pricing

Responder Name:

Apple Inc.

Please fill in the yellow cells.

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

SERVICES

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
DS-1	1	Warranty Upgrade-2 yr	No response
DS-2	1	Warranty Upgrade-3 yr	\$119
DS-3	1	Warranty Upgrade-AD	No response
DS-4	1	Break Fix - Non Warranty	No response
DS-5	1	Image Loading	Pricing based on volume and customer requirements
DS-6	1	Image Consulting	Pricing based on volume and customer requirements
DS-7	1	Asset Tagging	Pricing based on volume and customer requirements
DS-8	1	Installation	Pricing based on volume and customer requirements
DS-9	1	General Consulting	Pricing based on volume and customer requirements
DS-10	1	Training	Pricing based on volume and customer requirements
DS-11	1	Staging/Deployment	Pricing based on volume and customer requirements

BAND 1: DESKTOP #1 - Market Basket Specs

Responder Name:

Apple Inc.**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.*Please fill in the yellow cells.***Base Equipment (Hardware)**

D1B-1	DESKTOP 1 SKU:	ZOPD	DESKTOP 1 LIST PRICE:	\$	1,378.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #	
D1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Apple	ZOPD	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	21.5- Inch iMac	ZOPD	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	ZOPD	ZOPD	
	Operating System	Windows 7 Professional 64-bit	OS X	ZOPD	
	Intel Processor	Core i5-4440	2.7GHz Quad-core Intel Core i5, Turbo Boost up	ZOPD	
	Intel Core vPro Platform label	Intel Core vPro Processor	N/A		
	<i>Intel vPro Chipset</i>	<i>Specify chipset (i.e. Q67 Express or Q77 Express)</i>			
	RAM - capacity, type and open slots	8GB, DDR3, two open slots	8GB DDR3 SDRAM - 2X4GB	ZOPD	
	RAM - speed	1600 Mhz	1600Mhz	ZOPD	
	Hard Drive - capacity, type and rpms	250 GB SATA hard drive 7200 rpm	1TB Serial ATA Drive @ 5400 rpm	ZOPD	
	Hard Drive - bits per second and cache size	3 Gb/s / 32 MB cache	Not published		
	Sound	Integrated sound	Integrated sound	ZOPD	
	Network	Integrated Intel Gigabit Network Controller (10/100/1000 NIC)	Integrated Gigabit Network Controller (10/100/1000 NIC)	ZOPD	
	Optical Drive	DVD+/- RW	Apple USB SuperDrive	MD564ZM/A	
	<i>Case</i>	<i>Specify least cost case type (desktop, SFF, etc.)</i>			
	<i>PCI slots</i>	<i>Specify number and size (half/full)</i>			
	<i>PCI Express (PCIe) slots</i>	<i>Specify number and speed (x1/x16)</i>			
	<i>Bays - 5.25 and 3.5 inch</i>	<i>Specify # of open (unused) 5 1/4" and 3.5" bays</i>			
	Video	HD graphics, dual digital video output	NVIDIA GeForce GTX 775M 2GB GDDR5	ZOPD	
	Keyboard	USB Standard 104-key keyboard	Apple Keyboard with Numeric Keypad	ZOPD	
	Mouse	USB Optical mouse	Apple Mouse	ZOPD	
	<i>Input - Legacy Ports</i>	<i>Specify whether parallel and serial port available</i>	None available		
	USB	Six USB ports 2.0 or greater, minimum one USB 3.0	Four USB 3 ports (compatible with USB 2)	ZOPD	
	Warranty	Manufacturer Warranty - minimum one year	One year limited warranty	ZOPD	
	Energy-Star	Energy Star 5.0 compliant	Energy Star 5.2 Compliant	ZOPD	
	EPEAT	EPEAT BRONZE level	EPEAT GOLD	ZOPD	

OPTIONS/UPGRADES

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer SKU #	List Price	
D10-1	PCI Express x-16 512 MB discrete dual video	Provide description	No response		
D10-2	Upgrade to 500GB Solid State Drive	Provide description	ZOPD	\$	500.00
D10-3	Upgrade to 500GB Self Encrypting Drive	Provide description	No reponse		
D10-4	Upgrade to total 16GB RAM	Provide description	ZOPD	\$	200.00

BAND 1: DESKTOP #2 - Market Basket Specs

Responder Name:

Apple Inc.

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.

Please fill in the yellow cells.

Base Equipment (Hardware)

D2B-1	DESKTOP 2 SKU:	ZOPF	DESKTOP 2 LIST PRICE:	\$	2,078.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #	
D2B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Apple	ZOPF	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	27- Inch iMac	ZOPF	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	ME088LL/A	ZOPF	
	Operating System	Windows 7 Professional 64-bit	OS X	ZOPF	
	Intel Processor	Core i7-4770	3.2GHz Quad-core Intel Core i5, Turbo Boost up to 3.6GHz	ZOPF	
	Intel Core vPro Platform label	Intel Core vPro Processor	N/A		
	<i>Intel vPro Chipset</i>	<i>Specify chipset (i.e. Q67 Express or Q77 Express)</i>			
	RAM - capacity, type and open slots	16 GB, DDR3 two open slots	16GB 1600MHz DDR3 SDRAM - 2x8GB	ZOPF	
	RAM - speed	1600 Mhz	1600 Mhz	ZOPF	
	Hard Drive - capacity, type and rpms	250 GB SATA hard drive 7200 rpm	1TB Serial ATA Drive @ 7200 rpm	ZOPF	
	Hard Drive - bits per second and cache size	6 Gb/s / 64 MB cache	Not published		
	Sound	Integrated sound	Integrated Sound	ZOPF	
	Network	Integrated Intel Gigabit Network Controller (10/100/1000 NIC)	Integrated Gigabit Network Controller (10/100/1000 NIC)	ZOPF	
	Optical Drive	DVD +/- RW	Apple USB SuperDrive	MD564ZM/A	
	<i>Case</i>	<i>specify case</i>			
	<i>PCI slots</i>	<i>Specify number and size (half/full)</i>			
	<i>PCI Express (PCIe) slots</i>	<i>Specify number and speed (x1/x16)</i>			
	<i>Bays - 5.25 and 3.5 inch</i>	<i>Specify # of open (unused) 5 1/4" and 3.5" bays</i>			
	Video	PCI Express x-16 512 MB discrete dual video, dual digital video out	NVIDIA GeForce GT 755M 1 GB GDDR5	ZOPF	
	Keyboard	USB Standard 104-key keyboard	Apple Keyboard with Numeric Keypad	ZOPF	
	Mouse	USB Optical mouse	Apple Mouse	ZOPF	
	<i>Input - Legacy ports</i>	<i>Specify whether parallel and serial port available</i>			
	USB	Six USB ports 2.0 or greater, minimum one USB 3.0	Four USB 3 ports (compatible with USB 2)	ZOPF	
	Warranty	Manufacturer Warranty - minimum one year	One year limited warranty	ZOPF	
	Energy-Star	Energy Star 5.0 compliant	Energy Star 5.2 Compliant	ZOPF	
	EPEAT	EPEAT BRONZE level	EPEAT GOLD	ZOPF	

Spec #	Options/Upgrades	Minimum Requirements	Manufacturer SKU #	List Price	
D20-1	Upgrade to 250GB Solid State Drive	Provide description	ZOPF	\$	200.00
D20-2	Upgrade to 500GB Solid State Drive	Provide description	ZOPF	\$	500.00
D20-3	Upgrade to 500GB Self Encrypting Drive	Provide description	No response		
D20-4	Upgrade to total 32GB RAM	Provide description	ZOPF	\$	600.00

BAND 1: DESKTOP - PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

Apple Inc.**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.*Please fill in the yellow cells.*

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

BLACK & WHITE PRINTER

D1P-1	PERIPHERAL 1 SKU:	No response	PERIPHERAL 1 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	32 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
	Energy Star compliance (verified at www.energystar.gov)	Yes		
	Warranty	minimum one (1) year warranty		

COLOR PRINTER

D1P-2	PERIPHERAL 2 SKU:	No response	PERIPHERAL 2 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Print speed (ppm)	20		
	Minimum recommended print volume	250 pages per month		
	Network Connection	Yes		
	Two sided printing	Automatic		
	Memory	128 MB		
	Print resolution	600dpi		
	Paper size	Letter		
	Paper trays	250 sheets		
	Energy Star compliance (verified at www.energystar.gov)	Yes		
	Warranty	minimum one (1) year warranty		

BAND 1: DESKTOP - PERIPHERALS 3 & 4 - Market Basket Specs

Responder Name:

Apple Inc.**BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum***, please provide the offered specification in either instance.*Please fill in the yellow cells.*

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

23" Monitor

D1P-3	PERIPHERAL 3 SKU:	No response	PERIPHERAL 3 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Screen size (diagonal measure)	23 inches		
	Format	Wide-Format, WSXGA compatible		
	Resolution	1920 x 1080		
	Brightness	250 Nits / cd/m2		
	Contrast	400 to 1		
	Response Time	8 ms		
	Pixel Policy	ISO-13406-2		
	VGA interface	VGA interface required		
	DVI interface	DVI interface required		
	Display Port (DP) Interface	include DP interface		
	Cables	include DVI cable		
	Warranty	minimum one (1) year warranty		
	Mounting Hole Pattern	VESA Compliant		
	Stand	Height-adjustable stand		
	Energy-Star	Energy Star compliant per v4.1 Tier II standard		
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
	EPEAT	EPEAT BRONZE level		
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

27" MONITOR

D1P-4	PERIPHERAL 4 SKU:	MC914LL/B	PERIPHERAL 4 LIST PRICE:	\$ 999.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
D1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Apple	MC914LL/B
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	APPLE THUNDERBOLT DISPLAY	MC914LL/B
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	MC914LL/B	MC914LL/B
	Screen size (diagonal measure)	27 inches	27-in	MC914LL/B
	Format	Wide-Format, WSXGA compatible	2560 x 1440 pixels	MC914LL/B
	Resolution	2560 x 1440	2560 x 1440 pixels	MC914LL/B
	Brightness	250 Nits / cd/m2	375 cd/m2	MC914LL/B
	Contrast	400 to 1	1000:1	MC914LL/B
	Response Time	8 ms	12 ms	MC914LL/B
	Pixel Policy	ISO-13406-2	Not published	
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>		
	DVI interface	DVI interface required	Not available	
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>		
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>		
	Warranty	minimum one (1) year warranty	1 year warranty	MC914LL/B
	Mounting Hole Pattern	VESA Compliant	VESA Compliant	MC914LL/B
	Stand	Height-adjustable stand	Viewing angle: 178° horizontal; 178° vertical	MC914LL/B
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Meets ENERGY STAR 5.1 requirements	MC914LL/B
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Kensington lock slot	MC914LL/B
	EPEAT	EPEAT BRONZE level	Rated EPEAT Gold	MC914LL/B
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

BAND 1: DESKTOP - SERVICES - Market Basket Specs

Responder Name:

Apple Inc.

Please fill in the yellow cells.

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
D1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Desktop 1	No response	No response
D1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Desktop 1	For up to three years from your computer's original purchase date, the AppleCare Protection Plan gives you direct, one-stop access to Apple's award-winning telephone technical support for questions about Apple hardware, OS X, iLife, and iWork. And you get global repair coverage for your Mac — both parts and labor — through convenient service options.	S3128LL/A
D1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Desktop 1	No response	No response
D1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Desktop 1	No response	No response
D1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Apple Professional Services (APS) offers a full suite of services in support of the deployment, installation and configuration of Apple products. Apple has a team of experienced Project Managers that can help plan and execute large deployments of Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D6156LL/A (Provider), D5624LL/A (Factory)
D1S-6	Image Consulting	Develop custom software image solution.		D4700LL/A
D1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.		D6156LL/A (Mac Provider), D6160LL/A (iPad Provider), D5624LL/A (Factory)
D1S-8	Installation	Describe equipment installation services available		6156LL/A (Mac Provider), D6160LL/A (iPad Provider), D3652LL/A (Server Provider)
D1S-9	General Consulting	Describe Consulting services available		D4699LL/A
D1S-10	Training	Describe Training Services Available	Apple provides Professional Development offers hands-on workshops tailored for your institution's specific needs. These workshops are designed to help you use your Apple products to enhance teaching and learning.	D2459LL/B or D2460LL/B
D1S-11	Staging/Deployment	Describe staging/deployment services	Apple Professional Services (APS) offers a full suite of services in support of the deployment, installation and configuration of Apple products. Apple has a team of experienced Project Managers that can help plan and execute large deployments of Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D6156LL/A (Mac Provider), D6160LL/A (iPad Provider)



Band 2 Laptop Workbook

BAND 2: LAPTOP - Discount Structure	
Responder Name:	
Apple Inc.	
<i>Please fill in the yellow cells.</i>	
1. BASELINE PRICING	
IDENTIFY BASELINE/LIST PRICING UTILIZED:	Apple Consumer List Price (MSRP)
2. MINIMUM BAND DISCOUNT	
<i>PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.</i>	
<i>PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.</i>	
CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	3.00%
ADDITIONAL CATEGORIES	DISCOUNT
None	
3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT	
CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	0.00%
ADDITIONAL CATEGORIES	DISCOUNT
None	
4: OPTIONAL: LEASE RATES	
<i>Provide Current lease rates</i>	
None	

BAND 2: LAPTOP -Volume Discounts

Responder Name:

Apple Inc.

Please fill in the yellow cells.

Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)

1. Per Transaction Multiple Unit Discount

Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.

Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.

The WSCA Store provides customers the ability to contact Apple for additional information on quantity discounts.

2. Cumulative

Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.

None

3. Other Discounts

Describe additional discounts available.

Apple's proposal also includes the offering of a MacBook Learning Lab, which provides flexibility, convient access to and streamlines the management of classroom devices. Each lab includes a fixed configuration which is prominently displayed on the WSCA Store.

MacBook Learning Lab (featuring MacBook Air 11-inch):

BJ433LL/A - BNDL MBAIR LEARNING LAB 10PK \$10,799

BJ434LL/A - BNDL MBAIR LEARNING LAB 10PK with 3-year Extended Warranty \$12,599

BJ435LL/A - BNDL MBAIR LEARNING LAB 20PK \$20,299

BJ436LL/A - BNDL MBAIR LEARNING LAB 20PK with 3-year Extended Warranty \$23,899

BAND 2: LAPTOP - Market Basket Pricing

Responder Name:

Apple Inc.

Market Basket Pricing is used for EVALUATION PURPOSES ONLY.

Please fill in the yellow cells.

Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	LB-1	1	ABC123	Acme Roadrunner XI	\$ 1,000.00	75.00%	\$ 250.00
Laptop	L1B-1	1	Z0MT	Apple-13- inch MacBook Air	\$ 1,728.00	5.21%	\$ 1,637.97
Laptop	L2B-1	1	Z0PT	15- inch MacBook Pro with Retina-Z0PT	\$ 2,328.00	7.30%	\$ 2,158.06
Total							\$ 3,796.03

OPTIONS/UPGRADES/PERIPHERALS

OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	L10-1	1	No response	Port Replicator	\$ -	0.00%	\$ -
Upgrade	L10-2	1	No response	Docking Station	\$ -	0.00%	\$ -
Upgrade	L10-3	1	No response	Upgrade to 250GB Solid State Drive	\$ -	0.00%	\$ -
Upgrade	L10-4	1	No response	Upgrade to 500GB Self Encrypting Drive	\$ -	0.00%	\$ -
Upgrade	L10-5	1	No response	Upgrade to total 12GB RAM	\$ -	0.00%	\$ -
Upgrade	L10-6	1	No response	Additional Battery	\$ -	0.00%	\$ -
Peripheral	L1P-1	1	No response	Color Printer	\$ -	0.00%	\$ -
Peripheral	L1P-2	1	No response	Black & White Printer	\$ -	0.00%	\$ -
Peripheral	L1P-3	1	No response	19" Monitor	\$ -	0.00%	\$ -
Peripheral	L1P-4	1	MC914LL/B	24" Monitor	\$ 999.00	5.01%	\$ 949.00
Total							\$ 949.00

VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for L2B-1	No response
Calculate price for 100 units based on volume discount provided for L2B-1	No response
Calculate price for 1000 units based on volume discount provided for L2B-1	No response

BAND 2: LAPTOP - Market Basket Pricing

Responder Name:

Apple Inc.

*Please fill in the yellow cells.***A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM****B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.****C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES****SERVICES**

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES	
1	LS-1	1	Warranty Upgrade-2 yr	No response
2	LS-2	1	Warranty Upgrade-3 yr	Laptop 1 \$183 Laptop 2 \$239
3	LS-3	1	Warranty Upgrade-AD	No response
4	LS-4	1	Break Fix - Non Warranty	No response
5	LS-5	1	Image Loading	Pricing based on volume and customer requirements
6	LS-6	1	Image Consulting	Pricing based on volume and customer requirements
7	LS-7	1	Asset Tagging	Pricing based on volume and customer requirements
8	LS-8	1	Installation	Pricing based on volume and customer requirements
9	LS-9	1	General Consulting	Pricing based on volume and customer requirements
10	LS-10	1	Training	Pricing based on volume and customer requirements
11	LS-11	1	Staging/Deployment	Pricing based on volume and customer requirements

Responder Name:				
Apple Inc.				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
Please fill in the yellow cells.				
Base Equipment (Hardware)				
L1B-1	LAPTOP 1 SKU:	ZOMT	LAPTOP 1 LIST PRICE:	\$ 1,728.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
L1B-1	Manufacturer Name	Specify manufacturer	Apple	ZOMT
	Manufacturer Base Model Name	Specify the base model name	13- inch MacBook Air	ZOMT
	Manufacturer Base Model #	Specify the base model number	ZOMT	ZOMT
	Dockable	Laptop must be dockable	Not available	
	Operating System	Windows 7 Professional 32-bit	OS X	ZOMT
	Intel Processor	Core i5-4300U	1.3GHz dual-core Intel Core i5 (Turbo Boost up to 2.6GHz) with 3MB shared L3 cache	ZOMT
	Intel Core vPro Platform label	Intel Core vPro Processor	N/A	
	Intel vPro Chipset	Specify chipset (QM67/QS67, QM77/QS77 Express)		
	RAM - capacity, type and open slots	6 GB, DDR3, specify # of open slots	8GB 1600MHz LPDDR3 SDRAM	ZOMT
	RAM - speed	1600 Mhz	1600Mhz	ZOMT
	Hard Drive	300 GB SATA hard drive 5400 rpm	512GB Flash Storage	ZOMT
	Network	Integrated Intel Gigabit Network Controller (10/100/1000 NIC)	Apple Thunderbolt to Gigabit Ethernet Adapter	MC704ZM/A
	Wireless	Integrated 802.11a/g/n wireless networking	802.11ac Wi-Fi networking;3 IEEE 802.11a/b/g/n compatible Bluetooth 4.0 wireless technology	ZOMT
	Optical Drive	specify if optical drive is included		
	Weight	Weight maximum 4.5 pounds, specify actual weight including battery	2.96Lbs	ZOMT
	Slots	Specify slots (such as Type II PC card OR Express Card/54)		
	Video	HD Graphics	Intel HD Graphics 5000	ZOMT
	Video - memory type (shared or discrete)	Specify whether memory is shared or discrete		
	Video	1920 x 1080	1440 by 900 (native), 1280 by 800, 1152 by 720, and 1024 by 640 pixels at 16:10 aspect ratio and 1024 by 768 and 800 by 600 pixels at 4:3 aspect ratio	ZOMT
	Video - screen size and type	14" WXGA TFT or WLED HD	13.3-inch (diagonal) LED-backlit glossy widescreen display	ZOMT
Sound	Integrated sound and stereo speakers, headphone/speaker jack, line-in and microphone jacks	Stereo speakers Dual microphones Headphone port Support for Apple iPhone headset with remote and microphone	ZOMT	
Keyboard	Full size keyboard with pointing device or specify alternate pointing functionality	Full-size backlit keyboard with 78 (U.S.) or 79 (ISO) keys, including 12 function keys and 4 arrow keys (inverted "T" arrangement) with ambient light sensor. Multi-Touch trackpad for precise cursor control; supports inertial scrolling, pinch, rotate, swipe, three-finger swipe, four-finger swipe, tap, double-tap, and drag capabilities	ZOMT	
USB	Two USB 3.0 ports	Two USB 3 ports (up to 5 Gbps)	ZOMT	
Warranty	Manufacturer's Warranty - Minimum 1 year	one-year limited warranty	ZOMT	
Energy-Star	Energy Star 5.0 compliant	Meets ENERGY STAR 5.2 requirements	ZOMT	
EPEAT	EPEAT bronze level	EPEAT GOLD	ZOMT	
Primary Battery	Minimum 6-cell, specify battery type & WHr	Built-in 54-watt-hour lithium-polymer battery	ZOMT	
Spec #	Options/Upgrades	Minimum Requirements	Manufacturer & SKU #	List Price
L10-1	Port Replicator	Provide Description	No response	
L10-2	Docking Station	Provide Description	No response	
L10-3	Upgrade to 250GB Solid State Drive	Provide Description	No response	
L10-4	Upgrade to 500GB Self Encrypting Drive	Provide Description	No response	
L10-5	Upgrade to total 12GB RAM	Provide Description	No response	
L10-6	Additional Battery	Provide Description	No response	

BAND 2: LAPTOP #2 - Market Basket Specs

Responder Name:

Apple Inc.

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.

Please fill in the yellow cells.

Base Equipment (Hardware)

L2B-1	LAPTOP 2 SKU:	ZOPT	LAPTOP 2 LIST PRICE:	\$	2,328.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #	
	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Apple	ZOPT	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	15- inch MacBook Pro with Retina	ZOPT	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	ZOPT	ZOPT	
	Dockable	Laptop must be dockable	Not available		
	Operating System	Windows 7 Professional 32-bit	OS X	ZOPT	
	Intel Processor	Core i7-4600U	2.0GHz quad-core Intel Core i7 processor (Turbo Boost up to 3.2GHz) with 6MB shared L3 cache	ZOPT	
	<i>Intel Core vPro Platform label</i>	<i>Intel Core vPro Processor</i>			
	Intel vPro Chipset	Specify chipset (QM67/QS67, QM77/QS77 Express)	N/A		
	RAM - capacity, type and open slots	8 GB, DDR3, specify # of open slots	8GB of 1600MHz DDR3L onboard memory	ZOPT	
	RAM - speed	1600 Mhz	1600 Mhz	ZOPT	
	Hard Drive	300 GB SATA hard drive 5400 rpm	512GB PCIe-based Flash Storage	ZOPT	
	Network	Integrated Intel Gigabit Network Controller (10/100/1000 NIC)	Apple Thunderbolt to Gigabit Ethernet Adapter	MC704ZM/A	
	Wireless	Integrated 802.11a/g/n wireless networking	802.11ac Wi-Fi wireless networking;4 IEEE 802.11a/b/g/n compatible	ZOPT	
	Optical Drive	specify if optical drive is included	Optical drive not included	ZOPT	
	Weight	Weight must be less than 6 pounds, specify actual weight including battery	4.46lbs	ZOPT	
L2B-1	<i>Slots</i>	<i>Specify slots (such as Type II PC card OR Express Card/54)</i>	SDXC card slot	ZOPT	
	Video	512 MB discrete graphics	NVIDIA GeForce GT 750M	ZOPT	
	Video - memory type	Discrete video memory	2GB of GDDR5 memory	ZOPT	
	Video	1920 x 1080	2880-by-1800 resolution at 220 pixels per inch	ZOPT	
	Video - screen size and type	15" WXGA TFT or WLED HD. Multi-Touch enabled	Retina display: 15.4-inch (diagonal) LED-backlit display with IPS technology	ZOPT	
	Sound	Integrated sound and stereo speakers, headphone/speaker jack, line-in and microphone jacks	Stereo speakers Dual microphones Headphone port Support for audio line out (digital/analog)	ZOPT	
	Keyboard	Full size keyboard with pointing device or specify alternate pointing functionality	Full-size backlit keyboard with 78 (U.S.) or 79 (ISO) keys, including 12 function keys and 4 arrow keys (inverted "T" arrangement) with ambient light sensor	ZOPT	
	USB	Two USB 3.0 ports	Two USB 3 ports (up to 5 Gbps)	ZOPT	
	Warranty	Manufacturer's Warranty - Minimum 1 year	one-year limited warranty	ZOPT	
	Energy-Star	Energy Star 5.0 compliant	Meets ENERGY STAR 6.0 requirements	ZOPT	
	EPEAT	EPEAT bronze level	EPEAT GOLD	ZOPT	
	Primary Battery	Minimum 6-cell, specify battery type & wHr	Built-in 95-watt-hour lithium-polymer battery	ZOPT	

PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

Apple Inc.

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

COLOR PRINTER

L1P-1	PERIPHERAL 1 SKU:	No response	PERIPHERAL 1 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
L1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Print speed (ppm)	20	
	Minimum recommended print volume	250 pages per month	
	Network Connection	Yes	
	Two sided printing	Automatic	
	Memory	32 MB	
	Print resolution	600dpi	
	Paper size	Letter	
	Paper trays	250 sheets	
	Energy Star compliance (verified at www.energystar.gov)	Yes	
	Warranty	minimum one (1) year warranty	

BLACK & WHITE PRINTER

L1P-2	PERIPHERAL 2 SKU:	No response	PERIPHERAL 2 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
L1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Print speed (ppm)	20	
	Minimum recommended print volume	250 pages per month	
	Network Connection	Yes	
	Two sided printing	Automatic	
	Memory	128 MB	

PERIPHERALS 3 & 4 - Market Basket Specs

Responder Name:

Apple Inc.

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

19" Monitor

3	L1P-3	PERIPHERAL 3 SKU:	No response	PERIPHERAL 3 LIST PRICE:	
	Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
		<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
		<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
		<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
		Screen size (diagonal measure)	19 inches		
		Format	Wide-Format, WSXGA compatible		
		Resolution	1440 x 900		
		Brightness	250 Nits / cd/m2		
		Contrast	400 to 1		
		Response Time	8 ms		
		Pixel Policy	ISO-13406-2		
		VGA interface	VGA interface required		
		DVI interface	DVI interface required		
		Display Port (DP) Interface	Include DP interface		
		Cables	Include DVI cable		
		Warranty	minimum one (1) year warranty		
		Mounting Hole Pattern	VESA Compliant		
		Stand	Height-adjustable stand		
		Energy-Star	Energy Star compliant per v4.1 Tier II standard		
		<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
		EPEAT	EPEAT BRONZE level		
		<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

24" MONITOR

4	L1P-4	PERIPHERAL 4 SKU:	MC914LL/B	PERIPHERAL 4 LIST PRICE:	\$ 999.00
	Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
		<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Apple	MC914LL/B
		<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	APPLE THUNDERBOLT DISPLAY	MC914LL/B
		<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	MC914LL/B	MC914LL/B
		Screen size (diagonal measure)	24 inches	27-in	MC914LL/B
		Format	Wide-Format, WSXGA compatible	2560 x 1440 pixels	MC914LL/B
		Resolution	1920 x 1080	2560 x 1440 pixels	MC914LL/B
		Brightness	250 Nits / cd/m2	375 cd/m2	MC914LL/B
		Contrast	400 to 1	1000:1	MC914LL/B
		Response Time	8 ms	12 ms	MC914LL/B
		Pixel Policy	ISO-13406-2	Not published	
		<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>		
		DVI interface	DVI interface required	Not available	
		<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>		
		<i>Cables</i>	<i>Specify whether DVI cable is included</i>		
		Warranty	minimum one (1) year warranty	1 year warranty	MC914LL/B
		Mounting Hole Pattern	VESA Compliant	VESA Compliant	MC914LL/B
		Stand	Height-adjustable stand	Viewing angle: 178° horizontal; 178° vertical	MC914LL/B
		Energy-Star	Energy Star compliant per v4.1 Tier II standard	Meets ENERGY STAR 5.1 requirements	MC914LL/B
		<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Kensington lock slot	MC914LL/B
		EPEAT	EPEAT BRONZE level	Rated EPEAT Gold	MC914LL/B
		<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

BAND 2: LAPTOP - SERVICES - Market Basket Specs

Responder Name:

Apple Inc.

Please fill in the yellow cells.

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
L1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Laptop 1	No response	
L1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Laptop 1	For up to three years from your computer's original purchase date, the AppleCare Protection Plan gives you direct, one-stop access to Apple's award-winning telephone technical support for questions about Apple hardware, Mac OS X, iLife, and iWork. And you get global repair coverage for your Mac — both parts and labor — through convenient service options.	Laptop 1: MD014LL/A Laptop 2: MD012LL/A
L1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Laptop 1	No response	
L1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Laptop 1	No response	
L1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Apple Professional Services (APS) offers a full suite of services in support of the deployment, installation and configuration of Apple products. Apple has a team of experienced Project Managers that can help plan and execute large deployments of Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D6156LL/A (Provider), D5624LL/A (Factory)
L1S-6	Image Consulting	Develop custom software image solution.		D4700LL/A
L1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.		D6156LL/A (Mac Provider), D6160LL/A (iPad Provider), D5624LL/A (Factory)
L1S-8	Installation	Describe equipment installation services available		6156LL/A (Mac Provider), D6160LL/A (iPad Provider), D3652LL/A (Server Provider)
L1S-9	General Consulting	Describe Consulting services available		D4699LL/A
L1S-10	Training	Describe Training Services Available		D2459LL/B or D2460LL/B
L1S-11	Staging/Deployment	Describe staging/deployment services		D6156LL/A (Mac Provider), D6160LL/A (iPad Provider)



Band 3 Tablet Price Workbook

BAND 3: TABLET - Discount Structure	
Responder Name:	
Apple Inc.	
<i>Please fill in the yellow cells.</i>	
1. BASELINE PRICING	
IDENTIFY BASELINE/LIST PRICING UTILIZED:	Apple Consumer List Price (MSRP)
2. MINIMUM BAND DISCOUNT	
PROPOSERS MUST PROVIDE MINIMUM DISCOUNT FOR BAND.	
PROPOSERS MAY PROVIDE ADDITIONAL CATEGORY DISCOUNTS IN EACH BAND.	
CATEGORY NAME	DISCOUNT
MINIMUM DISCOUNT FOR BAND	0.00%
ADDITIONAL CATEGORIES	DISCOUNT
None	
3: OPTIONAL: 3RD PARTY MINIMUM DISCOUNT	
CATEGORY NAME	DISCOUNT
THIRD PARTY MINIMUM DISCOUNT FOR BAND	0.00%
ADDITIONAL CATEGORIES	DISCOUNT
4: OPTIONAL: LEASE RATES	
Provide Current lease rates	
None	

BAND 3: TABLET - Volume Discounts**Responder Name:**

Apple Inc.

*Please fill in the yellow cells.**Responders may provide volume based pricing allowing deeper discounts on volume purchases (greater than Qty 1)***1. Per Transaction Multiple Unit Discount***Responders may propose a contractual volume discount program or plan based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Participating Entity or multiple entities conducting a cooperative purchase. Include a table indicating the additional discount percentage to be earned by volume purchased at one time.*

Additional discounts based on order quantity and other competitive factors will be made available to eligible purchasers on a case-by-case basis.

The WSCA Store provides customers the ability to contact Apple for additional information on quantity discounts.

2. Cumulative*Responders may propose a cumulative volume discount based on dollars resulting from the cumulative purchases by all governmental purchasers for the duration of their Master Agreement. Include a table indicating the additional discount percentage to be earned by cumulative volume purchased.*

None

3. Other Discounts*Describe additional discounts available.*

Apple's proposal also includes the offering of an iPad Learning Lab, which provides flexibility, convient access to and streamlines the management of classroom devices. Each lab includes a fixed configuration which is prominently displayed on the WSCA Store.

iPad Learning Lab (featuring iPad 2)

BG713LL/A BNDL IPAD2 BLK LEARNING LAB \$6,299

BH448LL/A BNDL IPAD2 BLK LEARNING LAB with 2-year extended warranty \$7,059

BAND 3: TABLET - Market Basket Pricing

Responder Name:

Apple Inc.

Market Basket Pricing is used for EVALUATION PURPOSES ONLY.

Please fill in the yellow cells.

Base Equipment (Hardware)

BASE EQUIPMENT MUST BE MANUFACTURED BY PROPOSER

PRICING MUST BE DISCOUNTED PER THE BASELINE PRICE AND DISCOUNTS PROVIDED IN THE "DISCOUNTS" TAB

Classification	Spec Item #	QTY	Item SKU	Item Description	LIST PRICE	QTY1 DISCOUNT	QTY1 PRICE
Example	TB-1	1	ABC123	Acme - Coyote IV	\$ 1,000.00	75.00%	\$ 250.00
Tablet	T1B-1	1	ME276LL/A	Apple-iPad mini 16GB with Retina	\$ 399.00	0.00%	\$ 399.00
Tablet	T2B-1	1	MF009LL/A	iPad Air (64GB Space Gray for AT&T)-MF009LL/A (AT&T)	\$ 829.00	0.00%	\$ 829.00
						Total	\$ 1,228.00

OPTIONS/UPGRADES/PERIPHERALS

OPTIONS/UPGRADES/PERIPHERALS PROPOSED FOR MARKET BASKET SPECIFICATIONS MAY BE THIRD PARTY PRODUCTS

Classification	Spec Item #	QTY	MFG SKU #	Item Description	BASE/LIST	QTY1 DISCOUNT	QTY1 PRICE
Option	T10-1	1	Apple Smart Case - ME710LL/A	Case/Sleeve option - no keyboard	\$ 69.00	0.00%	\$ 69.00
Upgrade	T10-2	1	No Response	Case/Sleeve option - with keyboard	\$ -		\$ -
Upgrade	T10-3	1	No Response	Charging dock	\$ -		\$ -
Upgrade	T10-4	1	No Response	Car charger	\$ -		\$ -
Peripheral	T1P-1	1	No response	Color Printer	\$ -		\$ -
Peripheral	T1P-2	1	No response	Black & White Printer	\$ -		\$ -
Peripheral	T1P-3	1	No response	19" Monitor	\$ -		\$ -
Peripheral	T1P-4	1	MC914LL/B	24" Monitor	\$ 999.00		\$ 999.00
						Total	\$ 1,068.00

VOLUME DISCOUNTS

Calculate price for 10 units based on volume discount provided for T2B-1	iPad 10-Pack pricing provided for T1B-1 Product. Quantity 1 10-Pack purchase price would be \$4,790
Calculate price for 100 units based on volume discount provided for T2B-1	iPad 10-Pack pricing provided for T1B-1 Product. Quantity 10, 10-Pack purchase price would be \$47,900
Calculate price for 1000 units based on volume discount provided for T2B-1	iPad 10-Pack pricing provided for T1B-1 Product. Quantity 100, 10-Pack purchase price would be \$479,000

BAND 3: TABLET - Market Basket Pricing

Responder Name:

Apple Inc.

*Please fill in the yellow cells.***A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM****B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.****C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES****SERVICES**

Spec Item #	Quantity	Commodity Description	PRICING - PROPOSER MAY PROVIDE DISCOUNT OFF LIST, HOURLY OR PER UNIT RATES
TS-1	1	Warranty Upgrade-2 yr	\$99
TS-2	1	Warranty Upgrade-3 yr	No response
TS-3	1	Warranty Upgrade-AD	No response
TS-4	1	Break Fix - Non Warranty	No response
TS-5	1	Image Loading	Pricing based on volume and customer requirements
TS-6	1	Image Consulting	Pricing based on volume and customer requirements
TS-7	1	Asset Tagging	Pricing based on volume and customer requirements
TS-8	1	Installation	Pricing based on volume and customer requirements
TS-9	1	General Consulting	Pricing based on volume and customer requirements
TS-10	1	Training	Pricing based on volume and customer requirements
TS-11	1	Staging/Deployment	Pricing based on volume and customer requirements

Responder Name:				
Apple Inc.				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i>, please provide the offered specification in either instance.				
<i>Please fill in the yellow cells.</i>				
Base Equipment (Hardware)				
T1B-1	TABLET 1 SKU:	ME276LL/A	TABLET 1 LIST PRICE:	\$ 399.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T1B-1	<i>Manufacturer Name</i>	<i>Specify manufacturer (must be manufactured by proposer)</i>	Apple	ME276LL/A
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	iPad mini 16GB with Retina	ME276LL/A
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	ME276LL/A	ME276LL/A
	Operating System	iOS7, Android 4.1 or Windows 8.0 pro	iOS7	ME276LL/A
	<i>Processor</i>	<i>Specify Processor</i>	A7 chip with 64-bit architecture and M7 motion coprocessor	ME276LL/A
	RAM - capacity	1 GB	Not published	
	<i>RAM - speed</i>	<i>Specify memory speed</i>		
	Storage	16 GB	16GB	ME276LL/A
	Wireless	Integrated 802.11n wireless networking	802.11a/b/g/n Wi-Fi (802.11n 2.4GHz and 5GHz)	ME276LL/A
	Video	1280 x 800	2048-by-1536 resolution at 326 pixels per inch (ppi)	ME276LL/A
	Video - screen size	Minimum 7-inch screen	7.9-inch (diagonal) LED-backlit Multi-Touch display with IPS technology	ME276LL/A
	<i>Sound</i>	<i>Specify</i>	3.5-mm stereo headphone minijack Built-in speakers Dual microphones	ME276LL/A
	Camera/video	Camera/video capability included	iSight Camera (5MP photos/Autofocus/Face detection/Backside illumination/Five-element lens/Hybrid IR filter/f-2.4 aperture/Tap to focus video or still images/Tap to control exposure for video or still images/Photo and video geotagging/HDR photos) Video Recording (1080p HD/video recording/Video stabilization/Face detection/Tap to focus while recording/Backside illumination/3x video zoom)	ME276LL/A
	Keyboard / Touch Interface	Touch Interface	Touch Interface	ME276LL/A
	USB	Specify number and type of USB ports	0	0
Warranty	Manufacturer Warranty - Minimum 1 year	1 Year Limited Warranty	ME276LL/A	
Environmental	Describe Environmental Efforts	iPad Mini is designed with the following features to reduce environmental impact: • Arsenic-free display glass • Mercury-free LED-backlit display • Brominated flame retardant-free • PVC-free • Recyclable aluminum enclosure • Power adapter that outperforms strictest global energy-efficiency standards	ME276LL/A	
<i>Primary Battery</i>	<i>Specify battery type and expected battery life & wHr</i>	10 Hour Battery Life	ME276LL/A	
OPTIONS/UPGRADES				
Spec #	Options	Minimum Requirements	Manufacturer's SKU #	List price
T10-1	Case/Sleeve option - no keyboard	Provide description	Apple Smart Case - ME710LL/A	69
T10-2	Case/Sleeve option - with keyboard	Provide description	No Response	
T10-3	Charging dock	Provide description	No Response	
T10-4	Car charger	Provide description	No Response	

Responder Name:				
Apple Inc.				
BOLD font is a minimum requirement that the offering must MEET OR EXCEED, <i>blue italic font does not have a minimum</i> , please provide the offered specification in either instance.				
Please fill in the yellow cells.				
Base Equipment (Hardware)				
T2B-1	TABLET 2 SKU:	MF009LL/A	TABLET 2 LIST PRICE:	\$ 829.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T2B-1	Manufacturer Name	<i>Specify manufacturer (must be manufactured by proposer)</i>	Apple	MF009LL/A (AT&T)
	Manufacturer Base Model Name	<i>Specify the base model name</i>	iPad Air (64GB Space Gray for AT&T)	MF009LL/A (AT&T)
	Manufacturer Base Model #	<i>Specify the base model number</i>	MF009LL/A (AT&T)	MF009LL/A (AT&T)
	Operating System	iOS7, Android 4.1 or Windows 8.0 pro	iOS7	MF009LL/A (AT&T)
	Processor	<i>Specify Processor</i>	A7 chip with 64-bit architecture and M7 motion coprocessor	MF009LL/A (AT&T)
	RAM - capacity	2 GB	Not published	
	RAM - speed	<i>Specify memory speed</i>		
	Storage	64 GB	64GB	MF009LL/A (AT&T)
	Wireless	Integrated 802.11n wireless networking	Wi-Fi (802.11a/b/g/n); dual channel (2.4GHz and 5GHz) and MIMO	MF009LL/A (AT&T)
	Additional Wireless	3G, 4G, LTE	Available: UMTS/HSPA/HSPA+/DC-HSDPA (850, 900, 1700/2100, 1900, 2100 MHz); GSM/EDGE (850, 900, 1800, 1900 MHz) CDMA EV-DO Rev. A and Rev. B (800, 1900 MHz) LTE (Bands 1, 2, 3, 4, 5, 7, 8, 13, 17, 18, 19, 20, 25, 26)	MF009LL/A (AT&T)
	Bluetooth	Bluetooth ability	Bluetooth 4.0	MF009LL/A (AT&T)
	Video	1280 x 800	Retina display 2048-by-1536 resolution at 264 pixels per inch (ppi) Fingerprint-resistant oleophobic coating	MF009LL/A (AT&T)
	Video - screen size	Minimum 10-inch screen	9.7-inch (diagonal) LED-backlit Multi-Touch display with IPS technology	MF009LL/A (AT&T)
	Sound	<i>Specify</i>	3.5-mm stereo headphone minijack Built-in speakers Dual microphones	MF009LL/A (AT&T)
	Camera/video	Camera/video capability included	iSight Camera (5MP photos/Autofocus/Face detection/Backside illumination/Five-element lens/Hybrid IR filter/f-2.4 aperture/Tap to focus video or still images/Tap to control exposure for video or still images/Photo and video geotagging/HDR photos) Video Recording (1080p HD/video recording/Video stabilization/Face detection/Tap to focus while recording/Backside illumination/3x video zoom)	MF009LL/A (AT&T)
	Keyboard / Touch Interface	Touch Interface	Touch Interface	MF009LL/A (AT&T)
	USB	Specify number and type of USB ports		0
Warranty	Manufacturer Warranty - Minimum 1 year	1 Year Limited Warranty	MF009LL/A (AT&T)	
Environmental	Describe Environmental Efforts	iPad Air is designed with the following features to reduce environmental impact: • Arsenic-free display glass • Mercury-free LED-backlit display • Brominated flame retardant-free • PVC-free • Recyclable aluminum enclosure • Power adapter that outperforms strictest global energy-efficiency standards	MF009LL/A (AT&T)	
Primary Battery	<i>Specify battery type and expected battery life & wHr</i>	10 Hour Battery Life	MF009LL/A (AT&T)	
OPTIONS/UPGRADES				
Spec #	Options	Minimum Requirements	Manufacturer & SKU #	List Price
T2O-1	Case/Sleeve option - no keyboard	Provide description	Apple Smart Case - MF051LL/A	79
T2O-2	Case/Sleeve option - with keyboard	Provide description	No response	
T2O-3	Charging dock	Provide description	No response	
T2O-4	Car charger	Provide description	No response	

PERIPHERALS 1 & 2 - Market Basket Specs

Responder Name:

Apple Inc.

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

BLACK & WHITE PRINTER

T1P-1	PERIPHERAL 1 SKU:	No response	PERIPHERAL 1 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
T1P-1	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Print speed (ppm)	20	
	Minimum recommended print volume	250 pages per month	
	Network Connection	Yes	
	Two sided printing	Automatic	
	Memory	32 MB	
	Print resolution	600dpi	
	Paper size	Letter	
	Paper trays	250 sheets	
	Energy Star compliance (verified at www.energystar.gov)	Yes	
	Warranty	minimum one (1) year warranty	

COLOR PRINTER

T1P-2	PERIPHERAL 2 SKU:	No response	PERIPHERAL 2 LIST PRICE:
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal
T1P-2	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	
	Print speed (ppm)	20	
	Minimum recommended print volume	250 pages per month	
	Network Connection	Yes	
	Two sided printing	Automatic	
	Memory	128 MB	

PERIPHERALS 3 & 4 - Market Basket Specs

Responder Name:

Apple Inc.

BOLD font is a minimum requirement that the offering must MEET OR EXCEED, *blue italic font does not have a minimum*, please provide the offered specification in either instance.

Please fill in the yellow cells.

PERIPHERALS OFFERED MAY BE THIRD PARTY PRODUCTS

19" Monitor

T1P-3	PERIPHERAL 3 SKU:	No response	PERIPHERAL 3 LIST PRICE:	
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#
T1P-3	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>		
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>		
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>		
	Screen size (diagonal measure)	19 inches		
	Format	Wide-Format, WSXGA compatible		
	Resolution	1440 x 900		
	Brightness	250 Nits / cd/m2		
	Contrast	400 to 1		
	Response Time	8 ms		
	Pixel Policy	ISO-13406-2		
	VGA interface	VGA interface required		
	DVI interface	DVI interface required		
	Display Port (DP) Interface	include DP interface		
	Cables	include DVI cable		
	Warranty	minimum one (1) year warranty		
	Mounting Hole Pattern	VESA Compliant		
	Stand	Height-adjustable stand		
	Energy-Star	Energy Star compliant per v4.1 Tier II standard		
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>		
	EPEAT	EPEAT BRONZE level		
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>		

24" MONITOR

T1P-4	PERIPHERAL 4 SKU:	MC914LL/B	PERIPHERAL 4 LIST PRICE:	\$	999.00
Spec #	Configuration	Minimum Requirements	Manufacturer's Proposal	Mfg SKU#	
T1P-4	<i>Manufacturer Name</i>	<i>Specify manufacturer</i>	Apple	MC914LL/B	
	<i>Manufacturer Base Model Name</i>	<i>Specify the base model name</i>	APPLE THUNDERBOLT DISPLAY	MC914LL/B	
	<i>Manufacturer Base Model #</i>	<i>Specify the base model number</i>	MC914LL/B	MC914LL/B	
	Screen size (diagonal measure)	24 inches	27-in	MC914LL/B	
	Format	Wide-Format, WSXGA compatible	2560 x 1440 pixels	MC914LL/B	
	Resolution	1920 x 1080	2560 x 1440 pixels	MC914LL/B	
	Brightness	250 Nits / cd/m2	375 cd/m2	MC914LL/B	
	Contrast	400 to 1	1000:1	MC914LL/B	
	Response Time	8 ms	12 ms	MC914LL/B	
	Pixel Policy	ISO-13406-2	Not published		
	<i>VGA interface</i>	<i>Specify whether VGA interface is included</i>			
	DVI interface	DVI interface required	Not available		
	<i>Display Port (DP) Interface</i>	<i>Specify whether DP interface is included</i>			
	<i>Cables</i>	<i>Specify whether DVI cable is included</i>			
	Warranty	minimum one (1) year warranty	1 year warranty	MC914LL/B	
	Mounting Hole Pattern	VESA Compliant	VESA Compliant	MC914LL/B	
	Stand	Height-adjustable stand	Viewing angle: 178° horizontal; 178° vertical	MC914LL/B	
	Energy-Star	Energy Star compliant per v4.1 Tier II standard	Meets ENERGY STAR 5.1 requirements	MC914LL/B	
	<i>Security lock slot</i>	<i>Specify whether monitor has security lock slot</i>	Kensington lock slot	MC914LL/B	
	EPEAT	EPEAT BRONZE level	Rated EPEAT Gold	MC914LL/B	
	<i>Environmental</i>	<i>Specify whether monitor is RoHS compliant</i>			

BAND 3: TABLET - SERVICES - Market Basket Specs

Responder Name:

Apple Inc.

Please fill in the yellow cells.

A. EACH STATE DETERMINES IF AND HOW SERVICES WILL BE OFFERED IN THEIR PARTICIPATING ADDENDUM

B. TRAVEL FOR SERVICES TO BE NEGOTIATED WITH EACH STATE IN THEIR PARTICIPATING ADDENDUM.

C. RESPONDER MAY PROVIDE DISCOUNT OFF LIST, HOURLY AND/OR UNIT RATES

SERVICES				
Spec #	Description	Minimum Requirements	Manufacturer's Proposal	Manufacturer SKU #
T1S-1	Warranty Upgrade-2 yr	Describe two year warranty on Tablet 1	Every iPad comes with one year of hardware repair coverage through its limited warranty and up to 90 days of complimentary support. AppleCare+ for iPad extends your coverage to two years from the original purchase date of your iPad and adds up to two incidents of accidental damage coverage, each subject to a \$49 service fee plus applicable tax.	S4745LL/A
T1S-2	Warranty Upgrade-3 yr	Describe three year warranty on Tablet 1	No response	
T1S-3	Warranty Upgrade-AD	Describe accidental damage protection on Tablet 1	No response	
T1S-4	Break Fix - Non Warranty	Describe break-fix non warranty on Tablet 1	No response	
T1S-5	Image Loading	Describe services to load custom software image at factory prior to delivery	Apple Professional Services (APS) offers a full suite of services in support of the deployment, installation and configuration of Apple products. Apple has a team of experienced Project Managers that can help plan and execute large deployments of Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D6156LL/A (Provider), D5624LL/A (Factory)
T1S-6	Image Consulting	Develop custom software image solution.	Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D4700LL/A
T1S-7	Asset Tagging	Affix asset tags to equipment prior to delivery.	Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D6156LL/A (Mac Provider), D6160LL/A (iPad Provider), D5624LL/A (Factory)
T1S-8	Installation	Describe equipment installation services available	Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	6156LL/A (Mac Provider), D6160LL/A (iPad Provider), D3652LL/A (Server Provider)
T1S-9	General Consulting	Describe Consulting services available	Apple provides Professional Development offers hands-on workshops tailored for your institution's specific needs. These workshops are designed to help you use your Apple products to enhance teaching and learning.	D4699LL/A
T1S-10	Training	Describe Training Services Available	Apple provides Professional Development offers hands-on workshops tailored for your institution's specific needs. These workshops are designed to help you use your Apple products to enhance teaching and learning.	D2459LL/B or D2460LL/B
T1S-11	Staging/Deployment	Describe staging/deployment services	Apple Professional Services (APS) offers a full suite of services in support of the deployment, installation and configuration of Apple products. Apple has a team of experienced Project Managers that can help plan and execute large deployments of Apple products. APS can offer asset tagging and inventory reporting, factory imaging, onsite delivery and distribution, installation and configuration of Apple products. APS also offers coaching and mentoring of technical staff, including image consulting, on the installation and on-going support of Apple products so that our customers are fully prepared to be successful.	D6156LL/A (Mac Provider), D6160LL/A (iPad Provider)