

18. a. Amend Contract/Award - Technology Equipment and Peripherals

Rationale

The Irvine Unified School District (District) has a need for technology equipment and peripherals.

On August 27, 2024, the Board of Education (Board) awarded Bid No. 23/24-01 IT Technology Equipment and Peripherals to CDW Government, LLC (CDWG). Bid No. 23/24-01 IT Technology Equipment and Peripherals was a unit-cost bid that included equipment and services the District anticipated were necessary to meet the District's technology needs.

The initial term of the contract was January 1, 2025 through December 31, 2029.

Certain products specified in the bid have subsequently been updated, altered or discontinued, therefore, the parties wish to amend the underlying Bid Form Pricing Sheet to allow the District to purchase 1) new, upgraded products that replace those originally specified, and 2) substitute products which are direct replacements for original products that have been discontinued. Section 19.C of Bid No. 19/20-01 IT Technology Equipment and Peripherals allows the successful bidder to "delete Equipment removed from the market by the manufacturer and/or add Equipment introduced to the market by the manufacturer under the following conditions: a. Deleted Equipment has been discontinued and is no longer available from the manufacturer; b. Added Equipment is a direct replacement for original Equipment listed in the bid, Contractor's bid, the resulting Agreement and/or any Purchase Agreements."

Manufacturers have discontinued certain products specified in the bid. In some cases, the replacement products include significant technical upgrades that have affected the product price. Additionally, some manufacturer cost increases require an adjustment to licensing and product costs. The Technical Specifications and Requirements form in Bid No. 23/24-01 IT Technology Equipment and Peripherals allows "price increases reflecting original manufacturer's cost increases to the successful Bidder."

The Updated Bid Form Pricing Sheet is attached.

IUSD/Ford/Bennett
Board Agenda
August 26, 2025

Attachment

Financial Impact

General and Restricted Funding Sources

Amount of Expenditure Undetermined – School sites and programs will make purchases within budget allocation amounts.

Recommended Motion

Authorize the Assistant Superintendent of Business Services to amend the contract with CDW Government, LLC for technology equipment and peripherals, resulting from Bid No. 23/24-01 IT, to incorporate the additional and substituted products set forth in the Updated Bid Form Pricing Sheet and adjust costs.

Quick Summary / Abstract

Authorize the Assistant Superintendent of Business Services to amend the contract with CDW Government, LLC for technology equipment and peripherals, resulting from Bid No. 23/24-01 IT, to incorporate the additional and substituted products set forth in the Updated Bid Form Pricing Sheet and adjust costs.

Supporting Documents

 [_Updated Amendment bid pricing Irvine Contract 2025 - Formatted Aug 2025](#)

Created on 8/6/2025 at 3:09 PM PT by Michelle Bennett
Last Modified on 8/21/2025 at 11:40 AM PT by Raianna Chavez

AMENDMENT TO AGREEMENT

This Amendment to Agreement (“Amendment”) by and between CDW Government LLC (“CDWG”, “Consultant”, or “Provider”) and Irvine Unified School District on behalf of itself and its affiliated schools (“Customer” or “District”), is entered into on August 27, 2025 (the “Effective Date”), with reference to the facts set forth below. Provider and District agree to amend the terms and conditions of the Agreement awarded pursuant to Bid No. 23/24-01 IT Technology Equipment and Peripherals (“Agreement”), upon and subject to the terms and conditions of this Amendment, notwithstanding anything to the contrary in the Agreement. Initial capitalized terms not otherwise defined herein shall have the meaning set forth in the Agreement and Bid documents.

RECITALS

- a. Provider and District entered into the Agreement on January 1, 2025 with a term date ending December 31, 2029; and
- b. Provider and District have mutually agreed to amend the Agreement as set forth in this Amendment.

AGREEMENT

NOW THEREFORE, in consideration of the mutual covenants, promises, representations, warranties, and conditions set forth herein, Provider and District hereby agree as follows:

1. Whereas, section 19.C. of Bid No. 23/24-01 IT Technology Equipment and Peripherals allows the successful Bidder to “delete Equipment removed from the market by the manufacturer or and/or add Equipment introduced to the market by the manufacturer under the following conditions: a. Deleted Equipment has been discontinued and are no longer available from the manufacturer; b. Added equipment is a direct replacement for original Equipment listed in the bid, Contractor’s bid, the resulting Agreement and/or any Purchase Agreements.” Such changes have been made by manufacturers and the Bid Form Pricing Sheet is hereby amended to reflect changes in Exhibit A.
2. Whereas, section 11 of the General Conditions of Bid No. 23/24-01 IT Technology Equipment and Peripherals allows the successful Bidder to notify the District “of any changes in MSRP” and the Technical Specifications and Requirements form in Bid No. 23/24-01 IT Technology Equipment and Peripherals allows “price increases reflecting original manufacturer’s cost increases to the successful Bidder. Documentation may be required to prove price increase from the manufacturer to the successful Bidder.” Such price increases have been made by manufacturers and the Bid Form Pricing Sheet is hereby amended to reflect changes in Exhibit A. Manufacturer documentation is attached hereto in Exhibit B.
3. Pursuant to section 11 of the General Conditions of Bid No. 23/24-01 IT Technology Equipment and Peripherals, in the event that the price of an item decreases, such lower price is to be immediately extended to District. In addition, within 24 hours of any price

decrease, the District shall be notified in writing of such changes and pending orders shall reflect the newer price.

4. Except as otherwise expressly modified herein, all terms and conditions of the Agreement and bid documents shall remain in full force and effect. To the extent there is a conflict between this Amendment and the Agreement, this Amendment shall control.
5. This Amendment may be executed in multiple counterparts, each of which shall be deemed an original and, together shall constitute one document.

IN WITNESS WHEREOF, Provider and District have executed this Amendment to Agreement as of the Effective Date.

CDW Government LLC



By: Anup Sreedharan

Title: Sr. Manager

Date: 08/05/25

Irvine Unified School District



By: John Fogarty

Title: Asst Supt Business Services

Date: August 27, 2025

District Board Approved: 8/20/2025

Exhibit A
Updates to Bid Form Pricing Sheet

Updated Bid No. 23/24-01 IT - Bid Form Pricing Sheet

Original Bid Parts					Updated Parts		
Line item	Description	Manufacturer & Model No.	Price Per Unit *includes shipping		Description	Manufacturer & Model No.	Price Per Unit *includes shipping
1	HP Chromebook 11 G9 EE - N4500 32/4	HP Chromebook 11 G9 EE - 3V2Y2UT#ABA	\$230.00		HP Fortis11G10 N100 11 4GB/32 PC	9R3A9UT#ABA	\$253.00
1.a.	Lenovo 100e G3	Lenovo Part number :	\$223.00		Discontinued see 1.b		
1.b.	Lenovo 100e G4	Lenovo Part number :	\$245.00		Lenovo 100e G4	Lenovo Part number : 83G80002US	\$262.50
1.c.	ASUS CR1100CKAYZ142	ASUS CR1100CKAYZ142	\$281.52		ASUS CR1104CTA-YZ42	ASUS CR1104CTA-YZ42	\$272.24
1.d.	Acer C734-C0FD	Acer C734-C0FD; NX.AYVAA.001; 195133135887	\$250.00		Acer C723-K22H	ACER NX.JH7AA.001	\$300.00
2	HP Foris x360 G3 J 11" 2-in-1 - N4500 32/4	HP Foris x360 G3 J - 7L300UT#ABA	\$345.00		HP G1111C	HP FFlipG1111C N150 11 4GB/32 PC - B69PKUT#ABA	\$420.00
2.a.	Lenovo 500e G3	Lenovo Part number :	\$313.00		Lenovo 500e G3	Lenovo Part number : 82JB003XUS	\$328.70
2.b.	ASUS CR1100FKAYZ142T	ASUS CR1100FKAYZ142T	\$338.00		ASUS CR1104CTA-YZ42T	ASUS- CR1104CTA-YZ42T	\$311.84
2.c.	Acer R753T-C8H2	Acer R753T-C8H2; NX.A8ZAA.005; 195133135863	\$330.00		Acer R753T-C8H2	NX.A8ZAA.005	\$289.99
3	Google Chrome Mgmt License	Google Chrome Educaion Upgrade - CROS-SW-DIS-EDU-NEW	\$29.75		Google Chrome Mgmt License	CROS-SW-DIS-EDU-NEW	\$29.75
4	AVerCharge C36i+	AVer C36i+ - CHRGC36i+	\$1,175.00		AVerCharge C36i+	AVer C36i+ - CHRGC36i+	\$1,292.00
5	Poly Studio X52 All-In-One Video Bar with TC10 Controller Kit	Poly Studio X52 Video Kit - 8D8L1AA#ABA	\$3,292.81		Poly Studio X52 All-In-One Video Bar with TC10 Controller Kit	8D8L1AA#ABA	\$3,622.00
6	Aver M11-8M	Aver VISIM118M	\$190.00		Aver M11-8M	Aver VISIM118M	\$209.00
7	HP LaserJet Pro 4001dn	HP - 2Z600F#BGJ	\$330.28		HP LaserJet Pro 4001dn	HP - 2Z600F#BGJ	\$363.30
8	HP LaserJet Pro M501dn	HP - J8H61A#BGJ	\$606.28		HP LaserJet Pro M501dn	HP - J8H61A#BGJ	\$666.90
9	HP Color LaserJet Enterprise M554dn	HP - 7ZU81A#BGJ	\$728.69		HP Color LaserJet Enterprise M554dn	HP - 7ZU81A#BGJ	\$801.55
10	Aruba 8360-32Y4C v2 FB 3F 2AC Bdl Core Switch	JL700C	\$19,845.85		Aruba 8360-32Y4C v2 FB 3F 2AC Bdl Core Switch	JL700C	\$20,838.14
10.a.	Extreme Network 7520-48YE-8CE-AC-F	Extreme Network 7520-48YE-8CE-AC-F	\$18,717.60		Extreme Network 7520-48YE-8CE-AC-F	Extreme Network 7520-48YE-8CE-AC-F	\$20,589.00

11	Aruba 6300M 48G 4SFP56 Switch	JL663A	\$6,232.27	Aruba 6300M 48G 4SFP56 Switch	JL663A		\$6,543.88
12	Aruba 6300M 48SR5 CL6 PoE 4SFP56 Switch	JL659A	\$10,058.87	Aruba 6300M 48SR5 CL6 PoE 4SFP56 Switch	JL659A		\$1,058.87
13	Aruba X371 12VDC 250W 100-240VAC PS	JL085A	\$365.17	Aruba X371 12VDC 250W 100-240VAC PS	JL085A		\$383.42
13.a.	Extreme Network XN-ACPWR-350W-FB "For 5520-48T	Extreme Network XN-ACPWR-350W-FB "For 5520-48T	\$477.60	Extreme Network XN-ACPWR-350W-FB "For 5520-48T	Extreme Network XN-ACPWR-350W-FB "For 5520-48T		\$525.36
14	Aruba X372 54VDC 1050W 110-240VAC PS	JL087A	\$783.87	Aruba X372 54VDC 1050W 110-240VAC PS	JL087A		\$823.06
14.a.	Extreme Network XN-ACPWR-1100W-FB "For 5720-48MW"	Extreme Network XN-ACPWR-1100W-FB "For 5720-48MW"	\$813.60	Extreme Network XN-ACPWR-1100W-FB "For 5720-48MW"	Extreme Network XN-ACPWR-1100W-FB "For 5720-48MW"		\$894.99
15	Aruba 50G SFP56 to SFP56 0.65m DAC Cable	R0M46A	\$216.77	Aruba 50G SFP56 to SFP56 0.65m DAC Cable	R0M46A		\$227.60
15.a.	Extreme Network 100G-DACP-QSFP25M	Extreme Network 100G-DACP-QSFP25M	\$201.12	Extreme Network 100G-DACP-QSFP25M	Extreme Network 100G-DACP-QSFP25M		\$221.23
16	Aruba 10G SFP+ LC SR 300M MMF XCVR	J9150D	\$700.66	Aruba 10G SFP+ LC SR 300M MMF XCVR	J9150D		\$735.69
16.a.	Extreme Network 10301	Extreme Network 10301	\$788.16	Extreme Network 10301	Extreme Network 10301		\$866.97
17	Aruba AP-535 (US) Unified AP	JZ337A	\$1,074.84	Aruba AP-535 (US) Unified AP	JZ337A		\$1,128.58
17.a.	Extreme Network AP510C-WW	Extreme Network AP510C-WW	\$874.56	Extreme Network AP510C-WW	Extreme Network AP510C-WW		\$962.01
18	Aruba AP-575 (US) Outdoor 11ax AP	R4H18A	\$1,505.73	Aruba AP-575 (US) Outdoor 11ax AP	R4H18A		\$1,581.01
18.a.	Extreme Network AP460C-FCC	Extreme Network AP460C-FCC	\$710.88	Extreme Network AP460C-FCC	Extreme Network AP460C-FCC		\$781.68
19	APC UPS 6000VA (Input 208V L14-30P) UPS	SURTD6000RMXLP3U	\$6,257.91	APC UPS 6000VA (Input 208V L14-30P) UPS	SURTD6000RMXLP3U		\$6,883.70
20	APC SMART UPS SRT 3000VA RM 120V UPS	SRT3000RMXLA	\$3,223.90	APC SMART UPS SRT 3000VA RM 120V UPS	SRT3000RMXLA		\$3,546.29
21	Epson Powerlite L260F - 3LCD projector	V11HA69020	\$1,050.00	Epson Powerlite L260F - 3LCD projector	V11HA69020		\$1,176.00
22	Epson Powerlite 760W - 3LCD projector - ultra short throw	V11HA81020	\$1,185.00	Epson Powerlite 760W - 3LCD projector - ultra short throw	V11HA81020		\$1,327.00
23	Samsung 65 in 4K Digital Signage Display	Samsung QB65C	\$886.00	Samsung 65 in 4K Digital Signage Display	Samsung QB65C		\$930.00
24	Lightspeed Topcat Classroom Audio	TCN-FS-M	\$1,779.00	Lightspeed Topcat Classroom Audio	TCN-FS-M		\$1,921.32

25	ATLASied pOe+ INDOOR Wall Mount IP Speaker w/LCD display Talkback	IP-SDM	\$795.00	ATLASied pOe+ INDOOR Wall Mount IP Speaker w/LCD display Talkback	IP-SDM	\$992.00
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CDW Categories	Irvine
Accessories (A)	6.75%
Power, Cooling & Racks (B)	5.00%
Desktop Computers (C)	2.00%
Data Storage/Drives (D)	5.25%
Enterprise Storage (E)	7.75%
Point of Sale/Data Capture (F)	4.00%
Servers & Server Management (H)	4.00%
Services (CDW Delivered) (J)	0.00%
Notebook/Mobile Devices (L)	3.25%
Chromebooks (CBK)	2.50%
NetComm Products (N)	9.00%
Carts and Furniture (O)	5.25%
Printing & Document Scanning (P)	1.50%
Services (Partner Delivered) (Q)	7.25%
Software (S)	5.75%
Collaboration Hardware (T)	5.00%
Video & Audio (V)	3.50%
Cables (W)	15.00%

Exhibit B

Manufacturer's Documentation



June 25, 2025

To: Valerie Hanrahan CDW

Irvine Public School District

RE: AtlasIED Temporary Price Increase effective May 1, 2025


Valerie:

Within days of the government announcing tariffs for imported materials and parts; AtlasIED started receiving price increases on component parts far exceeding historic levels. The cost of raw materials such as steel and aluminum doubled in price while in transit making normal business operations impossible. With every news broadcast, the prices were moving so fast and not knowing what to do, other manufacturers just stopped their business and wouldn't ship product.

Stopping wasn't an option for AtlasIED. We value you and your customers. Stopping would hurt everyone. We want to be a responsible partner and communicate openly about the uncertainty we are facing. We also want to keep American's employed. To do this, AtlasIED raised prices temporarily; effective May 1, 2025. The average increase is less than eight percent. As soon as Washington DC stabilizes, AtlasIED will be able to do so too. Please contact me if you have any questions.

Thank you for your support.

Diana Rosenblatt
AtlasIED Regional Manager-West

 +1 480-235-7950

 4545 E. Baseline Road | Phoenix, AZ 85042

 diana.rosenblatt@atlasied.com

 atlasied.com

4545 E Baseline Road
Phoenix, Arizona 85042



To AtlasIED Valued Clients,

These past few weeks have been challenging for many businesses. Similarly to others in the industry, we have had to re-evaluate business programs and processes to ensure we continue to deliver the highest level of support and quality of product that you are used to. We want to maintain consistent communication with our clients about the status of our corporate policy changes.

What you need to know:

In the next few days, AtlasIED will release a new price list. Our partners told us that the tariff surcharge we implemented was difficult to execute in many accounting systems, and so we will replace that surcharge policy with a new formal and comprehensive price list. The new price list will take effect May 1, 2025. At that time, we will remove the tariff surcharge from all orders.

This new price list will be delivered by your AtlasIED independent manufacturer reps or regional sales managers. Please contact them with any questions. If you are unsure who you should contact, please call us at 1-800-876-3333 or email support@atlasied.com.

Additionally, we will be suspending all discount programs until we communicate that they will be reinstated.

Our promise to you: We promise to maintain transparent and consistent communication with you, as we know this ever-changing environment creates uncertainty.

We promise to consistently monitor the changing economic conditions and act in our mutual best interests to guarantee true partnership.

We promise to continue to re-evaluate our programs and pricing to provide you with the best options available.

This is a temporary situation, and we are confident that the people, processes, and infrastructure we have in place will allow us to help you weather this storm. Please contact us with any questions or concerns, we are here for you.

Thank you for your patience, business, and support,

AtlasIED



Date: 6/10/2025

Good afternoon

We appreciate your continued partnership and commitment to delivering AVer's industry-leading charging solutions to your customers. As we navigate market shifts and rising costs in manufacturing, logistics, and materials, we find it necessary to adjust our pricing structure to maintain the high level of quality and service you've come to expect from AVer.

Effective 3/21/2025, the MSRP for our AVer catalog will increase by 10%. This adjustment reflects rising production costs & current tariff status, while ensuring we continue to offer innovative, high-quality solutions with the same reliability and support you depend on.

For the *Irvine State Contract Bid* awarded, we unfortunately cannot honor pricing due to these factors. The overall breakdown on price increases are below:

Description	Manufacturer & Model No.	Price Increase %	New MSRP
AVerCharge C36i+	AVer C36i+ - CHRG C36i+	10%	\$2,144.99
Aver M11-8M	Aver VISIM118M	10%	\$239.99

To confirm country of origin, we are manufactured and assembled in Taiwan.

We remain committed to supporting you with strong inventory availability, best-in-class product quality and overall support. Please reach out with any questions or to discuss how we can best support your efforts.

Thank you for your partnership and trust in AVer.

Daniel Fitzgerald
Senior Director of K12 Sales
AVer Information Americas
P: 210-792-9133

HP Inc.
1501 Page Mill Road
Palo Alto, CA 94304

hp.com



July 2, 2025

Sent via Email Communication Only

Notice of Product Transition and Price Adjustment

To Whom It May Concern:

Elizabeth Leach
Contract Sales Manager
M 501-849-4740
elizabeth.leach@hp.com

Please be advised that HP Inc. is transitioning Chromebooks and Printers to new products. As a result, pricing will increase by 10%, effective April 7, 2025.

If you have any questions or need further information, please contact the HP team.

Best regards,

A handwritten signature in blue ink that reads 'Elizabeth Leach'.

Elizabeth Leach
Contract Sales Manager

April 29, 2025

This message is a follow-up to our communication from April 10, 2025, regarding the upcoming price adjustments previously scheduled for July 1, 2025, in response to the evolving tariff landscape.

After further review, Epson has determined that certain price modifications will need to take effect earlier than initially planned. Effective June 1st, you can expect to see adjustments averaging between 10% and 12% across many of our product categories. On July 1st, pricing for Commercial Projection will increase within the same range.

These upcoming adjustments reflect only a portion of the tariff-related costs and do not fully offset the overall impact. We want to be transparent that, depending on how conditions evolve, further pricing adjustments may be required.

The following details on order management are to ensure a smooth transition for our partners.

Order Management

- To ensure the equitable allocation of product, orders received that exceed your current run rate by more the 10% will need to be revised or cancelled.
- Current pricing will be honored for standard orders placed which have received credit approval and are in shipping status from our warehouse as follows:
 - On or before May 31, 2025 for products impacted by the June 1st change
 - On or before June 30, 2025 for the July 1st change
- Open Orders, which are defined as a backorder (no product allocated to the order, no credit approval) as well as orders with a future ship date beyond those noted above, will be repriced automatically and put on hold until you confirm acceptance of the updated pricing.
 - You may either cancel your current orders and replace them with orders at the updated pricing OR
 - Email your Account Manager or Customer Account Service representative with your approval/acceptance of the new pricing.

Special Order Circumstances

- Some Commercial Product Categories including POS System Device Solution orders placed on or before May 31, 2025, with and Epson confirmed ship date by June 30, 2025, will be honored at current pricing.

Please refer to the section above on Open Order Repricing.

Special Order Handling

We understand that you may hold bids or contracts where pricing has been committed for a specific period. Please work with your Account Manager directly to discuss these opportunities.

Your Account Manager is available to review pricing changes, discuss order status, and support your planning efforts. We truly appreciate your cooperation as we navigate these changes together, and we thank you for your continued partnership.



Fábio Neves
Vice President, Sales Americas
Commercial and Industrial

Extreme Networks
6480 Via Del Oro
San Jose, CA 95119

April 8, 2025

Dear Extreme Customers,

We would like to provide an important update regarding the current market landscape. With the evolving trade dynamics, tariffs are being introduced in various countries. We have been diligently staying informed about the anticipated impact on costs and product prices for Extreme Networks due to global disruptions.

Although we do not have precise details about the timing or the extent of impact on costs, we anticipate that costs and prices will rise due to recent policy announcements.

To mitigate some of the uncertainty, please make note of the following guidelines for placing orders:

- **Products and services orders placed THIS QUARTER with NO FUTURE CRD requirements** will be guaranteed to have NO PRICE INCREASE. ALL Service and/or subscription contracts must be started and invoiced within 90 days in compliance with the policy.
- **Products and services orders placed with scheduled ship dates outside of Q4FY2025**, ending June 30, 2025, will be subject to pricing adjustments at the effective MSRP at the time of shipment, incorporating any list price changes.

We understand the challenges these developments may bring to you and are actively working to minimize disruptions, ensuring business continuity. If you have any questions or require additional support, please reach out to your local Extreme Representative or Extreme Partner.

Thank you for your continued trust as we navigate these uncertain times together.

Sincerely,

A handwritten signature in black ink that reads "Jack Lyon".

Jack Lyon
SVP Global Operations | Extreme Networks

Extreme Networks
6480 Via Del Oro
San Jose, CA 95119

April 9, 2025

Estimados Clientes de Extreme,

Nos gustaría proporcionarles una actualización importante sobre el panorama actual del mercado. Con la evolución de la dinámica comercial, se están introduciendo aranceles en varios países. Hemos estado informándonos diligentemente sobre el impacto esperado en los costos y precios de los productos de Extreme Networks debido a las interrupciones globales.

Aunque no tenemos detalles precisos sobre el momento o la magnitud del impacto en los costos, anticipamos que los costos y precios aumentarán debido a los recientes anuncios de políticas.

Para mitigar parte de la incertidumbre, tengan en cuenta las siguientes pautas para realizar pedidos:

- **Los pedidos realizados este trimestre sin requisitos de CRD futuro** estarán garantizados para no tener aumentos de precio.
- **Los pedidos realizados con fechas de envío programadas fuera del Q4FY2025**, que finaliza el 30 de junio de 2025, estarán sujetos a ajustes de precios según el MSRP vigente en el momento del envío, incorporando cualquier cambio en el precio de lista.

Entendemos los desafíos que estos desarrollos pueden traer para ustedes y estamos trabajando activamente para minimizar las interrupciones, asegurando la continuidad del negocio. Si tienen alguna pregunta o necesitan apoyo adicional, comuníquense con su Representante de Extreme local o con su Socio Extreme. Gracias por su continua confianza mientras navegamos juntos por estos tiempos inciertos.

Atentamente,

A handwritten signature in black ink that reads "Jack Lyon".

Jack Lyon
SVP Global Operations | Extreme Networks

Lenovo.com

8001 Development Drive
Morrisville, NC 27560

Lenovo

July 29, 2025

CDW Education
200 N Milwaukee Ave.
Vernon Hills, IL 60061

CDW:

Subject: Market Conditions

This letter is to confirm Lenovo United States' ("Lenovo") increase in pricing to our distribution network for the part numbers below to be offered by CDW ("Reseller") under Bid 23-24-01 IT Technology Equipment and Peripherals. Lenovo has made concerted efforts to minimize the impact of cost increases on our customers through a range of strategic supply chain initiatives, including leveraging our global manufacturing footprint. Despite these efforts, a combination of market dynamics and external factors has led to price adjustments, which may range between 0% and 25%. These changes are not driven by any single factor but rather reflect broader market dynamics.

<u>Description</u>	<u>Manufacturer & Model Number</u>
Lenovo 100e G3	Lenovo Part Number: 82UY0000US
Lenovo 100e G4	Lenovo Part Number: 83G80002US
Lenovo 500e G3	Lenovo Part Number: 82JB003XUS

The pricing adjustments reflect Lenovo's pricing to our distributors and Reseller and do not represent or imply the pricing offered by Reseller to the end-user customer. Lenovo and Reseller agree and acknowledge that Reseller shall use the pricing obtained from Lenovo's distributors to construct its own offer to the End User Customer

This letter does not serve as a pricing commitment to Reseller or to the End User. Prices are subject to change at Lenovo's discretion and may be updated from time to time without notice to the Reseller or to the End User.

Sincerely,



JJ DePalma
Senior Sales Manager
Lenovo (United States), Inc.



CDW – Corporate Headquarters
120 S Riverside Plaza
Chicago, IL 60606-3913

June 6, 2025

SUBJECT: PRICE INCREASE FOR THE 2025-2026 K-12 SCHOOL YEAR

To Whom It May Concern,

Over the past year, Lightspeed has experienced significant increases in both material and operating costs due to a range of factors, including rising transportation and import expenses, general inflation, and cost-of-living adjustments. As a result, we will be implementing a modest price adjustment across our product line for the 2025–2026 school year.

Specifically, for the Topcat system with Flexmike, Sharmike, and Media Connector (part number: TCN-FS-M) on the Irvine USD contract with CDW, we will be applying an 8% price increase compared to the previous year. While we continue to absorb a portion of the increased costs, this adjustment is necessary to ensure the continued quality and reliability of our solutions.

We remain committed to minimizing the impact of rising costs on our customers and continue to absorb many of these increases internally. We deeply value the partnerships we've built and look forward to supporting your schools for many years to come.

Sincerely,
Tony Zeikle
Senior Vice-President of Revenue
Phone: (800) 732-8999
Email: tony.zeikle@lightspeed-tek.com



June 9, 2025

Re: CDW Authorization

To whom it may concern,

This letter is to validate CDW Government LLC as an Elite partner of our product and services. In addition, CDW is authorized to sell APC by Schneider Electric products. The Elite level is the highest level of commitment between APC by Schneider Electric and our partners. We look forward to supporting CDWG in providing our products.

CDW is an "Schneider Electric Data Center Elite" Partner, which is the highest partner status obtainable within Schneider Electric.

- Schneider Electric Authorized Partner since 2006 (CDW has been selling Schneider Electric products for >15 years).
- Schneider Electric Data Center Elite partner since 2006.
- CDW as Schneider Electric DCIM partner of the year award in 2012.
- Authorized Schneider Electric provider for:
 - All single phase and three phase products
 - Power Distribution
 - Schneider Electric Cooling Solutions
 - ISX Data Center Design Solutions

CDW Gets Schneider Electric Power & Cooling Solutions

- Over 50,000 Power & Cooling solutions created.
- CDW has 10 badged consultants with combines 100 years plus experience
- CDW has >250 power accredited AM's.

Price Increase Notification

- **The following SKU's have undergone price increases on the following Smart-Ups offerings:**
 - SURTD6000RMXLP3U: 10% Price Increase
 - SRT3000RMXLA: 10% Price Increase
 - No EOL dates for either product.

Sincerely,

Seamus Fennelly

Seamus Fennelly

National Account Manager – CDW