

**Section 7.0
Contract Pricing**

Cost-Plus Percentages for Major Publishers

PUBLISHER	Government COST-PLUS PERCENTAGE W/O PCARD	Government COST-PLUS PERCENTAGE WITH PCARD	Academic COST-PLUS PERCENTAGE W/O PCARD	Academic COST-PLUS PERCENTAGE WITH PCARD
Adobe	1.00%	1.00%	1.00%	1.00%
Computer Associates	1.00%	1.00%	1.00%	1.00%
Hewlett Packard	1.98%	1.98%	1.98%	1.98%
IBM	0.48%	0.48%	0.48%	0.48%
LANDesk	1.00%	1.00%	1.00%	1.00%
McAfee	1.00%	1.00%	1.00%	1.00%
Quest	1.98%	1.98%	1.98%	1.98%
Symantec incl. Veritas	0.00%	0.00%	0.00%	0.00%
Trend Micro	1.00%	1.00%	1.00%	1.00%
VMWare	1.00%	1.00%	1.00%	1.00%

List-Less Discount for Novell

PUBLISHER (List-Less Discount Percentage)	Government LIST-LESS DISCOUNT PERCENTAGE W/O PCARD	Government LIST-LESS DISCOUNT PERCENTAGE WITH PCARD	Academic n/a	Academic n/a
Novell	35.00%	35.00%		

All "Other" Publishers Cost-Plus Percentages

PUBLISHER	Government COST-PLUS PERCENTAGE W/O PCARD	Government COST-PLUS PERCENTAGE WITH PCARD	Academic COST-PLUS PERCENTAGE W/O PCARD	Academic COST-PLUS PERCENTAGE WITH PCARD
All "OTHER" Publishers Cost-Plus	0.48%	0.48%	0.48%	0.48%