

AMENDMENT NO. 1 TO NASPO MASTER AGREEMENT 23009

THIS AMENDMENT is by and between the State of Minnesota, acting through its Commissioner of Administration (“State”), and Hitachi Vantara LLC, 2535 Augustine Drive, Santa Clara, CA 95054 (“Contractor”).

WHEREAS, the State has an agreement with the Contractor identified as NASPO Master Agreement 23009, December 7, 2023, through June 30, 2025 (“Master Agreement”), to provide Computer Equipment, Peripherals, & Related Services; and

WHEREAS, Minn. Stat. § 16C.03, subd. 5, affords the Commissioner of Administration, or delegate pursuant to Minn. Stat. § 16C.03, subd. 16, the authority to amend contracts; and

WHEREAS, the terms of the Master Agreement allow the State to amend the Master Agreement as specified herein, upon the mutual agreement of the Office of State Procurement and the Contractor in a fully executed amendment to the Master Agreement.

NOW, THEREFORE, it is agreed by the parties to amend the Master Agreement as follows:

1. That Master Agreement 23009 is extended to June 30, 2028, at the same terms and conditions.
2. That Master Agreement 23009 is amended as follows: Exhibit D: Price Schedule, is deleted in its entirety and replaced with the attached “Exhibit D: Price Schedule, Amendment 1.”

This Amendment is effective beginning July 1, 2025, or upon the date that the final required signatures are obtained, whichever occurs later, and shall remain in effect through contract expiration, or until the Master Agreement is canceled, whichever occurs first.

Except as herein amended, the provisions of the Master Agreement between the parties hereto are expressly reaffirmed and remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment to be duly executed intending to be bound thereby.

1. HITACHI VANTARA LLC

The Contractor certifies that the appropriate person(s) have executed this Amendment on behalf of the Contractor as required by applicable articles, bylaws, resolutions, or ordinances.

DocuSigned by:
By: Robert Launhardt
Signature
41E9CDFE7C15411...
Robert Launhardt
Printed Name

Title: Revenue Deal Manager

Date: 4/23/2025

2. OFFICE OF STATE PROCUREMENT

In accordance with Minn. Stat. § 16C.03, subd. 3.

DocuSigned by:
By: Elizabeth M. Randa
Signature
742DE739C8ED492...
Elizabeth M. Randa
Printed Name

Title: Acquisition Management Specialist

Date: 4/23/2025

3. COMMISSIONER OF ADMINISTRATION

Or delegated representative.

DocuSigned by:
By: Andy Doran
Signature
88B02A26D7604BA...
Andy Doran
Printed Name

Title: IT Acquisitions Supervisor

Date: 4/23/2025

Exhibit D: Price Schedule, Amendment 1

NASPO ValuePoint Computer Equipment (2023-2028)

CONTROL SET

Master Agreement: 23009
Contractor Name: Hitachi Vantara LLC

Awarded Bands:
Band 1: Personal Computing Devices (Windows)
Band 2: Personal Computing Devices (Non-Windows)
x Band 3: Servers and Storage

Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	12.5%
3	3B-1	Storage Category 3A	43.0%
3	3B-2	Storage Category 3B	23.0%
3	3B-3	Server Category 3C	12.5%
3	3B-4	Product Maintenance, Installation, Support and Training	0.0%
3	3B-5	Service/Consulting	30.0%
3	3T	Band 3 - Third Party Product Minimum Discount	12.5%
3	3T-1	3rd Party Product Category 3D	12.5%
3	3T -2	Warranty	0.0%
3	3T-3	Maintenance	0.0%
3	3T-4	Training	0.0%
3	3T-5	Installation	0.0%
3	3T-6	Service/Consulting	0.0%
	S	Migration Engineer	50.0%
	S	Migration Delivery Lead	50.0%
	S	GDDC Project Coordinator	50.0%
	S	GDDC Project Manager	50.0%
	S	GDDC Senior Project Manager	50.0%
	S	GDDC Associate Technical Consultant	50.0%
	S	GDDC Associate Technical Consultant I	50.0%
	S	GDDC Associate Technical Consultant II	50.0%
	S	GDDC Technical Consultant	50.0%
	S	GDDC Senior Technical Consultant	50.0%
	S	Project Coordinator	30.0%
	S	Project Manager	30.0%
	S	Senior Project Manager	30.0%
	S	Program Manager	30.0%
	S	Associate Technical Consultant	30.0%
	S	Senior Technical Consultant	30.0%
	S	Technical Consultant	30.0%
	S	Field Solutions Engineer	30.0%
	S	SAM Engineer	30.0%
	S	Block Time Engineer	30.0%

Exhibit D: Price Schedule, Amendment 1

Band	Category Code	Category Description	Discount off Baseline List
	S	Cloud (Rean)	30.0%
	S	Cloud (Rean)	30.0%
	S	Digital Business Principal Architect	30.0%
	S	Digital Business Senior Architect	30.0%
	S	Senior Digital Business Consultant	30.0%
	S	Digital Business Consultant	30.0%
	S	Digital Business Associate Consultant	30.0%

Exhibit D: Price Schedule, Amendment 1

Discount Structure

Master Agreement: 23009
Contractor Name: Hitachi Vantara LLC
Baseline Price List: Posted on Contractor's dedicated NASPO ValuePoint website

Band 3: Servers and Storage			
Band	Category Code	Category Description	Discount off Baseline List
3	3B	Band 3 - Minimum Discount	12.5%
3	3B-1	Storage Category 3A	43.0%
3	3B-2	Storage Category 3B	23.0%
3	3B-3	Server Category 3C	12.5%
3	3B-4	Product Maintenance, Installation, Support and Training	0.0%
3	3B-5	Service/Consulting	30.0%
3	3T	Band 3 - Third Party Product Minimum Discount	12.5%
3	3T-1	3rd Party Product Category 3D	12.5%
3	3T -2	Warranty	0.0%
3	3T-3	Maintenance	0.0%
3	3T-4	Training	0.0%
3	3T-5	Installation	0.0%
3	3T-6	Service/Consulting	0.0%

Exhibit D: Price Schedule, Amendment 1

Volume-Based Discounts

Master Agreement:23009

Contractor Name:Hitachi Vantara LLC

All Awarded Bands

1. Per Transaction Multiple Unit Discount(s)
Contractor provides a contractual volume discount program as follows based on dollars in a single purchase order or combination of purchase orders submitted at one time by a Purchasing Entity, or multiple entities conducting a cooperative purchase.

Min \$ Single Transaction	Max \$ Single Transaction	Per Transaction Multiple Unit Discount
\$1,000,000.00	\$2,999,999.99	1.0%
\$3,000,000.00	\$4,999,999.99	1.5%
\$5,000,000.00	No Max	2.0%

2. Cumulative Discount(s)
Contractor provides a cumulative volume discount as follows based on dollars resulting from the cumulative purchases by all purchases made by Purchasing Entities for the duration of the Master Agreement.

Threshold	Discount Level
\$20,000,000.00	1.0%
\$30,000,000.00	1.5%
\$40,000,000.00	2.0%

3. Other Discount(s)
Additional discount(s) available.

N/A

Exhibit D: Price Schedule, Amendment 1**Services****Master Agreement:** 23009**Contractor Name:** Hitachi Vantara LLC

Each Purchasing Entity will determine if and how services will be offered in the Participating Addendum. Travel for Services will be negotiated with each Participating Entity in the Participating Addendum.

All Awarded Bands		
Category Code	Description of Service	Percent Discount
S	Migration Engineer	50.0%
S	Migration Delivery Lead	50.0%
S	GDDC Project Coordinator	50.0%
S	GDDC Project Manager	50.0%
S	GDDC Senior Project Manager	50.0%
S	GDDC Associate Technical Consultant	50.0%
S	GDDC Associate Technical Consultant I	50.0%
S	GDDC Associate Technical Consultant II	50.0%
S	GDDC Technical Consultant	50.0%
S	GDDC Senior Technical Consultant	50.0%
S	Project Coordinator	30.0%
S	Project Manager	30.0%
S	Senior Project Manager	30.0%
S	Program Manager	30.0%
S	Associate Technical Consultant	30.0%
S	Senior Technical Consultant	30.0%
S	Technical Consultant	30.0%
S	Field Solutions Engineer	30.0%
S	SAM Engineer	30.0%
S	Block Time Engineer	30.0%
S	Cloud (Rean)	30.0%
S	Cloud (Rean)	30.0%
S	Digital Business Principal Architect	30.0%
S	Digital Business Senior Architect	30.0%
S	Senior Digital Business Consultant	30.0%
S	Digital Business Consultant	30.0%
S	Digital Business Associate Consultant	30.0%

Product Maintenance, Installation, Support and Training. Warranty, Maintenance, Training and Installation are provided as set forth in Hitachi's Warranty and Maintenance and Support Terms found at <https://www.hitachivantara.com/en-us/company/legal.html>.

The Hourly Rates shall not be increased on each annual anniversary thereof (each, an "Adjustment Date") during the Term of the **Amendment** (including any extension option periods) by an amount greater than the lesser of two and half percent (2.5%) or the net increase in the Consumer Price Index ("CPI") over the most recently reported 12 month period, of the Hourly Rate amount then in effect. Vendor shall notify Customer of each increase by delivering a written statement setting forth the new amount of the Hourly Rates. Customer shall pay the new Hourly Rates from its effective date until the next annual increase. **The rate card can be found on Exhibit B.**

Exhibit D: Price Schedule, Amendment 1

Lease Rates

Master Agreement: 23009
Contractor Name: Hitachi Vantara LLC

All Awarded Bands

Optional: Lease Rates

Currently for a 36 month term, the three year swap rate is 0.30% and when added to the funding spread of 2.17%, the all-in rate to the Lessee’s rate would be 2.47%. The minimum amount to be financed is \$100,000, with term length options between 24 and 60 months.

Please note: These rates are indicative of and are subject to an individual Municipal borrower’s credit profile, acceptable documentation and internal exposure limits. Other lease structures available.

Exhibit D: Price Schedule, Amendment 1

Prompt Payment Discount

Master Agreement:23009

Contractor Name:Hitachi Vantara LLC

All Awarded Bands

		in 30
		in 15, Net 30
		in 10, Net 30
X		Net 30
	Other (specify):	