

Respondent Company: _____DSM.net, Inc._____

Tape Solutions

Product Name	Product Description	MSRP	Discount	State of Florida Price
LTO-gb	LTO tape library data center solutions per GB	\$1.00	10%	\$0.90
v-sto	Tape vault storage	\$ 20.00	10%	\$18.00
OS-sto	Off-site courier and storage service (weekly)	\$ 50.00	10%	\$45.00
OS-CUFT	Off-Site per cubic Foot - Tape Storage	\$ 9.50	10%	\$ 8.55