					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	CS1000HA-ISLN CS100HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$144,000.00 \$48,000.00	K K	31% 31%	\$99,360.00 \$33,120.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	CS155HA-ISLN CS2400HA-ISLN	SEL Aspera Cnot Svr-155 Mbps-HA-ISLN	\$66,000.00	K	31% 31%	\$45,540.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5 5	CS450HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$192,000.00 \$108,000.00	K	31%	\$132,480.00 \$74,520.00	\$0.00		\$0.00	\$0.00		\$0.00		ASPERA
5	CS45HA-ISLN CS5000HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN	\$30,000.00	K	31% 31%	\$20,700.00	\$0.00		\$0.00	\$0.00				ASPERA ASPERA
5 5	ES1000HA-ISLN	SEL Aspera Cnct Svr-5 Gbps-HA-ISLN SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$240,000.00 \$96,000.00	K K	31%	\$165,600.00 \$66,240.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	ES100HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$32,000.00	K	31%	\$22,080.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	ES155HA-ISLN ES2400HA-ISLN	SEL Aspera Entrp Svr-155 Mbps-HA-ISLN SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$44,000.00 \$128,000.00	K K	31% 31%	\$30,360.00 \$88,320.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	ES450HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$72,000.00	K	31%	\$49,680.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5 5	ES45HA-ISLN ES5000HA-ISLN	SEL Aspera Entrp Svr-45 Mbps-HA-ISLN SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$20,000.00 \$160,000.00	K K	31% 31%	\$13,800.00 \$110.400.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	S10-80V4-75-32	SEL BullionS10,Intel 8880V4,7,5TB, 32GE	\$519,386.83	K	31%	\$358,376.91	\$0.00		\$0.00	\$0.00		\$0.00		ATOS-BULL
5 5	S10-90V4-10-64 S10-90V4-75-32	SEL BullionS10,Intel 8890V4,10TB, 64GE SEL BullionS10,Intel 8890V4,7,5TB, 32GE	\$724,313.91 \$556.470.46	K K	31% 31%	\$499,776.60 \$383,964.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S12-80V4-9-32	SEL BullionS12,Intel 8880V4,9TB, 32GE	\$602,599.12	K	31%	\$415,793.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S12-90V4-12-64 S12-90V4-9-32	SEL BullionS12,Intel 8890V4,12TB, 64GE SEL BullionS12,Intel 8890V4,9TB, 32GE	\$848,512.27 \$647,099.48	K K	31% 31%	\$585,473.47 \$446,498.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S14-80V4-10-32	SEL BullionS14,Intel 8880V4,10TB, 32GE	\$685,811.41	K	31%	\$473,209.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S14-90V4-10-32 S14-90V4-14-64	SEL BullionS14,Intel 8890V4,10TB, 32GE SEL BullionS14,Intel 8890V4,14TB, 64GE	\$737,728.49 \$972,709.54	K K	31% 31%	\$509,032.66 \$671,169.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S16-80V4-12-32	SEL BullionS16,Intel 8880V4,12TB, 32GE	\$769,023.70	K	31%	\$530,626.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S16-90V4-12-32 S16-90V4-12-64	SEL BullionS16,Intel 8890V4,12TB, 32GE SEL BullionS16,Intel 8890V4,12TB, 64GE	\$828,357.50 \$932,861.63	K	31% 31%	\$571,566.68 \$643,674.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S16-90V4-16-64	SEL BullionS16,Intel 8890V4,16TB, 64GE	\$1,096,906.80	K	31%	\$756,865.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S2-80V4-1-32-2 S2-80V4-15-32-2	SEL BullionS2,Intel 8880V4,1TB,32GE SEL BullionS2,Intel 8880V4.1.5TB.32GE	\$78,355.89 \$91,788.02	ĸ	31% 31%	\$54,065.56 \$63.333.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S2-80V4-512-32-2	SEL BullionS2,Intel 8880V4,512MB,32GE	\$63,026.82	K	31%	\$43,488.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	S2-80V4-768-32-2 S2-90V4-2-64	SEL BullionS2,Intel 8880V4,768MB,32GE SEL BullionS2,Intel 8880V4.2TB.64GE	\$69,742.88 \$132,772.99	K	31% 31%	\$48,122.59 \$91.613.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S4-80V4-1-32-2	SEL BullionS4,Intel 8880V4,1TB,32GE	\$120,201.62	K	31%	\$82,939.12	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		ATOS-BULL
5	S4-80V4-15-32-2 S4-80V4-2-32-2	SEL BullionS4,Intel 8880V4,1.5TB,32GE SEL BullionS4,Intel 8880V4,2TB,32GE	\$133,632.65 \$150,859.76	K K	31% 31%	\$92,206.53 \$104,093.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5 5	S4-80V4-3-32-2	SEL BullionS4,Intel 8880V4,3TB,32GE SEL BullionS4,Intel 8880V4,3TB,32GE	\$177,722.91	ĸ	31%	\$104,093.23	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	S4-90V4-4-64	SEL BullionS4,Intel 8880V4,4TB,64GE SEL BullionS4,Intel 8880V4.4.5TB.32GE	\$259,693.96	K	31%	\$179,188.83	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		ATOS-BULL ATOS-BULL
5 5	S6-80V4-4.5-32-2 S6-90V4-6-64	SEL BullionS6,Intel 8890V4,4,51B,32GE SEL BullionS6,Intel 8890V4,6TB, 64GE	\$261,856.26 \$385,151.11	K	31% 31%	\$180,680.82 \$265,754.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S8-80V4-3-32-2	SEL BullionS8,Intel 8880V4,3TB, 32GE	\$257,225.74	K	31%	\$177,485.76	\$0.00		\$0.00	\$0.00		\$0.00		ATOS-BULL
5 5	S8-80V4-4-32-2 S8-80V4-6-32-2	SEL BullionS8,Intel 8880V4,4TB, 32GE SEL BullionS8,Intel 8880V4,6TB, 32GE	\$291,679.97 \$345,406.27	K K	31% 31%	\$201,259.18 \$238,330.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S8-90V4-6-32-2	SEL BullionS8, Intel 8890V4,6TB, 32GE SEL BullionS8, Intel 8890V4,8TB, 64GF	\$375,073.18	K	31%	\$258,800.49	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		ATOS-BULL
5 5	S8-90V4-8-64 SH10-80V4-75-32	SEL S10, Intel 8880V4,7.5T,32GB, VNX16Gbps	\$509,348.37 \$693,055.98	K	31% 31%	\$351,450.38 \$478,208.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH10-90V4-10-64	SEL S10,Intel 8890V4,10TB, 64G,VNX16Gbps	\$933,555.71	K	31%	\$644,153.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH10-90V4-75-32 SH12-80V4-9-32	SEL S10,Intel 8890V4,7.5T, 32G,VNX16Gbps SEL S12,Intel 8880V4,9TB, 32G,VNX16Gbps	\$768,897.60 \$795,860.53	K K	31% 31%	\$530,539.34 \$549.143.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH12-90V4-12-64	SEL S12,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,083,125.99	K	31%	\$747,356.93	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		ATOS-BULL
5 5	SH12-90V4-9-32 SH14-80V4-10-32	SEL S12,Intel 8890V4,9TB, 32G,VNX16Gbps SEL S14,Intel 8880V4,10TB, 32G,VNX16Gbps	\$828,902.46 \$901,654.14	K K	31% 31%	\$571,942.70 \$622,141.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH14-90V4-10-32	SEL S14,Intel 8890V4,10TB, 32G,VNX16Gbps	\$942,075.52	K	31%	\$650,032.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH14-90V4-14-64 SH16-80V4-12-32	SEL S14,Intel 8890V4,14TB, 64G,VNX16Gbps SEL S16,Intel 8880V4,12TB, 32G,VNX16Gbps	\$1,227,969.25 \$1,010,238.35	K K	31% 31%	\$847,298.78 \$697.064.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH16-90V4-12-32	SEL S16,Intel 8890V4,12TB, 32G,VNX16Gbps	\$1,069,573.25	K	31%	\$738,005.54	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	ATOS-BULL
5 5	SH16-90V4-12-64 SH16-90V4-16-64	SEL S16,Intel 8890V4,12TB, 64G,VNX16Gbps SEL S16,Intel 8890V4,16TB, 64G,VNX16Gbps	\$1,208,346.29 \$1,373,695.20	K K	31% 31%	\$833,758.94 \$947.849.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH2-80V4-1-32	SEL S2,Intel 8880V4,1TB,32G, VNX16Gbps	\$180,377.54	K	31%	\$124,460.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH2-80V4-15-32 SH2-80V4-512-32	SEL S2,Intel 8880V4,1.5TB,32G, VNX16Gbps SEL S2,Intel 8880V4,512MB,32G,VNX16Gbps	\$193,808.57 \$165,047.37	K	31% 31%	\$133,727.91 \$113,882.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH2-80V4-768-32	SEL S2,Intel 8880V4,768MB,32G,VXN16Gbps	\$171,763.44	ĸ	31%	\$118,516.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH2-90V4-2-64 SH4-80V4-1-32	SEL S2,Intel 8880V4,2TB,64G,VNX16Gbps SEL S4,Intel 8880V4.1TB,32G,VNX16Gbps	\$234,794.64 \$221,734.23	K	31% 31%	\$162,008.30 \$152,996.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH4-80V4-15-32	SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps	\$234,947.06	ĸ	31%	\$162,113.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH4-80V4-2-32-2 SH4-80V4-3-32-2	SEL S4,Intel 8880V4,2TB,32GB,VNX16Gbps SEL S4,Intel 8880V4,3TB,32G,VNX16Gbps	\$256,321.13 \$283,184.28	K K	31% 31%	\$176,861.58 \$195,397.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH4-90V4-4-64	SEL S4,Intel 8880V4,4TB,64G,VNX16Gbps	\$365,155.33	K	31%	\$251,957.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH6-80V4-4.532-2 SH6-90V4-6-64	SEL S4,Intel 8880V4,4,5TB,32G,VNX16Gbps SEL S6,Intel 8890V4.6TB, 64G,VNX16Gbps	\$392,670.90 \$515.628.03	K K	31% 31%	\$270,942.92 \$355.783.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH8-80V4-3-32-2	SEL S8,Intel 8880V4,3TB, 32G,VNX16Gbps	\$368,927.29	ĸ	31%	\$254,559.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH8-80V4-4-32-2 SH8-80V4-6-32-2	SEL S8,Intel 8880V4,4TB, 32G,VNX16Gbps SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps	\$403,381.52 \$490.371.25	ĸ	31% 31%	\$278,333.25 \$338.356.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH8-90V4-6-32-2	SEL S8,Intel 8890V4,6TB, 32GB,VNX16Gbps	\$519,510.74	K	31%	\$358,462.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5 5	SH8-90V4-8-64 BDAW2AD1Y15	SEL S8,Intel 8890V4,8TB, 64GB,VNX16Gbps SEL BlueData AWS v3.15vnodes.1Yr.24x7	\$678,576.70 \$10,065.00	ĸ	31% 31%	\$468,217.92 \$6,944.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATOS-BULL BLUE DATA
5	BDAW2AD1Y30	SEL BlueData AWS v3,30vnodes,1Yr,24x7	\$20,149.00	K	31%	\$13,902.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5	BDAW2AD1Y60 BDAW2AD1Y90	SEL BlueData AWS v3,60vnodes,1Yr,24x7 SEL BlueData AWS v3,90vnodes,1Yr,24x7	\$36,285.00 \$48,386.00	K	31% 31%	\$25,036.65 \$33,386,34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDAW2ST1Y15	SEL BlueData AWS v3,15vnodes,1Yr,12x5	\$8,752.00	K K	31%	\$6,038.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5	BDAW2ST1Y30	SEL BlueData AWS v3,30vnodes,1Yr,12x5	\$17,522.00	K	31% 31%	\$12,090.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDAW2ST1Y60 BDAW2ST1Y90	SEL BlueData AWS v3,60vnodes,1Yr,12x5 SEL BlueData AWS v3,90vnodes,1Yr,12x5	\$31,552.00 \$42,075.00	K	31% 31%	\$21,770.88 \$29,031.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDEN2AD1Y1C	SEL BlueData Ent Soft v3,1Yr,24x7	\$885.00	K	31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDEN2AD2Y1C BDEN2AD3Y1C	SEL BlueData Ent Soft v3,2Yr,24x7 SEL BlueData Ent Soft v3,3Yr,24x7	\$1,592.00 \$2,123.00	K K	31% 31%	\$1,098.48 \$1,464.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDEN2ST1Y1C	SEL BlueData Ent Soft v3,1Yr,12x5	\$769.00	ĸ	31%	\$530.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDEN2ST2Y1C BDEN2ST3Y1C	SEL BlueData Ent Soft v3,2Yr,12x5 SEL BlueData Ent Soft v3,3Yr,12x5	\$1,385.00 \$1,846.00	K K	31% 31%	\$955.65 \$1,273.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDENTPKG1YR	SEL BlueData EPIC480CDPLYTC3AD4WS1Yr24x7	\$294,118.00	K	31%	\$202,941.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDENTPKG2YR BDENTPKG3YR	SEL BlueData EPIC480CDPLYTC6AD8WS2Yr24x7 SEL BlueData EPIC480CDPLYTC9AD8WS3Yr24x7	\$529,412.00 \$705,882.00	K K	31% 31%	\$365,294.28 \$487,058.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDSTARTPKG1YR	SEL BlueData EPIC240CDPLYTC2AD2WS1Yr12x5	\$176,471.00	ĸ	31%	\$121,764.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5	BDSTARTPKG2YR	SEL BlueData EPIC240CDPLYTC4AD6WS2Yr12x5	\$317,647.00	К	31%	\$219,176.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA

					NVP L	EVEL 1		ı	NVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	BDSTARTPKG3YR BT-CDH-NONPD-1YR	SEL BlueData EPIC240CDPLYTC6AD6WS3Yr12x5 SEL BlueTalon Suite - CDH - Non-prod 1Y	\$423,529.00 \$2,538.46	K K	31% 31%	\$292,235.01 \$1,751.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA BLUE TALON
5	BT-CDH-NONPD-3YR BT-CDH-PROD-1YR	SEL BlueTalon Suite - CDH - Non-prod 3Y SEL BlueTalon Suite - CDH - Standard 1Y	\$1,907.69 \$5,076.92	K	31% 31%	\$1,316.31 \$3,503.07	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	BLUE TALON
5	BT-CDH-PROD-3YR	SEL BlueTalon Suite - CDH - Standard 3Y	\$3,807.69	K	31%	\$2,627.31	\$0.00			\$0.00				BLUE TALON BLUE TALON
5 5	BT-EEP-1YR BT-EEP-3YR	SEL BlueTalon Enterprise EP Standard 19	\$240,538.00	K	31% 31%	\$165,971.22 \$373,396.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BLUE TALON BLUE TALON
5	BT-EEP-3YR BT-EP-PK2-1YR	SEL BlueTalon Enterprise EP Standard 3Y SEL BlueTalon EP Pick 2 Standard 1Y	\$541,154.00 \$90,000.00	K	31%	\$62,100.00	\$0.00			\$0.00	\$0.00			BLUE TALON BLUE TALON
5	BT-EP-PK2-3YR BT-HDP-NONPD-1YR	SEL BlueTalon EP Pick 2 Standard 3Y	\$202,500.00	K	31% 31%	\$139,725.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			BLUE TALON BLUE TALON
5 5	BT-HDP-NONPD-3YR	SEL BlueTalon Suite - HDP - Non-prod 1Y SEL BlueTalon Suite - HDP - Non-prod 3Y	\$2,538.46 \$1,907.69	K	31%	\$1,751.54 \$1,316.31	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00			BLUE TALON
5 5	BT-HDP-PROD-1YR BT-HDP-PROD-3YR	SEL BlueTalon Suite - HDP - Standard 1Y SEL BlueTalon Suite - HDP - Standard 3Y	\$5,076.92 \$3.807.69	K	31% 31%	\$3,503.07 \$2,627.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE TALON BLUE TALON
5	BT-HEP-1YR	SEL BlueTalon Hadoop EP Standard 1Y	\$185,000.00	K	31%	\$127,650.00	\$0.00			\$0.00	\$0.00			BLUE TALON
5 5	BT-HEP-3YR BT-PE-NPD-1YR	SEL BlueTalon Hadoop EP Standard 3Y SEL BlueTalon Policy Engine Non-prod 1)	\$416,154.00 \$89,423.08	K	31% 31%	\$287,146.26 \$61,701.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BLUE TALON BLUE TALON
5	BT-PE-NPD-3YR	SEL BlueTalon Policy Engine Non-prod 3\	\$201,923.08	K	31%	\$139,326.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON
5 5	BT-PE-S-1YR BT-PE-S-3YR	SEL BlueTalon Policy Engine Standard 1\ SEL BlueTalon Policy Engine Standard 3\	\$155,000.00 \$346,154.00	K	31% 31%	\$106,950.00 \$238,846.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE TALON BLUE TALON
5	BT-PG-NONPD-1YR	SEL BlueTalon Suite - PG - Non-prod 1Y	\$300.00	ĸ	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON
5 5	BT-PG-NONPD-3YR BT-PG-PROD-1YR	SEL BlueTalon Suite - PG - Non-prod 3Y SEL BlueTalon Suite - PG - Standard 1Y	\$227.69 \$600.00	K	31% 31%	\$157.11 \$414.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BLUE TALON BLUE TALON
5	BT-PG-PROD-3YR	SEL BlueTalon Suite - PG - Standard 3Y	\$453.85	ĸ	31%	\$313.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE TALON
5 5	BM-API-LC-ADV BM-API-LC-T1	SEL BOOMI API Publish Features SEL BOOMI API Mgmt Tier 1 Up to 100K T/D	\$650.00 \$1,500.00	K K	31% 31%	\$448.50 \$1,035.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-API-LC-T2	SEL BOOMI API Mgmt Tier 2 Up to 1M T/D	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-API-LC-T3 BM-API-LC-T4	SEL BOOMI API Mgmt Tier 3 Up to 10M T/C SEL BOOMI API Mgmt Tier 4 > 10M T/C	\$8,000.00 \$15,000.00	K K	31% 31%	\$5,520.00 \$10,350.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-E-C101-200	SEL BOOMI TradePartnerConnect (101-200)	\$71.25	K	31%	\$49.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-E-C41-100 BM-E-CT1001Y	SEL BOOMI TradePartnerConnect (41-100) SEL BOOMI TradePartnerConnect (81-100)	\$71.25 \$30.00	K K	31% 31%	\$49.16 \$20.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-E-CT100P1Y	SEL BOOMI TradePartnerConnect > 100	\$22.50	K	31%	\$15.53 \$46.58	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5 5	BM-E-CT101Y BM-E-CT201P	SEL BOOMI TradePartnerConnect (5-10) SEL BOOMI TradePartnerConnect (201 plus)	\$67.50 \$71.25	K	31% 31%	\$46.58 \$49.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-E-CT201Y	SEL BOOMI TradePartnerConnect (11-20)	\$60.00	K	31%	\$41.40	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5 5	BM-E-CT401Y BM-E-CT601Y	SEL BOOMI TradePartnerConnect (21-40) SEL BOOMI TradePartnerConnect (41-60)	\$52.50 \$45.00	K K	31% 31%	\$36.23 \$31.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5 5	BM-E-CT6-40 BM-F-CT801Y	SEL BOOMI TradePartnerConnect (6-40) SEL BOOMI TradePartnerConnect (61-80)	\$71.25 \$37.50	K	31% 31%	\$49.16 \$25.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-CTP	SEL BOOMI Trading Partner Connection	\$75.00	K	31%	\$25.00 \$51.75	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5 5	BM-E-CTP41Y BM-E-CTPCT-NS	SEL BOOMI TradePartnerConnect (1-4) SEL BOOMI TradePartnerConnectProd NonSub	\$75.00 \$75.00	K	31% 31%	\$51.75 \$51.75	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-E-CTPTEST	SEL BOOMI TradePartnerConnect Tes	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5 5	BM-E-CTTCT-NS BM-E-LC-B2BF	SEL BOOMI TradePartnerConnectTest NonSut SEL BOOMI EDI/B2B Framework	\$38.00 \$0.00	K	31% 31%	\$26.22 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-E-LC-BETA	SEL BOOMI Beta EDI Features	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-E-LC-FY18 BM-E-LC-RAVI	SEL BOOMI EDI Edition SEL BOOMI EDI Ed - NetSuite RAVI Bundle	\$550.00 \$467.00	K	31% 31%	\$379.50 \$322.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-E-LC-TRD1Y	SEL BOOMI Trading Partner Edition	\$550.00	ĸ	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ВООМІ
5 5	BM-F-LC-AL-1 BM-F-LC-AL-2	SEL BOOMI Flow Addtnl AppLaunches .01 SEL BOOMI Flow Addtnl AppLaunches 1	\$0.01 \$1.00	K K	31% 31%	\$0.01 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-AL-3	SEL BOOMI Flow Addtnl AppLaunches 10(\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-F-LC-AL-4 BM-F-LC-CONT	SEL BOOMI Flow Addtnl AppLaunches 1000 SEL BOOMI Flow Continua	\$1,000.00 \$45.00	K K	31% 31%	\$690.00 \$31.05	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5 5	BM-F-LC-EBRNZ BM-F-LC-EG-1	SEL BOOMI Flow Enterprise Bronze SEL BOOMI Flow Enterprise Gold .01	\$2,250.00 \$0.01	K	31% 31%	\$1,552.50 \$0.01	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-EG-1	SEL BOOMI Flow Enterprise Gold 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5 5	BM-F-LC-EG-3 BM-F-LC-EG-4	SEL BOOMI Flow Enterprise Gold 100 SEL BOOMI Flow Enterprise Gold 1000	\$100.00 \$1,000.00	K	31% 31%	\$69.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-ESLVR	SEL BOOMI Flow Enterprise Silve	\$4,500.00	K	31%	\$3,105.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-F-LC-ESSNT BM-F-LC-ESTRT	SEL BOOMI Flow Essentia SEL BOOMI Flow Enterprise Starter	\$25.00 \$1,000.00	K	31% 31%	\$17.25 \$690.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-FS-1	SEL BOOMI Flow Addtnl Flows .01	\$0.01	ĸ	31%	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-F-LC-FS-2 BM-F-LC-FS-3	SEL BOOMI Flow Addtnl Flows 1 SEL BOOMI Flow Addtnl Flows 100	\$1.00 \$100.00	K	31% 31%	\$0.69 \$69.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-FS-4	SEL BOOMI Flow Addtnl Flows 1000	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-F-LC-HS-1 BM-F-LC-HS-2	SEL BOOMI Flow Hosting Services .01 SEL BOOMI Flow Hosting Services 1	\$0.01 \$1.00	K K	31% 31%	\$0.01 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-HS-3	SEL BOOMI Flow Hosting Services 100	\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ВООМІ
5 5	BM-F-LC-HS-4 BM-F-LC-OCC	SEL BOOMI Flow Hosting Services 1000 SEL BOOMI Flow Occasiona	\$1,000.00 \$10.00	K K	31% 31%	\$690.00 \$6.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-ACA	SEL BOOMI Atom Cloud Attachmen! SEL BOOMI ANZ Atom Cloud Attachmen!	\$300.00 \$300.00	K	31% 31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI BOOMI
5 5	BM-I-LC-ACA-A BM-I-LC-ACA-E	SEL BOOMI ANZ Atom Cloud Attachmeni SEL BOOMI EMEA Atom Cloud Attachmeni	\$300.00 \$300.00	K K	31% 31%	\$207.00 \$207.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI
5	BM-I-LC-ACA-T	SEL BOOMI Atom Cloud Attachment - Tesi	\$150.00	K	31%	\$103.50	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5 5	BM-I-LC-ADVW BM-I-LC-ASOAP	SEL BOOMI Advanced Workflow SEL BOOMI Advanced Soap Processing	\$650.00 \$0.00	K	31% 31%	\$448.50 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-AUC	SEL BOOMI Advanced User Controls	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5 5	BM-I-LC-AW BM-I-LC-AW-T	SEL BOOMI Atom Worker SEL BOOMI Atom Worker - Test	\$250.00 \$125.00	K	31% 31%	\$172.50 \$86.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-BESC	SEL BOOMI Base Ed - Standard Connection SEL BOOMI Base Ed - SmallBiz Connectior	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-BESMB BM-I-LC-CL	SEL BOOMI Component Locking	\$550.00 \$0.00	K K	31% 31%	\$379.50 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	BOOMI BOOMI
5	BM-I-LC-CLOUD	SEL BOOMI Clouds	\$0.00	K	31%	\$0.00	\$0.00			\$0.00			\$0.00	BOOMI
5 5	BM-I-LC-EC1Y BM-I-LC-EDV	SEL BOOMI Enterprise Connection SEL BOOMI Excess Data Volume-1Gb	\$900.00 \$100.00	K K	31% 31%	\$621.00 \$69.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5 5	BM-I-LC-EE1Y BM-I-LC-ENV	SEL BOOM Enterprise Edition SEL BOOM Environments	\$8,000.00 \$0.00	K	31% 31%	\$5,520.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-EPCNS	SEL BOOMI Environments SEL BOOMI Enterprise Prod Connect NonSub	\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	BOOMI
5 5	BM-I-LC-EPE BM-I-LC-ETC	SEL BOOMI Enterprise Plus Editior SEL BOOMI Enterprise Test Connectior	\$12,000.00 \$450.00	K	31% 31%	\$8,280.00 \$310.50	\$0.00 \$0.00			\$0.00 \$0.00				BOOMI BOOMI
5	BM-I-LC-ETCNS	SEL BOOMI Enterprise Test Connect NonSut	\$450.00	K	31%	\$310.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ETM	SEL BOOMI Enhanced Test Mode	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI

					NVP	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY L	IPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	BM-I-LC-GCRM BM-I-LC-HL7	SEL BOOMI GearsCRM CSV to SFDC Bundle SEL BOOMI HL7 Option	\$225.00 \$0.00	K K	31% 31%	\$155.25 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-IAW	SEL BOOMI Integration Accel Workday/AD	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-MCA-E BM-I-LC-MOL1Y	SEL BOOMI EMEA MDM Cloud Attachmen SEL BOOMI Molecule	\$300.00 \$1,300.00	K K	31% 31%	\$207.00 \$897.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-MQ	SEL BOOMI Message Queuing	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-NS33 BM-I-I C-NS50	SEL BOOMI NetSuite OpenAir SFDC 3300 SEL BOOMI NetSuite Salesforce Q2C 5000	\$275.00 \$416.67	K	31% 31%	\$189.75 \$287.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-NS72	SEL BOOMI NetSuite OpenAir SFDC 7200	\$600.00	ĸ	31%	\$414.00	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-I-LC-NSSIA	SEL BOOMI NetSuite-SF Integration Acce	\$500.00	K	31%	\$345.00	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5 5	BM-I-LC-PE1Y BM-I-LC-PESB2	SEL BOOMI Professional Editior SEL BOOMI ProEd-Spcl Bundle 2 connectior	\$2,000.00 \$1,200.00	K	31% 31%	\$1,380.00 \$828.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-PESB3	SEL BOOMI ProEd-SpcI Bundle 3 connection	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	BOOMI
5 5	BM-I-LC-PESB4 BM-I-LC-PF	SEL BOOMI ProEd-Spcl Bundle 4 connectior SEL BOOMI Partner Account Features	\$1,850.00 \$0.00	K K	31% 31%	\$1,276.50 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-PP	SEL BOOMI Parallel Processing	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-PPE BM-I-I C-PR	SEL BOOMI Process Route	\$4,000.00 \$0.00	K K	31% 31%	\$2,760.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-RAVI2	SEL BOOMI ProEd - 2 Connection NS RAV	\$960.00	ĸ	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-RAVI3 BM-I-LC-RAVI4	SEL BOOMI ProEd - 3 Connection NS RAV SEL BOOMI ProEd - 4 Connection NS RAV	\$1,320.00 \$1,480.00	K	31% 31%	\$910.80 \$1,021.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-RAVI5	SEL BOOMI ProEd - 4 Connection NS RAV	\$1,600.00	K	31%	\$1,104.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			BOOMI
5	BM-I-LC-RAVIB	SEL BOOMI Base Ed - NetSuite RAVI Bundle	\$467.00	K	31%	\$322.23	\$0.00		\$0.00	\$0.00	\$0.00			BOOMI
5	BM-I-LC-RPI-1 BM-I-LC-RPI-2	SEL BOOMI Renewal Price Increase .01 SEL BOOMI Renewal Price Increase 1	\$0.01 \$1.00	K K	31% 31%	\$0.01 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-RPI-3	SEL BOOMI Renewal Price Increase 100	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-RPI-4 BM-I-LC-SBC1Y	SEL BOOMI Renewal Price Increase 1000 SEL BOOMI Small Business Connection	\$1,000.00 \$65.00	K K	31% 31%	\$690.00 \$44.85	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-SC1Y	SEL BOOMI Standard Connection	\$300.00	ĸ	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-SE BM-I-LC-SMBTC	SEL BOOMI Services Enablement SEL BOOMI SMB Test Connection	\$1,300.00 \$32.50	K	31% 31%	\$897.00 \$22.43	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-SPCNS	SEL BOOMI Standard Prod Connect NonSul:	\$300.00	ĸ	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5 5	BM-I-LCS-SPC BM-I-LC-STC	SEL BOOMI Support Case Per Case SEL BOOMI Standard Test Connection	\$95.00 \$150.00	K K	31% 31%	\$65.55 \$103.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-I-LC-STCNS	SEL BOOMI Standard Test Connect NonSult	\$150.00	K	31%	\$103.50	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-I-LC-STO	SEL BOOMI Session Timeoul	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5 5	BM-I-LC-SWA BM-I-LC-VC	SEL BOOMI Salesforce Wave Analytics Ed SEL BOOMI Version Contro	\$833.33 \$0.00	K	31% 31%	\$575.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-MDM-CST-1	SEL BOOMI MDM Ed (Custom Tier) .01	\$0.01	K	31%	\$0.01	\$0.00		\$0.00		\$0.00			BOOMI
5 5	BM-MDM-CST-2 BM-MDM-CST-3	SEL BOOMI MDM Ed (Custom Tier) 1 SEL BOOMI MDM Ed (Custom Tier) 100	\$1.00 \$100.00	K	31% 31%	\$0.69 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-MDM-CST-4	SEL BOOMI MDM Ed (Custom Tier) 1000	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5	BM-MDM-LC-B BM-MDM-LC-CA	SEL BOOMI MDM Ed (Base Tier) SEL BOOMI MDM Cloud Attachmeni	\$6,000.00 \$300.00	K K	31% 31%	\$4,140.00 \$207.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BOOMI
5	BM-MDM-LC-CAA	SEL BOOMI ANZ MDM Cloud Attachmen	\$300.00	K	31%	\$207.00	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-MDM-LC-ENT	SEL BOOMI MDM Ed (Enterprise Tier)	\$18,000.00	K	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5	BM-MDM-LC-PRO BM-MDM-LC-TR1	SEL BOOMI MDM Ed (Professional Tier SEL BOOMI MDM Ed (Tier 1 < 10K GRecords)	\$12,000.00 \$355.00	K K	31% 31%	\$8,280.00 \$244.95	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-MDM-LC-TR2	SEL BOOMI MDM Ed (Tier 2 <50K GRecords)	\$1,750.00	K	31%	\$1,207.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5 5	BM-MDM-LC-TR3 XBR-R000294	SEL BOOMI MDM Ed (Tier 3 <100K GRecords) SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KIT	\$3,000.00 \$315.00	K K	31% 31%	\$2,070.00 \$217.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BOOMI BROCADE
5	BR-AMPFIPAAM-01	SEL-AMP FABRIC INSIGHT ADV ANA MGMT SW	\$249,900.00	ĸ	31%	\$172,431.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERN
5 5	BR-AMP-MAXCAP-01 PCAUS	SEL-ANALYTICS MONITORING PL MAXCAP 24SFF SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$349,900.00 \$48.00	K K	31% 31%	\$241,431.00 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	PCEURO	SEL Pwrord for RPS2/3/5/9 EU version	\$17.00	ĸ	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00	K	31%	\$27.60	\$0.00		\$0.00		\$0.00			BROCADE ETHERNET
5	PCJAPAN PCUK-EPS	SEL Pwrcrd for RPS2/3/5/9 Japan version SEL Pwrcrd UK 13A 250V	\$17.00 \$75.00	K K	31% 31%	\$11.73 \$51.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	PCUSA2	SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125V	\$34.00	K	31%	\$23.46	\$0.00		\$0.00		\$0.00			BROCADE ETHERNET
5 5	XBR-000195 XBR-R000296	SEL-FIPS SECURITY SEAL FOR SYSTEM SEL FRU,UNIVERSAL RACK MOUNT KIT,4 POST	\$499.00 \$430.00	K K	31% 31%	\$344.31 \$296.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	11-1568-LIC	SEL: VF-HYPM5-F	\$396.00	K	31%	\$273.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1790-LIC 11-1791-LIC	SEL: THIN5-STE-F SEL: THIN5-100PK-F	\$5,500.00 \$2.090.00	K K	31% 31%	\$3,795.00 \$1,442.10	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00	K	31%	\$2,372.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1981-LIC 11-1982-LIC	SEL: VR6-OADV25-F SEL: VR6-OENT25-F	\$7,563.00 \$19,113.00	K K	31% 31%	\$5,218.47 \$13,187.97	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1983-LIC	SEL: VR6-OSTD-OADV-UG-F	\$4,538.00	ĸ	31%	\$3,131.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1984-LIC 11-1985-LIC	SEL: VR6-OSTD-OENT-UG-F SEL: VR6-OADV-OENT-UG-F	\$17,243.00 \$12,705.00	K	31% 31%	\$11,897.67 \$8,766.45	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-1998-LIC	SEL: VR6-VU10-F	\$825.00	K	31%	\$569.25	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	CARAHSOFT
5	11-1999-LIC	SEL: VR6-VU100-F SEL: HZ-FLX-10-F	\$8,250.00	K	31% 31%	\$5,692.50 \$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2015-LIC 11-2112-LIC	SEL: HZ-FLX-10-F SEL: ST6-VSAN-F	\$2,750.00 \$2,745.00	K K	31% 31%	\$1,897.50 \$1,894.05	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2113-LIC	SEL: ST6-VSA-VSAN-UG-F	\$12,623.00	K	31%	\$8,709.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2248-LIC 11-2288-LIC	SEL: VR6-MEDI-F SEL: HZ-FLX-AD10-F	\$66,000.00 \$1.650.00	K K	31% 31%	\$45,540.00 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2313-LIC	SEL: HZ-F7WS11-FLX-UG-F	\$165.00	K	31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2314-LIC 11-2317-LIC	SEL: HZ-F8WS12-FLX-UG-F SEL: VR7-ATAD25-F	\$110.00 \$7,562.50	K K	31% 31%	\$75.90 \$5,218.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2318-LIC	SEL: VR7-ATEN25-F	\$13,062.50	K	31%	\$9,013.13	\$0.00		\$0.00		\$0.00		\$0.00	CARAHSOFT
5 5	11-2321-LIC 11-2322-LIC	SEL: VR7-AUTDT25-F SEL: VR7-ATAD-ATEN-UG-F	\$3,657.50 \$6.050.00	K	31% 31%	\$2,523.68 \$4,174.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	CARAHSOFT CARAHSOFT
5	11-2322-LIC 11-2325-LIC	SEL: VR7-ATAD-ATEN-UG-F SEL: HZ7-TCL-STA10-UG-F	\$6,050.00 \$1,870.00	K K	31% 31%	\$4,174.50 \$1,290.30	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	11-2358-LIC	SEL: HZ7-ADC-10-F	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2359-LIC 11-2360-LIC	SEL: HZ7-ADC-100-F SEL: HZ7-ADC-ENC-10-UG-F	\$44,000.00 \$2,117.50	K K	31% 31%	\$30,360.00 \$1,461.08	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2361-LIC	SEL: HZ7-ADC-ENC-100-UG-F	\$21,175.00	K	31%	\$14,610.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2362-LIC 11-2363-LIC	SEL: HZ7-ADN-10-F SEL: HZ7-ADN-100-F	\$2,750.00 \$27,500.00	K	31% 31%	\$1,897.50 \$18,975.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2364-LIC	SEL: HZ7-ADN-ENN-10-UG-F	\$1,210.00	ĸ	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2365-LIC	SEL: HZ7-ADN-ENN-100-UG-F SEL: HZ7-AVA-ENC10-UG-F	\$12,100.00	K	31% 31%	\$8,349.00 \$3,548.33	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00 \$0.00			CARAHSOFT
э	11-2366-LIC	SEL. FIZI -AVA-ENG IU-UG-F	\$5,142.50	r.	3176	\$3,5 4 8.33	φ0.00	φ0.00	\$0.00	\$0.00	\$0.00	\$0.00	φu.00	CARAHSOFT

					NVP I	EVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	11-2367-LIC 11-2368-LIC	SEL: HZ7-AVA-ENC100-UG-F SEL: HZ7-AVA-ENN10-UG-F	\$51,425.00 \$3.025.00	K K	31% 31%	\$35,483.25 \$2,087.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00				CARAHSOFT CARAHSOFT
5	11-2369-LIC	SEL: HZ7-AVA-ENN100-UG-F	\$30,250.00	K	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2370-LIC 11-2371-LIC	SEL: HZ7-AVE-ENC10-UG-F SEL: HZ7-AVE-ENC100-UG-F	\$4,779.50 \$47,795.00	K	31% 31%	\$3,297.86 \$32,978.55	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2371-LIC 11-2372-LIC	SEL: HZ7-AVE-ENC100-0G-P	\$2,783.00	ĸ	31%	\$1,920.27	\$0.00		\$0.00					CARAHSOFT
5	11-2373-LIC	SEL: HZ7-AVE-ENN100-UG-F	\$27,830.00	K	31%	\$19,202.70	\$0.00		\$0.00					CARAHSOFT
5 5	11-2374-LIC 11-2375-LIC	SEL: HZ7-AVS-ENC10-UG-F SEL: HZ7-AVS-ENC100-UG-F	\$5,868.50 \$58.685.00	K K	31% 31%	\$4,049.27 \$40,492.65	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2376-LIC	SEL: HZ7-AVS-ENN10-UG-F	\$3,509.00	K	31%	\$2,421.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2377-LIC 11-2378-LIC	SEL: HZ7-AVS-ENN100-UG-F SFI: HZ7-FAD-STD10-UG-F	\$35,090.00 \$1.925.00	K K	31% 31%	\$24,212.10 \$1,328.25	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2379-LIC	SEL: HZ7-EAD-STD10-0G-F	\$19,250.00	ĸ	31%	\$13,282.50	\$0.00		\$0.00					CARAHSOFT
5	11-2380-LIC	SEL: HZ7-ENC-10-F	\$6,325.00	K	31%	\$4,364.25	\$0.00		\$0.00					CARAHSOFT
5	11-2381-LIC 11-2382-LIC	SEL: HZ7-ENC-100-F SEL: HZ7-ENN-10-F	\$63,250.00 \$3,850.00	K K	31% 31%	\$43,642.50 \$2,656.50	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2383-LIC	SEL: HZ7-ENN-100-F	\$38,500.00	K	31%	\$26,565.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2384-LIC 11-2385-LIC	SEL: HZ7-ENN-ENC-10-UG-F SFL: HZ7-ENN-ENC-100-UG-F	\$2,722.50 \$27,225.00	K	31% 31%	\$1,878.53 \$18,785.25	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2386-LIC	SEL: HZ7-ENTA-STDA10-UG-F	\$1,100.00	ĸ	31%	\$759.00	\$0.00		\$0.00					CARAHSOFT
5	11-2387-LIC	SEL: HZ7-ENTA-STDA100-UG-F	\$11,000.00	K	31%	\$7,590.00	\$0.00		\$0.00					CARAHSOFT
5 5	11-2388-LIC 11-2389-LIC	SEL: HZ7-LXC-10-F SEL: HZ7-LXC-100-F	\$1,650.00 \$16.500.00	K K	31% 31%	\$1,138.50 \$11,385.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2390-LIC	SEL: HZ7-LXC-ENC-10-UG-F	\$5,142.50	K	31%	\$3,548.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2391-LIC	SEL: HZ7-LXC-ENC-100-UG-F	\$51,425.00	K	31% 31%	\$35,483.25	\$0.00		\$0.00					CARAHSOFT
5	11-2392-LIC 11-2393-LIC	SEL: HZ7-MGP-ADC-10-UG-F SEL: HZ7-MGP-ADC-100-UG-F	\$3,025.00 \$30,250.00	K	31%	\$2,087.25 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00				\$0.00	CARAHSOFT CARAHSOFT
5	11-2394-LIC	SEL: HZ7-MGP-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00		\$0.00					CARAHSOFT
5 5	11-2395-LIC 11-2396-LIC	SEL: HZ7-MGP-ADN-100-UG-F SEL: HZ7-MRG-ADC-10-UG-F	\$12,100.00 \$3,025.00	K K	31% 31%	\$8,349.00 \$2,087.25	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2397-LIC	SEL: HZ7-MRG-ADC-100-UG-F	\$30,250.00	ĸ	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2398-LIC 11-2399-LIC	SEL: HZ7-MRG-ADN-10-UG-F SEL: HZ7-MRG-ADN-100-UG-F	\$1,210.00 \$12,100.00	K	31% 31%	\$834.90 \$8,349.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2400-LIC	SEL: HZ7-NING-ADIN-100-0G-F SEL: HZ7-ST-ADIC-10-UG-F	\$1,815.00	ĸ	31%	\$1,252.35	\$0.00		\$0.00				+	CARAHSOFT
5	11-2401-LIC	SEL: HZ7-ST-ADC-100-UG-F	\$18,150.00	K	31%	\$12,523.50	\$0.00		\$0.00					CARAHSOFT
5 5	11-2402-LIC 11-2403-LIC	SEL: HZ7-ST-ADC-250-UG-F SEL: HZ7-ST-ADC-500-UG-F	\$45,375.00 \$90.750.00	K K	31% 31%	\$31,308.75 \$62,617.50	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT
5	11-2404-LIC	SEL: HZ7-ST-ADN-1K-UG-F	\$151,250.00	ĸ	31%	\$104,362.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2405-LIC 11-2406-LIC	SEL: HZ7-ST-ADN-20-UG-F SEL: HZ7-ST-ADN-200-UG-F	\$3,025.00 \$30,250.00	K K	31% 31%	\$2,087.25 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2400-LIC 11-2407-LIC	SEL: HZ7-ST-ADN-500-UG-F	\$75,625.00	ĸ	31%	\$52,181.25	\$0.00		\$0.00					CARAHSOFT
5	11-2408-LIC	SEL: HZ7-ST-ENC-10-UG-F	\$3,932.50	K	31%	\$2,713.43	\$0.00		\$0.00					CARAHSOFT
5	11-2409-LIC 11-2410-LIC	SEL: HZ7-ST-ENC-100-UG-F SEL: HZ7-ST-ENC-250-UG-F	\$39,325.00 \$98,312.50	K K	31% 31%	\$27,134.25 \$67.835.63	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2411-LIC	SEL: HZ7-ST-ENC-500-UG-F	\$196,625.00	K	31%	\$135,671.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2412-LIC 11-2413-LIC	SEL: HZ7-ST-ENN-1K-UG-F SEL: HZ7-ST-ENN-20-LIG-F	\$272,250.00 \$5,445.00	K K	31% 31%	\$187,852.50 \$3,757.05	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT
5	11-2413-LIC 11-2414-LIC	SEL: HZ7-ST-ENN-200-UG-F SEL: HZ7-ST-ENN-200-UG-F	\$5,445.00 \$54,450.00	K	31%	\$37,570.50	\$0.00		\$0.00					CARAHSOFT
5	11-2415-LIC	SEL: HZ7-ST-ENN-500-UG-F	\$136,125.00	K	31%	\$93,926.25	\$0.00		\$0.00					CARAHSOFT
5 5	11-2416-LIC 11-2417-LIC	SEL: HZ7-STD-10-F SEL: HZ7-STD-100-F	\$2,750.00 \$27,500.00	K K	31% 31%	\$1,897.50 \$18,975.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2418-LIC	SEL: HZ7-STD-A10-F	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2419-LIC 11-2420-LIC	SEL: HZ7-STD-A100-F SEL: HZ7-STDA-STD10-UG-F	\$20,900.00 \$770.00	K	31% 31%	\$14,421.00 \$531.30	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2421-LIC	SEL: HZ7-STDA-STD100-UG-F	\$7,700.00	ĸ	31%	\$5,313.00	\$0.00		\$0.00					CARAHSOFT
5	11-2422-LIC	SEL: HZ7-TAC-STA100-UG-F SEL: HZ7-THIN-ST100-UG-F	\$18,810.00	K	31%	\$12,978.90	\$0.00		\$0.00					CARAHSOFT CARAHSOFT
5 5	11-2423-LIC 11-2424-LIC	SEL: HZ7-TPRO-ST10-UG-F SEL: HZ7-TPRO-ST10-UG-F	\$22,000.00 \$2.310.00	K K	31% 31%	\$15,180.00 \$1,593.90	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT
5	11-2425-LIC	SEL: HZ7-VAD-ADC-10-UG-F	\$2,530.00	K	31%	\$1,745.70	\$0.00		\$0.00				\$0.00	CARAHSOFT
5	11-2426-LIC 11-2427-LIC	SEL: HZ7-VAD-ADC-100-UG-F SEL: HZ7-VAD-ENC-10-UG-F	\$25,300.00 \$4,647.50	K	31% 31%	\$17,457.00 \$3,206.78	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2428-LIC	SEL: HZ7-VAD-ENC-100-UG-F	\$46,475.00	ĸ	31%	\$32,067.75	\$0.00		\$0.00					CARAHSOFT
5	11-2429-LIC	SEL: HZ7-VENT-ST10-UG-F	\$1,100.00	K	31% 31%	\$759.00 \$7,590.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2430-LIC 11-2431-LIC	SEL: HZ7-VENT-ST100-UG-F SEL: ST6-AD-D10-F	\$11,000.00 \$1,100.00	K	31%	\$7,590.00 \$759.00	\$0.00		\$0.00					CARAHSOFT
5	11-2432-LIC	SEL: ST6-AD-D100-F	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2433-LIC 11-2434-LIC	SEL: ST6-AD-EN-UG-F SEL: ST6-AD-F	\$1,815.00 \$4,394.50	K K	31% 31%	\$1,252.35 \$3,032.21	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2439-LIC	SEL: ST6-EN-F	\$6,044.50	ĸ	31%	\$4,170.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2440-LIC	SEL: ST6-ST-AD-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.00		\$0.00					CARAHSOFT
5	11-2441-LIC 11-2446-LIC	SEL: ST6-ST-EN-UG-F SEL: VR-BCLADVC-F	\$3,630.00 \$3,300.00	K	31% 31%	\$2,504.70 \$2,277.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2447-LIC	SEL: VR-BCLADVO-25-F	\$5,500.00	ĸ	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2448-LIC 11-2449-LIC	SEL: VR-CODE2C-F SEL: VR-CODE2O-F	\$5,995.00 \$599.50	K	31% 31%	\$4,136.55 \$413.66	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2450-LIC	SEL: VR-OAMAD-F	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2493-LIC	SEL: HZ7-PA50-STA100-UG-F SEL: HZ7-PRA50-ST100-UG-F	\$13,750.00 \$13,750.00	K	31%	\$9,487.50 \$9,487.50	\$0.00	77.77	\$0.00				+	CARAHSOFT
5	11-2494-LIC 11-2495-LIC	SEL: HZ7-PRA50-ST100-UG-F SEL: HZ7-UEM-ENC-100-UG-F	\$13,750.00 \$57,750.00	K K	31% 31%	\$9,487.50 \$39,847.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2496-LIC	SEL: HZ7-UEM-ENC-10-UG-F	\$5,775.00	K	31%	\$3,984.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2497-LIC 11-2498-LIC	SEL: HZ7-UEM-ENN-100-UG-F SEL: HZ7-UEM-ENN-10-UG-F	\$35,200.00 \$3,520.00	K	31% 31%	\$24,288.00 \$2,428.80	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2499-LIC	SEL: HZ7-WSP-ADN-100-UG-F	\$12,100.00	ĸ	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2500-LIC	SEL: HZ7-WSP-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00		\$0.00					CARAHSOFT
5 5	11-2505-LIC 11-2506-LIC	SEL: HZ7-ADN-A10-F SEL: HZ7-ADN-A100-F	\$2,200.00 \$22,000.00	K K	31% 31%	\$1,518.00 \$15,180.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2507-LIC	SEL: HZ7-A100-AERC-F	\$33,000.00	ĸ	31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2508-LIC 11-2509-LIC	SEL: HZ7-A10-AERC-F SEL: HZ7-E100-AERC-F	\$3,300.00 \$46,750.00	K	31% 31%	\$2,277.00 \$32,257.50	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2510-LIC	SEL: HZ7-E100-AERC-F SEL: HZ7-E100-AERC-UG-F	\$15,125.00	K	31%	\$10,436.25	\$0.00		\$0.00				\$0.00	CARAHSOFT
5	11-2511-LIC	SEL: HZ7-E10-AERC-F	\$4,675.00	K	31%	\$3,225.75	\$0.00		\$0.00					CARAHSOFT CARAHSOFT
5 5	11-2512-LIC 11-2513-LIC	SEL: HZ7-E10-AERC-UG-F SEL: HZ7-ENN-A100-F	\$1,512.50 \$31,350.00	K K	31% 31%	\$1,043.63 \$21,631.50	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
•		**********	\$0.,000.00		-170	JE 1,001.00	ψ3.00	\$0.00	\$3.00	\$3.00	\$3.00	\$0.00	\$0.00	

					NVP	LEVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2514-LIC	SEL: HZ7-ENN-A100-UG-F SEL: HZ7-ENN-A10-F	\$10,285.00	K	31%	\$7,096.65 \$2,163,15	\$0.00		\$0.00	\$0.00 \$0.00				CARAHSOFT
5 5	11-2515-LIC 11-2516-LIC	SEL: HZ7-ENN-A10-F SEL: HZ7-ENN-A10-UG-F	\$3,135.00 \$1,028.50	K K	31% 31%	\$709.67	\$0.00 \$0.00							CARAHSOFT
5	11-2530-LIC	SEL: VR6-OSTC-F	\$1,375.00	K	31%	\$948.75	\$0.00							CARAHSOFT
5 5	11-2535-LIC HCIAKCPUF	SEL: VR-NI-ANXC-F SFI : HCI-AK-CPU-F	\$1,369.50 \$8.637.75	K K	31% 31%	\$944.96 \$5,960.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HCISTDCPUF	SEL: HCI-STD-CPU-F	\$3,839.00	ĸ	31%	\$2,648.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADC2503GSSSF	SEL: HZ7-ADC-250-3G-SSS-F	\$60,984.00	K	31%	\$42,078.96	\$0.00							CARAHSOFT
5	HZ7ADC2503PSSSF HZ7ADC250GSSSF	SEL: HZ7-ADC-250-3P-SSS-F SEL: HZ7-ADC-250-G-SSS-F	\$72,600.00 \$23,100.00	K K	31% 31%	\$50,094.00 \$15,939.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	HZ7ADC250PSSSF	SEL: HZ7-ADC-250-P-SSS-F	\$27,500.00	K	31%	\$18,975.00	\$0.00			\$0.00	\$0.00	\$0.00		CARAHSOFT
5	HZ7ADC5003GSSSF HZ7ADC5003PSSSF	SEL: HZ7-ADC-500-3G-SSS-F SEL: HZ7-ADC-500-3P-SSS-F	\$121,968.00 \$145,200.00	K	31% 31%	\$84,157.92 \$100,188.00	\$0.00 \$0.00			\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ADC5003PSSSF	SEL: HZ7-ADC-500-G-SSS-F	\$46,200.00	K	31%	\$31,878.00	\$0.00							CARAHSOFT
5	HZ7ADC500PSSSF	SEL: HZ7-ADC-500-P-SSS-F	\$55,000.00	K	31%	\$37,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN1K3GSSSF HZ7ADN1K3PSSSF	SEL: HZ7-ADN-1K-3G-SSS-F SEL: HZ7-ADN-1K-3P-SSS-F	\$152,460.00 \$181,500.00	K K	31% 31%	\$105,197.40 \$125,235.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	HZ7ADN1KGSSSF	SEL: HZ7-ADN-1K-G-SSS-F	\$57,750.00	K	31%	\$39,847.50	\$0.00						\$0.00	CARAHSOFT
5	HZ7ADN1KPSSSF	SEL: HZ7-ADN-1K-P-SSS-F	\$68,750.00	K	31%	\$47,437.50	\$0.00							CARAHSOFT
5 5	HZ7ADN2003GSSSF HZ7ADN2003PSSSF	SEL: HZ7-ADN-200-3G-SSS-F SEL: HZ7-ADN-200-3P-SSS-F	\$30,492.00 \$36.300.00	K K	31% 31%	\$21,039.48 \$25,047.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	HZ7ADN200GSSSF	SEL: HZ7-ADN-200-G-SSS-F	\$11,550.00	ĸ	31%	\$7,969.50	\$0.00			\$0.00				CARAHSOFT
5	HZ7ADN200PSSSF	SEL: HZ7-ADN-200-P-SSS-F	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00			\$0.00		CARAHSOFT
5	HZ7ADN203GSSSF HZ7ADN203PSSSF	SEL: HZ7-ADN-20-3G-SSS-F SFI: HZ7-ADN-20-3P-SSS-F	\$3,049.20 \$3.630.00	K K	31% 31%	\$2,103.95 \$2,504.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	HZ7ADN20GSSSF	SEL: HZ7-ADN-20-G-SSS-F	\$1,155.00	ĸ	31%	\$796.95	\$0.00		\$0.00					CARAHSOFT
5	HZ7ADN20PSSSF	SEL: HZ7-ADN-20-P-SSS-F	\$1,375.00	K	31%	\$948.75	\$0.00							CARAHSOFT
5	HZ7ADN5003GSSSF HZ7ADN5003PSSSF	SEL: HZ7-ADN-500-3G-SSS-F SEL: HZ7-ADN-500-3P-SSS-F	\$76,230.00 \$90,750.00	K K	31% 31%	\$52,598.70 \$62,617.50	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	HZ7ADN500GSSSF	SEL: HZ7-ADN-500-G-SSS-F	\$28,875.00	K	31%	\$19,923.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ADN500PSSSF HZ7APSTCADC100UF	SEL: HZ7-ADN-500-P-SSS-F SEL: HZ7-AP-STC-ADC100-UG-F	\$34,375.00	K	31%	\$23,718.75	\$0.00			\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7APSTCADC1000F	SEL: HZ7-AP-STC-ADC100-0G-P SEL: HZ7-AP-STC-ADC10-UG-F	\$15,125.00 \$1,512.50	K	31% 31%	\$10,436.25 \$1,043.63	\$0.00 \$0.00							CARAHSOFT
5		SEL: HZ7-AP-STN-ADN100-UG-F	\$9,075.00	K	31%	\$6,261.75	\$0.00							CARAHSOFT
5	HZ7APSTNADN10UGF HZ7ENC2503GSSSF	SEL: HZ7-AP-STN-ADN10-UG-F SEL: HZ7-ENC-250-3G-SSS-F	\$907.50 \$87,665.95	K K	31% 31%	\$626.18 \$60,489.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ENC2503PSSSF	SEL: HZ7-ENC-250-30-050-1	\$104,363.95	ĸ	31%	\$72,011.13	\$0.00							CARAHSOFT
5	HZ7ENC250GSSSF	SEL: HZ7-ENC-250-G-SSS-F	\$33,206.80	K	31%	\$22,912.69	\$0.00							CARAHSOFT
5 5	HZ7ENC250PSSSF HZ7ENC5003GSSSF	SEL: HZ7-ENC-250-P-SSS-F SEL: HZ7-ENC-500-3G-SSS-F	\$39,531.80 \$175.329.00	K K	31% 31%	\$27,276.94 \$120,977.01	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT
5	HZ7ENC5003PSSSF	SEL: HZ7-ENC-500-3P-SSS-F	\$208,725.00	ĸ	31%	\$144,020.25	\$0.00							CARAHSOFT
5	HZ7ENC500GSSSF HZ7ENC500PSSSF	SEL: HZ7-ENC-500-G-SSS-F	\$66,412.50	K	31%	\$45,824.63	\$0.00			\$0.00				CARAHSOFT
5 5	HZ7ENC500PSSSF HZ7ENN1K3GSSSF	SEL: HZ7-ENC-500-P-SSS-F SEL: HZ7-ENN-1K-3G-SSS-F	\$79,062.50 \$213,444.00	K K	31% 31%	\$54,553.13 \$147,276.36	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	HZ7ENN1K3PSSSF	SEL: HZ7-ENN-1K-3P-SSS-F	\$254,100.00	K	31%	\$175,329.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	HZ7ENN1KGSSSF HZ7ENN1KPSSSF	SEL: HZ7-ENN-1K-G-SSS-F SEL: HZ7-ENN-1K-P-SSS-F	\$80,850.00	K	31%	\$55,786.50	\$0.00		\$0.00					CARAHSOFT
5	HZ7ENN2003GSSSF	SEL: HZ7-ENN-200-3G-SSS-F	\$96,250.00 \$42,688.80	K K	31% 31%	\$66,412.50 \$29,455.27	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	HZ7ENN2003PSSSF	SEL: HZ7-ENN-200-3P-SSS-F	\$50,820.00	K	31%	\$35,065.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	HZ7ENN200GSSSF HZ7ENN200PSSSF	SEL: HZ7-ENN-200-G-SSS-F SEL: HZ7-ENN-200-P-SSS-F	\$16,170.00 \$19,250.00	K	31% 31%	\$11,157.30 \$13,282.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HZ7ENN203GSSSF	SEL: HZ7-ENN-20-3G-SSS-F	\$4,268.88	ĸ	31%	\$2,945.53	\$0.00			\$0.00				CARAHSOFT
5	HZ7ENN203PSSSF	SEL: HZ7-ENN-20-3P-SSS-F	\$5,082.00	K	31%	\$3,506.58	\$0.00							CARAHSOFT
5	HZ7ENN20GSSSF HZ7ENN20PSSSF	SEL: HZ7-ENN-20-G-SSS-F SEL: HZ7-ENN-20-P-SSS-F	\$1,617.00 \$1,925.00	K	31% 31%	\$1,115.73 \$1,328.25	\$0.00 \$0.00			\$0.00 \$0.00				CARAHSOFT
5	HZ7ENN5003GSSSF	SEL: HZ7-ENN-500-3G-SSS-F	\$106,722.00	ĸ	31%	\$73,638.18	\$0.00							CARAHSOFT
5	HZ7ENN5003PSSSF HZ7ENN500GSSSF	SEL: HZ7-ENN-500-3P-SSS-F SEL: HZ7-ENN-500-G-SSS-F	\$127,050.00 \$40.425.00	K	31% 31%	\$87,664.50 \$27,893.25	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	HZ7ENN500GSSSF	SEL: HZ7-ENN-500-G-555-F SEL: HZ7-ENN-500-P-SSS-F	\$40,425.00	K K	31%	\$33,206.25	\$0.00							CARAHSOFT
5	ST6EDHA100F	SEL: ST6-ED-HA100-F	\$3,630.00	K	31%	\$2,504.70	\$0.00		\$0.00					CARAHSOFT
5 5	ST6EDHA10F ST6-RB-25VM-F	SEL: ST6-ED-HA10-F SEL: ST6-RB-25VM-F	\$363.00 \$13,750.00	K	31% 31%	\$250.47 \$9.487.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	ST6-RBAD-25-F	SEL: ST6-RBAD-25-F	\$22,000.00	ĸ	31%	\$15,180.00	\$0.00							CARAHSOFT
5	ST6RBADEN25UGF ST6RBADV25UGF	SEL: ST6-RB-ADEN-25-UG-F SEL: ST6-RB-ADV-25-UG-F	\$9,075.00	K	31% 31%	\$6,261.75 \$6,261.75	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT
5 5	ST6RBADV25UGF ST6RBEN25F	SEL: S16-RB-ADV-25-UG-F SEL: ST6-RBEN-25-F	\$9,075.00 \$30,250.00	K K	31% 31%	\$6,261.75 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	ST6RBEN25UGF	SEL: ST6-RBEN-25-UG-F	\$18,150.00	K	31%	\$12,523.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VAOMSPLLDF VAOMSPLLUF	SEL: VA-OMS-PLL-D-F SEL: VA-OMS-PLL-U-F	\$77.00 \$154.00	K K	31% 31%	\$53.13 \$106.26	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	VAOMSTLSSD2PF	SEL: VA-OMS-PLL-U-F SEL: VA-OMS-TLSS-D-2P-F	\$107.80	K	31%	\$74.38	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	VAOMSTLSSD3PF	SEL: VA-OMS-TLSS-D-3P-F	\$151.80	K	31%	\$104.74	\$0.00							CARAHSOFT
5	VAOMSTLSSDPF V-OMS-PLL-D-F	SEL: VA-OMS-TLSS-D-P-F SEL: V-OMS-PLL-D-F	\$57.20 \$77.00	ĸ	31% 31%	\$39.47 \$53.13	\$0.00 \$0.00			\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	V-OMS-PLL-U-F	SEL: V-OMS-PLL-U-F	\$154.00	K	31%	\$106.26	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	CARAHSOFT
5	V-PS-SUPP-INC-F	SEL: V-PS-SUPP-INC-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR17AADVADVUGF VR17AADVENTUGF	SEL: VR17-AADV-ADV-UG-F SEL: VR17-AADV-ENT-UG-F	\$6,798.00 \$1,056.00	K K	31% 31%	\$4,690.62 \$728.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	VR17ADVENTUGF	SEL: VR17-ADV-ENT-UG-F	\$1,815.00	ĸ	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR17ADVF	SEL: VR17-ADV-F	\$6,869.50	K	31% 31%	\$4,739.96	\$0.00 \$0.00							CARAHSOFT
5 5	VR17AENTENTUGF VR17BCLCADVUGF	SEL: VR17-AENT-ENT-UG-F SEL: VR17-BCLC-ADV-UG-F	\$4,378.00 \$3,927.00	K K	31% 31%	\$3,020.82 \$2,709.63	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	VR17BCLCENTUGF	SEL: VR17-BCLC-ENT-UG-F	\$5,742.00	K	31%	\$3,961.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VR17BCLOADVUGF	SEL: VR17-BCLO-ADV-UG-F	\$1,507.00	K	31% 31%	\$1,039.83	\$0.00		\$0.00 \$0.00					CARAHSOFT
5	VR17BCLOENTUGF VR17ENTF	SEL: VR17-BCLO-ENT-UG-F SEL: VR17-ENT-F	\$3,322.00 \$8,519.50	K K	31% 31%	\$2,292.18 \$5.878.46	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	VR17LIS4CADVUGF	SEL: VR17-LIS4C-ADV-UG-F	\$5,742.00	K	31%	\$3,961.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VR17LIS4CENTUGF VR17LIS4CSTDUGF	SEL: VR17-LIS4C-ENT-UG-F SEL: VR17-LIS4C-STD-UG-F	\$7,557.00 \$2,717.00	K K	31% 31%	\$5,214.33 \$1,874.73	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	VR17LIS4CS1DUGF VR17LIS4OADVUGF	SEL: VR17-LIS40-STD-UG-F SEL: VR17-LIS40-ADV-UG-F	\$2,717.00	K	31%	\$1,874.73 \$1,039.83	\$0.00							CARAHSOFT
5	VR17LIS40ENTUGF	SEL: VR17-LIS4O-ENT-UG-F	\$3,322.00	K	31%	\$2,292.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VR17LIS4OSTDUGF VR17OADVADVUGF	SEL: VR17-LIS4O-STD-UG-F SEL: VR17-OADV-ADV-UG-F	\$3,012.90 \$6,798.00	K K	31% 31%	\$2,078.90 \$4,690.62	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5	VR17OADVCADVUGF	SEL: VR17-OADV-ADV-UG-F	\$4,229.50	K	31%	\$2,918.36	\$0.00						\$0.00	CARAHSOFT

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	эки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VR17OADVCENTUGF VR17OADVCSTDUGF	SEL: VR17-OADVC-ENT-UG-F SEL: VR17-OADVC-STD-UG-F	\$6,044.50 \$1,204.50	K K	31% 31%	\$4,170.71 \$831.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	VR17OADVENTUGF VR17OADVSTDUGF	SEL: VR17-OADV-ENT-UG-F SFL: VR17-OADV-STD-UG-F	\$1,056.00 \$748.00	K	31% 31%	\$728.64 \$516.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR17OENTADVUGF	SEL: VR17-OADV-S1D-UG-F SEL: VR17-OENT-ADV-UG-F	\$7,095.00	K	31%	\$4,895.55	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VR170ENTENTUGF	SEL: VR17-0ENT-ENT-UG-F SEL: VR17-0ENT-STD-HG-F	\$7,095.00	K	31%	\$4,895.55 \$3,009.44	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	VR170ENTSTDUGF VR170ISTADVUGF	SEL: VR17-OENT-STD-UG-F SEL: VR17-OIST-ADV-UG-F	\$4,361.50 \$5,137.00	K K	31% 31%	\$3,009.44 \$3,544.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	VR170ISTENTUGF	SEL: VR17-OIST-ENT-UG-F	\$6,952.00	K	31%	\$4,796.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VR170ISTSTDUGF VR170STCADVUGF	SEL: VR17-OIST-STD-UG-F SEL: VR17-OSTC-ADV-UG-F	\$2,112.00 \$6,044.50	K K	31% 31%	\$1,457.28 \$4,170.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR170STCENTUGF	SEL: VR17-OSTC-ENT-UG-F	\$7,859.50	K	31%	\$5,423.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	VR17OSTCSTDUGF VR17OSTDCADVUGF	SEL: VR17-OSTC-STD-UG-F SEL: VR17-OSTDC-ADV-UG-F	\$3,019.50 \$6.649.50	K K	31% 31%	\$2,083.46 \$4,588.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR170STDCENTUGF	SEL: VR17-OSTDC-ENT-UG-F	\$7,694.50	K	31%	\$5,309.21	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VR17OSTDCSTDUGF VR17OSTDOADVUGF	SEL: VR17-OSTDC-STD-UG-F SEL: VR17-OSTDO-ADV-UG-F	\$3,624.50 \$3,778.50	K K	31% 31%	\$2,500.91 \$2,607.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR170STD0ENTUGF	SEL: VR17-OSTDO-ENT-UG-F	\$5,593.50	K	31%	\$3,859.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VR17OSTDOSTDUGF VR17STDADVUGF	SEL: VR17-OSTDO-STD-UG-F SEL: VR17-STD-ADV-UG-F	\$753.50 \$3,025.00	K K	31% 31%	\$519.92 \$2,087.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR17STDENTUGF	SEL: VR17-STD-ENT-UG-F	\$4,840.00	K	31%	\$3,339.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VR17STDF VR6-OADVC-F	SEL: VR17-STD-F SEL: VR6-OADVC-F	\$4,119.50 \$3.025.00	K	31% 31%	\$2,842.46 \$2,087.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR6OSTCOADVCUGF	SEL: VR6-OSTC-OADVC-UG-F	\$1,815.00	ĸ	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: VR6-OSTDC-OADVC-UG-F SEL: VR7-OADV-ADV-UG-FPRO	\$2,420.00 \$5,098.50	K	31% 31%	\$1,669.80 \$3,517.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR70ADVENTUGFPR0	SEL: VR7-OADV-ENT-UG-FPRO	\$792.00	ĸ	31%	\$546.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: VR7-OADV-STD-UG-FPRO SEL: VR7-OENT-ADV-UG-FPRO	\$561.00 \$5,324.00	K K	31% 31%	\$387.09 \$3,673.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR70ENTENTUGFPR0	SEL: VR7-OENT-ENT-UG-FPRO	\$5,324.00	ĸ	31%	\$3,673.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: VR7-OENT-STD-UG-FPRO SEL: VR7-OIST-STD-UG-FPRO	\$3,272.50 \$1,584.00	K	31% 31%	\$2,258.03 \$1,092.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR7-OSTC-ADV-UG-FPRO SEL: VR7-OSTC-ADV-UG-FPRO	\$1,584.00 \$4,537.50	K	31%	\$1,092.96	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: VR7-OSTC-ENT-UG-FPRO	\$5,896.00	K	31%	\$4,068.24	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: VR7-OSTC-STD-UG-FPRO SEL: VR7-OSTDC-ADV-UG-FPRO	\$2,266.00 \$4,988.50	K K	31% 31%	\$1,563.54 \$3,442.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR7OSTDCENTUGPRO	SEL: VR7-OSTDC-ENT-UG-FPRO	\$5,769.50	K	31%	\$3,980.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: VR7-OSTDC-STD-UG-FPRO SEL: VR7-OSTDO-ADV-UG-FPRO	\$2,722.50 \$2,838.00	K K	31% 31%	\$1,878.53 \$1,958.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR7-OSTDO-ENT-UG-FPRO	\$4,196.50	K	31%	\$2,895.59	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VR7OSTDOSTDUGPRO VR-I IS4-CPU-F	SEL: VR7-OSTDO-STD-UG-FPRO SEL: VR-LIS4-CPU-F	\$566.50 \$1.650.00	K	31% 31%	\$390.89 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	VRLIS4O253GSSSF	SEL: VR-LIS4O-25-3G-SSS-F	\$3,049.20	ĸ	31%	\$2,103.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VRLIS4O253PSSSF VR-LIS4O-25-F	SEL: VR-LIS40-25-3P-SSS-F SEL: VR-LIS40-25-F	\$3,630.00 \$5,500.00	K	31% 31%	\$2,504.70 \$3,795.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VRLIS4O25GSSSF	SEL: VR-LIS4O-25-G-SSS-F	\$1,155.00	K	31%	\$796.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VRLIS4025PSSSF VRNIAENXCUGFPRO	SEL: VR-LIS40-25-P-SSS-F SEL: VR-NI-AENXC-UG-FPRO	\$1,375.00 \$229.90	K	31% 31%	\$948.75 \$158.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VR-NI-ANX100-F	SEL: VR-NI-ANX100-F	\$2,750.00	K	31%	\$1,897.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VR-NI-ANX10-F VRNIENX100F	SEL: VR-NI-ANX10-F SEL: VR-NI-ENX100-F	\$275.00	K	31% 31%	\$189.75	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5	VRNIENX100F VRNIENX10F	SEL: VR-NI-ENX100-F SEL: VR-NI-ENX10-F	\$4,895.00 \$489.50	K	31%	\$3,377.55 \$337.76	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VRNIENXCF VRNIUGAENX100UGF	SEL: VR-NI-ENXC-F SEL: VR-NI-UG-AENX100-UG-F	\$2,414.50	K	31% 31%	\$1,666.01 \$1,628.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	VRNIUGAENX1000GF VRNIUGAENX10UGF	SEL: VR-NI-UG-AENX100-UG-F SEL: VR-NI-UG-AENX10-UG-F	\$2,359.50 \$236.50	K	31%	\$1,628.06 \$163.19	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VRNIUGAENXCUGF	SEL: VR-NI-UG-AENXC-UG-F	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	VROSTACK4ADF VROSTACK4F	SEL: VR-OSTACK4-AD-F SEL: VR-OSTACK4-F	\$544.50 \$1,094.50	K K	31% 31%	\$375.71 \$755.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS14PLAYF	SEL: WS14-PLAY-F	\$164.99	K	31%	\$113.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	WS14PLAYUGF WS14PROF	SEL: WS14-PLAY-UG-F SEL: WS14-PRO-F	\$87.99 \$274.99	K K	31% 31%	\$60.71 \$189.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS14PROPLAYUGF	SEL: WS14-PRO-PLAY-UG-F	\$109.99	K	31%	\$75.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	WS14PROUGF WS-PLAY-SUP-1PAK	SEL: WS14-PRO-UG-F SEL: WS-PLAY-SUP-1PAK	\$164.99 \$33.00	K K	31% 31%	\$113.84 \$22.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS-PLAY-SUP-3PAK	SEL: WS-PLAY-SUP-3PAK	\$88.00	ĸ	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	WS-PLAY-SUP-5PAK DMS-2000-LMA	SEL: WS-PLAY-SUP-5PAK SEL CDSI SM Config Unlim SW local mig	\$134.00 \$192.307.69	K K	31% 31%	\$92.46 \$132.692.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CIRRUSDATA SOLUTIONS
5	DMS-2000-LMA-RU	SEL CDSI Upg to Remote Lic DMS-2000-LMA	\$19,230.77	ĸ	31%	\$13,269.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5 5	DMS-4000-LMA DMS-4000-LMA-RU	SEL CDSI MED Config Unlim SW local mig SEL CDSI Upg to Remote Lic DMS-4000-LMA	\$269,230.77 \$42,307.69	K K	31% 31%	\$185,769.23 \$29,192.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CIRRUSDATA SOLUTIONS CIRRUSDATA SOLUTIONS
5	DMS-8000-LMA	SEL CDSI LG Config Unlim SW local mig	\$423,076.92	ĸ	31%	\$291,923.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5 5	DMS-8000-LMA-RU DMS-CAP-L	SEL CDSI Upg to Remote Lic DMS-8000-LMA SEL CDSI Local Capacity Per/TB	\$134,615.38 \$430.77	K	31% 31%	\$92,884.61 \$297.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CIRRUSDATA SOLUTIONS CIRRUSDATA SOLUTIONS
5	DMS-CAP-R	SEL CDSI Remote Migration Cap Per/TB	\$861.54	ĸ	31%	\$594.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5	DMS-CAP-S CEADC-BRNZ	SEL CDSI Scrubbing Capacity Per/TE SEL Cloudera Analytic Brnz TB (100 min	\$215.38 \$787.69	K	31% 31%	\$148.61 \$543.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CIRRUSDATA SOLUTIONS CLOUDERA
5	CEADC-BRNZ CEADC-GOLD	SEL Cloudera Analytic Gold TB (100 min	\$984.62	ĸ	31%	\$679.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5	CEADN-BRNZ CEADN-GOLD	SEL Cloudera Analytic Brnz Node (10 min	\$7,876.92 \$9,846.15	K K	31% 31%	\$5,435.07 \$6,793.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	CLOUDERA
5	CEBC-BRNZ-I	SEL Cloudera Analytic Gold Node (10 min) SEL Cloudera Basic Bronze TB (100 min)	\$9,846.15 \$196.92	K	31%	\$6,793.84 \$135.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA CLOUDERA
5	CEBC-GOLD-I	SEL Cloudera Basic Gold TB (100 min)	\$246.15	K	31%	\$169.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5 5	CEBN-BRNZ-I CEBN-GOLD-I	SEL Cloudera Basic Bronze Node (10 min) SEL Cloudera Basic Gold Node (10 min)	\$1,969.23 \$2,461.54	K	31% 31%	\$1,358.77 \$1,698.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDEC-BRNZ	SEL Cloudera Data Eng Brnz TB (100 min)	\$393.85	K	31%	\$271.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5	CEDEC-GOLD CEDEN-BRNZ	SEL Cloudera Data Eng Gold TB (100 min) SEL Cloudera Data Eng Brnz Node (10 min)	\$492.31 \$3,938.46	K K	31% 31%	\$339.69 \$2,717.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDEN-GOLD	SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	ĸ	31%	\$3,396.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5	CEDHC-BRNZ CEDHC-GOLD	SEL Cloudera EDHub Bronze TB (100 min) SEL Cloudera EDHub Gold TB (100 min)	\$984.62 \$1,230.77	K K	31% 31%	\$679.39 \$849.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDHN-BRNZ	SEL Cloudera EDHub Bronze Node (10 min)	\$9,846.15	ĸ	31%	\$6,793.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5	CEDHN-GOLD CEDSW	SEL Cloudera EDHub Gold Node (10 min) SEL Cloudera Data Science Workbench 10Pk	\$12,307.69 \$61,538.46	K K	31% 31%	\$8,492.31 \$42,461.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEODC-BRNZ	SEL Cloudera Data Science Workbertin 10PK SEL Cloudera Operatni Brnz TB (100 min)	\$590.77	ĸ	31%	\$407.63	\$0.00			\$0.00				CLOUDERA

					NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT W/MC PREM MNT	PROSUPPORT	BASIC MNT LP	WTY UPG ENH TO	WTY UPG BASIC	RENEWAL	THIRD PARTY PRODUCT
			LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	LP	ENH MNT LP		PS W/MC PREM LP	TO PS ENH LP		PARTNER
5 5	CEODC-GOLD CEODN-BRNZ	SEL Cloudera Operatnl Gold TB (100 min) SEL Cloudera Operatnl Brnz Node (10 min)	\$738.46 \$5,907.69	K K	31% 31%	\$509.54 \$4,076.31	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	CLOUDERA CLOUDERA
5 5	CEODN-GOLD 456-112-181	SEL Cloudera Operatnl Gold Node (10 min) Secure VM KMIP Client Perpetual=I/	\$7,384.62 \$8,000.00	K K	31% 31%	\$5,095.39 \$5,520.00	\$0.00 \$2,000.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDERA CLOUDLINK
5	456-113-115	Secure VM 6.0 Perp 10 VM HCP Bundle=IB	\$1.00	K	31%	\$0.69	\$3,562.50	\$3,277.50	\$0.00	\$0.00	\$0.00	\$0.00	\$3,277.50	CLOUDLINK
5 5	456-113-448 456-113-449	Secure VM 6.6 SecVM Perpetual Tier 1=IE Secure VM 6.6 SecVM Perpetual Tier 2=IE	\$1,425.00 \$1,175.00	K K	31% 31%	\$983.25 \$810.75	\$356.25 \$293.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK
5	456-113-450	Secure VM 6.6 SecVM Perpetual Tier 3=IE	\$1,010.00	K	31%	\$696.90	\$252.50	\$232.30	\$0.00	\$0.00	\$0.00	\$0.00	\$232.30	CLOUDLINK
5	456-113-451 456-113-452	Secure VM 6.6 SecVM Perpetual Tier 4=IE Secure VM 6.6 SVM for CPSD HW per VM=IB	\$775.00 \$500.00	K K	31% 31%	\$534.75 \$345.00	\$193.75 \$125.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK
5	456-113-453	Secure VM 6.6 SVM CPSD HW per socket=ZC	\$5,000.00	K	31%	\$3,450.00	\$1,250.00	\$1,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,150.00	CLOUDLINK
5 5	456-113-454 458-002-012	Secure VM 6.6 KMIP Client Perpetual=I/ Secure VM SecVM Perp HCP Bundle	\$8,000.00 \$0.00	K K	31% 31%	\$5,520.00 \$0.00	\$2,000.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	458-002-340	Secure VM SED Perp Tier 1=IA	\$1,250.00	K	31%	\$862.50	\$312.50	\$287.50	\$0.00	\$0.00	\$0.00	\$0.00	\$287.50	CLOUDLINK
5	458-002-361 458-002-362	Secure VM SED Perp Tier 2=IA Secure VM SED Perp Tier 3=IA	\$1,000.00 \$750.00	K K	31% 31%	\$690.00 \$517.50	\$250.00 \$187.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		+=	CLOUDLINK
5	458-002-363	Secure VM SED Perp Tier 4=IA	\$500.00	K	31% 31%	\$345.00	\$125.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK
5	458-002-371 458-002-372	Secure VM 6.6 SecVM Perpetual Secure VM 6.6 SVM for CPSD HW Perpetual	\$0.00 \$0.00	K	31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00	\$0.00			CLOUDLINK CLOUDLINK
5 5	458-002-373 458-002-442	Secure VM 6.6 KMIP Client Perpetua Secure VM: VxFlex SED KMS Perp Tier 1=I/	\$0.00 \$2.500.00	K K	31% 31%	\$0.00 \$1.725.00	\$0.00 \$625.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	458-002-443	Secure VM: VXFlex SED KMS Perp Tier 2=I/	\$2,000.00	K	31%	\$1,725.00	\$500.00		\$0.00	\$0.00	\$0.00			CLOUDLINK
5 5	458-002-444 458-002-445	Secure VM: VxFlex SED KMS Perp Tier 3=I/ Secure VM: VxFlex SED KMS Perp Tier 4=I/	\$1,500.00 \$1,000.00	K K	31% 31%	\$1,035.00 \$690.00	\$375.00 \$250.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK
5	SH-458-000-408	Secure VM SecVM PSMC Sub Tier 1=IB	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5 5	SH-458-000-409 SH-458-000-410	Secure VM SecVM PSMC Sub Tier 2=IB Secure VM SecVM PSMC Sub Tier 3=IB	\$48.00 \$41.50	K	31% 31%	\$33.12 \$28.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	SH-458-000-411	Secure VM SecVM PSMC Sub Tier 4=IB	\$32.00	ĸ	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-412 SH-458-000-413	Secure VM SecVM PSPlus Sub Tier 1=IE Secure VM SecVM PSPlus Sub Tier 2=IE	\$59.50 \$49.00	K	31% 31%	\$41.06 \$33.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK
5	SH-458-000-414	Secure VM SecVM PSPlus Sub Tier 3=IE	\$42.00	ĸ	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-415 SH-458-000-525	Secure VM SecVM PSPlus Sub Tier 4=IE Secure VM SecVM PS1 Sub Tier 1=IB	\$32.50 \$59.00	K K	31% 31%	\$22.43 \$40.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	SH-458-000-526	Secure VM SecVM PS1 Sub Tier 2=IB	\$48.50	ĸ	31%	\$33.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5	SH-458-000-527 DBMI-MCD-020	Secure VM SecVM PS1 Sub Tier 3=IB SEL Migrate NAS-to-Isilon Initial 5(\$41.75 \$42.348.00	K K	31% 31%	\$28.81 \$29,220.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDLINK DATA DOBI
5	DBMI-MCD-021	SEL Migrate NAS-to-Isilon Addl 10	\$6,489.00	K	31%	\$4,477.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5 5	DBMVNX-MCD-020 DBMVNX-MCD-021	SEL Migrate NAS-to-VNX/Unity Initial 50 SEL Migrate NAS-to-VNX/Unity Addl 10	\$42,348.00 \$6,489.00	K K	31% 31%	\$29,220.12 \$4,477.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATA DOBI DATA DOBI
5	DBRECS-MCD-010	SEL Replicate 10TB ECS Annual Renewa	\$14,089.00	ĸ	31%	\$9,721.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5 5	DBRECS-MCD-050 DBRI-MCD-010	SEL Replicate 50TB ECS Annual Renewa SEL Replicate 10TB Isilon Annual Renewa	\$83,320.00 \$14,089.00	K K	31% 31%	\$57,490.80 \$9,721.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATA DOBI DATA DOBI
5	DBRI-MCD-050	SEL Replicate 50TB Isilon Annual Renewa	\$83,320.00	K	31%	\$57,490.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DOBI
5 5	DBRVNX-MCD-010 DBRVNX-MCD-050	SEL Replicate 10TB VNXUty Annual Renewa SEL Replicate 50TB VNXUty Annual Renewa	\$14,089.00 \$83.320.00	K K	31% 31%	\$9,721.41 \$57,490.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATA DOBI DATA DOBI
5	CN-P-AUDITDEL	SEL Audited Del Plugin for CN, perp lic	\$4,910.77	K	31%	\$3,388.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5 5	CN-PAUDITDEL-SUB CN-P-DUPFIND	SEL Audited Del Plugin for CN /year /Sv SEL Dup Finder Plugin for CN perp lic	\$2,651.82 \$7,372.31	K K	31% 31%	\$1,829.76 \$5,086.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-P-DUPFIND-SUB	SEL Dup Finder Plugin for CN /year /Svi	\$3,981.05	K	31%	\$2,746.92	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		DATAFRAMEWORKS
5	CN-SERVER CN-SERVERDM	SEL CN Svr, perp lic SEL CN Svr w/ DM, perp lic	\$17,094.02 \$22,792.02	K K	31% 31%	\$11,794.87 \$15,726.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-SERVERDM-SUB	SEL CN Svr w/DM /year	\$12,307.69	K	31%	\$8,492.31	\$0.00		\$0.00	\$0.00	\$0.00			DATAFRAMEWORKS
5	CN-SERVER-SUB CN-TIB	SEL CN Svr/year SEL Cap for Svr /TiB, perp lic	\$9,230.77 \$54.70	K K	31% 31%	\$6,369.23 \$37.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-TIBDM CN-TIBDM-SUB	SEL Cap for CN Svr w/DM /TiB perp lic	\$72.94 \$39.38	K K	31% 31%	\$50.33 \$27.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-TIB-SUB	SEL Cap for CN Svr w/DM /TiB /year SEL Cap for Svr /TiB /year	\$29.54	K	31%	\$27.17	\$0.00		\$0.00	\$0.00	\$0.00			DATAFRAMEWORKS
5 5	CN-UNDM-UNIT-SUB CN-UN-UNIT-SUB	SEL Unl w/DM Cap Unit /year, see notes SEL Unlimited Cap Unit /year, see notes	\$1,333.00 \$1,000.00	K	31% 31%	\$919.77 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			DATAFRAMEWORKS DATAFRAMEWORKS
5	EZ-VFRIDGE	PowerMax Dell EMC Fridge	\$12,770.00	K	31%	\$8,811.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DELL EMC FRIDGE
5 5	LPE12000-E LPE12002-E	SELECT SINGLE-PORT 8GB FC PCI EXPRESS SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,245.00 \$1,660.00	K K	31% 31%	\$859.05 \$1,145.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			EMULEX EMULEX
5	LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00	K	31%	\$1,152.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5 5	LPE16002B-E LPE31000-M6-E	SEL DUAL-PORT 16GB FC PCI EXPRESS SEL SINGLE-PORT 16GB FC PCI EXPRESS - G6	\$2,199.00 \$1.670.00	K K	31% 31%	\$1,517.31 \$1,152.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			EMULEX EMULEX
5	LPE31002-M6-E	SEL DUAL-PORT 16GB FC PCI EXPRESS - G6	\$2,199.00	K	31%	\$1,517.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5 5	A-HDF-AGT-100-1Y A-HDF-AGT-10K-1Y	SEL HDF Edge Agent Sub- 100 Agents SEL HDF Edge Agent Sub- 10,000 Agents	\$100,000.00 \$2,000,000.00	K K	31% 31%	\$69,000.00 \$1,380,000.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	A-HDF-AGT-1K-1Y A-HDF-DIM-1Y	SEL HDF Edge Agent Sub- 1000 Agents	\$500,000.00	K	31%	\$345,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	A-HDF-DIM-1Y A-HDF-EDG-10-1Y	Sel HDF Data in Motion Bundle SEL HDF Edge Brnch Office Sub - 10 Nodes	\$700,000.00 \$100,000.00	K K	31% 31%	\$483,000.00 \$69,000.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	HORTONWORKS HORTONWORKS
5	A-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$300,000.00	K	31%	\$207,000.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS HORTONWORKS
5	A-HDF-EDG-25-1Y A-HDF-EFM-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes Sel HDF Ent Flow Mngt- 16 Cores	\$150,000.00 \$72,000.00	K K	31% 31%	\$103,500.00 \$49,680.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	HORTONWORKS
5	A-HDF-EMS-1Y A-HDF-ESP-1Y	Sel HDF MNGT Services 1 Cluster Sel HDF Stream Processing 4 Nodes	\$20,000.00 \$36.000.00	K K	31% 31%	\$13,800.00 \$24,840.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	A-HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$16,000.00	K	31%	\$11,040.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	A-HDP-EPL-1Y A-HDP-JSS-6M	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$28,800.00 \$48,000.00	K K	31% 31%	\$19,872.00 \$33,120.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	A-HDP-SCHNG-1Y	SEL Solr Search	\$32,000.00	K	31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	A-HWC-FLX-CNT-1Y A-HWC-FLXCRDTS	SEL FIx Sprt Contact - 1 yr - Requirec SEL HWX Connect FIx Crdts - 12 Credits	\$15,385.00 \$8,615.00	K	31% 31%	\$10,615.65 \$5,944.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	A-HWC-FLXPLN-1Y	SEL HWX Connect Flex Plan 1Y	\$23,077.00	K	31%	\$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	E-HDF-AGT-100-1Y E-HDF-AGT-10K-1Y	SEL HDF Edge Agent Sub- 100 Agents SEL HDF Edge Agent Sub- 10,000 Agents	\$92,308.00 \$1,846,154.00	K	31% 31%	\$63,692.52 \$1,273,846,26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 1000 Agents	\$461,538.00	K	31%	\$318,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	E-HDF-DIM-1Y E-HDF-EDG-10-1Y	Sel HDF Data in Motion Bundle SEL HDF Edge Brnch Office Sub - 10 Nodes	\$646,154.00 \$92,308.00	K K	31% 31%	\$445,846.26 \$63,692.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$276,923.00	ĸ	31%	\$191,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	E-HDF-EDG-25-1Y E-HDF-EFM-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes Sel HDF Ent Flow Mngt- 16 Cores	\$138,462.00 \$66,462.00	K K	31% 31%	\$95,538.78 \$45,858.78	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			HORTONWORKS HORTONWORKS
5	E-HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$18,462.00	K	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	E-HDF-ESP-1Y	Sel HDF Stream Processing 4 Nodes	\$33,231.00	К	31%	\$22,929.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	E-HDP-ENT-1Y E-HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$14,769.00 \$26,585.00	K	31% 31%	\$10,190.61 \$18.343.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	E-HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB-6M sub.	\$46,154.00	ĸ	31%	\$31,846.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	E-HDP-SCHNG-1Y F-HWC-FLX-CNT-1Y	SEL Solr Search SEL Fix Sprt Contact - 1 yr - Requirec	\$29,538.46 \$18,462.00	K K	31% 31%	\$20,381.54 \$12,738.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	E-HWC-FLXCRDTS	SEL HWX Connect Fix Crdts - 12 Credits	\$10,338.00	K	31%	\$7,133.22	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	Ψ0.00	HORTONWORKS
5	E-HWC-FLXPLN-1Y	SEL HWX Connect Flex Plan 1Y	\$27,692.00	K	31%	\$19,107.48	\$0.00		\$0.00	\$0.00	\$0.00			HORTONWORKS
5 5	HDF-AGT-100-1Y HDF-AGT-10K-1Y	SEL HDF Edge Agent Sub- 100 Agents SEL HDF Edge Agent Sub- 10,000 Agents	\$76,923.00 \$1,538,462.00	K K	31% 31%	\$53,076.87 \$1,061,538.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 1000 Agents	\$384,615.00	K	31%	\$265,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HDF-DIM-1Y HDF-EDG-10-1Y	Sel HDF Data in Motion Bundle SEL HDF Edge Brnch Office Sub - 10 Nodes	\$538,462.00 \$76,923.00	K	31% 31%	\$371,538.78 \$53,076.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$230,769.00	ĸ	31%	\$159,230.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$115,385.00	K	31%	\$79,615.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	HDF-EFM-1Y HDF-EMS-1Y	Sel HDF Ent Flow Mngt- 16 Cores Sel HDF MNGT Services 1 Cluster	\$55,385.00 \$15.385.00	K K	31% 31%	\$38,215.65 \$10,615.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDF-ESP-1Y	Sel HDF Stream Processing 4 Nodes	\$27,692.00	K	31%	\$19,107.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	HDP-ENT-1Y HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$12,308.00 \$22,154.00	K	31% 31%	\$8,492.52 \$15,286.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$46,154.00	ĸ	31%	\$31,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	HDP-SCHNG-1Y	SEL Solr Search	\$24,615.38	K	31%	\$16,984.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	HWC-FLEX-CNT-1Y HWC-FLEXCREDITS	SEL Flx Sprt Contact - 1 yr - Requirec SEL HWX Connect Flx Crdts - 12 Credits	\$15,385.00 \$8,615.00	K K	31% 31%	\$10,615.65 \$5,944.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HWC-FLEXPLAN-1Y	SEL HWX Connect Flex Plan 1Y	\$23,077.00	K	31%	\$15,923.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	1YR-ENT-BUNDLE 1YR-ENTGOV-BUNDL	SEL Catalog/Data Mgmt Starter for ENT SEL Primary Data Governance POC for ENT	\$38,461.54 \$15.000.00	K	31% 31%	\$26,538.46 \$10,350.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-MM-BUNDLE	SEL Catalog/Data Mgmt Starter for MM	\$15,384.62	ĸ	31%	\$10,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	1YR-MMGOV-BUNDLE 30DAY-CC-PROMO	SEL Primary Data Governance POC for MM	\$5,000.00 \$0.00	K	31% 31%	\$3,450.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	6MONTH-CC-PROMO	SEL IE Workshop 30 Day Single Server SEL IE Workshop Promo Single Server	\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	ADU-1YR-00000001	SEL 1YR 1-9 ADMIN USER LOGIN	\$2,307.69	K	31%	\$1,592.31	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	ADU-1YR-00000010 ADU-3YR-00000001	SEL 1YR 10-99 ADMIN USER LOGIN SEL 3YR 1-9 ADMIN USER LOGIN	\$1,923.08 \$6,230.77	K K	31% 31%	\$1,326.93 \$4,299.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	ADU-3YR-00000010	SEL 3YR 10-99 ADMIN USER LOGIN	\$5,192.31	K	31%	\$3,582.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	ADU-5YR-00000001 ADU-5YR-00000010	SEL 5YR 1-9 ADMIN USER LOGIN SEL 5YR 10-99 ADMIN USER LOGIN	\$9,230.77 \$7.692.31	K	31% 31%	\$6,369.23 \$5,307.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	BCB-1YR-00001000	SEL 1Y BU Catalog Bundle Up to 1k Tapes	\$15,384.62	ĸ	31%	\$10,615.39	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	BCB-1YR-00005000	SEL 1Y BU Catalog Bundle Up to 5k Tapes	\$30,769.23	K	31%	\$21,230.77	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	BCB-1YR-00010000 BCB-1YR-00025000	SEL 1Y BU Catalog Bundle Upto 10k Tapes SEL 1Y BU Catalog Bundle Up to 25k Tapes	\$46,153.85 \$76.923.08	K	31% 31%	\$31,846.16 \$53.076.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	BCB-1YR-00050000	SEL 1Y BU Catalog Bundle Up to 50k Tapes	\$138,461.54	K	31%	\$95,538.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	BCB-1YR-00100000 BCB-3YR-00001000	SEL 1Y BU Catalog Bundle Up to 100k Tape SEL 3Y BU Catalog Bundle Up to 1k Tapes	\$230,769.23 \$30,769.23	K	31% 31%	\$159,230.77 \$21,230.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	BCB-3YR-00005000	SEL 3Y BU Catalog Bundle Up to 5k Tapes	\$61,538.46	ĸ	31%	\$42,461.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	BCB-3YR-00010000 BCB-3YR-00025000	SEL 3Y BU Catalog Bundle Up to 10k Tapes SEL 3Y BU Catalog Bundle Up to 25k Tapes	\$92,307.69 \$153.846.15	K	31% 31%	\$63,692.31 \$106,153.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	BCB-3YR-00050000	SEL 3Y BU Catalog Bundle Up to 50k Tapes SEL 3Y BU Catalog Bundle Up to 50k Tapes	\$276,923.08	K	31%	\$191,076.93	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	BCB-3YR-00100000	SEL 3Y BU Catalog Bundle Up to 100k Tape	\$461,538.46	K	31%	\$318,461.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	BCB-5YR-00001000 BCB-5YR-00005000	SEL 5Y BU Catalog Bundle Up to 1k Tapes SEL 5Y BU Catalog Bundle Up to 5k Tapes	\$46,153.85 \$92.307.69	K	31% 31%	\$31,846.16 \$63,692.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	BCB-5YR-00010000	SEL 5Y BU Catalog Bundle Up to 10k Tapes	\$138,461.54	K	31%	\$95,538.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	BCB-5YR-00025000 BCB-5YR-00050000	SEL 5Y BU Catalog Bundle Up to 25k Tapes SEL 5Y BU Catalog Bundle Up to 50k Tapes	\$230,769.23 \$415,384.62	K	31% 31%	\$159,230.77 \$286,615.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	BCB-5YR-00100000	SEL 5Y BU Catalog Bundle Up to 100k Tape	\$692,307.69	ĸ	31%	\$477,692.31	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	ECB-1YR-00001000 ECB-1YR-00002500	SEL 1YR Content Bundle Up to 1000 Users	\$92,307.69	K	31% 31%	\$63,692.31 \$127,384.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	ECB-1YR-00005000	SEL 1YR Content Bundle Up to 2500 Users SEL 1YR Content Bundle Up to 5000 Users	\$184,615.38 \$323,076.92	K	31%	\$222,923.07	\$0.00		\$0.00	\$0.00	\$0.00			INDEX ENGINES
5	ECB-1YR-00010000	SEL 1YR Content Bundle Up to 10000 Users	\$461,538.46	K	31%	\$318,461.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	ECB-3YR-00001000 ECB-3YR-00002500	SEL 3YR Content Bundle Up to 1000 Users SEL 3YR Content Bundle Up to 2500 Users	\$249,230.77 \$498 461 54	K	31% 31%	\$171,969.23 \$343,938.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	ECB-3YR-00005000	SEL 3YR Content Bundle Up to 5000 Users	\$872,307.69	ĸ	31%	\$601,892.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	ECB-3YR-00010000 ECB-5YR-00001000	SEL 3YR Content Bundle Up to 10000 Users SEL 5YR Content Bundle Up to 1000 Users	\$1,246,153.85 \$369.230.77	K	31% 31%	\$859,846.16 \$254,769.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	ECB-5YR-00001000 ECB-5YR-00002500	SEL 5YR Content Bundle Up to 2500 Users	\$738,461.54	K	31%	\$509,538.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	ECB-5YR-00005000 ECB-5YR-00010000	SEL 5YR Content Bundle Up to 5000 Users	\$1,292,307.69 \$1,846,153.85	K	31% 31%	\$891,692.31 \$1,273,846.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	INDEX ENGINES INDEX ENGINES
5	ECB-5YR-00010000 FMI-1YR-00000025	SEL 5YR Content Bundle Up to 10000 Users SEL 1YR 25-49TB FILE METADATA INDEX	\$1,846,153.85 \$769.23	K	31% 31%	\$1,273,846.16 \$530.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			INDEX ENGINES INDEX ENGINES
5	FMI-1YR-00000050	SEL 1YR 50-99TB FILE METADATA INDEX	\$634.62	K	31%	\$437.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	FMI-1YR-00000100 FMI-1YR-00000250	SEL 1YR 100-249TB FILE METADATA INDEX	\$519.23 \$384.62	K K	31% 31%	\$358.27 \$265.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-1YR-00000500	SEL 1YR 500-999TB FILE METADATA INDEX	\$326.92	ĸ	31%	\$225.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	FMI-1YR-00001000 FMI-3YR-00000025	SEL 1YR 1000-1999TB FILE METADATA INDE SEL 3YR 25-49TB FILE METADATA INDEX	\$269.23 \$2,076.92	K	31% 31%	\$185.77 \$1,433.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00000025 FMI-3YR-00000050	SEL 3YR 25-49TB FILE METADATA INDEX	\$1,713.46	K	31%	\$1,433.07 \$1,182.29	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00000100	SEL 3YR 100-249TB FILE METADATA INDEX	\$1,401.92	K	31%	\$967.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	FMI-3YR-00000250 FMI-3YR-00000500	SEL 3YR 250-499TB FILE METADATA INDEX SEL 3YR 500-999TB FILE METADATA INDEX	\$1,038.46 \$882.69	K K	31% 31%	\$716.54 \$609.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-3YR-00001000	SEL 3YR 1000-1999TB FILE METADATA INDE	\$726.92	ĸ	31%	\$501.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	FMI-5YR-00000025 FMI-5YR-00000050	SEL 5YR 25-49TB FILE METADATA INDEX	\$3,076.92 \$2,538.46	K K	31% 31%	\$2,123.07 \$1,751.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-5YR-00000100	SEL 5YR 100-249TB FILE METADATA INDEX	\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	FMI-5YR-00000250	SEL 5YR 250-499TB FILE METADATA INDEX	\$1,538.46	K	31%	\$1,061.54	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	FMI-5YR-00000500 FMI-5YR-00001000	SEL 5YR 500-999TB FILE METADATA INDEX SEL 5YR 1000-1999TB FILE METADATA INDE	\$1,307.69 \$1,076.92	K K	31% 31%	\$902.31 \$743.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	MIB-1YR-00000003	SEL 1YR File Metadata Bundle Up to 3PB	\$415,384.62	ĸ	31%	\$286,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	MIB-1YR-00000006 MIB-1YR-00000009	SEL 1YR File Metadata Bundle Up to 6PB SEL 1YR File Metadata Bundle Up to 9PB	\$553,846.15 \$830,769.23		31% 31%	\$382,153.84 \$573,230.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	MIB-1YR-00000012	SEL 1YR File Metadata Bundle Up to 12PB	\$969,230.77	K	31%	\$668,769.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-3YR-00000003 MIB-3YR-00000006	SEL 3YR File Metadata Bundle Up to 3PB SEL 3YR File Metadata Bundle Up to 6PB	\$1,121,538.46	K	31% 31%	\$773,861.54 \$1,031,815.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	MIB-3YR-00000006 MIB-3YR-00000009	SEL 3YR File Metadata Bundle Up to 6PB SEL 3YR File Metadata Bundle Up to 9PB	\$1,495,384.62 \$2,243,076.92	K K	31% 31%	\$1,031,815.39 \$1,547,723.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	MIB-3YR-00000012	SEL 3YR File Metadata Bundle Up to 12PB	\$2,616,923.08	K	31%	\$1,805,676.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	MIB-5YR-00000003	SEL 5YR File Metadata Bundle Up to 3PB	\$1,661,538.46	К	31%	\$1,146,461.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY U	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	MIB-5YR-00000006	SEL 5YR File Metadata Bundle Up to 6PB	\$2,215,384.62	K	31%	\$1,528,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	MIB-5YR-00000009 MIB-5YR-00000012	SEL 5YR File Metadata Bundle Up to 9PB SEL 5YR File Metadata Bundle Up to 12PB	\$3,323,076.92 \$3,876,923.08	K K	31% 31%	\$2,292,923.07 \$2,675,076.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-1YR-00001000 TCI-1YR-00002000	SEL 1YR 1000-1999 TAPE CATALOG INGEST	\$12.08	K	31%	\$8.34	\$0.00			\$0.00		\$0.00		INDEX ENGINES
5 5	TCI-1YR-00002000 TCI-1YR-00005000	SEL 1YR 2000-4999 TAPE CATALOG INGEST SEL 1YR 5000-9999 TAPE CATALOG INGEST	\$9.77 \$7.46	K	31% 31%	\$6.74 \$5.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-1YR-00010000	SEL 1YR 10000-19999 TAPE CATALOG INGES	\$6.08	K	31% 31%	\$4.20 \$3.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				INDEX ENGINES
5 5	TCI-1YR-00020000 TCI-1YR-00050000	SEL 1YR 20000-49999 TAPE CATALOG INGES SEL 1YR 50000-99999 TAPE CATALOG INGES	\$4.92 \$3.77	K	31%	\$2.60	\$0.00			\$0.00		\$0.00		INDEX ENGINES INDEX ENGINES
5 5	TCI-3YR-00001000 TCI-3YR-00002000	SEL 3YR 1000-1999 TAPE CATALOG INGEST	\$24.15 \$19.54	K	31% 31%	\$16.66 \$13.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES
5	TCI-3YR-00005000	SEL 3YR 2000-4999 TAPE CATALOG INGEST SEL 3YR 5000-9999 TAPE CATALOG INGEST	\$14.92	K	31%	\$10.29	\$0.00			\$0.00				INDEX ENGINES INDEX ENGINES
5	TCI-3YR-00010000 TCI-3YR-00020000	SEL 3YR 10000-19999 TAPE CATALOG INGES SEL 3YR 20000-49999 TAPE CATALOG INGES	\$12.15 \$9.85	K	31% 31%	\$8.38 \$6.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES
5	TCI-3YR-00020000	SEL 3YR 50000-49999 TAPE CATALOG INGES SEL 3YR 50000-99999 TAPE CATALOG INGES	\$9.05 \$7.54	K	31%	\$5.20	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	TCI-5YR-00001000 TCI-5YR-00002000	SEL 5YR 1000-1999 TAPE CATALOG INGEST SEL 5YR 2000-4999 TAPE CATALOG INGEST	\$36.23 \$29.31	K	31% 31%	\$25.00 \$20.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-5YR-00005000	SEL 5YR 5000-9999 TAPE CATALOG INGEST	\$29.31	K	31%	\$15.44	\$0.00			\$0.00				INDEX ENGINES
5 5	TCI-5YR-00010000 TCI-5YR-00020000	SEL 5YR 10000-19999 TAPE CATALOG INGES SEL 5YR 20000-49999 TAPE CATALOG INGES	\$18.23 \$14.77	K	31% 31%	\$12.58 \$10.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-5YR-00050000	SEL 5YR 50000-99999 TAPE CATALOG INGES	\$11.31	K	31%	\$7.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-1YR-00000010 TCR-1YR-00000050	SEL 1YR 10-49 TAPE CATALOG REBUILD SEL 1YR 50-99 TAPE CATALOG REBUILD	\$96.15 \$62.54	K	31% 31%	\$66.34 \$43.15	\$0.00 \$0.00			\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00000100	SEL 1YR 100-249 TAPE CATALOG REBUILD	\$48.08	ĸ	31%	\$33.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-1YR-00000250 TCR-1YR-00000500	SEL 1YR 250-499 TAPE CATALOG REBUILD SEL 1YR 500-999 TAPE CATALOG REBUILD	\$38.46 \$33.69	K K	31% 31%	\$26.54 \$23.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00001000	SEL 1YR 1000-1999 TAPE CATALOG REBUILD	\$24.15	K	31%	\$16.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-1YR-00002000 TCR-1YR-00005000	SEL 1YR 2000-4999 TAPE CATALOG REBUILD SEL 1YR 5000-9999 TAPE CATALOG REBUILD	\$19.54 \$14.92	K K	31% 31%	\$13.48 \$10.29	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-1YR-00010000	SEL 1YR 10000-24999 TAPE CATALOG REBU	\$12.15	K	31%	\$8.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-1YR-00025000 TCR-1YR-00050000	SEL 1YR 25000-49999 TAPE CATALOG REBU SEL 1YR 50000-99999 Tape Catalog Rebuild	\$9.23 \$7.69	K K	31% 31%	\$6.37 \$5.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-3YR-00000010	SEL 3YR 10-49 TAPE CATALOG REBUILD	\$144.23	K	31%	\$99.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-3YR-00000050 TCR-3YR-00000100	SEL 3YR 50-99 TAPE CATALOG REBUILD SEL 3YR 100-249 TAPE CATALOG REBUILD	\$93.81 \$72.12	K K	31% 31%	\$64.73 \$49.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-3YR-00000250	SEL 3YR 250-499 TAPE CATALOG REBUILD	\$57.69	K	31%	\$39.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-3YR-00000500 TCR-3YR-00001000	SEL 3YR 500-999 TAPE CATALOG REBUILD SEL 3YR 1000-1999 TAPE CATALOG REBUILD	\$50.54 \$36.23	K K	31% 31%	\$34.87 \$25.00	\$0.00 \$0.00			\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5	TCR-3YR-00002000	SEL 3YR 2000-4999 TAPE CATALOG REBUILD	\$29.31	K	31%	\$20.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-3YR-00005000 TCR-3YR-00010000	SEL 3YR 5000-9999 TAPE CATALOG REBUILD SEL 3YR 10000-24999 TAPE CATALOG REBU	\$22.38 \$18.23	K K	31% 31%	\$15.44 \$12.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-3YR-00025000	SEL 3YR 25000-49999 TAPE CATALOG REBU	\$13.85	K	31%	\$9.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-3YR-00050000 TCR-5YR-00000010	SEL 3YR 50000-99999 Tape Catalog Rebuild SEL 5YR 10-49 TAPE CATALOG REBUILD	\$11.54 \$192.31	K K	31% 31%	\$7.96 \$132.69	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00000050	SEL 5YR 50-99 TAPE CATALOG REBUILD	\$125.08	K	31%	\$86.31	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TCR-5YR-00000100 TCR-5YR-00000250	SEL 5YR 100-249 TAPE CATALOG REBUILD SEL 5YR 250-499 TAPE CATALOG REBUILD	\$96.15 \$76.92	K K	31% 31%	\$66.34 \$53.07	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00000500	SEL 5YR 500-999 TAPE CATALOG REBUILD	\$67.38	K	31%	\$46.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-5YR-00001000 TCR-5YR-00002000	SEL 5YR 1000-1999 TAPE CATALOG REBUILD SEL 5YR 2000-4999 TAPE CATALOG REBUILD	\$48.31 \$39.08	K K	31% 31%	\$33.33 \$26.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00005000	SEL 5YR 5000-9999 TAPE CATALOG REBUILD	\$29.85	K	31%	\$20.60	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TCR-5YR-00010000 TCR-5YR-00025000	SEL 5YR 10000-24999 TAPE CATALOG REBU SEL 5YR 25000-49999 TAPE CATALOG REBU	\$24.31 \$18.46	K K	31% 31%	\$16.77 \$12.74	\$0.00 \$0.00			\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00050000	SEL 5YR 50000-99999 Tape Catalog Rebuild	\$15.38	K	31%	\$10.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TMI-1YR-00000010 TMI-1YR-00000050	SEL 1YR 10-49 TAPE METADATA INDEX SEL 1YR 50-99 TAPE METADATA INDEX	\$384.62 \$250.00	K	31% 31%	\$265.39 \$172.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-1YR-00000100	SEL 1YR 100-249 TAPE METADATA INDEX	\$192.31	K	31% 31%	\$132.69	\$0.00			\$0.00 \$0.00				INDEX ENGINES
5	TMI-1YR-00000250 TMI-1YR-00000500	SEL 1YR 250-499 TAPE METADATA INDEX SEL 1YR 500-999 TAPE METADATA INDEX	\$146.15 \$119.23	K	31%	\$100.84 \$82.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	TMI-1YR-00001000 TMI-1YR-00002000	SEL 1YR 1000-1999 TAPE METADATA INDEX	\$96.62 \$78.15	K	31% 31%	\$66.67 \$53.92	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-1YR-00005000	SEL 1YR 5000-9999 TAPE METADATA INDEX	\$59.69	K	31%	\$41.19	\$0.00			\$0.00				INDEX ENGINES
5 5	TMI-1YR-00010000 TMI-1YR-00025000	SEL 1YR 10000-24999 TAPE METADATA INDE SEL 1YR 25000-49999 TAPE METADATA INDE	\$49.23 \$36.92	K K	31% 31%	\$33.97 \$25.47	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-3YR-00000010	SEL 3YR 10-49 TAPE METADATA INDEX	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TMI-3YR-0000050 TMI-3YR-00000100	SEL 3YR 50-99 TAPE METADATA INDEX SEL 3YR 100-249 TAPE METADATA INDEX	\$325.00 \$250.00	K K	31% 31%	\$224.25 \$172.50	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-3YR-00000250	SEL 3YR 250-499 TAPE METADATA INDEX	\$190.00	Ķ	31%	\$131.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TMI-3YR-0000500 TMI-3YR-00001000	SEL 3YR 500-999 TAPE METADATA INDEX SEL 3YR 1000-1999 TAPE METADATA INDEX	\$155.00 \$125.60	K K	31% 31%	\$106.95 \$86.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-3YR-00002000	SEL 3YR 2000-4999 TAPE METADATA INDEX	\$101.60	K	31%	\$70.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TMI-3YR-00005000 TMI-3YR-00010000	SEL 3YR 5000-9999 TAPE METADATA INDEX SEL 3YR 10000-24999 TAPE METADATA INDE	\$77.60 \$64.00	K K	31% 31%	\$53.54 \$44.16	\$0.00 \$0.00			\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5	TMI-3YR-00025000	SEL 3YR 25000-49999 TAPE METADATA INDE SEL 5YR 10-49 TAPE METADATA INDEX	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TMI-5YR-00000010 TMI-5YR-00000050	SEL 5YR 10-49 TAPE METADATA INDEX SEL 5YR 50-99 TAPE METADATA INDEX	\$596.15 \$387.50	K K	31% 31%	\$411.34 \$267.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-5YR-00000100	SEL 5YR 100-249 TAPE METADATA INDEX	\$298.08	K	31%	\$205.68	\$0.00			\$0.00				INDEX ENGINES
5 5	TMI-5YR-00000250 TMI-5YR-00000500	SEL 5YR 250-499 TAPE METADATA INDEX SEL 5YR 500-999 TAPE METADATA INDEX	\$226.54 \$184.81	K K	31% 31%	\$156.31 \$127.52	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-5YR-00001000 TMI-5YR-00002000	SEL 5YR 1000-1999 TAPE METADATA INDEX	\$149.75 \$121.14	K	31% 31%	\$103.33 \$83.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	TMI-5YR-00005000	SEL 5YR 5000-9999 TAPE METADATA INDEX	\$121.14 \$92.52	K	31% 31%	\$83.59 \$63.84	\$0.00 \$0.00			\$0.00 \$0.00				INDEX ENGINES INDEX ENGINES
5	TMI-5YR-00010000 TMI-5YR-00025000	SEL 5YR 10000-24999 TAPE METADATA INDE SEL 5YR 25000-49999 TAPE METADATA INDE	\$76.31 \$57.23	K K	31% 31%	\$52.65 \$39.49	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	IOM-SW1Y-0-10	SEL IOMART SW 1Y 0-10	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5	IOM-SW1Y-1001+ IOM-SW1Y-11-50	SEL IOMART SW 1Y 1001+ SEL IOMART SW 1Y 11-50	\$183.00 \$431.00	K	31% 31%	\$126.27 \$297.39	\$0.00 \$0.00			\$0.00 \$0.00				IOMART IOMART
5	IOM-SW1Y-151-250	SEL IOMART SW 1Y 151-250	\$323.00	K	31%	\$222.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5	IOM-SW1Y-251-400 IOM-SW1Y-401-600	SEL IOMART SW 1Y 251-400 SEL IOMART SW 1Y 401-600	\$269.00 \$215.00	K	31% 31%	\$185.61 \$148.35	\$0.00 \$0.00			\$0.00 \$0.00				IOMART IOMART
5	IOM-SW1Y-51-150	SEL IOMART SW 1Y 51-150	\$377.00	K	31%	\$260.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5	IOM-SW1Y-601-1K IOM-SW2Y-0-10	SEL IOMART SW 1Y 601-1000 SEL IOMART SW 2Y 0-10	\$194.00 \$915.00	K	31% 31%	\$133.86 \$631.35	\$0.00 \$0.00			\$0.00 \$0.00				IOMART IOMART
5	.OW-04421=0=10	SEE 10111/411 OW 21 0-10	φ910.00	14	3170	φυσ 1.35	φυ.υυ	φυ.υυ	φυ.00	φυ.00	φ0.00	φυ.00	φυ.00	iom dil

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BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT	ENH MNT LP	BASIC MNT LP	PS W/MC PREM	TO PS ENH LP	RENEWAL	PARTNER
5	IOM-SW2Y-1001+	SEL IOMART SW 2Y 1001+	\$311.00	K	31%	\$214.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5 5	IOM-SW2Y-11-50 IOM-SW2Y-151-250	SEL IOMART SW 2Y 11-50 SEL IOMART SW 2Y 151-250	\$732.00 \$549.00	K K	31% 31%	\$505.08 \$378.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5	IOM-SW2Y-251-400	SEL IOMART SW 2Y 251-400	\$458.00	K	31%	\$316.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 5	IOM-SW2Y-401-600 IOM-SW2Y-51-150	SEL IOMART SW 2Y 401-600	\$366.00 \$641.00	K K	31% 31%	\$252.54	\$0.00		\$0.00 \$0.00					IOMART
5	IOM-SW2Y-601-1K	SEL IOMART SW 2Y 51-150 SEL IOMART SW 2Y 601-1000	\$330.00	K	31%	\$442.29 \$227.70	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00				O IOMART O IOMART
5	IOM-SW3Y-0-10 IOM-SW3Y-1001+	SEL IOMART SW 3Y 0-10 SEL IOMART SW 3Y 1001+	\$1,292.00	K	31% 31%	\$891.48 \$302.91	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5 5	IOM-SW3Y-11-50	SEL IOMART SW 31 1001+ SEL IOMART SW 31 11-50	\$439.00 \$1,034.00	K K	31%	\$713.46	\$0.00 \$0.00							IOMART IOMART
5	IOM-SW3Y-151-250	SEL IOMART SW 3Y 151-250	\$775.00	K	31%	\$534.75	\$0.00							IOMART
5 5	IOM-SW3Y-251-400 IOM-SW3Y-401-600	SEL IOMART SW 3Y 251-400 SEL IOMART SW 3Y 401-600	\$646.00 \$517.00	K K	31% 31%	\$445.74 \$356.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			IOMART IOMART
5	IOM-SW3Y-51-150	SEL IOMART SW 3Y 51-150	\$905.00	K	31%	\$624.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			IOMART
5 5	IOM-SW3Y-601-1K LM8020-HA-EMC3Y	SEL IOMART SW 3Y 601-1000 SEL KEMP LoadMaster 8020 EMC HA 3Y Bnd	\$465.00 \$282,585.00	K K	31% 31%	\$320.85 \$194,983.65	\$0.00 \$0.00							O IOMART O KEMP
5	LM8020-HA-EMC5Y	SEL KEMP LoadMaster 8020 EMC HA 5Y Bnd	\$388,923.00	K	31%	\$268,356.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LM-SFP-DAC-10M LM-SFP-DAC-1M	SEL KEMP 10M SFP+ Direct Attached Copper SEL KEMP 1M SFP+ Direct Attached Copper	\$384.62 \$153.85	K K	31% 31%	\$265.39 \$106.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) KEMP) KEMP
5	LM-SFP-DAC-3M	SEL KEMP 3M SFP+ Direct Attached Copper	\$230.77	ĸ	31%	\$159.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5	LM-SFP-DAC-5M LM-SFP-SR	SEL KEMP 5M SFP+ Direct Attached Copper SEL KEMP SFP+ SR Transceiver 850NM/300N	\$307.69 \$1.369.23	K	31% 31%	\$212.31 \$944.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) KEMP
5	LMX15-HA-EMC3Y	SEL KEMP LoadMaster X15 EMC HA 3Y Bundle	\$66,708.00	K	31%	\$46,028.52	\$0.00						\$0.00	KEMP
5 5	LMX15-HA-EMC5Y LMX40-HA-EMC3Y	SEL KEMP LoadMaster X15 EMC HA 5Y Bundle SEL KEMP LoadMaster X40 EMC HA 3Y Bundle	\$91,077.00 \$238,538.00	K K	31% 31%	\$62,843.13 \$164,591.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) KEMP) KEMP
5	LMX40-HA-EMC5Y	SEL KEMP LoadMaster X40 EMC HA 51 Bundle SEL KEMP LoadMaster X40 EMC HA 5Y Bundle	\$325,769.00	K	31%	\$224,780.61	\$0.00		\$0.00	\$0.00				KEMP
5	VLM10GS-HA-EMC3Y	SEL KEMP VLM-10G EMC HA 3Y Subscription	\$49,230.77	K	31%	\$33,969.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KEMP
5 5	VLM10GS-HA-EMC5Y VLM3000-HA-EMC3Y	SEL KEMP VLM-10G EMC HA 5Y Subscription SEL KEMP VLM-3000 EMC HA 3Y Bundle	\$82,046.15 \$48,369.23	K K	31% 31%	\$56,611.84 \$33,374.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) KEMP
5	VLM3000-HA-EMC5Y	SEL KEMP VLM-3000 EMC HA 5Y Bundle	\$68,369.23	K	31%	\$47,174.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KEMP
5 5	EMCMAEVAL EMCOESEVAL	SEL 30Day Free Trial of NTP Software M-A SEL 30Day Free Trial of NTP Software QFS	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			NTP SOFTWARE
5	ASARSTRTBNDL	SELECT DFXS Assess/Archive, 25TB 1Yr Sut	\$20,512.31	ĸ	31%	\$14,153.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CT10PB1YRSB CT1PB1YRSB	SELECT DFXS CT ELA, 10PB 1Yr Sub SELECT DFXS CT ELA, 1PB 1Yr Sub	\$2,160,000.00 \$304,200.00	K	31% 31%	\$1,490,400.00 \$209,898.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	CT3PB1YRSB	SELECT DFXS CT ELA, 3PB 1Yr Sub	\$707,400.00	K	31%	\$488,106.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	CT5PB1YRSB CTAD1PB1YRSB	SELECT DFXS CT ELA, 5PB 1Yr Sub SELECT DFXS CT ELA, ADD 1PB 1Yr Sub	\$1,125,000.00 \$216.000.00	K	31% 31%	\$776,250.00 \$149.040.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	CTP10PB1YRSB	SELECT DFXS CT ELA, ADD 145 TH Sub	\$2,880,000.00	K	31%	\$1,987,200.00	\$0.00		\$0.00	\$0.00	\$0.00) NTP-DEFENDX
5	CTP1PB1YRSB	SELECT DFXS CTP ELA, 1PB 1Yr Sub	\$441,000.00	K	31%	\$304,290.00	\$0.00							NTP-DEFENDX
5	CTP3PB1YRSB CTP5PB1YRSB	SELECT DFXS CTP ELA, 3PB 1Yr Sub SELECT DFXS CTP ELA, 5PB 1Yr Sub	\$966,600.00 \$1.530.000.00	K K	31% 31%	\$666,954.00 \$1.055.700.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	CTPAD1PB1YRSB	SELECT DFXS CTP ELA, ADD 1PB 1Yr Sub	\$288,000.00	K	31%	\$198,720.00	\$0.00	\$0.00				\$0.00		NTP-DEFENDX
5 5	DFXSECSB16TB DFXSECSB17TB	SELECT Archiver for ECS 10-80TB Lic SELECT Archiver for ECS 81-240TB Lic	\$576.92 \$538.46	K	31% 31%	\$398.07 \$371.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSECSB18TB	SELECT Archiver for ECS 241-500TB Lic	\$503.08	ĸ	31%	\$347.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSECSB19TB DFXSECSB20TB	SELECT Archiver for ECS 501-750TB Lic SELECT Archiver for ECS 751-1024TB Lic	\$466.15 \$429.23	K K	31% 31%	\$321.64 \$296.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSECSB21TB	SELECT Archiver for ECS 1025-1500TB Lic	\$392.31	K	31%	\$270.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSECSB22TB	SELECT Archiver for ECS 1501-2048TB Lic	\$355.38	K	31%	\$245.21	\$0.00							NTP-DEFENDX
5 5	DFXSECSB23TB DFXSECSB24TB	SELECT Archiver for ECS 2049-2500TB Lic SELECT Archiver for ECS 2501-3072TB Lic	\$321.54 \$283.08	K K	31% 31%	\$221.86 \$195.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSFAB1TB	SELECT DefendX CT-FA 10-80TB License	\$693.85	K	31%	\$478.76	\$0.00		\$0.00					NTP-DEFENDX
5	DFXSFAB2TB DFXSFAB3TB	SELECT DefendX CT-FA 81-240TB License SELECT DefendX CT-FA 241-500TB License	\$658.46 \$623.08	K K	31% 31%	\$454.34 \$429.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSFAB4TB	SELECT DefendX CT-FA 501-750TB Licens€	\$587.69	K	31%	\$405.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSFAB5TB DFXSFILEMGNT	SELECT DefendX CT-FA 751-1024TB License SELECT DFXS File Mgnt Prod	\$549.23 \$138.46	K K	31% 31%	\$378.97 \$95.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSMBB10TB	SELECT DefendX MB 751-1024TB License	\$429.23	ĸ	31%	\$296.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSMBB11TB DFXSMBB12TB	SELECT DefendX MB 1025-1500TB License SELECT DefendX MB 1501-2048TB License	\$392.31 \$355.38	K K	31% 31%	\$270.69 \$245.21	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSMBB13TB	SELECT DefendX MB 2049-2500TB License	\$321.54	K	31%	\$221.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	NTP-DEFENDX
5 5	DFXSMBB14TB DFXSMBB6TB	SELECT DefendX MB 2501-3072TB License SELECT DefendX MB 10-80TB License	\$283.08 \$576.92	K	31% 31%	\$195.33 \$398.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSMBB7TB	SELECT DefendX MB 81-240TB License	\$576.92 \$538.46	K	31%	\$371.54	\$0.00							NTP-DEFENDX
5	DFXSMBB8TB DFXSMBB9TB	SELECT DefendX MB 241-500TB License SELECT DefendX MB 501-750TB License	\$503.08 \$466.15	K	31% 31%	\$347.13 \$321.64	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			NTP-DEFENDX NTP-DEFENDX
5 5	DFXSMBB91B DFXSQFSB1TB	SELECT DefendX MB 501-7501B License SELECT DefendX CT-QFS 10-80TB License	\$466.15 \$693.85	K K	31% 31%	\$321.64 \$478.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSQFSB2TB	SELECT DefendX CT-QFS 81-240TB License	\$658.46	K	31%	\$454.34	\$0.00		\$0.00	\$0.00	\$0.00			NTP-DEFENDX
5 5	DFXSQFSB3TB DFXSQFSB4TB	SELECT DefendX CT-QFS 241-500TB License SELECT DefendX CT-QFS 501-750TB License	\$623.08 \$587.69	K K	31% 31%	\$429.93 \$405.51	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSQFSB5TB	SELECT DefendX CT-QFS 751-1024TB License	\$549.23	ĸ	31%	\$378.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5 5	DFXSVSB1TB DFXSVSB2TB	SELECT DefendX VS 10-80TB License SELECT DefendX VS 81-240TB License	\$693.85 \$658.46	K K	31% 31%	\$478.76 \$454.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	DFXSVSB3TB	SELECT DefendX VS 241-500TB License	\$623.08	ĸ	31%	\$429.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	DFXSVSB4TB DFXSVSB5TB	SELECT DefendX VS 501-750TB License SELECT DefendX VS 751-1024TB License	\$587.69 \$549.23	K	31% 31%	\$405.51 \$378.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	ENT10PB1YRSB	SELECT Derends VS 751-10241B License SELECT DFXS ENT ELA, 10PB 1Yr Sub	\$4,140,000.00	K	31%	\$2,856,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	ENT1PB1YRSB	SELECT DFXS ENT ELA, 1PB 1Yr Sub	\$613,800.00	K	31%	\$423,522.00	\$0.00	\$0.00					\$0.00	NTP-DEFENDX
5 5	ENT3PB1YRSB ENT5PB1YRSB	SELECT DFXS ENT ELA, 3PB 1Yr Sub SELECT DFXS ENT ELA, 5PB 1Yr Sub	\$1,377,000.00 \$2,160,000.00	K K	31% 31%	\$950,130.00 \$1,490,400.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	ENTAD1PB1YRSB	SELECT DFXS ENT ELA, ADD 1PB 1Yr Sub	\$414,000.00	ĸ	31%	\$285,660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5 5	MB10PB1YRSB MB1PB1YRSB	SELECT DFXS MB ELA, 10PB 1Yr Sub SELECT DFXS MB ELA, 1PB 1Yr Sub	\$2,160,000.00 \$300,600.00	K K	31% 31%	\$1,490,400.00 \$207,414.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	MB3PB1YRSB	SELECT DFXS MB ELA, 3PB 1Yr Sub	\$702,000.00	ĸ	31%	\$484,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5 5	MB5PB1YRSB MBAD1PB1YRSB	SELECT DFXS MB ELA, 5PB 1Yr Sub SELECT DFXS MB ELA, ADD 1PB 1Yr Sub	\$1,125,000.00 \$216,000.00	K K	31% 31%	\$776,250.00 \$149.040.00	\$0.00 \$0.00		\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	MBP10PB1YRSB	SELECT DFXS MBP ELA, 10PB 1Yr Sub	\$2,880,000.00	K	31%	\$1,987,200.00	\$0.00						\$0.00	NTP-DEFENDX
5	MBP1PB1YRSB	SELECT DFXS MBP ELA, 1PB 1Yr Sub	\$433,800.00	K	31%	\$299,322.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5 5	MBP3PB1YRSB MBP5PB1YRSB	SELECT DFXS MBP ELA, 3PB 1Yr Sub SELECT DFXS MBP ELA, 5PB 1Yr Sub	\$950,400.00 \$1,530,000.00	K K	31% 31%	\$655,776.00 \$1,055,700.00	\$0.00 \$0.00		\$0.00 \$0.00) NTP-DEFENDX) NTP-DEFENDX
5	MBPAD1PB1YRSB	SELECT DFXS MBP ELA, ADD 1PB 1Yr Sub	\$288,000.00	K	31%	\$198,720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5	VS10PB1YRSB	SELECT DFXS VS ELA, 10PB 1Yr Sub	\$900,000.00	K	31%	\$621,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX

					NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VS1PB1YRSB	SELECT DFXS VS ELA, 1PB 1Yr Sub	\$181,800.00	К	31%	\$125,442.00	\$0.00		\$0.00	\$0.00		\$0.00		NTP-DEFENDX
5 5	VS3PB1YRSB VS5PB1YRSB	SELECT DFXS VS ELA, 3PB 1Yr Sub SELECT DFXS VS ELA, 5PB 1Yr Sub	\$356,400.00 \$540,000.00	K K	31% 31%	\$245,916.00 \$372,600.00	\$0.00 \$0.00			\$0.00 \$0.00				NTP-DEFENDX NTP-DEFENDX
5	VSAD1PB1YRSB	SELECT DFXS VS ELA, ADD 1PB 1Yr Sub	\$90,000.00	ĸ	31%	\$62,100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP-DEFENDX
5 5	IA-PER-T0 IA-PER-T1	SEL InfoArchive 1-5TB SEL InfoArchive 6-20TB	\$73,076.92 \$43.846.00	K K	31% 31%	\$50,423.07 \$30.253.74	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		OPENTEXT OPENTEXT
5	IA-PER-T2	SEL InfoArchive 0-201E SEL InfoArchive 21-50TE	\$27,404.00	K	31%	\$30,253.74 \$18,908.76	\$0.00			\$0.00				OPENTEXT
5	IA-PER-T3	SEL InfoArchive 51-100TB	\$16,077.00	K	31%	\$11,093.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5 5	IA-PER-T4 IA-PER-T5	SEL InfoArchive 101-300TE SEL InfoArchive 301+TE	\$10,523.00 \$5,262.00	K K	31% 31%	\$7,260.87 \$3,630.78	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		OPENTEXT OPENTEXT
5	MNT-IAPER-T0	SEL OT Enhanced Maint 1-5TB IAPER-T(\$16,807.69	K	31%	\$11,597.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5	MNT-IAPER-T1 MNT-IAPER-T2	SEL OT Enhanced Maint 6-20TB IAPER-T1 SEL OT Enhanced Maint 21-50TB IAPER-T2	\$10,084.58 \$6,302.92	K	31% 31%	\$6,958.36 \$4,349.01	\$0.00 \$0.00			\$0.00 \$0.00				OPENTEXT OPENTEXT
5	MNT-IAPER-T3	SEL OT Enhanced Maint 51-100TB IAPER-TC	\$3,697.71	ĸ	31%	\$2,551.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OPENTEXT
5 5	MNT-IAPER-T4 MNT-IAPER-T5	SEL OT Enhanced Maint 101-300TB IAPER-T4 SEL OT Enhanced Maint 301+TB IAPER-T5	\$2,420.29 \$1,210.26	K	31% 31%	\$1,670.00 \$835.08	\$0.00 \$0.00			\$0.00 \$0.00				OPENTEXT OPENTEXT
5	CD1YPRM10002499	SEL CD4PE addon 1000-2499 nodes PrmSub	\$35.38	K	31%	\$24.41	\$0.00			\$0.00			\$0.00	PUPPET LABS
5 5	CD1YPRM100249 CD1YPRM10K19999	SEL CD4PE addon 100-249 nodes PrmSub SEL CD4PE addon 10K-19999 nodes PrmSub	\$53.85 \$27.69	K	31% 31%	\$37.16 \$19.11	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	CD1YPRM20K49999	SEL CD4PE addon 101C-15553 nodes PrmSub	\$24.62	ĸ	31%	\$16.99	\$0.00			\$0.00		\$0.00		PUPPET LABS
5	CD1YPRM25004999 CD1YPRM250499	SEL CD4PE addon 2500-4999 nodes PrmSub SEL CD4PE addon 250-499 nodes PrmSub	\$33.85 \$43.08	K	31% 31%	\$23.36 \$29.73	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5 5	CD1YPRM25K9999	SEL CD4PE addon 5K-9999 nodes PrinSub	\$30.77	K	31%	\$29.73	\$0.00			\$0.00				PUPPET LABS
5	CD1YPRM500999	SEL CD4PE addon 500-999 nodes PrmSub	\$38.46	K	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	CD1YSTD10002499 CD1YSTD100249	SEL CD4PE addon 1000-2499 nodes StdSub SEL CD4PE addon 100-249 nodes StdSub	\$32.31 \$35.38	K K	31% 31%	\$22.29 \$24.41	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	CD1YSTD10K19999	SEL CD4PE addon 10K-19999 nodes StdSub	\$23.08	K	31%	\$15.93	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PUPPET LABS
5 5	CD1YSTD20K49999 CD1YSTD25004999	SEL CD4PE addon 20K-49999 nodes StdSub SEL CD4PE addon 2500-4999 nodes StdSub	\$23.08 \$29.23	K K	31% 31%	\$15.93 \$20.17	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	CD1YSTD250499	SEL CD4PE addon 250-499 nodes StdSub	\$33.85	K	31%	\$23.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	CD1YSTD25K9999 CD1YSTD500999	SEL CD4PE addon 5K-9999 nodes StdSub SEL CD4PE addon 500-999 nodes StdSub	\$27.69 \$32.31	K K	31% 31%	\$19.11 \$22.29	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	CDPLIC10002499	SEL CD4PE addon 1000-2499 PerpLicOnly	\$63.08	ĸ	31%	\$43.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	CDPLIC100249 CDPLIC10K19999	SEL CD4PE addon 100-249 PerpLicOnly SEL CD4PE addon 10K-19999 PerpLicOnly	\$96.92 \$49.23	K	31% 31%	\$66.87 \$33.97	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	CDPLIC20K49999	SEL CD4PE addon 20K-49999 PerpLicOnly	\$44.62	K	31%	\$30.79	\$0.00			\$0.00				PUPPET LABS
5	CDPLIC25004999	SEL CD4PE addon 2500-4999 PerpLicOnly	\$61.54	K	31%	\$42.46	\$0.00			\$0.00				PUPPET LABS
5	CDPLIC250499 CDPLIC25K9999	SEL CD4PE addon 250-499 PerpLicOnly SEL CD4PE addon 5K-9999 PerpLicOnly	\$78.46 \$55.38	K K	31% 31%	\$54.14 \$38.21	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS
5	CDPLIC500999	SEL CD4PE addon 500-999 PerpLicOnly	\$69.23	K	31%	\$47.77	\$0.00			\$0.00		\$0.00		PUPPET LABS
5 5	CDPRMSS10002499 CDPRMSS100249	SEL CD4PE addon 1000-2499 Perp PrmSub SEL CD4PE addon 100-249 Perp PrmSub	\$21.54 \$33.85	K K	31% 31%	\$14.86 \$23.36	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	CDPRMSS10K19999	SEL CD4PE addon 10K-19999 Perp PrmSub	\$16.92	K	31%	\$11.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	CDPRMSS20K49999 CDPRMSS25004999	SEL CD4PE addon 20K-49999 Perp PrmSub SEL CD4PE addon 2500-4999 Perp PrmSub	\$15.38 \$20.00	K	31% 31%	\$10.61 \$13.80	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	CDPRMSS250499	SEL CD4PE addon 250-499 Perp PrmSub	\$26.15	ĸ	31%	\$18.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	CDPRMSS25K9999 CDPRMSS500999	SEL CD4PE addon 5K-9999 Perp PrmSub SEL CD4PE addon 500-999 Perp PrmSub	\$20.00 \$24.62	K	31% 31%	\$13.80 \$16.99	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	NEW-PDPRM-0	SEL Puppet Discovery Prem First 500	\$50.00	K	31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	PUPPET LABS
5 5	NEW-PDPRM-1000 NEW-PDPRM-10000	SEL Puppet Discovery Prem Next 1500 SEL Puppet Discovery Prem Next 10,000	\$47.31 \$32.31	K	31% 31%	\$32.64 \$22.29	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	NEW-PDPRM195000	SEL Puppet Discovery Prem 5000add >195K	\$13.85	K	31%	\$9.56	\$0.00			\$0.00				PUPPET LABS
5 5	NEW-PDPRM-20000 NEW-PDPRM-2500	SEL Puppet Discovery Prem Next 25,000 SEL Puppet Discovery Prem Next 2500	\$27.69 \$41.54	K	31% 31%	\$19.11 \$28.66	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	NEW-PDPRM-45000	SEL Puppet Discovery Prem Next 50,000	\$23.08	K	31%	\$15.93	\$0.00			\$0.00				PUPPET LABS
5 5	NEW-PDPRM-500 NEW-PDPRM-5000	SEL Puppet Discovery Prem Next 500 SEL Puppet Discovery Prem Next 5000	\$50.00 \$36.92	K	31% 31%	\$34.50 \$25.47	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	NEW-PDPRM-95000	SEL Puppet Discovery Prem Next 100,000	\$18.46	K	31%	\$25.47 \$12.74	\$0.00			\$0.00				PUPPET LABS
5	NEW-PDSTD-0	SEL Puppet Discovery Std First 500	\$38.46	K	31%	\$26.54	\$0.00			\$0.00		\$0.00		PUPPET LABS
5 5	NEW-PDSTD-1000 NEW-PDSTD-10000	SEL Puppet Discovery Std Next 1500 SEL Puppet Discovery Std Next 10,000	\$36.54 \$26.92	K K	31% 31%	\$25.21 \$18.57	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	NEW-PDSTD195000	SEL Puppet Discovery Std 5000add >195K	\$11.54	K	31%	\$7.96	\$0.00			\$0.00				PUPPET LABS
5 5	NEW-PDSTD-20000 NEW-PDSTD-2500	SEL Puppet Discovery Std Next 25,000 SEL Puppet Discovery Std Next 2500	\$23.08 \$34.62	K K	31% 31%	\$15.93 \$23.89	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	NEW-PDSTD-45000	SEL Puppet Discovery Std Next 50,000	\$19.23	K	31%	\$13.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	NEW-PDSTD-500 NEW-PDSTD-5000	SEL Puppet Discovery Std Next 500 SEL Puppet Discovery Std Next 5000	\$38.46 \$30.77	K K	31% 31%	\$26.54 \$21.23	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	NEW-PDSTD-95000	SEL Puppet Discovery Std Next 100,000	\$15.38	K	31%	\$10.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	NEWPP4AENT-NP NEWPP4AENT-NS	SEL Pipelines-App-Ent-Node-PremSub SEL Pipelines-App-Ent-Node-StdSub	\$923.08 \$769.23	K K	31% 31%	\$636.93 \$530.77	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	NEWPP4AENT-SP	SEL Pipelines-App-Ent-Server-PremSub	\$92,307.69	ĸ	31%	\$63,692.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	NEWPP4AENT-SS NEWPP4CENT-PP	SEL Pipelines-App-Ent-Server-StdSut SEL Pipelines-Con-Ent-Project-PremSub	\$76,923.08 \$923.08	K K	31% 31%	\$53,076.93 \$636.93	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	NEWPP4CENT-PS	SEL Pipelines-Con-Ent-Project-StdSub	\$769.23	ĸ	31%	\$530.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	NEWPP4CENT-SP NEWPP4CENT-SS	SEL Pipelines-Con-Ent-Server-PremSub SEL Pipelines-Con-Ent-Server-StdSub	\$92,307.69 \$76.923.08	ĸ	31% 31%	\$63,692.31 \$53,076.93	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE1000019999SPRM	SEL Puppet Ent 10K- 19999 nodes Prem Sub	\$142.00	K	31%	\$97.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	PE1000019999SSTD PE10002499PL	SEL Puppet Ent 10K- 1999 nodes Stnd Sub SEL PupEnt1000-2499 nodes Pernet LicOnly	\$118.46 \$336.92	K	31% 31%	\$81.74 \$232.47	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE10002499PPRMS	SEL PE1000-2499nodes Perpet Etcomy SEL PE1000-2499nodes PerpetPrmSupSub	\$336.92 \$118.46	K	31%	\$81.74	\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE10002499SPRM	SEL Puppet Ent 1K-2499 nodes Prem Sub	\$185.00	K	31%	\$127.65	\$0.00			\$0.00		\$0.00	\$0.00	PUPPET LABS
5 5	PE10002499SSTD PE100249PL	SEL Puppet Ent 1K-2499 nodes Stnd Sub SEL PupEnt100-249nodes Perpet LicOnly	\$152.31 \$504.62	K K	31% 31%	\$105.09 \$348.19	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	PE100249PPRMS	SEL PE100-249nodesPerpetPrmSupSub	\$176.92	K	31%	\$122.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	PE100249SPRM PE100249SSTD	SEL Puppet Ent 100-249 nodes Prem Sub SEL Puppet Ent 100-249 nodes Stnd Sub	\$276.92 \$172.31	K K	31% 31%	\$191.07 \$118.89	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE10K19999PL	SEL PupEnt10K-19999nodes Perpet LicOnly	\$258.46	ĸ	31%	\$178.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	PE10K19999PPRMS PE2000049999SPRM	SEL PE10K-19999nodesPerpetPrmSupSub SEL Puppet Ent 20K- 49999 nodes Prem Sub	\$90.77 \$128.00	K K	31% 31%	\$62.63 \$88.32	\$0.00 \$0.00			\$0.00 \$0.00				PUPPET LABS PUPPET LABS
5	PE2000049999SSTD	SEL Puppet Ent 20K- 49999 nodes Stnd Sub	\$107.69	ĸ	31%	\$74.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	PE20K49999PL PE20K49999PPRMS	SEL PupEnt20K-49999nodes Perpet LicOnly SEL PE20K-49999nodesPerpetPrmSupSub	\$232.31 \$81.54	K K	31% 31%	\$160.29 \$56.26	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE25004999PL	SEL PupEnt2500-4999nodes Perpet LicOnly	\$313.85	K	31%	\$216.56	\$0.00			\$0.00				PUPPET LABS

					NVP L	EVEL 1			IVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
BAND	sкu	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	PE25004999PPRMS PE25004999SPRM	SEL PE2500-4999nodesPerpetPrmSupSub SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$110.77 \$172.31	K	31% 31%	\$76.43 \$118.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE25004999SSTD	SEL Puppet Ent 2.5K-4999 nodes Frein 3ub	\$143.08	ĸ	31%	\$98.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE250499PL	SEL PupEnt250-499nodes Perpet LicOnly	\$403.08	K	31%	\$278.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5 5	PE250499PPRMS PE250499SPRM	SEL PE250-499nodesPerpetPrmSupSub SEL Puppet Ent 250-499 nodes Prem Sub	\$141.54 \$222.00	K K	31% 31%	\$97.66 \$153.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE250499SSTD	SEL Puppet Ent 250-499 nodes Stnd Sub	\$163.08	K	31%	\$112.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50009999PL PE50009999PPRMS	SEL PupEnt5000-9999nodes Perpet LicOnly SEL PE5000-9999nodesPerpetPrmSupSub	\$286.15 \$100.00	K	31% 31%	\$197.44 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE500099999PRMS	SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$157.00	K	31%	\$108.33	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE50009999SSTD	SEL Puppet Ent 5K- 9999 nodes Stnd Sub	\$130.77	K	31%	\$90.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5	PE500999PL PE500999PPRMS	SEL PupEnt500-999nodes Perpet LicOnly SEL PE500-999nodesPerpetPrmSupSub	\$355.38 \$124.62	K	31% 31%	\$245.21 \$85.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE500999SPRM	SEL Puppet Ent 500-999 nodes Prem Sub	\$195.00	ĸ	31%	\$134.55	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE500999SSTD	SEL Puppet Ent 500-999 nodes Stnd Sub	\$156.92	K	31%	\$108.27	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5 5	BRAND-RG-BASIC	SEL Puppet Ent Bundled-EHC Min Qty=3000 SEL RG BASIC BRANDING	\$151.00 \$1,000.00	K	31% 31%	\$104.19 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS RG SYSTEMS
5	BRAND-RG-WLABEL	SEL RG WHITE LABEL BRANDING	\$9,230.77	K	31%	\$6,369.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RG SYSTEMS
5 5	LIC-RG-AGT-1Y LIC-RG-AGT-3Y	SEL RG 1Y SUBSCRIPTION 1 RG SYSTEM AG1 SEL RG 3Y SUBSCRIPTION 1 RG SYSTEM AG1	\$23.08 \$46.15	K	31% 31%	\$15.93 \$31.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RG SYSTEMS RG SYSTEMS
5	LIC-RG-AGT-31	SEL RG SW SUB. PER TB-BACK END VOLUME 1Y	\$392.31	ĸ	31%	\$270.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RG SYSTEMS
5	LIC-RG-ORCH-3Y	SEL RG SW SUB. PER TB-BACK END VOLUME 3Y	\$753.85	K	31%	\$520.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RG SYSTEMS
5 5	LIC-RGSTACK10 LIC-RGSTACK5	SEL RG STACK10 SW FOR PRIV. CLOUD SEL RG STACK5 SW FOR PRIV. CLOUD	\$184,615.38 \$138,461.54	K	31% 31%	\$127,384.61 \$95,538.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RG SYSTEMS RG SYSTEMS
5	LIC-RGSTACK50	SEL RG STACK50 SW FOR PRIV. CLOUD	\$295,384.62	ĸ	31%	\$203,815.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RG SYSTEMS
5	SUB-RG-GB-Y	SEL RG ANNUAL SUBSCIFOR 1 GB IN RG CLOUD	\$18.46	K	31% 31%	\$12.74 \$5.722.21	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RG SYSTEMS
5 5	SUB-RG-TB-Y AIA-1	SEL RG ANNUAL SUBSC FOR 1 TB IN RG CLOUD SEL STEELCNT APPINT AGENT (QTY 1-24	\$8,307.69 \$6,399.00	K	31% 31%	\$5,732.31 \$4,415.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RG SYSTEMS RIVERBED
5	AIA-2	SEL STEELCNT APPINT AGENT (QTY 25-49)	\$5,439.00	K	31%	\$3,752.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIA-3 AIA-4	SEL STEELCNT APPINT AGENT (QTY 50-99) SEL STEELCNT APPINT AGENT (QTY 100-249)	\$4,799.00 \$4.479.00	K	31% 31%	\$3,311.31 \$3,090.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIA-5	SEL STEELCNT APPINT AGENT (QTY 250-499)	\$4,159.00	K	31%	\$2,869.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIA-6 AIA-7	SEL STEELCNT APPINT AGENT (QTY 500-999) SEL STEELCNT APPINT AGENT (1000-2499)	\$3,679.00	K	31% 31%	\$2,538.51	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	AIA-7 AIA-8	SEL STEELCNT APPINT AGENT (1000-2499) SEL STEELCNT APPINT AGENT (2500-4999)	\$3,519.00 \$3,200.00	K	31%	\$2,428.11 \$2,208.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIA-9	SEL STEELCNT APPINT AGENT (5000-99999)	\$2,880.00	K	31%	\$1,987.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIXBMX-40 AIXBMX-50	SEL Al Xprt BrwsrMetrix 10MPgViews-Montt SEL Al XprtBrwsrMetrix 100MPgViews-Montt	\$26,332.00 \$223,871.00	K	31% 31%	\$18,169.08 \$154,470.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIXBMX-60	SEL AI Xprt BrwsrMetrix 1BPgViews-Montr	\$882,332.00	ĸ	31%	\$608,809.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	AIXBMX-70	SEL Al Xprt BrwsrMetrix 10BPgViews-Month	\$1,846,148.00	K	31%	\$1,273,842.12	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIXCOL AIXCON	SEL AppInternals Xpert Ageni SEL AppInternals Xpert Management Servei	\$3,932.00 \$34,455.00	K	31% 31%	\$2,713.08 \$23,773.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00	ĸ	31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	ARX-03800-B010 ARX-04300-B010	SEL AppResponse 3800 SEL AppResponse 4300	\$105,225.00 \$138,455.00	K	31% 31%	\$72,605.25 \$95,533.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-04300-B010 ARX-05100-B010	SEL AppResponse 5100	\$177,225.00	ĸ	31%	\$122,285.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00	K	31%	\$174,937.08	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	ARXCXT10 ARXCXT100	SEL CX-Tracer - 10 Servers SEL CX-Tracer - 100 Servers	\$19,686.00 \$131,686.00	K K	31% 31%	\$13,583.34 \$90,863.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXCXT500	SEL CX-Tracer - 500 Servers	\$329,225.00	K	31%	\$227,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	ARXDB ARX-DIR300-B010	SEL AppResponse DB Module	\$19,686.00	K	31% 31%	\$13,583.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5	ARX-EXP300-B010	SEL AppResponse Director SEL AppResponse Expansion Chassis	\$52,055.00 \$68,302.00	K	31%	\$35,917.95 \$47,128.38	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	ARX-SM-3000	SEL Shark Module for AppResp 3000 series	\$12,302.00	K	31%	\$8,488.38	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-SM-4000 ARX-SM-5000	SEL Shark Module for AppResp 4000 series SEL Shark Module for AppResp 5000 series	\$22,025.00 \$26,455.00	K K	31% 31%	\$15,197.25 \$18,253.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-SM-6000	SEL Shark Module for AppResp 6000 series	\$42,332.00	ĸ	31%	\$29,209.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	ARX-UCMM ARX-V2000	SEL AppResponse UC Module SEL AppResponse v2000	\$39,502.00 \$32,855.00	K	31% 31%	\$27,256.38 \$22,669.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXVMON	SEL AppResponse VMon	\$14,517.00	K	31%	\$10,016.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVOI1K	SEL AppResp VoIP Module 1-1000 Calls	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARXVOI250 ARXVOI500	SEL AppResponse VoIP Module 1-250 Calls SEL AppResponse VoIP Module 1-500 Calls	\$7,871.00 \$13,163.00	K	31% 31%	\$5,430.99 \$9,082.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ASENX	SEL AppSensor Xperl	\$26,332.00	ĸ	31%	\$18,169.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	ASESNMP ATXP	SEL AppSensor SNMP Adapter Pack SEL AppTransaction Plus	\$6,154.00 \$109.286.00	K	31% 31%	\$4,246.26 \$75,407.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00	K	31%	\$75,407.34 \$53,581.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	CMC-H-10-1	SELECT 10 PACK CMC LICENSES (QTY 0-4)	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CMC-H-10-2 CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 5-19) SELECT 10 PACK CMC LICENSES (QTY 20-44)	\$2,462.00 \$1,477.00	K	31% 31%	\$1,698.78 \$1,019.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-H-10-4	SELECT 10 PACK CMC LICENSES (QTY 45-94)	\$1,108.00	ĸ	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 95-194)	\$923.00	K	31%	\$636.87	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	CMC-H-10-6 CMC-S-10-1	SELECT 10 PACK CMC LICENSES (QTY 195+) SELECT CMC-VE Licenses (Qty 0-9)	\$677.00 \$3,077.00	K	31% 31%	\$467.13 \$2,123.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-2	SELECT CMC-VE LICENSES (QTY 10-24)	\$2,462.00	K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CMC-S-10-3 CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 24-29) SELECT CMC-VE LICENSES (QTY 50-99)	\$1,477.00 \$1,108.00	K	31% 31%	\$1,019.13 \$764.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-5	SEL CMC-VE Licenses (Qty 100-199)	\$923.00	K	31%	\$636.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CMC-S-10-6	SEL CMC-VE Licenses (Qty 200+)	\$677.00	K	31%	\$467.13	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	CMC-VE-INST CSK-CNCLICUSR1-1	SEL VIRTUAL CMC LICENSE SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$1,846.00 \$5,532.00	K K	31% 31%	\$1,273.74 \$3,817.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSK-CNCLICUSR1-2	SEL SteelCentNetShkPckAnlyz1ConcLic(5-9	\$4,425.00	ĸ	31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CSK-CNCLICUSR1-3 CSK-CNCLICUSR1-4	SEL SteelCentNSharkPackAnaly1CncLic10-24	\$3,563.00	K	31% 31%	\$2,458.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		RIVERBED
5	CSP-CNC-LICUSR-1	SEL SteelCentNetSharkPktAnlz1CncLic25 ur SEL Pilot Concurrent User 1-4	\$3,071.00 \$5,532.00	K	31%	\$2,118.99 \$3,817.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	RIVERBED RIVERBED
5	CSP-CNC-LICUSR-2	SEL Pilot Concurrent User 5-9	\$4,425.00	K	31%	\$3,053.25	\$0.00			\$0.00				RIVERBED
5 5	CSP-CNC-LICUSR-3 CSP-CNC-LICUSR-4	SEL Pilot Concurrent User 10-24 SEL Pilot Concurrent User 25+	\$3,563.00 \$3,071.00	K	31% 31%	\$2,458.47 \$2,118.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-1	SEL CASCADE PILOT 1 USER 1-2	\$3,686.00	ĸ	31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CSP-LIC-USR-2 CSP-LIC-USR-3	SEL CASCADE PILOT 1 USER 3-4 SEL CASCADE PILOT 1 USER 5-9	\$3,563.00	K	31% 31%	\$2,458.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-3 CSP-LIC-USR-4	SEL CASCADE PILOT 1 USER 5-9 SEL CASCADE PILOT 1 USER 10-24	\$2,938.00 \$2,791.00	K K	31% 31%	\$2,027.22 \$1,925.79	\$0.00 \$0.00			\$0.00				RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 25-49	\$2,651.00	ĸ	31%	\$1,829.19	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	RIVERBED

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	CSP-LIC-USR-6 CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 50-99 SEL CASCADE PILOT 1 USER 100-99999	\$2,518.00 \$2,140.00	K K	31% 31%	\$1,737.42 \$1,476.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5 5	CSP-PE-LIC CX-255-B020	SEL Cascade Pilot Personal Edition SEL SteelHead CX255B020 with RiOS (TAA)	\$1,594.00 \$2,209.00	K	31% 31%	\$1,099.86 \$1,524.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FPS-003	SEL FIPS License (CX555/570/EX560)	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	FPS-004 FPS-005	SEL FIPS License (CX755/770/EX760) SEL FIPS 2050/1555/3070/EX/SFFD 21/22/3100	\$4,431.00 \$5,046.00	K	31% 31%	\$3,057.39 \$3,481.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5 5	FPS-005 FPS-006	SEL FIPS 5050/6050/5055/5070/SFED32/5100	\$9,231.00	K	31%	\$6,369.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	FPS-007 FSYNC-001	SEL FIPS License (SH7050/CX7055/CX7070) SEL FusionSync GCA2000	\$18,462.00 \$3,077.00	K	31% 31%	\$12,738.78 \$2,123.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FSYNC-002	SEL FusionSync GCA 3000	\$4,615.00	K	31%	\$3,184.35	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	FSYNC-003 FSYNC-004	SEL FusionSync VGC1000 SEL FusionSync VGC1500	\$1,846.00 \$3,077.00	K	31% 31%	\$1,273.74 \$2,123.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FSYNC-005	SEL FusionSync SFCR3500	\$6,154.00	K	31%	\$4,246.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	HA-BUNDLE INT-09600-B010	SEL High Avail Bundle (25% ea adj LP) SEL SteelHead Interceptor 9600 Base	\$0.00 \$55,378.00	K	31% 31%	\$0.00 \$38,210.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	INT-09600-B010-C	SEL SteelHead Interceptor 9600 Base-C	\$55,378.00 \$55,378.00	K	31%	\$38,210.82	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	KIT-MEM1-1260 KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB) SEL MEMORY UPGR LIC KIT EX1260 (TO 64GB)	\$2,462.00 \$9.846.00	K	31% 31%	\$1,698.78 \$6,793.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010	\$49,225.00	K	31%	\$33,965.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	L-CAP4260-CAA LIC-ADD-100MB	SEL CAS ANALYTICS LICENSE FOR ENT PROF SEL License 100Mbps add on-VH only	\$86,148.00 \$4.923.00	K	31% 31%	\$59,442.12 \$3,396.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ADD-100MB	SEL AppResponse 3300 licenses	\$7,385.00	K	31%	\$5,095.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	K	31%	\$8,067.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-ARX4300 LIC-ARX5100	SEL AppResponse 4300 licenses SEL AppResponse 5100 licenses	\$15,385.00 \$19,692.00	K	31% 31%	\$10,615.65 \$13,587.48	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	RIVERBED RIVERBED
5 5	LIC-ARX6000 LIC-ARXDIR300	SEL AppResponse 6000 licenses SEL AppResponse Director 300 licenses	\$28,314.00 \$5,785.00	K	31% 31%	\$19,536.66 \$3,991.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	RIVERBED RIVERBED
5	LIC-CAPVE100-SDN	SEL SDN Feature License for CAP-VE-100	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-CAX-460-SDN LIC-CXA-255-H	SEL SDN Feature License for CAX-460 SEL License SteelHead CX255-H	\$2,455.00 \$6,400.00	K	31% 31%	\$1,693.95 \$4,416.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-255-L	SEL License SteelHead CX255-L	\$1,477.00	K	31%	\$1,019.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-255-M LIC-CXA-255-U	SEL License SteelHead CX255-M SEL License SteelHead CX255-U	\$3,938.00 \$246.00	K	31% 31%	\$2,717.22 \$169.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00	K	31%	\$3,651.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-570-L LIC-CXA-570-M	SEL Lic SteelHead CX570L 10Mbps 275conn SEL Lic SteelHead CX570M 10Mbps 450conn	\$985.00 \$3,446.00	K	31% 31%	\$679.65 \$2,377.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-770-H	SEL Lic SteelHead CX570M 10Mbps 450conn	\$10,209.00	K	31%	\$7,044.21	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-770-L LIC-CXA-770-M	SEL Lic SteelHead CX770L 20Mbps 1000conn SEL Lic SteelHead CX770M 20Mbps 1500conn	\$1,594.00 \$4,055.00	K	31% 31%	\$1,099.86 \$2,797.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-INT-09600	SEL License Steelhead INT-9600	\$6,154.00	K	31%	\$2,797.95 \$4,246.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCAN-02170 LIC-SCAN-04170	SEL SteelCentral NetShark 2170 license SEL SteelCentral NetShark 4170 license	\$4,923.00 \$9,231.00	K	31% 31%	\$3,396.87 \$6,369.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00	K	31%	\$8,492.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCAN-SFED20 LIC-SCAN-SFED30	SEL NetSharkVE SteelFusionEdge2100, 2200 SEL NetSharkVE SteelFusionEdge3100	\$2,209.00 \$3,194.00	K	31% 31%	\$1,524.21 \$2,203.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCAN-SFED40	SEL NetSharkVE SteelFusionEdge3200, 5100	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCC-1000 LIC-SCFG-2270-F1	SELLic SCC1000incl bundled20 Appliances SEL SteelCentralFlowGateway Lic 200K FPN	\$1,108.00 \$6,154.00	K K	31% 31%	\$764.52 \$4,246.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCFG-2270-F2	SEL SteelCentralFlowGateway Lic 400K FPN	\$27,077.00	K	31%	\$18,683.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCFG-2270-F3 LIC-SCFG-2270-F4	SEL SteelCentralFlowGateway Lic 600K FPN SEL SteelCentralFlowGateway Lic 800K FPN	\$44,308.00 \$59.077.00	K K	31% 31%	\$30,572.52 \$40,763.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCFG-2270-F5	SEL SteelCentral Flow Gateway Lic 1M FPN	\$72,615.00	ĸ	31%	\$50,104.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCFG-2270-F6 LIC-SCNE-470-F1	SEL SteelCentral Flow Gateway Lic 2M FPN SEL SteelCentral NetExpress Lic 15K FPM	\$121,846.00 \$2,462.00	K	31% 31%	\$84,073.74 \$1,698.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNE-470-F2	SEL SteelCentral NetExpress Lic 30K FPM	\$18,462.00	ĸ	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCNE-470-F3 LIC-SCNE-470-F4	SEL SteelCentral NetExpress Lic 60K FPM SEL SteelCentral NetExpress Lic 90K FPM	\$45,538.00 \$70.154.00	K	31% 31%	\$31,421.22 \$48,406.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNE-470-F5	SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCNEVE470SDN LICSCNP04270UIF1	SEL SteelCentral SDN License SCNEVE470 SEL SteelCentralNetProfilerEnterprUILic	\$2,455.00 \$4,923.00	K K	31% 31%	\$1,693.95 \$3,396.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-2270-F1	SEL SteelCentralNetProfiler Lic 200K FPM	\$12,923.00	K	31%	\$8,916.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCNP-2270-F2 LIC-SCNP-2270-F3	SEL SteelCentralNetProfiler Lic 400K FPM SEL SteelCentralNetProfiler Lic 600K FPM	\$65,846.00 \$105,231.00	K K	31% 31%	\$45,433.74 \$72,609.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-2270-F4	SEL SteelCentralNetProfiler Lic 800K FPM	\$139,692.00	ĸ	31%	\$96,387.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCNP-2270-F5 LIC-SCNP2270-SDN	SEL SteelCentral NetProfiler Lic 1M FPM SEL SteelCentral SDN Lic SCNP-02270-B010	\$168,000.00 \$6,148.00	K K	31% 31%	\$115,920.00 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LICSCNP4270AN-F1	SEL SteelCentrNetProfilerEntANLic1MFPV SEL SteelCentralNetProfilerEnterpr DBI ic	\$18,831.00	K	31%	\$12,993.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LICSCNP4270DB-F1 LIC-SCNP4270DPF1	SEL SteelCentralNetProfilerEnterpr DBLic SEL SteelCentralNetProfilerEnterpr DPLic	\$7,877.00 \$6,523.00	K K	31% 31%	\$5,435.13 \$4,500.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP4270EXF1	SEL SteelCentrNetProfilerEntEXLic1MFPN	\$18,831.00	K	31%	\$12,993.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SCNP4270-SDN LIC-SCNP-VE-SDN	SEL SteelCentralNetProfilerEnterprSDNLic SEL SDN License for SCNP-VE-SDN	\$6,148.00 \$6,148.00	K K	31% 31%	\$4,242.12 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-002	SEL SCPS LICENSE ON 555 SERIES	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCPS-004 LIC-SCPS-006	SEL SCPS License on 755/770 Series SEL SCPS Lic EX1160/SFED2100/2200	\$4,302.00 \$10,455.00	K K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	K	31%	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCPS-007 LIC-SCPS-008	SEL SCPS Lic 1260/1360/SFED3100/3200 SEL SCPS License on 1555/3070 Series	\$15,378.00 \$10,455.00	K K	31% 31%	\$10,610.82 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-009	SEL SCPS License on 5055/5070 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCPS-010 LIC-SFCR-3500-C1	SEL SCPS License 7055/7070/DX8000 Series SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$40,609.00 \$9,225.00	K	31% 31%	\$28,020.21 \$6,365.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	RIVERBED RIVERBED
5	LIC-SFCR-3500-C2 LIC-SFCR-3500-C3	SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$19,071.00	K	31%	\$13,158.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SFCR-3500-C3 LIC-SFED-2100-W0	SEL LIC SFCR3500, C3, 100 TB, 300 LUNs SEL SFED2100, BlockStream Only, Lic W0	\$46,148.00 \$0.00	K	31% 31%	\$31,842.12 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-2100-W1	SEL LIC SFED2100 W1 1500cxns, 20Mbps	\$4,923.00	K	31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	RIVERBED RIVERBED
5 5	LIC-SFED-2100-W2 LIC-SFED-2100-W3	SEL LIC SFED2100 W2 2500 cxns, 30Mbps SEL LIC SFED2100 W3 5000 cxns, 50Mbps	\$14,769.00 \$29,538.00	K K	31% 31%	\$10,190.61 \$20,381.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-2200-W0	SEL SFED2200, BlockStream Only, Lic W0	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SFED-2200-W1 LIC-SFED-2200-W2	SEL LIC SFED2200 W1 1500cxns, 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30Mbps	\$6,154.00 \$12,308.00	K K	31% 31%	\$4,246.26 \$8,492.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-2200-W3	SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$30,769.00	K	31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SFED-3100-W0	SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					NVP	LEVEL 1			IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	LIC-SFED-3100-W1 LIC-SFED-3100-W2	SEL LIC SFED3100 W1 2500 cxns, 30Mbps SEL LIC SFED3100 W2 5000 cxns, 50Mbps	\$12,308.00 \$24,615.00	K K	31% 31%	\$8,492.52 \$16,984.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	LIC-SFED-3100-W2	SEL LIC SFED3100 W2 3000 cxns, 300mbps SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$33,846.00	K	31%	\$23,353.74	\$0.00							RIVERBED
5	LIC-SFED-3200-W0	SEL LIC SFED3200 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00	\$0.00							RIVERBED
5 5	LIC-SFED-3200-W1	SEL LIC SFED3200 W1 2500 cxns, 30Mbps SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$9,846.00 \$27.077.00	K K	31% 31%	\$6,793.74 \$18,683.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SFED-3200-W3	SEL LIC SFED3200 W3 10000 cxns, 100Mbps	\$39,385.00	K	31%	\$27,175.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SFED-5100-W0 LIC-SFED-5100-W1	SEL LIC SFED5100 W0 BlockStream 50Mbps SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$0.00 \$18,462.00	K	31% 31%	\$0.00 \$12,738.78	\$0.00 \$0.00							RIVERBED RIVERBED
5	LIC-SFED-5100-W2	SEL LIC SFED5100 W2 10000 cxns, 100Mbps	\$30,769.00	ĸ	31%	\$21,230.61	\$0.00		\$0.00	\$0.00				RIVERBED
5	M-LICSCAN-SFED20	SEL SupprtNSharkVE StFusionEdg2100, 2200	\$317.00	K	31%	\$218.73	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-001-2TX NIC-002-4TX	SEL 2PORT1GBE TX COPPER NIC-VSH USE ONLY SEL 4PORT1GBE TXCOPPER NIC EX560/760/VSH	\$1,838.00 \$3,992.00	K	31% 31%	\$1,268.22 \$2,754.48	\$0.00 \$0.00							RIVERBED
5	NIC-003-4TX	SEL 4P 1GBE TX NIC CX;EX (SPARE)	\$3,992.00	K	31%	\$2,754.48	\$0.00							RIVERBED
5 5	NIC-003-4TX-C NIC-003-4TXEC	SEL 4P1GBE TX COPPER NIC SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00 \$3,194.00	K K	31% 31%	\$2,203.86 \$2,203.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-004-4SX	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPARE)	\$19,992.00	K	31%	\$13,794.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-004-4SX-C NIC-005-4LX	SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE)	\$15,994.00 \$23,069.00	K K	31% 31%	\$11,035.86 \$15,917.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-005-4LX-C	SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIC	\$18,455.00	ĸ	31%	\$12,733.95	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-007-2LR	SEL 2-port 10GbE LR Fiber NIC- Gen 2 Spr	\$26,146.00	K	31% 31%	\$18,040.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5 5	NIC-007-2LR-C NIC-008-2SR	SEL 2-port 10GbE LR Fiber NIC- Gen 2 SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spi	\$20,917.00 \$20,762.00	K K	31%	\$14,432.73 \$14,325.78	\$0.00							RIVERBED
5	NIC-008-2SR-C	SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$16,609.00	K	31%	\$11,460.21	\$0.00							RIVERBED
5 5	NIC-009-2XF NIC-009-2XF-C	SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S SEL 2-PORT 10G FIBER (LR; SR) SFP+	\$19,992.00 \$15,994.00	K K	31% 31%	\$13,794.48 \$11,035.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-2LX	SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$7,495.00	K	31%	\$5,171.55	\$0.00							RIVERBED
5 5	NIC-01G-2LX-C NIC-01G-2SX	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$9,954.00 \$6,495.00	K K	31% 31%	\$6,868.26 \$4,481.55	\$0.00 \$0.00							RIVERBED RIVERBED
5	NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00	K	31%	\$5,951.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-4LX	SEL 4-PORT 1GBE LX NIC (XX50) SPARE	\$14,995.00	K	31% 31%	\$10,346.55	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-4LX-C NIC-01G-4SX	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$19,915.00 \$12,495.00	K	31%	\$13,741.35 \$8,621.55	\$0.00 \$0.00							RIVERBED
5	NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$17,259.00	K	31%	\$11,908.71	\$0.00							RIVERBED
5 5	NIC-01G-4TX NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) SPARE SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$2,595.00 \$3.446.00	K K	31% 31%	\$1,790.55 \$2,377.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC	\$15,994.00	K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	NIC05-4LX-E-C NIC-1-001G-2LXBP	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER NIC SEL Dual 1 GbE Fiber LX	\$18,455.00 \$9,225.00	K K	31% 31%	\$12,733.95 \$6,365.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-1-001G-2SXBP	SEL Dual 1 GbE Fiber SX	\$7,994.00	K	31%	\$5,515.86	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-1-001G-4LXBP NIC1-001G-4SFP-C	SEL Quad 1 GbE Fiber LX	\$18,455.00	K	31%	\$12,733.95	\$0.00		\$0.00					RIVERBED
5 5	NIC1-001G-4SFP-C NIC-1-001G-4TX	SEL Quad 1 GbE Fiber SFP SEL Quad 1 GbE Copper Base-T	\$10,455.00 \$2,086.00	K K	31% 31%	\$7,213.95 \$1,439.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-1-001G-4TXBP	SEL Quad 1 GbE Copper Base-T	\$2,702.00	K	31%	\$1,864.38	\$0.00		\$0.00					RIVERBED
5 5	NIC-1-001G-4TX-C NIC-1-010G-2LRBP	SEL Quad 1 GbE Copper Base-T SEL Dual 10 GbE Fiber LR	\$2,086.00 \$20,917.00	K K	31% 31%	\$1,439.34 \$14,432.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-1-010G-2SFPP	SEL Dual 10 GbE Fiber SFP+	\$11,686.00	K	31%	\$8,063.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC1-010G-2SFPPC NIC-1-010G-2SRBP	SEL Dual 10 GbE Fiber SFP+ SEL Dual 10 GbE Fiber SR	\$11,686.00 \$16,609.00	K K	31% 31%	\$8,063.34 \$11,460.21	\$0.00 \$0.00							RIVERBED RIVERBED
5	NIC-1-010G-2TX	SEL Dual 10 GbE Copper Base-T	\$7,378.00	ĸ	31%	\$5,090.82	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-1-010G-2TX-C	SEL Dual 10 GbE Copper Base-T	\$7,378.00	K	31% 31%	\$5,090.82 \$12,309.60	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5 5	NIC1-010G-4SFPPC NIC-1-010G-4TX	SEL Quad 10 GbE Fiber SFP+ SEL Quad 10 GbE Copper Base-T	\$17,840.00 \$6,148.00	K	31%	\$4,242.12	\$0.00 \$0.00							RIVERBED
5	NIC-1-010G-4TX-C	SEL Quad 10 GbE Copper Base-T	\$6,148.00	K	31%	\$4,242.12	\$0.00							RIVERBED
5 5	NIC-10G-2LR-C NIC-10G-2SR-C	SEL 2-PORT 10GBE LR NIC ADD ON SEL 2-PORT 10GBE SR MM NIC ADD ON	\$22,570.00 \$17,922.00	K K	31% 31%	\$15,573.30 \$12,366.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	NIC-CSK210G-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SFP	\$15,994.00	K	31%	\$11,035.86	\$0.00							RIVERBED
5 5	NIC-CSK-2TX-C NIC-CSK-4TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD ON SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD ON	\$2,455.00 \$3,686.00	K K	31% 31%	\$1,693.95 \$2,543.34	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	PWS-001-C	SELECT ADD ON POWER SUPPLY FOR SH1050-C	\$400.00	K	31%	\$276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SAN-001-C SCAN-2170-B010-C	SEL SAN ATTACHED STORAGE CONN (CAP;CAX SEL 1U8TBBaseSteelCentNetSharkappi2170-C	\$18,455.00 \$25,846.00	K K	31% 31%	\$12,733.95 \$17.833.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCAN-4170-B010-C	SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$89,231.00	K	31%	\$61,569.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCAN-6170-B010-C SCAN-SU-48TB	SEL 2UBaseStlCentNetShark6170Creq1SCANSU SEL Storage, 48TB SteelCentral NetShark	\$80,000.00 \$61.538.00	K K	31% 31%	\$55,200.00 \$42,461.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	SCAN-SU-72TB	SEL Storage, 72TB SteelCentral NetShark	\$123,077.00	K	31%	\$84,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCC-01000-BASE SCC-HWA-MGT-10-1	SELSteelCentral Controller1000 Appliance SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$9,963.00 \$3,077.00	K	31% 31%	\$6,874.47 \$2,123.13	\$0.00 \$0.00							RIVERBED RIVERBED
5 5	SCC-HWA-MGT-10-1 SCC-HWA-MGT-10-2	SEL SCC Add StHd Mgnt Lic 10-pack (5-19)	\$3,077.00	K K	31%	\$2,123.13 \$1,698.78	\$0.00							RIVERBED
5	SCC-HWA-MGT-10-3	SEL SCC Add StHd Mgnt Lic 10-pk (20-44)	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCC-HWA-MGT-10-4 SCC-HWA-MGT-10-5	SEL SCC Add StHd Mgnt Lic 10-pk (45-94) SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$1,108.00 \$923.00	K K	31% 31%	\$764.52 \$636.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCC-HWA-MGT-10-6	SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$677.00	ĸ	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCFG-02270-B010 SCFG-VF-F1	SEL SteelCentrl Flow Gatewy SCFG2270B010 SEL SteelCentralFlow GatewayVirEd.15KFPN	\$24,609.00 \$3.686.00	K	31% 31%	\$16,980.21 \$2,543.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPN	\$129,225.00	K	31%	\$89,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCFG-VE-F2 SCFG-VF-F3	SEL SteelCentralFlow GatewayVirEd,30KFPN SEL SteelCentralFlow GatewayVirEd 60KFPN	\$7,378.00 \$12.302.00	K	31% 31%	\$5,090.82 \$8,488.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,90KFPN	\$18,455.00	K	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPN	\$22,148.00	K	31%	\$15,282.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCFG-VE-F6 SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,400KFPN SEL SteelCentralFlowGatewayVirEd,600KFPN	\$40,609.00 \$59,071.00	K K	31% 31%	\$28,020.21 \$40,758.99	\$0.00 \$0.00			\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPN	\$73,840.00	K	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCFG-VE-F9 SCNE-470-B010-C	SEL SteelCentrlFlow GatewayVirEdit,1MFPN SEL SteelCentral NetExpress SCNE470-B10C	\$86,148.00 \$27,071.00	K K	31% 31%	\$59,442.12 \$18.678.99	\$0.00 \$0.00							RIVERBED RIVERBED
5	SCNE-470-B010-C SCNE-VE-00470-F1	SEL SteelCentralNetExpressVirEdit,15KFPW	\$24,609.00	K	31%	\$16,980.21	\$0.00						\$0.00	RIVERBED
5	SCNE-VE-00470-F2	SEL SteelCentralNetExpressVirEdit,30KFPN	\$40,609.00	K	31%	\$28,020.21	\$0.00							RIVERBED
5 5	SCNE-VE-00470-F3 SCNE-VE-00470-F4	SEL SteelCentralNetExpressVirEdit,60KFPN SEL SteelCentralNetExpressVirEdit,90KFPN	\$66,455.00 \$91,071.00	K K	31% 31%	\$45,853.95 \$62,838.99	\$0.00 \$0.00							RIVERBED RIVERBED
5	SCNE-VE-00470-F5	SEL SteelCentralNetExpressVirEd,120KFPM	\$108,302.00	K	31%	\$74,728.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCNP-02270-B010 SCNP-2270-B10-C	SEL SteelCentrl NetProfiler SCNP2270B010 SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00 \$116,302.00	K K	31% 31%	\$80,248.38 \$80,248.38	\$0.00 \$0.00							RIVERBED RIVERBED
5	SCNP-4270-AN-B30	SEL SteelCentrlNetProfilrEnterprANModule	\$169,471.00	K	31%	\$116,934.99	\$0.00							RIVERBED

					NVP I	EVEL 1			VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
			EMC	CATEGORY		NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	SCNP4270-AN-B30C SCNP-4270-DB-B20	SEL SteelCentNetProf Ent AnalysisMod Cfg SEL SteelCentrlNetProfilrEnterorDBModuls	\$169,471.00 \$70.886.00	K K	31% 31%	\$116,934.99 \$48,911.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCNP-4270-DP-B50 SCNP-4270-EX-B40	SEL SteelCntl Dispatch Enterprise Profil SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$58,702.00 \$169.471.00	K K	31% 31%	\$40,504.38 \$116,934.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCNP-4270-EX-B40-C	SEL SteelCentNetPrfirEntSCNP4270 Exp Miod SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg	\$169,471.00	K	31%	\$116,934.99	\$0.00							RIVERBED
5 5	SCNP-4270-UI-B10 SCNP-VF-F1	SEL SteelCentlNetProf Ent UI Module SEL SteelCentrlNetProfilerVirEdit 15KFPN	\$52,917.00 \$11,071.00	K K	31% 31%	\$36,512.73 \$7,638.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit, 15KPPN SEL SteelCentralNetProfilerVirEdit, 2MFPN	\$406,148.00	K	31%	\$280,242.12	\$0.00							RIVERBED
5 5	SCNP-VE-F2 SCNP-VE-F3	SEL SteelCentrlNetProfilerVirEdit,30KFPN SEL SteelCentrlNetProfilerVirEdit,60KFPN	\$22,148.00 \$41,840.00	K K	31% 31%	\$15,282.12 \$28,869.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCNP-VE-F4	SEL SteelCentrlNetProfilerVirEdit,90KFPN	\$60,302.00	K	31%	\$41,608.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F5 SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,200KFPM SEL SteelCentralNetProfilerVirEd 400KFPM	\$92,302.00 \$135.378.00	K	31% 31%	\$63,688.38 \$93,410.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	K	31%	\$135,872.73	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCNP-VE-F8 SCNP-VE-F9	SEL SteelCentralNetProfilerVirEd,800KFPM SEL SteelCentralNetProfilerVirEdit,1MFPN	\$233,840.00 \$270,763.00	K	31% 31%	\$161,349.60 \$186,826.47	\$0.00 \$0.00							RIVERBED RIVERBED
5	SCPRTL-FNDTN	SEL SteelCentral Portal	\$61,532.00	K	31%	\$42,457.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCPS-001 SCPS-004	SEL SCPS on Steelhead 250 Series SEL SCPS on Steelhead 2050 Series	\$1,225.00 \$10,455.00	K K	31% 31%	\$845.25 \$7,213.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-006 SCPS-007	SEL SCPS on Steelhead 6050 Series SEL SCPS on Steelhead 7050 Series	\$30,148.00 \$40.609.00	K K	31% 31%	\$20,802.12 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-VCX-003 SCPS-VCX-004	SEL SCPS on Virtual Steelhead 555 Series SEL SCPS on Virtual Steelhead 755 Series	\$2,455.00 \$4,302.00	K K	31% 31%	\$1,693.95 \$2,968.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SCPS-VCX-005	SEL SCPS on Virtual Steelhd 1555 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-VSH-001 SCPS-VSH-002	SEL SCPS on Virtual Steelhead 250 Series SEL SCPS on Virtual Steelhead 550 Series	\$1,225.00 \$2,455.00	K K	31% 31%	\$845.25 \$1,693.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCPS-VSH-003	SEL SCPS on Virtual Steelhd 1050 Series	\$4,302.00	K	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-VSH-004 SCPS-VSH-01A	SEL SCPS on Virtual Steelhd 2050 Series SEL SCPS on Virtual Steelhead 150 Series	\$10,455.00 \$1,225.00	K K	31% 31%	\$7,213.95 \$845.25	\$0.00 \$0.00			\$0.00 \$0.00				RIVERBED RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SFCR-3500-B010-C SFED-2100-B010	SEL SteelFusion Core, SFCR3500 SEL SteelFusion Edge SFED 2100	\$40,000.00 \$19,686.00	K	31% 31%	\$27,600.00 \$13,583.34	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SFED-2100-B010-C	SEL SteelFusion Edge SFED 2100-C	\$19,686.00	ĸ	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SFED-2200-B010 SFED-2200-B010-C	SEL SteelFusion Edge SFED 2200 SEL SteelFusion Edge SFED 2200-C	\$30,763.00 \$30,763.00	K K	31% 31%	\$21,226.47 \$21,226.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFED-3100-B010	SEL SteelFusion Edge SFED 3100	\$49,225.00	ĸ	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFED-3100-B010-C SFED-3200-B010	SEL SteelFusion Edge SFED 3100-C SEL SteelFusion Edge SFED 3200	\$49,225.00 \$73,840.00	K K	31% 31%	\$33,965.25 \$50,949.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SFED-3200-B010-C	SEL SteelFusion Edge SFED 3200-C	\$73,840.00	ĸ	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFED-5100-B010 SFED-5100-B010-C	SEL SteelFusion Edge SFED 5100 SEL SteelFusion Edge SFED 5100-C	\$116,917.00 \$116.917.00	K	31% 31%	\$80,672.73 \$80.672.73	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	SFP-003-LR	SEL Long Reach 10GbE SFP+ module	\$1,785.00	K	31%	\$1,231.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFP-004-SR SFP-005-TX	SEL Short Reach 10GbE SFP+ module SEL Copper 1GbE SFP module	\$1,046.00 \$615.00	K K	31% 31%	\$721.74 \$424.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFP-006-LX	SEL Long haul 1GbE fiber SFP module	\$732.00	K	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SFP-007-SX SMC-U-10-1	SEL Short haul 1GbE fiber SFP module SELECT 10 SH MOBILE USER LIC (0-1)	\$486.00 \$2,449.00	K K	31% 31%	\$335.34 \$1,689.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (1001-2000)	\$1,452.00	K	31%	\$1,001.88	\$0.00							RIVERBED
5 5	SMC-U-10-11 SMC-U-10-2	SELECT 10 SH MOBILE USER LIC (2001-5000) SELECT 10 SH MOBILE USER LIC (2-3)	\$1,415.00 \$2,425.00	K K	31% 31%	\$976.35 \$1.673.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (4-10)	\$2,400.00	K	31%	\$1,656.00	\$0.00							RIVERBED
5	SMC-U-10-4 SMC-U-10-5	SELECT 10 SH MOBILE USER LIC (11-25) SELECT 10 SH MOBILE USER LIC (26-50)	\$2,055.00 \$2,031.00	K K	31% 31%	\$1,417.95 \$1,401.39	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (51-100)	\$1,969.00	K	31%	\$1,358.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SMC-U-10-7 SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (101-200) SELECT 10 SH MOBILE USER LIC (201-500)	\$1,908.00 \$1,538.00	K K	31% 31%	\$1,316.52 \$1,061.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SMC-U-10-9	SELECT 10 SH MOBILE USER LIC (501-1000)	\$1,477.00	K	31%	\$1,019.13	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-VRT-V100 TRC-1-SFP-LX-C	SEL VirtualSMC manage10 concurrent users SEL SFP - 1GbE LX	\$7,378.00 \$277.00	K K	31% 31%	\$5,090.82 \$191.13	\$0.00 \$0.00							RIVERBED RIVERBED
5	TRC-1-SFPP-DAC-C TRC-1-SFPP-LR	SEL 10GbE DAC Twinax SEL SFP+ - 10GbE LR	\$302.00 \$1.471.00	K	31% 31%	\$208.38 \$1,014.99	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED RIVERBED
5	TRC-1-SFPP-LR-C	SEL SFP+ - 10GbE LR	\$1,471.00	K	31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	TRC-1-SFPP-SR TRC-1-SFPP-SR-C	SEL SFP+ - 10GbE SR SEL SFP+ - 10GbE SR	\$855.00 \$855.00	K	31% 31%	\$589.95 \$589.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	TRC-1-SFP-SX-C	SEL SFP - 1GbE SX	\$240.00	K	31%	\$165.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	UCXPL-T-P U-SFCR3500-C1-C2	SEL STEELCNTRL UCEXPENTPHONELIC-BASETIER SEL Upgrade LIC-SFCR-03500-C1 to C2	\$37.00 \$11,323.00	K K	31% 31%	\$25.53 \$7.812.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFCR3500-C1-C3	SEL Upgrade LIC-SFCR-03500-C1 to C3	\$42,462.00	K	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFCR3500-C2-C3 U-SFED2100-W0-W1	SEL Upgrade LIC-SFCR-03500-C2 to C3 SEL Upgrade LIC-SFED-02100-W0 to W1	\$31,138.00 \$5.662.00	K K	31% 31%	\$21,485.22 \$3,906.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	U-SFED2100-W0-W2	SEL Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	K	31%	\$11,719.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED2100-W0-W3 U-SFED2100-W1-W2	SEL Upgrade LIC-SFED-02100-W0 to W3 SEL Upgrade LIC-SFED-02100-W1 to W2	\$33,969.00 \$11,323.00	K K	31% 31%	\$23,438.61 \$7,812.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFED2100-W1-W3	SEL Upgrade LIC-SFED-02100-W1 to W3	\$28,308.00	ĸ	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	U-SFED2100-W2-W3 U-SFED2200-W0-W1	SEL Upgrade LIC-SFED-02100-W2 to W3 SEL Upgrade LIC-SFED-02200-W0 to W1	\$16,985.00 \$7,077.00	K K	31% 31%	\$11,719.65 \$4,883.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	00.00	RIVERBED RIVERBED
5	U-SFED2200-W0-W2	SEL Upgrade LIC-SFED-02200-W0 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	U-SFED2200-W0-W3 U-SFED2200-W1-W2	SEL Upgrade LIC-SFED-02200-W0 to W3 SEL Upgrade LIC-SFED-02200-W1 to W2	\$35,385.00 \$7,077.00	K K	31% 31%	\$24,415.65 \$4,883.13	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFED2200-W1-W3	SEL Upgrade LIC-SFED-02200-W1 to W3	\$28,308.00	ĸ	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED2200-W2-W3 U-SFED3100-W0-W1	SEL Upgrade LIC-SFED-02200-W2 to W3 SEL Upgrade LIC-SFED-03100-W0 to W1	\$21,231.00 \$14,154.00	K K	31% 31%	\$14,649.39 \$9,766.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFED3100-W0-W2	SEL Upgrade LIC-SFED-03100-W0 to W2	\$28,308.00	ĸ	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED3100-W0-W3 U-SFED3100-W1-W2	SEL Upgrade LIC-SFED-03100-W0 to W3 SEL Upgrade LIC-SFED-03100-W1 to W2	\$38,923.00 \$14,154.00	K K	31% 31%	\$26,856.87 \$9,766.26	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	U-SFED3100-W1-W3	SEL Upgrade LIC-SFED-03100-W1 to W3	\$24,769.00	K	31%	\$17,090.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED3100-W2-W3 U-SFED3200-W0-W1	SEL Upgrade LIC-SFED-03100-W2 to W3 SEL Upgrade LIC-SFED-03200-W0 to W1	\$10,615.00 \$11,323.00	K K	31% 31%	\$7,324.35 \$7,812.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5	U-SFED3200-W0-W2	SEL Upgrade LIC-SFED-03200-W0 to W2	\$31,138.00	K	31%	\$21,485.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED3200-W0-W3 U-SFED3200-W1-W2	SEL Upgrade LIC-SFED-03200-W0 to W3 SEL Upgrade LIC-SFED-03200-W1 to W2	\$45,292.00 \$19,815.00	K K	31% 31%	\$31,251.48 \$13,672.35	\$0.00 \$0.00							RIVERBED RIVERBED
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					NVP L	EVEL 1		1	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	U-SFED3200-W1-W3	SEL Upgrade LIC-SFED-03200-W1 to W3	\$33,969.00	К	31%	\$23,438.61	\$0.00	LP \$0.00	\$0.00	\$0.00	LP \$0.00		\$0.00	RIVERBED
5 5	U-SFED3200-W2-W3 U-SFED5100-W0-W1	SEL Upgrade LIC-SFED-03200-W2 to W3 SEL Upgrade LIC-SFED-05100-W0 to W1	\$14,154.00 \$21,231.00	K K	31% 31%	\$9,766.26 \$14,649.39	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	U-SFED5100-W0-W2	SEL Upgrade LIC-SFED-05100-W0 to W2	\$35,385.00	K	31%	\$24,415.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFED5100-W1-W2 VCX-1555-H	SEL Upgrade LIC-SFED-05100-W1 to W2 SEL Virtual Steelhead 1555 High	\$14,154.00 \$42,825.00	K K	31% 31%	\$9,766.26 \$29,549.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5 5	VCX-1555-L VCX-1555-M	SEL Virtual Steelhead 1555 Low SEL Virtual Steelhead 1555 Mid	\$29,778.00 \$38,394.00	K	31% 31%	\$20,546.82 \$26,491.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	VCX-5055-H	SEL Virtual Steelhead 5055 High	\$113,225.00	K	31%	\$78,125.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VCX-5055-M VCX-555-H	SEL Virtual Steelhead 5055 Mid SEL Virtual Steelhead 555 High	\$73,594.00 \$12,917.00	K	31% 31%	\$50,779.86 \$8,912.73	\$0.00 \$0.00			\$0.00 \$0.00				RIVERBED RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mic	\$9,348.00	ĸ	31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VCX-7055-L VCX-7055-M	SEL Virtual Steelhead 7055 Low SEL Virtual Steelhead 7055 Mid	\$147,194.00 \$203,809.00	K K	31% 31%	\$101,563.86 \$140,628.21	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	VCX-755-H VCX-755-L	SEL Virtual Steelhead 755 High SEL Virtual Steelhead 755 Low	\$22,763.00 \$14,517.00	K	31% 31%	\$15,706.47 \$10,016.73	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED RIVERBED
5	VCX-755-M	SEL Virtual Steelhead 755 Mic	\$16,978.00	K	31%	\$11,714.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VGC-1000-L VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-L SEL Virtual SteelFusion Core VGC 1000-N	\$17,225.00 \$23,378.00	K K	31% 31%	\$11,885.25 \$16,130.82	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5	VGC-1000-U	SEL Virtual SteelFusion Core VGC 1000-U	\$9,840.00	ĸ	31%	\$6,789.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VGC-1500-L VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-L SEL Virtual SteelFusion Core VGC 1500-N	\$29,532.00 \$40,609.00	K K	31% 31%	\$20,377.08 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED
5 5	VSK-00050 VSK-00200	SEL Virtual Cascade Shark 50-50 GB Disk SEL Virtual Cascade Shark 200-1 TB Disk	\$1,471.00 \$6,763.00	K	31% 31%	\$1,014.99 \$4,666.47	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00		RIVERBED RIVERBED
5	VSK-00400	SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00	K	31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	XFP-001-LR XFP-002-SR	SEL Long Reach 10GbE fiber XFP module SEL Short Reach 10GbE fiber XFP module	\$1,662.00 \$1,169.00	K K	31% 31%	\$1,146.78 \$806.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	456-113-502	VMware Cloud Foundation Basic 3Y=ZA	\$13,135.00	ĸ	31%	\$9,063.15	\$3,546.45	\$3,283.75	\$0.00	\$0.00	\$0.00	\$0.00	\$3,283.75	SDDC VMW SW
5 5	456-113-503 456-113-504	VMware Cloud Foundation Basic 4Y=Z/ VMware Cloud Foundation Basic 5Y=Z/	\$13,135.00 \$13,135.00	K K	31% 31%	\$9,063.15 \$9,063.15	\$3,546.45 \$3,546.45		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-507 456-113-508	UPG of vSphere to VCF Basic 3Y=ZA UPG of vSphere to VCF Basic 4Y=ZA	\$9,645.00	K	31% 31%	\$6,655.05	\$2,604.15		\$0.00					SDDC VMW SW
5 5	456-113-509	UPG of vSphere to VCF Basic 5Y=ZA	\$9,645.00 \$9,645.00	K	31%	\$6,655.05 \$6,655.05	\$2,604.15 \$2,604.15	\$2,411.25	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$2,411.25	SDDC VMW SW SDDC VMW SW
5 5	456-113-512 456-113-513	VCF SDDCMgr NSXAdv w/HZN ENT 100PK 3Y=UE VCF SDDCMgr NSXAdv w/HZN ENT 100PK 4Y=UE	\$73,340.00 \$73,340.00	K	31% 31%	\$50,604.60 \$50,604.60	\$19,801.80 \$19,801.80		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-514	VCF SDDCMgr NSXAdv w/HZN ENT 100PK 5Y=UE	\$73,340.00	K	31%	\$50,604.60	\$19,801.80	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5 5	456-113-517 456-113-518	VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 3Y=UE VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 4Y=UE	\$7,334.00 \$7,334.00	K K	31% 31%	\$5,060.46 \$5,060.46	\$1,980.18 \$1,980.18		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-519 456-113-522	VCF SDDCMgr NSXAdv w/ HZN ENT 10PK 5Y=UB	\$7,334.00	K	31% 31%	\$5,060.46	\$1,980.18	\$1,833.50	\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	456-113-522 456-113-523	VCF SDDCMgrNSXAdv w/o HZNENT 100PK 3Y=UB VCF SDDCMgrNSXAdv w/o HZNENT 100PK 4Y=UB	\$14,090.00 \$14,090.00	K	31%	\$9,722.10 \$9,722.10	\$3,804.30 \$3,804.30	\$3,522.50	\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5 5	456-113-524 456-113-527	VCF SDDCMgrNSXAdv w/o HZNENT 100PK 5Y=UB VCF SDDCMgrNSXAdv w/o HZN ENT 10PK 3Y=UE	\$14,090.00 \$1,409.00	K	31% 31%	\$9,722.10 \$972.21	\$3,804.30 \$380.43		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-528	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK 4Y=UE	\$1,409.00	ĸ	31%	\$972.21	\$380.43	\$352.25	\$0.00	\$0.00	\$0.00	\$0.00	\$352.25	SDDC VMW SW
5 5	456-113-529 456-113-532	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK 5Y=UE VMware vCtr Srvr 6 Std vSphere 6 3Y=IA	\$1,409.00 \$6,175.00	K K	31% 31%	\$972.21 \$4,260.75	\$380.43 \$1,667.25		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5 5	456-113-533 456-113-534	VMware vCtr Srvr 6 Std vSphere 6 4Y=IA VMware vCtr Srvr 6 Std vSphere 6 5Y=IA	\$6,175.00 \$6,175.00	K	31% 31%	\$4,260.75 \$4,260.75	\$1,667.25 \$1,667.25		\$0.00 \$0.00	\$0.00 \$0.00			\$1,543.75	SDDC VMW SW SDDC VMW SW
5	456-113-537	VCF Upg VMw vCtr 6 Fnd - vCtr Srv 3Y=IA	\$5,104.00	K	31%	\$3,521.76	\$1,378.08	\$1,276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,276.00	SDDC VMW SW
5 5	456-113-538 456-113-539	VCF Upg VMw vCtr 6 Fnd - vCtr Srv 4Y=IA VCF Upg VMw vCtr 6 Fnd - vCtr Srv 5Y=IA	\$5,104.00 \$5.104.00	K K	31% 31%	\$3,521.76 \$3,521.76	\$1,378.08 \$1,378.08		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-626	SDDC MGR for Desktop 100 Pack 3Y=ZA	\$3,085.00	K	31%	\$2,128.65	\$832.95	\$771.25	\$0.00	\$0.00	\$0.00	\$0.00	\$771.25	SDDC VMW SW
5 5	456-113-627 456-113-628	SDDC MGR for Desktop 100 Pack 4Y=ZA SDDC MGR for Desktop 100 Pack 5Y=ZA	\$3,085.00 \$3,085.00	K K	31% 31%	\$2,128.65 \$2,128.65	\$832.95 \$832.95		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5 5	456-113-629 456-113-630	SDDC MGR for Desktop 10 Pack 3Y=ZA SDDC MGR for Desktop 10 Pack 4Y=ZA	\$309.00 \$309.00	K	31% 31%	\$213.21 \$213.21	\$83.43 \$83.43		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-631	SDDC MGR for Desktop 10 Pack 5Y=ZA	\$309.00	K	31%	\$213.21	\$83.43	\$77.25	\$0.00	\$0.00	\$0.00	\$0.00	\$77.25	SDDC VMW SW
5 5	456-113-632 456-113-633	VCF for VDI:ENT 100 PK w/o Horiz 3Y=ZA VCF for VDI:ENT 100 PK w/o Horiz 4Y=ZA	\$20,090.00 \$20,090.00	K K	31% 31%	\$13,862.10 \$13,862.10	\$5,424.30 \$5,424.30		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-634	VCF for VDI:ENT 100 PK w/o Horiz 5Y=ZA	\$20,090.00	K	31%	\$13,862.10	\$5,424.30	\$5,022.50	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.50	SDDC VMW SW
5	456-113-635 456-113-636	VCF for VDI:ENT 10 PK w/o Horiz 3Y=ZA VCF for VDI:ENT 10 PK w/o Horiz 4Y=ZA	\$2,009.00 \$2,009.00	K K	31% 31%	\$1,386.21 \$1,386.21	\$542.43 \$542.43		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5 5	456-113-637 456-113-650	VCF for VDI:ENT 10 PK w/o Horiz 5Y=ZA VCF Standard (Per CPU) 3Y=ZA	\$2,009.00 \$17,795.00	K	31% 31%	\$1,386.21 \$12,278.55	\$542.43 \$4,804.65		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-651	VCF Standard (Per CPU) 4Y=ZA	\$17,795.00	ĸ	31%	\$12,278.55	\$4,804.65	\$4,448.75	\$0.00	\$0.00	\$0.00	\$0.00	\$4,448.75	SDDC VMW SW
5 5	456-113-652 456-113-653	VCF Standard (Per CPU) 5Y=ZA VCF Advanced (Per CPU) 3Y=ZA	\$17,795.00 \$20,795.00	K K	31% 31%	\$12,278.55 \$14,348.55	\$4,804.65 \$5,614.65		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-654 456-113-655	VCF Advanced (Per CPU) 4Y=ZA	\$20,795.00	K	31% 31%	\$14,348.55	\$5,614.65	\$5,198.75	\$0.00 \$0.00		\$0.00	\$0.00	\$5,198.75	SDDC VMW SW
5 5	456-113-656	VCF Advanced (Per CPU) 5Y=ZA VCF Enterprise (Per CPU) 3Y=ZA	\$20,795.00 \$23,995.00	K	31%	\$14,348.55 \$16,556.55	\$5,614.65 \$6,478.65	\$5,998.75	\$0.00	\$0.00	\$0.00	\$0.00	\$5,998.75	SDDC VMW SW SDDC VMW SW
5 5	456-113-657 456-113-658	VCF Enterprise (Per CPU) 4Y=ZA VCF Enterprise (Per CPU) 5Y=ZA	\$23,995.00 \$23,995.00	K K	31% 31%	\$16,556.55 \$16,556.55	\$6,478.65 \$6,478.65		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-667	VMware Cloud Foundation Basic UPG 1Y=Z/	\$13,135.00	K	31%	\$9,063.15	\$3,546.45	\$3,283.75	\$0.00	\$0.00	\$0.00	\$0.00	\$3,283.75	SDDC VMW SW
5 5	456-113-668 456-113-669	VMware Cloud Foundation Basic UPG 2Y=Z/I VMware Cloud Foundation Basic UPG 3Y=Z/I	\$13,135.00 \$13,135.00	K K	31% 31%	\$9,063.15 \$9,063.15	\$3,546.45 \$3,546.45		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	456-113-670	VMware Cloud Foundation Basic UPG 4Y=ZA	\$13,135.00	K	31%	\$9,063.15	\$3,546.45	\$3,283.75	\$0.00	\$0.00	\$0.00	\$0.00	\$3,283.75	SDDC VMW SW
5	456-113-671 456-113-672	VMware Cloud Foundation Basic UPG 5Y=ZA UPG of vSphere to VCF Basic UPG 1Y=ZA	\$13,135.00 \$9,645.00	K K	31% 31%	\$9,063.15 \$6,655.05	\$3,546.45 \$2,604.15	\$2,411.25	\$0.00 \$0.00		\$0.00	\$0.00	\$2,411.25	SDDC VMW SW SDDC VMW SW
5 5	456-113-673 456-113-674	UPG of vSphere to VCF Basic UPG 2Y=ZA UPG of vSphere to VCF Basic UPG 3Y=ZA	\$9,645.00 \$9,645.00	K K	31% 31%	\$6,655.05 \$6,655.05	\$2,604.15 \$2,604.15		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-675	UPG of vSphere to VCF Basic UPG 4Y=ZA	\$9,645.00	K	31%	\$6,655.05	\$2,604.15	\$2,411.25	\$0.00	\$0.00	\$0.00	\$0.00	\$2,411.25	SDDC VMW SW
5 5	456-113-676 456-113-677	UPG of vSphere to VCF Basic UPG 5Y=ZA VCF SDMGR NSXAdv w/HZN ENT 100PK U 1Y=UE	\$9,645.00 \$73,340.00	K K	31% 31%	\$6,655.05 \$50,604.60	\$2,604.15 \$19,801.80		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-678	VCF SDMGR NSXAdv w/HZN ENT 100PK U 2Y=UE	\$73,340.00	ĸ	31%	\$50,604.60	\$19,801.80	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5 5	456-113-679 456-113-680	VCF SDMGR NSXAdv w/HZN ENT 100PK U 3Y=UE VCF SDMGR NSXAdv w/HZN ENT 100PK U 4Y=UE	\$73,340.00 \$73,340.00	K K	31% 31%	\$50,604.60 \$50,604.60	\$19,801.80 \$19,801.80		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-681	VCF SDMGR NSXAdv w/HZN ENT 100PK U 5Y=UE	\$73,340.00	K	31%	\$50,604.60	\$19,801.80	\$18,335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,335.00	SDDC VMW SW
5 5	456-113-682 456-113-683	VCF SDMGR NSXAdv w/HZN ENT 10PK U 1Y=UB VCF SDMGR NSXAdv w/HZN ENT 10PK U 2Y=UB	\$7,334.00 \$7,334.00	K K	31% 31%	\$5,060.46 \$5,060.46	\$1,980.18 \$1,980.18	\$1,833.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$1,833.50	SDDC VMW SW SDDC VMW SW
5 5	456-113-684 456-113-685	VCF SDMGR NSXAdv w/HZN ENT 10PK U 3Y=UB VCF SDMGR NSXAdv w/HZN ENT 10PK U 4Y=UB	\$7,334.00 \$7,334.00	K K	31% 31%	\$5,060.46 \$5,060.46	\$1,980.18 \$1,980.18		\$0.00 \$0.00					SDDC VMW SW SDDC VMW SW
5	456-113-686	VCF SDMGR NSXAdv w/HZN ENT 10PK U 5Y=UB	\$7,334.00	K	31%	\$5,060.46	\$1,980.18	\$1,833.50	\$0.00	\$0.00	\$0.00	\$0.00	\$1,833.50	SDDC VMW SW
5	456-113-687	VCF SDMgrNSXAdv w/o HZNENT 100PK U 1Y=UE	\$14,090.00	К	31%	\$9,722.10	\$3,804.30	\$3,522.50	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.50	SDDC VMW SW

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	456-113-688 456-113-689	VCF SDMgrNSXAdv w/o HZNENT 100PK U 2Y=UE VCF SDMgrNSXAdv w/o HZNENT 100PK U 3Y=UE	\$14,090.00 \$14,090.00	K	31% 31%	\$9,722.10 \$9,722.10	\$3,804.30 \$3,804.30		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-690	VCF SDMgrNSXAdv w/o HZNENT 100PK U 4Y=UE	\$14,090.00	K	31%	\$9,722.10	\$3,804.30	\$3,522.50	\$0.00	\$0.00	\$0.00	\$0.00	\$3,522.50	SDDC VMW SW
5 5	456-113-691 456-113-692	VCF SDMgrNSXAdv w/o HZNENT 100PK U 5Y=UE VCF SDMgrNSXAdv w/o HZN ENT 10PK U 1Y=UE	\$14,090.00 \$1,409.00	K K	31% 31%	\$9,722.10 \$972.21	\$3,804.30 \$380.43		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-693	VCF SDMgrNSXAdV w/o HZN EINT 10PK U 11=0E VCF SDMgrNSXAdv w/o HZN ENT 10PK U 2Y=UE	\$1,409.00	K	31%	\$972.21	\$380.43		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-694	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 3Y=UE	\$1,409.00	K	31%	\$972.21	\$380.43		\$0.00	\$0.00	\$0.00			SDDC VMW SW
5 5	456-113-695 456-113-696	VCF SDMgrNSXAdv w/o HZN ENT 10PK U 4Y=UE VCF SDMgrNSXAdv w/o HZN ENT 10PK U 5Y=UE	\$1,409.00 \$1,409.00	K K	31% 31%	\$972.21 \$972.21	\$380.43 \$380.43		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-697	VMware vCtr Srvr 6 Std vSphere 6 U 1Y=IA	\$6,175.00	K	31%	\$4,260.75	\$1,667.25	\$1,543.75	\$0.00	\$0.00	\$0.00	\$0.00	\$1,543.75	SDDC VMW SW
5	456-113-698 456-113-699	VMware vCtr Srvr 6 Std vSphere 6 U 2Y=IA VMware vCtr Srvr 6 Std vSphere 6 U 3Y=IA	\$6,175.00 \$6,175.00	K	31% 31%	\$4,260.75 \$4,260.75	\$1,667.25 \$1,667.25		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-700	VMware vCtr Srvr 6 Std vSphere 6 U 4Y=IA	\$6,175.00	ĸ	31%	\$4,260.75	\$1,667.25		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-701	VMware vCtr Srvr 6 Std vSphere 6 U 5Y=IA VCF Upg VM vCtr 6 Fnd - vCtr Srv U 1Y=IA	\$6,175.00	K	31%	\$4,260.75	\$1,667.25		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	456-113-702 456-113-703	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 1Y=IA VCF Upg VM vCtr 6 Fnd - vCtr Srv U 2Y=IA	\$5,104.00 \$5,104.00	K K	31% 31%	\$3,521.76 \$3,521.76	\$1,378.08 \$1,378.08		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-704	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 3Y=IA	\$5,104.00	K	31%	\$3,521.76	\$1,378.08	\$1,276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,276.00	SDDC VMW SW
5 5	456-113-705 456-113-706	VCF Upg VM vCtr 6 Fnd - vCtr Srv U 4Y=IA VCF Upg VM vCtr 6 Fnd - vCtr Srv U 5Y=IA	\$5,104.00 \$5,104.00	K	31% 31%	\$3,521.76 \$3,521.76	\$1,378.08 \$1,378.08		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-707	SDDC MGR for Desktop 100 Pack 1Y UPG=UB	\$3,085.00	ĸ	31%	\$2,128.65	\$832.95	\$771.25	\$0.00	\$0.00	\$0.00	\$0.00	\$771.25	SDDC VMW SW
5	456-113-708 456-113-709	SDDC MGR for Desktop 100 Pack 2Y UPG=UB	\$3,085.00	K	31% 31%	\$2,128.65	\$832.95		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW
5 5	456-113-709	SDDC MGR for Desktop 100 Pack 3Y UPG=UB SDDC MGR for Desktop 100 Pack 4Y UPG=UB	\$3,085.00 \$3,085.00	K	31%	\$2,128.65 \$2,128.65	\$832.95 \$832.95		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-711	SDDC MGR for Desktop 100 Pack 5Y UPG=UB	\$3,085.00	K	31%	\$2,128.65	\$832.95		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	456-113-712 456-113-713	SDDC MGR for Desktop 10 Pack 1Y UPG=UB SDDC MGR for Desktop 10 Pack 2Y UPG=UB	\$309.00 \$309.00	K K	31% 31%	\$213.21 \$213.21	\$83.43 \$83.43		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-714	SDDC MGR for Desktop 10 Pack 3Y UPG=UB	\$309.00	K	31%	\$213.21	\$83.43	\$77.25	\$0.00	\$0.00	\$0.00	\$0.00	\$77.25	SDDC VMW SW
5	456-113-715 456-113-716	SDDC MGR for Desktop 10 Pack 4Y UPG=UB SDDC MGR for Desktop 10 Pack 5Y UPG=UB	\$309.00 \$309.00	K	31% 31%	\$213.21 \$213.21	\$83.43 \$83.43		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-717	VCF for VDI:ENT 100 PK w/o Horiz 1Y U=ZA	\$20,090.00	ĸ	31%	\$13,862.10	\$5,424.30		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-718	VCF for VDI:ENT 100 PK w/o Horiz 2Y U=ZA	\$20,090.00	K	31%	\$13,862.10	\$5,424.30		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-719 456-113-720	VCF for VDI:ENT 100 PK w/o Horiz 3Y U=ZA VCF for VDI:ENT 100 PK w/o Horiz 4Y U=ZA	\$20,090.00 \$20,090.00	K K	31% 31%	\$13,862.10 \$13,862.10	\$5,424.30 \$5,424.30		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-721	VCF for VDI:ENT 100 PK w/o Horiz 5Y U=ZA	\$20,090.00	K	31%	\$13,862.10	\$5,424.30	\$5,022.50	\$0.00	\$0.00	\$0.00	\$0.00	\$5,022.50	SDDC VMW SW
5 5	456-113-722 456-113-723	VCF for VDI:ENT 10 PK w/o Horiz 1Y U=ZA VCF for VDI:ENT 10 PK w/o Horiz 2Y U=ZA	\$2,009.00 \$2,009.00	K	31% 31%	\$1,386.21 \$1,386.21	\$542.43 \$542.43		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-724	VCF for VDI:ENT 10 PK w/o Horiz 3Y U=ZA	\$2,009.00	ĸ	31%	\$1,386.21	\$542.43	\$502.25	\$0.00	\$0.00	\$0.00	\$0.00	\$502.25	SDDC VMW SW
5	456-113-725 456-113-726	VCF for VDI:ENT 10 PK w/o Horiz 4Y U=ZA	\$2,009.00	K	31% 31%	\$1,386.21	\$542.43		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5 5	456-113-727	VCF for VDI:ENT 10 PK w/o Horiz 5Y U=ZA VCF Standard (Per CPU) 1Y UPG=ZA	\$2,009.00 \$17,795.00	K	31%	\$1,386.21 \$12,278.55	\$542.43 \$4,804.65		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-728	VCF Standard (Per CPU) 2Y UPG=ZA	\$17,795.00	K	31%	\$12,278.55	\$4,804.65		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	456-113-729 456-113-730	VCF Standard (Per CPU) 3Y UPG=ZA VCF Standard (Per CPU) 4Y UPG=ZA	\$17,795.00 \$17,795.00	K K	31% 31%	\$12,278.55 \$12,278.55	\$4,804.65 \$4,804.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-731	VCF Standard (Per CPU) 5Y UPG=ZA	\$17,795.00	K	31%	\$12,278.55	\$4,804.65	\$4,448.75	\$0.00	\$0.00	\$0.00	\$0.00	\$4,448.75	SDDC VMW SW
5 5	456-113-732 456-113-733	VCF Advanced (Per CPU) 1Y UPG=ZA VCF Advanced (Per CPU) 2Y UPG=ZA	\$20,795.00 \$20,795.00	K	31% 31%	\$14,348.55 \$14,348.55	\$5,614.65 \$5.614.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-734	VCF Advanced (Per CPU) 3Y UPG=ZA	\$20,795.00	ĸ	31%	\$14,348.55	\$5,614.65		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-735	VCF Advanced (Per CPU) 4Y UPG=ZA	\$20,795.00	K	31% 31%	\$14,348.55 \$14,348.55	\$5,614.65		\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SDDC VMW SW
5	456-113-736 456-113-737	VCF Advanced (Per CPU) 5Y UPG=ZA VCF Enterprise (Per CPU) 1Y UPG=ZA	\$20,795.00 \$23,995.00	K	31%	\$14,546.55 \$16,556.55	\$5,614.65 \$6,478.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-738	VCF Enterprise (Per CPU) 2Y UPG=ZA	\$23,995.00	K	31%	\$16,556.55	\$6,478.65		\$0.00	\$0.00	\$0.00	\$0.00	\$5,998.75	SDDC VMW SW
5 5	456-113-739 456-113-740	VCF Enterprise (Per CPU) 3Y UPG=ZA VCF Enterprise (Per CPU) 4Y UPG=ZA	\$23,995.00 \$23,995.00	K K	31% 31%	\$16,556.55 \$16,556.55	\$6,478.65 \$6,478.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-741	VCF Enterprise (Per CPU) 5Y UPG=ZA	\$23,995.00	K	31%	\$16,556.55	\$6,478.65	\$5,998.75	\$0.00	\$0.00	\$0.00	\$0.00	\$5,998.75	SDDC VMW SW
5 5	456-113-754 456-113-755	SDDC MGR for Desktop 100 Pack 1Y=ZA SDDC MGR for Desktop 100 Pack 2Y=ZA	\$3,085.00 \$3,085.00	K	31% 31%	\$2,128.65 \$2,128.65	\$832.95 \$832.95		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-756	SDDC MGR for Desktop 10 Pack 1Y=ZA	\$309.00	ĸ	31%	\$213.21	\$83.43	\$77.25	\$0.00	\$0.00	\$0.00	\$0.00	\$77.25	SDDC VMW SW
5 5	456-113-757 456-113-758	SDDC MGR for Desktop 10 Pack 2Y=ZA VCF for VDI:ENT 100 PK w/o Horiz 1Y=ZA	\$309.00 \$20,090.00	K	31% 31%	\$213.21 \$13,862.10	\$83.43 \$5,424.30		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-759	VCF for VDI:ENT 100 PK W/o Horiz 11=ZA VCF for VDI:ENT 100 PK W/o Horiz 2Y=ZA	\$20,090.00	K	31%	\$13,862.10	\$5,424.30		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	456-113-760	VCF for VDI:ENT 10 PK w/o Horiz 1Y=ZA	\$2,009.00	K	31%	\$1,386.21	\$542.43		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	456-113-761 456-113-762	VCF for VDI:ENT 10 PK w/o Horiz 2Y=ZA VCF Standard (Per CPU) 1Y=ZA	\$2,009.00 \$17,795.00	K K	31% 31%	\$1,386.21 \$12,278.55	\$542.43 \$4,804.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-763	VCF Standard (Per CPU) 2Y=ZA	\$17,795.00	ĸ	31%	\$12,278.55	\$4,804.65	\$4,448.75	\$0.00	\$0.00	\$0.00	\$0.00	\$4,448.75	SDDC VMW SW
5 5	456-113-764 456-113-765	VCF Advanced (Per CPU) 1Y=ZA VCF Advanced (Per CPU) 2Y=ZA	\$20,795.00 \$20,795.00	K K	31% 31%	\$14,348.55 \$14,348.55	\$5,614.65 \$5.614.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	456-113-766	VCF Enterprise (Per CPU) 1Y=ZA	\$23,995.00	ĸ	31%	\$16,556.55	\$6,478.65	\$5,998.75	\$0.00	\$0.00	\$0.00	\$0.00	\$5,998.75	SDDC VMW SW
5 5	456-113-767 458-002-391	VCF Enterprise (Per CPU) 2Y=ZA VMware Cloud Foundation Suite	\$23,995.00 \$0.00	K	31% 31%	\$16,556.55 \$0.00	\$6,478.65 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	458-002-456	VMware Cloud FDN w/o vSphere	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-457	VCF SDDCMgr NSXAdv w/ HZN ENT	\$0.00	K	31%	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5	458-002-458 458-002-459	VCF SDDCMgr NSXAdv w/ HZN ENT 10PK VCF SDDCMgrNSXAdv w/o HZNENT 100PK	\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	458-002-460	VCF SDDCMgrNSXAdv w/o HZN ENT 10PK	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	458-002-461 458-002-462	VMware vCtr Srvr 6 Std vSphere 6 VCF Upg VMw vCtr 6 Fnd - vCtr Srv	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	458-002-463	SDDC MGR for Desktop 100 Pack	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5 5	458-002-464 458-002-465	SDDC MGR for Desktop 10 Pack VCF for VDI: ENT 100 Pack w/o Horiz	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	458-002-466	VCF for VDI: ENT 10 Pack w/o Horiz	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-471	VCF Standard (Per CPU)	\$0.00	K	31%	\$0.00	\$0.00		\$0.00	\$0.00				SDDC VMW SW
5 5	458-002-472 458-002-473	VCF Advanced (Per CPU) VCF Enterprise (Per CPU)	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SDDC VMW SW SDDC VMW SW
5	458-002-486	VMware Cloud Foundation Suite UPC	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5 5	458-002-487 458-002-488	VMware Cloud FDN w/o vSphere UPG VCF SDDCMgr NSXAdy w/HZN ENT UPG	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
5	458-002-489	VCF SDDCMgr NSXAdv w/HZN ENT 10PK UPG	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5 5	458-002-490 458-002-491	VCF SDDCMgrNSXAdv w/o HZNENT 100PK UPG VCF SDDCMgrNSXAdv w/o HZN ENT 10PK UPG	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	458-002-492	VMware vCtr Srvr 6 Std vSphere 6 UPG	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW
5	458-002-493	VCF Upg VMw vCtr 6 Fnd - vCtr Srv UPG SDDC MGR for Desktop 100 Pack UPG	\$0.00	K	31%	\$0.00	\$0.00		\$0.00	\$0.00				SDDC VMW SW
5 5	458-002-494 458-002-495	SDDC MGR for Desktop 100 Pack UPG SDDC MGR for Desktop 10 Pack UPG	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SDDC VMW SW SDDC VMW SW
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					NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	458-002-496	VCF for VDI: ENT 100 Pack w/o Horiz UPG	\$0.00	K	31%	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		SDDC VMW SW
5 5	458-002-497 458-002-498	VCF for VDI: ENT 10 Pack w/o Horiz UPG VCF Standard (Per CPU) UPG	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SDDC VMW SW SDDC VMW SW
5 5	458-002-499 458-002-500	VCF Advanced (Per CPU) UPG VCF Enterprise (Per CPU) UPG	\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SDDC VMW SW SDDC VMW SW
5	300068-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC MNT	\$1,251.00	ĸ	31%	\$863.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	300069-001R 300070-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-3000 1 YR SUBSCRIPT RENEW INC MNT	\$5,013.00 \$10,031.00	K K	31% 31%	\$3,458.97 \$6,921.39	\$0.00 \$0.00			\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	300071-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC MNT	\$14,420.00	K	31%	\$9,949.80	\$0.00				\$0.00	\$0.00		SILVER PEAK
5 5	300072-001R 300088-001	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC MNT SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$43,895.00 \$624.00	K	31% 31%	\$30,287.55 \$430.56	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300088-001R 300089-001	SEL VX-500 1 YR SUBSCRIPT RENEW INC MNT SEL VX-6000 1 YR SUBSCRIPTION INC MNT	\$624.00 \$20,691.00	K	31% 31%	\$430.56 \$14,276.79	\$0.00 \$0.00							SILVER PEAK SILVER PEAK
5	300089-001R	SEL VX-6000 1 YR SUBSCRIPT RENEW INC MNT	\$20,691.00	K	31%	\$14,276.79	\$0.00					\$0.00		SILVER PEAK
5 5	300090-001 300090-001R	SEL VX-7000 1 YR SUBSCRIPTION INC MNT SEL VX-7000 1 YR SUBSCRIPT RENEW INC MNT	\$30,097.00 \$30,097.00	K	31% 31%	\$20,766.93 \$20,766.93	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$43,895.00	K	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	300103-001R 300104-001	SEL VX-8000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-9000 1 YR SUBSCRIPTION INC MNT	\$43,895.00 \$62,708.00	K K	31% 31%	\$30,287.55 \$43,268.52	\$0.00 \$0.00					\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300104-001R	SEL VX-9000 1 YR SUBSCRIPT RENEW INC MNT	\$62,708.00	K	31%	\$43,268.52	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SILVER PEAK
5 5	300105-001 300105-001R	SEL VRX-2 1 YR SUBSCRIPTTION INC MN1 SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC MN1	\$3,133.00 \$3,133.00	K K	31% 31%	\$2,161.77 \$2,161.77	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5 5	300106-001 300106-001R	SEL VRX-4 1 YR SUBSCRIPTION INC MNT SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MNT	\$9,403.00 \$9,403.00	K K	31% 31%	\$6,488.07 \$6,488.07	\$0.00 \$0.00					\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300121-001 300121-001	SEL VRX-4 1 TR SUBSCRIPT RENEWAL INC MINT SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$20,691.00	K	31%	\$14,276.79	\$0.00			\$0.00		\$0.00		SILVER PEAK
5 5	300121-001R 5000184-001	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC MNT SEL USB GIGABIT BYPASS ADAPTEF	\$20,691.00 \$504.00	K K	31% 31%	\$14,276.79 \$347.76	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00	K	31%	\$2,733.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500032-001 500039-001	SELECT NX-5700 50MBPS WAN ACCEL SELECT NX-8700 500MBPS WAN ACCL	\$30,594.00 \$147.328.00	K	31% 31%	\$21,109.86 \$101,656.32	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500040-001	SELECT NX-2700 10MBPS WAN ACCEL	\$13,028.00	ĸ	31%	\$8,989.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500041-001 500042-001	SELECT NX-3700 20MBPS WAN ACCEL SELECT NX-7700 200MBPS WAN ACCEL	\$22,661.00 \$62,328.00	K K	31% 31%	\$15,636.09 \$43,006.32	\$0.00 \$0.00							SILVER PEAK SILVER PEAK
5	500043-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00	K	31%	\$140,755.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500045-001 500046-001	SELECT VX-5000; VIRTUAL; 50Mbps SELECT VX-1000; VIRTUAL; 4Mbps	\$29,127.00 \$2,261.00	K K	31% 31%	\$20,097.63 \$1,560.09	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500048-001	SELECT VX-3000; VIRTUAL; 20Mbps	\$20,260.00	K	31% 31%	\$13,979.40	\$0.00							SILVER PEAK
5	500049-001 500049-100	SELECT GMS-10 VIRTUAL WAN ACCL MNGT SELECT UPGRD VIRTUAL GMS-10 TO GMS-25	\$5,661.00 \$11,333.00	K	31%	\$3,906.09 \$7,819.77	\$0.00 \$0.00					\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5 5	500049-101 500070-001	SELECT UPGRD VIRTUAL GMS-10 TO GMS-50 SELECT VRX-8: VIRTUAL: 1GBPS: 1K FLOWS	\$22,667.00 \$79.328.00	K	31% 31%	\$15,640.23 \$54,736.32	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500075-001	SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR	\$339,994.00	K	31%	\$234,595.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500101-001 500113-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OPT SEL VX-500 VIRTUAL 2Mbps 8K FLOWS	\$0.00 \$1,128.00	K K	31% 31%	\$0.00 \$778.32	\$0.00 \$0.00					\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500114-001	SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS	\$37,394.00	K	31%	\$25,801.86	\$0.00		\$0.00	\$0.00		\$0.00		SILVER PEAK
5 5	500115-001 500137-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS	\$54,394.00 \$79,328.00	K K	31% 31%	\$37,531.86 \$54,736.32	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5 5	500138-001 500139-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS SEL VRX-2, VELOCITY, 60GBPH	\$113,328.00 \$5.661.00	K	31% 31%	\$78,196.32 \$3,906.09	\$0.00 \$0.00			\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 80GBPH SEL VRX-4, VELOCITY, 300GBPH	\$16,994.00	K	31%	\$11,725.86	\$0.00			\$0.00		\$0.00		SILVER PEAK
5 5	500163-001 500172-001	SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT	\$453,328.00 \$43,061.00	K K	31% 31%	\$312,796.32 \$29,712.09	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500180-001	SEL VRX-6, VELOCITY, 300Mbps	\$37,394.00	K	31%	\$25,801.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500187-001 16G-ER-D210-BR2	SEL UNITY CLOUD INTELLIGENCE SEL-SFP+,16/8/4Gbps,FC,D9210,13dB,40km	\$5,667.00 \$5.530.77	K	31% 31%	\$3,910.23 \$3,816.23	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SMARTOPTICS
5	16G-ER-D220-BR2	SEL-SFP+,16/8/4Gbps,FC,D9220,13dB,40km	\$5,530.77	ĸ	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	16G-ER-D230-BR2 16G-ER-D240-BR2	SEL-SFP+,16/8/4Gpps,FC,D9230,13dB,40km SEL-SFP+,16/8/4Gpps,FC,D9240,13dB,40km	\$5,530.77 \$5,530.77	K K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00							SMARTOPTICS SMARTOPTICS
5	16G-ER-D250-BR2	SEL-SFP+,16/8/4Gbps,FC,D9250,13dB,40km	\$5,530.77	K	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SMARTOPTICS
5	16G-ER-D260-BR2 16G-ER-D270-BR2	SEL-SFP+, 16/8/4GbpsFC,D9260,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9270,13dB,40km	\$5,530.77 \$5,530.77	K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SMARTOPTICS SMARTOPTICS
5 5	16G-ER-D280-BR2 16G-ER-D290-BR2	SEL-SFP+,16/8/4Gbps,FC,D9280,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9290,13dB,40km	\$5,530.77 \$5,530.77	K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00							SMARTOPTICS SMARTOPTICS
5	16G-ER-D300-BR2	SEL-SFP+,16/8/4Gbps,FC,D9300,13dB,40km	\$5,530.77	K	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	16G-ER-D310-BR2 16G-ER-D320-BR2	SEL-SFP+,16/8/4Gbps,FC,D9310,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9320,13dB,40km	\$5,530.77 \$5.530.77	K K	31% 31%	\$3,816.23 \$3.816.23	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SMARTOPTICS SMARTOPTICS
5	16G-ER-D330-BR2	SEL-SFP+,16/8/4Gbps,FC,D9330,13dB,40km	\$5,530.77	ĸ	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	16G-ER-D340-BR2 16G-ER-D350-BR2	SEL-SFP+,16/8/4Gpps,FC,D9340,13dB,40km SEL-SFP+,16/8/4Gpps,FC,D9350,13dB,40km	\$5,530.77 \$5,530.77	K K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00			\$0.00 \$0.00				SMARTOPTICS SMARTOPTICS
5	16G-ER-D360-BR2	SEL-SFP+,16/8/4Gbps,FC,D9360,13dB,40km	\$5,530.77	K	31% 31%	\$3,816.23 \$3.816.23	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	SMARTOPTICS SMARTOPTICS
5 5	DS-16G-ER-D4851 DS-16G-ER-D4932	SEL-SFP+,16/8/4Gbps,FC,D9360,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9350,13dB,40km	\$5,530.77 \$5,530.77	K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00							SMARTOPTICS
5	DS-16G-ER-D5012 DS-16G-ER-D5092	SEL-SFP+,16/8/4Gpps,FC,D9340,13dB,40km SEL-SFP+,16/8/4Gpps,FC,D9330,13dB,40km	\$5,530.77 \$5,530.77	K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00							SMARTOPTICS SMARTOPTICS
5	DS-16G-ER-D5172	SEL-SFP+,16/8/4Gbps,FC,D9320,13dB,40km	\$5,530.77	K	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	DS-16G-ER-D5252 DS-16G-ER-D5333	SEL-SFP+,16/8/4Gpps,FC,D9310,13dB,40km SEL-SFP+,16/8/4Gpps,FC,D9300,13dB,40km	\$5,530.77 \$5,530.77	K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SMARTOPTICS SMARTOPTICS
5	DS-16G-ER-D5413	SEL-SFP+,16/8/4Gbps,FC,D9290,13dB,40km	\$5,530.77	K	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	DS-16G-ER-D5494 DS-16G-ER-D5575	SEL-SFP+,16/8/4Gbps,FC,D9280,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9270,13dB,40km	\$5,530.77 \$5,530.77	K K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SMARTOPTICS SMARTOPTICS
5	DS-16G-ER-D5655	SEL-SFP+, 16/8/4GbpsFC,D9260,13dB,40km	\$5,530.77	ĸ	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	DS-16G-ER-D5736 DS-16G-ER-D5817	SEL-SFP+,16/8/4Gbps,FC,D9250,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9240,13dB,40km	\$5,530.77 \$5,530.77	K K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SMARTOPTICS SMARTOPTICS
5	DS-16G-ER-D5898 DS-16G-ER-D5979	SEL-SFP+,16/8/4Gbps,FC,D9230,13dB,40km	\$5,530.77	K	31% 31%	\$3,816.23 \$3,816.23	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00	SMARTOPTICS SMARTOPTICS
5	DS-16G-ER-D6061	SEL-SFP+,16/8/4Gbps,FC,D9220,13dB,40km SEL-SFP+,16/8/4Gbps,FC,D9210,13dB,40km	\$5,530.77 \$5,530.77	K	31%	\$3,816.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	M16-2136-C0000C1 M16-2136-D0030C1	SEL-16ch. exp port,D921-936,OSC,IL=6.6dB SEL-16ch. exp port,D921-D936,OSC,Rx EDF	\$19,550.77 \$30,715.38	K	31% 31%	\$13,490.03 \$21,193.61	\$0.00 \$0.00			\$0.00 \$0.00				SMARTOPTICS SMARTOPTICS
5	M16-2136-D003AC1	SEL-D921-D936,OSC,Rx EDFA,Rx DC 40km	\$35,043.08	K	31%	\$24,179.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5 5	M16-2136-D1A3TC1 M-3809-921928-M	SEL-D921-D936,Tx ED,Tx D40,Rx ED,Rx TC SEL-8 ch. M/Demux,D921-D928,IL=4.8dB	\$52,076.92 \$2,815.38	K K	31% 31%	\$35,933.07 \$1,942.61	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SMARTOPTICS SMARTOPTICS
5	M-3809-929936-M	SEL-8 ch. M/Demux,D929-D936,IL=4.8dB	\$2,815.38	ĸ	31%	\$1,942.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS
5	M-3840-LL	SEL-40 ch. M/Demux,D921-D960, IL=7.5dB	\$10,446.15	К	31%	\$7,207.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SMARTOPTICS

					NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE]
BAND	SKU	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT W/MC PREM MNT	PROSUPPORT	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC	RENEWAL	THIRD PARTY PRODUCT
5	M-410	SEL-DC power supply, M-series	\$1,215.38	CODE	DISCOUNT %	PRICE \$838.61	PLUS MNT LP \$0.00	LP	ENH MNT LP \$0.00	\$0.00	LP	TO PS ENH LP \$0.00		PARTNER SMARTOPTICS
5 5	M-420 M-ADJ-19	SEL-AC power supply, M-series SEL-Smartoptics 19" AdjKit-2 8ch modul	\$1,061.54 \$150.77	K K	31% 31%	\$732.46 \$104.03	\$0.00 \$0.00			\$0.00 \$0.00				SMARTOPTICS SMARTOPTICS
5	SB365-1	SEL Spanning O365 Base 1-500	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB365-10001 SB365-10001-3Y	SEL Spanning O365 Base 10001+ SEL Spanning 3Y O365 Base 10001+	\$24.00 \$64.80	K K	31% 31%	\$16.56 \$44.71	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB365-10001-3Y-P	SEL Spanning 3Y O365 Base 10001+ PRORTD	\$1.80	K	31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SB365-10001-P SB365-1-3Y	SEL Spanning 0365 Base 10001+PRORTD SEL Spanning 3Y 0365 Base 1-500	\$2.00 \$129.60	K K	31% 31%	\$1.38 \$89.42	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SB365-1-3Y-P	SEL Spanning 3Y O365 Base 1-500 PRORTD	\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB365-1-P SB365-2001	SEL Spanning O365 Base 1-500 PRORATION SEL Spanning O365 Base 2001-5000	\$4.00 \$33.60	K K	31% 31%	\$2.76 \$23.18	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB365-2001-3Y	SEL Spanning 3Y O365 Base 2001-5000	\$90.72	K	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB365-2001-3Y-P SB365-2001-P	SEL Spanning 3Y O365 Base 2001-5KPRORTD SEL Spanning O365 Base 2001-5000 PRORTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB365-5001	SEL Spanning 0365 Base 5001-10000	\$28.80	K	31%	\$19.87	\$0.00			\$0.00		\$0.00		SPANNING
5 5	SB365-5001-3Y SB365-5001-3Y-P	SEL Spanning 3Y O365 Base 5001-10000 SEL Spanning 3Y O365Base5001-10K PRORTD	\$77.76 \$2.16	K	31% 31%	\$53.65 \$1.49	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00	\$0.00	SPANNING SPANNING
5 5	SB365-5001-P SB365-501	SEL Spanning O365 Base 5001-10000 PRORTD SEL Spanning O365 Base 501-2000	\$2.40 \$38.40	K	31% 31%	\$1.66 \$26.50	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB365-501-3Y	SEL Spanning 3Y O365 Base 501-2000 SEL Spanning 3Y O365 Base 501-2000	\$36.40 \$103.68	K	31%	\$26.50 \$71.54	\$0.00			\$0.00		\$0.00		SPANNING
5 5	SB365-501-3Y-P SB365-501-P	SEL Spanning 3Y O365 Base 501-2K PRORTD SEL Spanning O365 Base 501-2K PRTD	\$2.88 \$3.20	K	31% 31%	\$1.99 \$2.21	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SB4GS-1	SEL Spanning GSuite Base 1-500	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-10001 SB4GS-10001-3Y	SEL Spanning GSuite Base 10001+ SEL Spanning 3Y GSuite Base 10001+	\$24.00 \$64.80	K K	31% 31%	\$16.56 \$44.71	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB4GS-10001-3Y-P	SEL Spanning 3Y GSte Base 10001+ PRORTD	\$1.80	ĸ	31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-10001-P SB4GS-1-3Y	SEL Spanning GSuiteBase 10001+ PRORTE SEL Spanning 3Y GSuite Base 1-500	\$2.00 \$129.60	K K	31% 31%	\$1.38 \$89.42	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SB4GS-1-3Y-P	SEL Spanning 3Y GSte Base 1-500 PRORTD	\$3.60	K	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-1-P SB4GS-2001	SEL Spanning GSuite Base 1-500 PRORATEC SEL Spanning GSuite Base 2001-5000	\$4.00 \$33.60	K K	31% 31%	\$2.76 \$23.18	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB4GS-2001-3Y	SEL Spanning 3Y GSuite Base 2001-5000	\$90.72	K	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SB4GS-2001-3Y-P SB4GS-2001-P	SEL Spanning 3Y GSte Base 2001-5K PRORTD SEL Spanning GSuiteBase 2001-5000 PRORTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SB4GS-5001	SEL Spanning GSuite Base 5001-10K	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5 5	SB4GS-5001-3Y SB4GS-5001-3Y-P	SEL Spanning 3Y GSuite Base 5001-10K SEL Spanning 3Y GSteBase5001-10K PRORTD	\$77.76 \$2.16	K K	31% 31%	\$53.65 \$1.49	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SB4GS-5001-P	SEL Spanning GSuite Base 5001-10K PRORTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	SB4GS-501 SB4GS-501-3Y	SEL Spanning GSuite Base 501-2000 SEL Spanning 3Y GSuite Base 501-2000	\$38.40 \$103.68	K	31% 31%	\$26.50 \$71.54	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING
5	SB4GS-501-3Y-P	SEL Spanning 3Y GSte Base 501-2K PRORTD	\$2.88	K	31% 31%	\$1.99	\$0.00			\$0.00				SPANNING SPANNING
5 5	SB4GS-501-P SBSF-1	SEL Spanning GSuite Base 501-2000 PRORTD SEL Spanning BU Salesforce 1-50	\$3.20 \$48.00	K	31%	\$2.21 \$33.12	\$0.00 \$0.00			\$0.00 \$0.00			\$0.00	SPANNING
5 5	SBSF-1001 SBSF-1001-3Y	SEL Spanning BU Salesforce 1001-5000 SEL Spanning BU 3Y Salesforce 1001-5000	\$28.80 \$77.76	K K	31% 31%	\$19.87 \$53.65	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SBSF-1001-3Y-P	SEL Spanning BU 3Y SFDC 1001-5K PRTD	\$2.16	K	31%	\$1.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-1001-P SBSF-1-3Y	SEL Spanning BU SFDC 1001-5K PRTD SEL Spanning BU 3Y Salesforce 1-50	\$2.40 \$129.60	K K	31% 31%	\$1.66 \$89.42	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SBSF-1-3Y-P	SEL Spanning BU 3Y SFDC 1-50 PRTD	\$3.60	ĸ	31%	\$2.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-1-P SBSF-201	SEL Spanning BU SFDC 1-50 PRTD SEL Spanning BU Salesforce 201-1000	\$4.00 \$33.60	K K	31% 31%	\$2.76 \$23.18	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SBSF-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$90.72	K	31%	\$62.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-201-3Y-P SBSF-201-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTD SEL Spanning BU SFDC 201-1000 PRTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	SBSF-5001	SEL Spanning BU Salesforce 5001+	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5 5	SBSF-5001-3Y SBSF-5001-3Y-P	SEL Spanning BU 3Y Salesforce 5001+ SEL Spanning BU 3Y SFDC 5001+ PRTD	\$64.80 \$1.80	K K	31% 31%	\$44.71 \$1.24	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	SBSF-5001-P SBSF-51	SEL Spanning BU SFDC 5001+ PRTD	\$2.00 \$38.40	K	31% 31%	\$1.38 \$26.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPANNING SPANNING
5 5	SBSF-51-3Y	SEL Spanning BU Salesforce 51-200 SEL Spanning BU 3Y Salesforce 51-200	\$36.40 \$103.68	K	31%	\$26.50 \$71.54	\$0.00			\$0.00		\$0.00		SPANNING
5 5	SBSF-51-3Y-P SBSF-51-P	SEL Spanning BU 3Y SFDC 51-200 PRTD SEL Spanning BU SFDC 51-200 PRTD	\$2.88 \$3.20	K	31% 31%	\$1.99 \$2.21	\$0.00 \$0.00			\$0.00 \$0.00				SPANNING SPANNING
5	3136SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	5500SL 6349	SEL: CORD SET,4.5M,NEMA L6-20P SEL: CABLE:OPTICAL:50U:SC-LC:10M	\$84.00 \$208.00	K K	31% 31%	\$57.96 \$143.52	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	6803SL	SEL: CORD,POWER,220V,AUSTRALIA	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	6804SL 6805SL	SEL: CORD,POWER,220V,S.AFRICA-INDIA SEL: CORD,POWER,220V,UK	\$55.00 \$46.00	K K	31% 31%	\$37.95 \$31.74	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	6806SL 6807SI	SEL: CORD,POWER,220V,ISRAEL	\$35.00	K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	6807SL 6808SL	SEL: CORD,POWER,220V,JAPAN SEL: CORD,POWER,220V,EUROPE	\$81.00 \$36.00	K K	31% 31%	\$55.89 \$24.84	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	7029SL	SEL: CORD SET, 4.5M, NEMA L6-30P SEL: CORD, POWER, S. AFRICA	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	7741SL 8147SL	SEL: CORD,POWER,S. AFRICA SEL: CORD SET,2.5M,NEMA5-15,IEC C19	\$20.00 \$76.00	K	31% 31%	\$13.80 \$52.44	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00			\$0.00	SPECTRALOGIC SPECTRALOGIC
5	8289SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M	\$9.00	K	31% 31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	8296SL 8297SL	SEL: CORD,POWER,C14-C13,16AWG,6FT SEL: CORD,POWER,C14-C19,14AWG,6FT	\$6.00 \$21.00	K K	31% 31%	\$4.14 \$14.49	\$0.00 \$0.00			\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	8665SL 8840SL	SEL: CORD,POWER,60309-C19,15FT SEL: CABLE;EX;SAS;SFF8088-SF8088;2M	\$109.00 \$194.00	K	31% 31%	\$75.21 \$133.86	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90879028	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90940740	SEL: RAMP,PYTHON,ADJUSTABLE	\$1.00 \$35.00	K	31% 31%	\$0.69 \$24.15	\$0.00			\$0.00			\$0.00	SPECTRALOGIC
5	90943365 90943366	SEL: ASY,EDBA,SINGLE,PYTHON SEL: FRU,EDBA,DOUBLE,PYTHON	\$35.00 \$69.00	K	31%	\$24.15 \$47.61	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5 5	90949024 90949024-A	SEL: FRU;LTO TERAPK COVER;NO MEDIA SEL: FRU;TRPK-ACCS:W-COVER:NO MEDIA	\$395.00 \$0.00	K	31% 31%	\$272.55 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030	SEL: PYTHON;CHAMBER-SLOT KEY ENABLE	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949030-F 90949030FIN-D	SEL: PYTHON;CHAMBER-SLOT KEY ENABLE SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN	\$1,308.00 \$1,112.00	K	31% 31%	\$902.52 \$767.28	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030FIN-F	SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949030-J-D 90949030T380J	SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT SEL: CHAMB/SLOT KEY ENABLE.T380 ENT	\$1,112.00 \$1,635.00	K K	31% 31%	\$767.28 \$1,128.15	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030T380J-F	SEL: UPG,CHAMB/SLOT KEY,T380,ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$0.00			\$0.00				SPECTRALOGIC

Modern						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
Content	BAND	sku	DESCRIPTION								BASIC MNT LP			RENEWAL	
Marchen	5				K										
STATES 1.1 1.2 1		90949030TFIN	SEL: CHAMBER-SLOT KEY ENABLE;TFIN	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
Second 1					K										
Marie					K										
Manual			SEL: T950;ENCRYPTION;PROFESSIONAL		K				\$0.00					\$0.00	SPECTRALOGIC
Company	5				K										
1	5				ĸ									\$0.00	SPECTRALOGIC
March Marc	5				K										
1	5				K K										
Company	5	90949112T680	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00	K		\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
March Marc	-				K										
Company	5				K										
1 100				\$6,092.00	K		\$4,203.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
Section Sect					K										
Section Sect					ĸ										
SMARHERS SEPTIMENT SEPTI					K										
SOURCETTON SELECTION SEL	-				K										
Section					ĸ									\$0.00	SPECTRALOGIC
Second Column					K										
SOURCE SELECTION SELECTI					K K										
September Sept	5	90949219	SEL: TAPES;20;WO-TPK;CERT;LTO-5	\$922.00	K	31%	\$636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
S. ORIGOGO S. F. PRIONANCE MATERIAN S. O.	5				K										
Security	5				K										
Seminate	5		SEL: SLS;SW KEY;DIRECT-CON;T950	\$6,538.00	K							\$0.00	\$0.00	\$0.00	SPECTRALOGIC
Section	5				K										
September Sept	5				ĸ										
Seminor Semi	5				K										
\$ 00000000 SEL TWALTON REPITAMEN \$ 1,000 SEL TWALTON REPITAMEN \$ 000000000000000000000000000000000000	-				K										
S. DORGOSCIA-M. S. D. DORGOSCIA-M. S. D.					ĸ										
\$ 90080190FL SEL FRAUMANT PR. STRECKT 2002 \$2,000 \$2,000 \$0.	5				K										
\$ 90069319TH, SEL FRILMANT TYR. SPECIAL TOTAL STATES AND STATES AN	5				K K										
5 000000000000000000000000000000000000		90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00	K		\$1,643.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
\$ 9985999 SEL TAPES PINKON OFFICE TITO \$ 9100 OK \$ 315 W \$ 3314 W \$ 3344 W \$ 300 OK \$ 300 D \$					K										
5 00048007 BEL TAPES TENADO OFFICIALITATO 5 \$400 0 K 314 \$300 \$0.0					K										
5 0049274 SEL_TPUL/DELEST RIGEROUS (TORSAN PITT MARK) 46.00 K 311, \$20.00 \$0.	5		SEL: TAPES;TPK;NO CVR;CUST;LTO-5	\$489.00	K		\$337.41	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPECTRALOGIC
9 9694978. SEL THES LTOS, CUST, CLASE ADTIFY 346.00 X 31% \$32.22 \$10.00 \$0.0	5				K										
SOMEWASSER SELFERLIJPOLITICA-FCP-H1780	5				ĸ										
5 9964952702F SELFRUIPPELTO-RECRITOR 5 157900 K 315, \$10,000 I 50,00 \$0.	5				K										
5 9969828739-F SEL-PRIJUPALITO 4 FF-RT300 \$15,78900 K 311% \$18,880.01 \$0.00 \$0	5				K K										
5 09649389 SEL-TRAUPELITOR	5	90949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T380	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 9969598 SEL TAPES TERPAPACKISUST L'OLE \$72.00 K 311k \$496.87 \$0.00 \$0.	5				K										
5 90949397 SEL TAPES TERRAPOK CUST LTO-6 5 109494088 SEL TAPES TERRAPOK CUST LTO-6 5 10949408 SEL TAPES TERRAPOK CERT LTO-6 5 10949409 SEL TAPES TERRAPOK CERT L	5				K K										
5 90949999 SEL-TAPES, TYPK, OVECUSELTO-GE 5 90949999 SEL-TAPES, TYPK, TY					K										
\$ 99949402SL SEL TPK_ITO-MB_CUST	-				K										
5 99949494 SEL TAPES, 20 TERAPACKS, CERT, LTO-6 5 10949405 SEL, TAPES, 20 TERAPACKS, CERT, LTO-6 5 10949406 SEL, TAPES, 20 TERAPACKS, CERT, LTO-6 5 10949407 SEL, TAPES, 20 TERAPACKS, CERT, LTO-6 5 10949407 SEL, TAPES, 20 TERAPACKS, CERT, LTO-6 5 10949412 SEL, TAPES, TERAPACKS, CERT, LTO-6 5 10949412 SEL, TAPES, TERAPACKS, CERT, LTO-6 5 10949412 SEL, TAPES, TERAPACKS, CERT, LTO-6 5 10949415 SEL, TAPES, TERAPACKS, CERT,	5				ĸ										
5 90949406 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049406 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049406 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049406 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049407 5 90949408 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049408 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049408 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049408 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049409 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049409 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049409 SEL TAPES 20 TERAPACK (CUST, LTO-6 5 19049409 SEL TAPES 20 TERAPACKS (CUST, LTO-6 5 19049409 SEL	-			\$31,414.00	K		\$21,675.66						\$0.00	\$0.00	SPECTRALOGIC
5 90949406 SEL-TAPES_OTMO-PTK_CERT_LTOG 5 90949408 SEL-TAPES_OTMO-PTK_CERT_LTOG 5 90949408 SEL-TAPES_OTMO-PTK_CERT_LTOG 5 90949410 SEL-TAPE_LTOG_CERT_TASE_L					K K										
\$ 90949410 SEL_FRU_TAPE_LITO_6_CERTIFIED \$ 74.00 K 31% \$51.06 \$0.00 \$0.0	5		SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6		K										
5 909494125 SEL: TAPES,LTDG,10,CERT,CASE,NOTPK \$727.00 K 31% \$590.61 \$0.00 \$0.					K										
5 90949414SL SEL: TAPES,TRPK,CEUTLTOG WORM,TISSU \$889.00 K 31% \$599.61 \$0.00 \$	5				K										
\$ 90949439 SEL:FRUEDBA, TYNN \$ 609200 K 31% \$4,221.2 \$0.00 \$	5		SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$869.00	K		\$599.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPECTRALOGIC
\$ 909404327FIN SEL_FRU_EDBA_TFIN \$ 86,092.00 K 31% \$1,200.00 \$0.00	5 5				K										
5 9094942F, SEL UPG,FRU,LTO-6,FG,FH,IMPACT	5	90949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	ĸ	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949442720 SEL IPRULTO-6,720,0 F.C. FH.IMPACT \$15,769,0 K 31% \$10,880.61 \$0.00 \$0	5				K										
5 90949442730-F SEL UPG,LTO-G,T200,FC,FH,IMPACT \$15,769.00 K 31% \$10,880.61 \$0.00 \$0	5 5				K K										
5 00949442T38-F SEL UPG,LTO-6,T380,FC,FH,IMPACT \$15,769.00 K 31% \$10,880.61 \$0.00 \$0	5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$15,769.00	ĸ	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949427680 SEL FRULTO-6,180,0F.CFH,IMPACT \$15,769,00 K 31% \$10,880.61 \$0.00	5	000101121000			K										
5 90949427E8F SEL UPG_LTO-6,TRB0,TCFH,IMPACT \$15,769.00 K 31% \$10,880.61 \$0.00	5														
5 9094942TIN SEL FRU,LTO-6,TFIN,FC,FH,IMPACT \$15,769.00 K 31% \$10,880.61 \$0.00		90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$15,769.00	K	31%	\$10,880.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949468 SEL:TAPES,TERAPACK,CERT,LTO-6,MF \$645.00 K 31% \$445.05 \$0.00	5				K										
5 90949469 SEL:TAPES,TERAPACK,CUST,LTO-6,MF \$645.00 K 31% \$445.05 \$0.00					K										
5 90949472 SEL: TAPES,20 TPKS,CERT_LTO-6,MF \$12.883.00 K 31% \$8,889.27 \$0.00 \$	5	90949469	SEL: TAPES,TERAPACK,CUST,LTO-6,MF	\$645.00	K	31%	\$445.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949476 SEL: TAPES,20,WO-TP.CERT,1TO-6,MP \$1,22.00 K 31% \$843.18 \$0.00 \$0.0					K										
5 90949488 SEL: SLS,SW-KEY,QIP-CON,T950 \$6,538.00 K 31% \$4,511.22 \$0.00					K										
5 90949489 SEL: SLS,SW-KEY,QIP-CON,TFIN \$6,538.00 K 31% \$4,511.22 \$0.00	5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949489-F SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN \$6,538.00 K 31% \$4,511.22 \$0.00	5 5				K										
	5	90949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
	5	90949538-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP I	EVEL 1		,	NVP MAINTENANCE	AND WARRANTY I	IPGRADE PRICE			1
			EMC	CATEGORY		NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	TAIL WALLETT	WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	sku	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT	ENH MNT LP	BASIC MNT LP	PS W/MC PREM	TO PS ENH LP	RENEWAL	PARTNER
5	90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	90949538TFIN-F 90949539-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B	\$4,154.00 \$4.154.00	K K	31% 31%	\$2,866.26 \$2.866.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949539TFIN	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00	ĸ	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949539TFIN-F 90949553	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00	K	31%	\$2,866.26 \$0.69	\$0.00							SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND TFIN SEL: FRU LS SD CARD IND T-SERIES	\$1.00 \$1.00	K	31% 31%	\$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5 5	90949558T2-F 90949558T380T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49,846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	ĸ	31%	\$34,393.74	\$0.00	\$0.00	\$0.00			\$0.00		SPECTRALOGIC
5	90949558TFINT2 90949558TFINT2-F	SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2 SEL: UPG TS1150 DRV TFIN IMPACT T2	\$49,846.00 \$49.846.00	K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949559TFINT2-F	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949564	SEL: TAPES,20 TPK,CERT,3592 JD	\$79,309.00	K	31%	\$54,723.21	\$0.00			\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949565 90949566	SEL: TAPES,20 TPK,CUST,3592 JD SEL: TAPES,TPK,CERT,3592 JD	\$79,309.00 \$3.973.00	K K	31% 31%	\$54,723.21 \$2,741.37	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD	\$3,973.00	K	31%	\$2,741.37	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949578	SEL: FRU,RIM2,T950	\$12,462.00	K	31%	\$8,598.78	\$0.00		\$0.00	\$0.00	\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949578-F 90949578T200	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T200	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949578T200-F	SEL: FRU,RIM2,T200	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949578T380 90949578T380-F	SEL: FRU,RIM2,T380 SEL: FRU,RIM2,T380	\$12,462.00 \$12,462.00	K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00	ĸ	31%	\$8,598.78	\$0.00				\$0.00			SPECTRALOGIC
5	90949578T680-F	SEL: FRU,RIM2,T680	\$12,462.00	K	31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00							SPECTRALOGIC
5 5	90949578TFIN 90949578TFIN-F	SEL: FRU,RIM2,TFIN SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949613	SEL: TAPES,TERAPACK,CERT,LTO-7	\$1,513.00	K	31%	\$1,043.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949614 90949615-F	SEL: TAPES,TERAPACK,CUST,LTO-7 SEL: FRU,UPG,LTO-7,FC,FH,T950	\$1,513.00 \$18,292.00	K K	31% 31%	\$1,043.97 \$12,621.48	\$0.00 \$0.00				\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T200	\$18,292.00	ĸ	31%	\$12,621.48	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949615T380-F 90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T380	\$18,292.00	K	31% 31%	\$12,621.48	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,T680 SEL: FRU,UPG,LTO-7,FC,FH,TFIN	\$18,292.00 \$18,292.00	K	31%	\$12,621.48 \$12,621.48	\$0.00 \$0.00			\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949616	SEL: FRU,LTO-7,FC,FH,IMPACT,T950	\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949616-F 90949616T200	SEL: UPG,LTO-7,FC,FH,IMPACT,T950 SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$18,292.00 \$18,292.00	K	31% 31%	\$12,621.48 \$12,621.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$18,292.00	ĸ	31%	\$12,621.48	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	90949616T380	SEL: FRU,LTO-7,FC,FH,IMPACT,T380	\$18,292.00	K	31%	\$12,621.48	\$0.00							SPECTRALOGIC
5	90949616T380-F 90949616T680	SEL: UPG,LTO-7,FC,FH,IMPACT,T380 SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$18,292.00 \$18,292.00	K K	31% 31%	\$12,621.48 \$12,621.48	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949616T680-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T680	\$18,292.00	K	31%	\$12,621.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5 5	90949616TFIN 90949616TFIN-F	SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$18,292.00 \$18,292.00	K	31% 31%	\$12,621.48 \$12,621.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949621	SEL: FRU,BRUSHES,TFIN,CARBON	\$1.00	ĸ	31%	\$0.69	\$0.00							SPECTRALOGIC
5	90949625	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949626 90949627	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949628	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00			\$0.00		\$0.00	SPECTRALOGIC
5 5	90949629 90949635	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT SEL: TPK.LTO-7.CERT.NCVR	\$1.00 \$1.505.00	K K	31% 31%	\$0.69 \$1.038.45	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR	\$1,505.00	K	31%	\$1,038.45	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949637	SEL: 20TPK,LTO-7,CERT	\$30,245.00	K	31%	\$20,869.05	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949638 90949639	SEL: 20TPK,LTO-7,CUST SEL: 20TPK,LTO-7,CERT,NCVR	\$30,245.00 \$30,099.00	K	31% 31%	\$20,869.05 \$20,768.31	\$0.00 \$0.00			\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR	\$30,099.00	K	31%	\$20,768.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949641 90949642	SEL: TAPES,LTO-7,CERT,CLAM20 SEL: TAPES,LTO-7,CUST,CLAM20	\$2,956.00 \$2,956.00	K K	31% 31%	\$2,039.64 \$2.039.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT	\$150.00	ĸ	31%	\$103.50	\$0.00							SPECTRALOGIC
5	90949644 90949645	SEL: FRU,TAPE,LTO-7,CUST SEL: TAPES.LTO-7.CERT.CASE10	\$150.00 \$1.488.00	K	31% 31%	\$103.50 \$1,026.72	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10 SEL: TAPES,LTO-7,CUST,CASE10	\$1,488.00	K	31%	\$1,026.72	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM	\$1,729.00	K	31%	\$1,193.01	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949648 90949717	SEL: TPK,LTO-7,CERT,WORM SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10	\$1,729.00 \$861.00	K K	31% 31%	\$1,193.01 \$594.09	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949720	SEL: FRU,TAPE,LT06,BAFE,WORM,CUSTOM	\$87.00	ĸ	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949721 90949723	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT SEL: FRU,TAPE,LTO-7, WORM, CERT	\$87.00 \$172.00	K K	31% 31%	\$60.03 \$118.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CERT SEL: FRU,TAPE,LTO-7,WORM,CUST	\$172.00	K	31%	\$118.68	\$0.00				\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949725	SEL: TPS,LTO-7,CERT,WORM,CASE10	\$1,710.00	K	31%	\$1,179.90	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5	90949728 90949729	SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10 SEL: TPS,LTO-7,CUST,WORM,CASE10	\$861.00 \$1.710.00	K K	31% 31%	\$594.09 \$1.179.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949739	SEL: FRU;24V POW SUP;8AMPFUSE;ROHS	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949740 90949743	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH	\$3,877.00 \$9.138.00	K	31% 31%	\$2,675.13 \$6,305.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC
5	90949744	SEL: FRU;N+1 PWR SUPPLIES;ROHS ONLY SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$9,138.00 \$46,385.00	K	31%	\$6,305.22 \$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949744-F	SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949744T380 90949744T380-F	SEL: FRU,TS1155,DRV,T380,IMPACT,T2 SEL: FRU,TS1155,DRV,T380,IMPACT,T2	\$46,385.00 \$46,385.00	K K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949744TFIN	SEL: FRU,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949744TFIN-F 90949745TFIN-F	SEL: UPG,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00	K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00			\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909497451FIN-F 90949746	SEL: FRU,TS1155,DRIVE,TFIN,ENT,T2 SEL: FRU,HP TRANSPORTER	\$46,385.00 \$32,692.00	K	31% 31%	\$32,005.65 \$22,557.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949752	SEL: 20TPK,LTO-M8,CUST	\$31,414.00	K	31%	\$21,675.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949753 90949783	SEL: 20TPK,LTO-M8,CERT,NCVR SEL: 20TPK,LTO-8,CUST,NCVR	\$31,268.00 \$72,070.00	K K	31% 31%	\$21,574.92 \$49.728.30	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949784-F	SEL: FRU,UPG,LTO-8,FC,FH,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949784T200-F	SEL: FRU,UPG,LTO-8,FC,FH,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90949784T380-F 90949784T680-F	SEL: FRU,UPG,LTO-8,FC,FH,T380 SEL: FRU,UPG,LTO-8,FC,FH,T680	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949784TFIN-F	SEL: FRU,UPG,LTO-8,FC,FH,TFIN	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785	SEL: FRU,LTO-8,FC,FH,IMPACT,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP	LEVEL 1			IVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949785-F	SEL: UPG,LTO-8,FC,FH,IMPACT,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90949785T200 90949785T200-F	SEL: FRU,LTO-8,FC,FH,IMPACT,T200 SEL: UPG,LTO-8,FC,FH,IMPACT,T200	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949785T380	SEL: FRU,LTO-8,FC,FH,IMPACT,T380	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SPECTRALOGIC
5	90949785T380-F 90949785T680	SEL: UPG,LTO-8,FC,FH,IMPACT,T380	\$24,600.00 \$24.600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949785T680-F	SEL: FRU,LTO-8,FC,FH,IMPACT,T680 SEL: UPG LTO-8 FC FH IMPACT T680	\$24,600.00	K	31%	\$16,974.00	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949785TFIN	SEL: FRU,LTO-8,FC,FH,IMPACT,TFIN	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949785TFIN-F 90949786	SEL: UPG,LTO-8,FC,FH,IMPACT,TFIN SEL: TPK,LTO-8,CERT	\$24,600.00 \$3.612.00	K K	31% 31%	\$16,974.00 \$2,492.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949787	SEL: TPK,LTO-8,CUST	\$3,612.00	ĸ	31%	\$2,492.28	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949788	SEL: TPK,LTO-8,CERT,NCVR	\$3,604.00	K	31%	\$2,486.76	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	90949789 90949790	SEL: TPK,LTO-8,CUST,NCVR SEL: 20TPK,LTO-8,CERT	\$3,604.00 \$72,216.00	K K	31% 31%	\$2,486.76 \$49,829.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90949791	SEL: 20TPK,LTO-8,CUST	\$72,216.00	ĸ	31%	\$49,829.04	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949792	SEL: 20TPK,LTO-8,CERT,NCVR	\$72,070.00	K	31%	\$49,728.30	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949793 90949794	SEL: 20TPK,LTO-M8,CUST,NCVR SEL: TAPES,LTO-8,CERT,CLAM20	\$31,268.00 \$7,154.00	K K	31% 31%	\$21,574.92 \$4,936.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	SPECTRALOGIC SPECTRALOGIC
5	90949795	SEL: TAPES,LTO-8,CUST,CLAM20	\$7,154.00	ĸ	31%	\$4,936.26	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	90949796	SEL: FRU,TAPE,LTO-8,CERT	\$360.00	K	31%	\$248.40	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949797 90949798	SEL: FRU,TAPE,LTO-8,CUST SEL: TAPES,LTO-8,CERT,CASE10	\$360.00 \$3,587.00	K K	31% 31%	\$248.40 \$2,475.03	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949799	SEL: TAPES,LTO-8,CUST,CASE10	\$3,587.00	ĸ	31%	\$2,475.03	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949803	SEL: FRU,UPG,SPECTRA LS,GEN IV	\$2,520.00	K	31%	\$1,738.80	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	90949815 90949816	SEL: TAPES,LTO-M8,CUST,CLAM20 SEL: FRU.TAPE.LTO-M8,CUST	\$3,073.00 \$156.00	K K	31% 31%	\$2,120.37 \$107.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949817	SEL: TAPES,LTO-M8,CERT,CASE10	\$1,546.00	K	31%	\$1,066.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949818	SEL: TAPES,LTO-M8,CUST,CASE10	\$1,546.00	K	31%	\$1,066.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949827 90949828	SEL: FRU,TAPE,LTO-M8,CERT SEL: TAPES.LTO-M8.CERT.CLAM20	\$156.00 \$3.073.00	K K	31% 31%	\$107.64 \$2,120.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	ĸ	31%	\$446.43	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959209-F 90959226	SEL: T120;ENCRYPTION;PROFESSIONAL SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$6,538.00 \$2,769.00	K K	31% 31%	\$4,511.22 \$1,910.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90959240	SEL: FRU;DRIVE SHELF;HH;T120	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959245 90959257	SEL: TAPES;TERAPACK;CUST;LTO-5;T120 SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120	\$452.00 \$446.00	K K	31% 31%	\$311.88 \$307.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90959261-FSL	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$11,354.00	K	31%	\$7,834.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959262-FSL 90959268	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120 SEL: TAPES TPK NOCVR CERT LTO6 T120	\$9,462.00 \$629.00	K	31% 31%	\$6,528.78 \$434.01	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959272	SEL: TAPES,TPK,NOCVK,CERT,LTO6,T120 SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$636.00	K	31%	\$434.01	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959273	SEL: TAPES,TERAPACK,CUST,LTO-6,T120	\$636.00	K	31%	\$438.84	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959274 90959276	SEL: TAPES,TPK,CERT,LTO-6,T120,MF SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$573.00 \$566.00	K K	31% 31%	\$395.37 \$390.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120	\$13,246.00	K	31%	\$9,139.74	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$11,354.00	K	31%	\$7,834.26	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5 5	90959297 90959298	SEL: TPK,LTO-7,CERT,120,NCVR SEL: TPK,LTO-7,CUST,120,NCVR	\$1,245.00 \$1,245.00	K K	31% 31%	\$859.05 \$859.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120	\$1,423.00	ĸ	31%	\$981.87	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959300	SEL: TPK,LTO-7,CUST,WORM,120	\$1,423.00	K	31%	\$981.87	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959301 90959302	SEL: TPK,LTO-7,CERT,120 SEL: TPK,LTO-7,CUST,120	\$1,252.00 \$1,252.00	K K	31% 31%	\$863.88 \$863.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959308-F	SEL: UPG,LTO-8,HH,SAS,T120	\$13,246.00	K	31%	\$9,139.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959309-F 90959310	SEL: UPG,LTO-8,HH,FC,T120 SEL: TPK,LTO-8,CERT,120	\$15,138.00	K K	31% 31%	\$10,445.22 \$2,022.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959311	SEL: TPK,LTO-8,CUST,120 SEL: TPK,LTO-8,CUST,120	\$2,931.00 \$2,931.00	K	31%	\$2,022.39	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	90959312	SEL: TPK,LTO-8,CUST,120,NCVR	\$2,924.00	K	31%	\$2,017.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959313 90959319	SEL: TPK,LTO-8,CERT,120,NCVR SEL: TPK,LTO-M8,CERT,120,NCVR	\$2,924.00 \$1,291.00	K K	31% 31%	\$2,017.56 \$890.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959319	SEL: TPK,LTO-M8,CERT,120,NCVR SEL: TPK,LTO-M8,CUST,120,NCVR	\$1,291.00	K	31%	\$890.79 \$890.79	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959321	SEL: TPK,LTO-M8,CERT,120	\$1,299.00	K	31%	\$896.31	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90959322 90978105	SEL: TPK,LTO-M8,CUST,120 SEL: POWER SUPPLY,STACK	\$1,299.00 \$1,308.00	K K	31% 31%	\$896.31 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00	K	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979438 90979438-F	SEL: T50,ENCRYPTION,PROFESSIONAL SEL: T50:ENCRYPTION:PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90979438-F 90979471	SEL: FRU;POWER SUPPLY;T50E	\$6,538.00 \$1,149.00	K K	31% 31%	\$4,511.22 \$792.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90979471-F	SEL: FRU;UPGRD;POWER SUPPLY;T50E	\$1,149.00	K	31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979473 90979476U-F	SEL: FRU;SLOT CARTRIDGE SLED;T50E SEL: FRU,COD-KEY,5 SLOT,T50E	\$0.00 \$647.00	K	31% 31%	\$0.00 \$446.43	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	909794780-F 90979478-F	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00	K	31%	\$446.43 \$89.01	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979510-FSL	SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$10,917.00	K	31%	\$7,532.73	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90979511-FSL 90979523-FSL	SEL: FRU,UPG,LTO-6,SAS,HH,T50E SEL: UPG,LTO-7,HH,FC,T50E	\$8,734.00 \$13.101.00	K	31% 31%	\$6,026.46 \$9.039.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	SPECTRALOGIC SPECTRALOGIC
5	90979523ST	SEL: FRU,LTO-7,FC,HH,STACK	\$13,846.00	K	31%	\$9,553.74	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979524-FSL	SEL: UPG,LTO-7,HH,SAS,T50E	\$10,917.00	K	31%	\$7,532.73	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90979524ST 90979526-FSL	SEL: FRU,LTO-7,SAS,HH,STACK SEL: UPG,LTO-8,HH,FC,T50E	\$11,538.00 \$15,284.00	K K	31% 31%	\$7,961.22 \$10,545.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90979526ST	SEL: LTO-8,FC,HH,STACK	\$16,154.00	K	31%	\$11,146.26	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979527-FSL	SEL: UPG,LTO-8,HH,SAS,T50E	\$13,101.00	K	31%	\$9,039.69	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	90979527ST 90979528ST	SEL: FRU,LTO-8,SAS,HH,STACK SEL: FRU,LTO-7.FC.FH.STACK	\$13,846.00 \$21,538.00	K K	31% 31%	\$9,553.74 \$14,861.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90979529ST	SEL: FRU,LTO-8,FC,FH,STACK	\$23,846.00	ĸ	31%	\$16,453.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90979531 90979535	SEL: FRU,SLS,SOFTWARE,STACK SEL: FRU,BLUEVISION CAMERA, STACK	\$3,846.00	K K	31% 31%	\$2,653.74 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90979536	SEL: FRU, BLUEVISION CAMERA, STACK SEL: STACK ACTIVATION	\$1,308.00 \$2.00	K K	31% 31%	\$902.52 \$1.38	\$0.00 \$0.00		\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	90979537	SEL: COD-KEY,10 SLOT,STACK	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90979538 91019814T200	SEL: KMIP ACTIVATION KEY, STACK	\$2.00	K K	31% 31%	\$1.38 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	91019814T200 91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE; 1200 SEL: CHAMBER-SLOT KEY ENABLE; 1200	\$1,308.00 \$1,308.00	K	31%	\$902.52 \$902.52	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	К	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP I	EVEL 1		N	NVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	91019814T680 91019814T68-F	SEL: CHAMBER-SLOT KEY ENABLE;T680 SEL: FRU:CHAMBER-SLOT KEY:T680	\$1,308.00 \$1,308.00	K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019816	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	91019816-F 91019817	SEL: FRU;ENCRYPTON;PRO;T200-380-680 SEI: SLS SETWR KEY:OIP-RIM-CONN:BOA	\$6,538.00 \$6.538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019817-F	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019818	SEL: SLS SFTWR KEY;DIRECT-CONN;T200	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	91019818-F 91019824	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200 SEL: RACK;STANDARD 19 INCH	\$6,538.00 \$4,015.00	K K	31% 31%	\$4,511.22 \$2,770.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019832	SEL: SLS SW KEY;DIRECTCONN;T380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019832-F 9198	SEL: FRU;SLS SW-KEY;DIRECT;T380-680 SEL: CNTR.SFP.8GB.850NM.OPTICAL	\$6,538.00 \$263.00	K	31% 31%	\$4,511.22 \$181.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00	ĸ	31%	\$129.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	9314 9317	SEL: CABLE,OPTICAL,50U,LC-LC,20M SEL: CABLE,OPTICAL,LC-LC,50M	\$235.00 \$291.00	K	31% 31%	\$162.15 \$200.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19	\$75.00	ĸ	31%	\$200.79 \$51.75	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	STACK-7-H-A-1-40 STACK-7-H-A-1-80	SEL: STACK,LTO-7,HH,SAS,1DR,40S SEL: STACK,LTO-7,HH,SAS,1DR,80S	\$13,846.00	K	31%	\$9,553.74	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	STACK-7-H-A-1-80 STACK-7-H-A-2-40	SEL: STACK,LTO-7,HH,SAS,1DR,80S SEL: STACK,LTO-7,HH,SAS,2DR,40S	\$20,000.00 \$20,000.00	K	31% 31%	\$13,800.00 \$13,800.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	STACK-7-H-A-2-80	SEL: STACK,LTO-7,HH,SAS,2DR,80S	\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	STACK-7-H-A-4-80 STACK-7-H-F-1-40	SEL: STACK,LTO-7,HH,SAS,4DR,80S SEL: STACK,LTO-7,HH,FC,1DR,40S	\$38,462.00 \$15,385.00	K	31% 31%	\$26,538.78 \$10,615.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	STACK-7-H-F-1-80	SEL: STACK,LTO-7,HH,FC,1DR,80S	\$21,538.00	ĸ	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	STACK-7-H-F-2-40 STACK-7-H-F-2-80	SEL: STACK,LTO-7,HH,FC,2DR,40S SEL: STACK,LTO-7,HH,FC,2DR,80S	\$23,077.00 \$29,231.00	K	31% 31%	\$15,923.13 \$20,169.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	STACK-7-H-F-2-80 STACK-7-H-F-4-80	SEL: STACK,LTO-7,HH,FC,2DR,80S SEL: STACK,LTO-7,HH,FC,4DR,80S	\$29,231.00 \$44,615.00	K	31%	\$20,169.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	STACK-8-H-A-1-40	SEL: STACK,LTO-8,HH,SAS,1DR,40S	\$16,154.00	K	31%	\$11,146.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	STACK-8-H-A-1-80 STACK-8-H-A-2-40	SEL: STACK,LTO-8,HH,SAS,1DR,80S SEL: STACK,LTO-8,HH,SAS,2DR,40S	\$22,308.00 \$24,615.00	K K	31% 31%	\$15,392.52 \$16,984.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	STACK-8-H-A-2-80	SEL: STACK,LTO-8,HH,SAS,2DR,80S	\$30,769.00	K	31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	STACK-8-H-A-4-80 STACK-8-H-F-1-40	SEL: STACK,LTO-8,HH,SAS,4DR,80S SEL: STACK,LTO-8,HH,FC,1DR,40S	\$47,692.00 \$18,462.00	K	31% 31%	\$32,907.48 \$12,738.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	STACK-8-H-F-1-80	SEL: STACK,LTO-8,HH,FC,1DR,80S	\$24,615.00	ĸ	31%	\$16,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	STACK-8-H-F-2-40 STACK-8-H-F-2-80	SEL: STACK,LTO-8,HH,FC,2DR,40S SEL: STACK,LTO-8,HH,FC,2DR,80S	\$29,231.00 \$35,385.00	K	31% 31%	\$20,169.39 \$24.415.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	STACK-8-H-F-4-80	SEL: STACK,LTO-8,HH,FC,4DR,80S	\$56,923.00	K	31%	\$39,276.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	STACKBASE	SEL: SPECTRA,STACKABLE,BASE CHASSIS SEL: SPECTRA,STACKABLE,EXP CHASSIS	\$13,462.00	K	31%	\$9,288.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	STACKEXP T200-DBA-1	SEL: T200;BASE UNIT W- 1 DBA	\$13,077.00 \$47,574.00	K	31% 31%	\$9,023.13 \$32,826.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T200-DBA-2	SEL: T200;BASE UNIT W- 2 DBA	\$54,112.00	K	31%	\$37,337.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T380-DBA-1 T380-DBA-2	SEL: T380;BASE UNIT W-1 DBA SEL: T380;BASE UNIT W- 2 DBA	\$67,189.00 \$73,074.00	K	31% 31%	\$46,360.41 \$50,421.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-DBA-3	SEL: T380;BASE UNIT W- 3 DBA	\$78,958.00	ĸ	31%	\$54,481.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T380-J-DBA-1 T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W-1 DBA SEI: T380 ENT BASE UNIT W-2 DBA	\$67,189.00 \$73,074.00	K	31% 31%	\$46,360.41 \$50.421.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-J-DBA-3	SEL: T380 ENT, BASE UNIT W- 2 DBA	\$78,958.00	K	31%	\$54,481.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T680-DBA-1	SEL: T680;BASE UNIT W- 1 DBA	\$102,366.00	K	31%	\$70,632.54	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T680-DBA-2 T680-DBA-3	SEL: T680;BASE UNIT W- 2 DBA SEL: T680;BASE UNIT W- 3 DBA	\$108,251.00 \$114,135.00	K	31% 31%	\$74,693.19 \$78,753.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T9503FRMEXP T9504FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT SEL: T950 4 FRM HAX EXPANSION KIT	\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T9506FRMEXP T9508FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT SEL: T950 8 FRAME HAX EXPANSION KIT	\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B1D	SEL: T950B WITH 1 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950B3D3T T950B3D3TDVXP	SEL: T950 W-3 DBA'S & 3 TBA'S SEL: T950 DRV EXP 3D 3T	\$112,658.00 \$49,758.00	K	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B3D3TDX-F	SEL: 1950 DRV EXP 3D 31 SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950B6D0DVXP T950B6D0T	SEL: T950 DRV EXP 6D 0T	\$63,292.00 \$128.808.00	K	31% 31%	\$43,671.48 \$88.877.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5	T950B6D0TDX-F	SEL: T950 W- 6 DBA'S & 0 TBA'S SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B-J-3D T950B-J3DDVXP	SEL: T950B ENT 3 DBA SEL: T950B ENT DRV EXP 3DBA	\$112,658.00 \$49,758.00	K K	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJ3DDVXPF	SEL: FRU, T950B ENT DRV EXP 3DBA	\$49,758.00	K	31%	\$34,333.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950B-J-6D T950B-J6DDVXP	SEL: T950B ENT 6 DBA SEL: T950B ENT DRV EXP 6DBA	\$128,808.00 \$63,292.00	K K	31% 31%	\$88,877.52 \$43,671.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJ6DDVXPF	SEL: FRU,T950B ENT DRV EXP 6DBA	\$63,292.00	ĸ	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B-JMEDEXF T950BJMEDIAEX	SEL: FRU,T950 ENT MEDIA EXP FRAME SEI: T950B ENT MEDIA EXP	\$26,023.00 \$26.023.00	K K	31% 31%	\$17,955.87 \$17,955.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BJMULTI3D T950BJMULTI6D	SEL: T950B ENT,MULTI,3 DBA SEL: T950B ENT,MULTI,6 DBA	\$112,658.00 \$128,808.00	ĸ	31% 31%	\$77,734.02 \$88,877.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMOLTIOD T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BMEDBLK-F	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDBULK T950BMEDEX-F	SEL: T950,LEFT,MED,EX,FRAME,W-BULK SEL: T950 MEDIA ONLY EXPANSN FRAME	\$45,769.00 \$26,023.00	K	31% 31%	\$31,580.61 \$17,955.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00	K	31%	\$17,955.87	\$0.00			\$0.00		\$0.00		SPECTRALOGIC
5 5	T950BMEDLBLKJ T950BMULT1D	SEL: T950B ENT BULK TAP SEL: T950,MULTI,WITH 1 DBA	\$45,769.00 \$112,658.00	K K	31% 31%	\$31,580.61 \$77,734.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950BMULT6D0T TFIN3D3T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S SEL: TFIN W- 3 DBA'S & 3 TBA'S	\$128,808.00 \$122,923.00	K	31% 31%	\$88,877.52 \$84.816.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3TDVX-F	SEL: TFIN;UPG;DRV EXP 3D 3T	\$57,538.00		31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFIN3D3TDVXP TFIN6D0T	SEL: TFIN DRV EXP 3D 3T	\$57,538.00		31% 31%	\$39,701.22	\$0.00			\$0.00 \$0.00		\$0.00		SPECTRALOGIC
5 5	TFIN6D01 TFIN6D0TDVX-F	SEL: TFIN W- 6 DBA'S & 0 TBA'S SEL: TFIN;UPG;DRV EXP 6D 0T	\$142,538.00 \$73,231.00	K K	31% 31%	\$98,351.22 \$50,529.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINBSB-LEFT TFINBSBLFT-F	SEL: TFIN BULK SERV BAY;LEFT SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00 \$58,846.00	K K	31% 31%	\$40,603.74 \$40,603.74	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINBSBRGT-F	SEL: FRU; TFIN BULK SV BAY; RIGHT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFIN-BSB-RIGHT	SEL: TFIN BULK SERV BAY,RIGHT WITH ROBOT	\$91,538.00	К	31%	\$63,161.22	\$0.00	0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	TFIN-J3D3S TFINJ3D3SDVXP	SEL: TFIN ENT 3D 3S SEL: TFIN ENT DRV EXP 3D 3S	\$122,923.00 \$57,538.00	K	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ3D3SDX-F	SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00	K	31%	\$39,701.22	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-J6D0S TFIN-J6D0SDVXP	SEL: TFIN ENT 6D 0S SEL: TFIN ENT DRV EXP 6D 0S	\$142,538.00 \$73,231.00	K	31% 31%	\$98,351.22 \$50,529.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ6D0SDVAP	SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJBSBLEFT TFINJBSBLFT-F	SEL: TFIN ENT BULK SERV BAY;LEFT SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00 \$58,846.00	K	31% 31%	\$40,603.74 \$40,603.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5 5	TFINJBSBRGT-F	SEL: FRU; TFIN ENT BULK SV BAY; LEFT SEL: FRU; TFIN ENT BULK SV BAY; RIGHT	\$58,846.00 \$58,846.00	K	31%	\$40,603.74 \$40,603.74	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-J-BSB-RIGHT	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT	\$91,538.00	K	31%	\$63,161.22	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJMEDEX-F TFINJMEDIAEXP	SEL: FRU;TFIN ENT MEDIA EXP FRAME SEL: TFIN ENT MEDIA EXF	\$26,154.00 \$26,154.00	K	31% 31%	\$18,046.26 \$18,046.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJSBLEFT-F TFINJSBRGT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00 \$45,769.00	K K	31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT	\$78,462.00	K	31%	\$54,138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINMEDEX-F TFINMEDIAEXP	SEL: TFIN;UPG;MEDIA EXP SEL: TFIN MEDIA EXP	\$26,154.00 \$26.154.00	K	31% 31%	\$18,046.26 \$18,046.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSB-LEFT	SEL: TFIN SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINSBLEFT-F TFIN-SB-RIGHT	SEL: TFIN;UPG;SERV BAY;LEFT SEL: TFIN SERV BAY;RIGHT, WITH ROBOT	\$45,769.00 \$78.462.00	K	31% 31%	\$31,580.61 \$54,138.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSBRIGHT-F	SEL: TFIN;UPG;SERV BAY;RIGHT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	ESP-100-199AN-D ESP-100-199AP-D	SEL Splunk Ent Sec Perp Lic 100-199GBAN SEL Splunk Ent Sec Perp Lic 100-199GBAP	\$721.15 \$865.38	K	31% 31%	\$497.59 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-100-199EM-D	SEL Splunk Ent Sec Perp Lic 100-199GBEM	\$663.46	K	31%	\$457.79	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESP-100-199US-D	SEL Splunk EntSecPerpLic 100-199GB/dayUS	\$576.92	K	31%	\$398.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESP-10-19AN-D ESP-10-19AP-D	SEL Splunk Ent Sec Perp 10-19GB/dayAN SEL Splunk Ent Sec Perp 10-19GB/dayAP	\$2,163.46 \$2,596.15	K K	31% 31%	\$1,492.79 \$1,791.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-10-19EM-D	SEL Splunk Ent Sec Perp 10-19GB/dayEM	\$1,990.38	K	31%	\$1,373.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-10-19US-D ESP-1K-1999AN-D	SEL Splunk Ent Sec Perp 10-19GB/dayUS SEL Splunk Ent Sec Perp Lic 1K-1999GBAN	\$1,730.77 \$432.69	K K	31% 31%	\$1,194.23 \$298.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-1K-1999AP-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBAP	\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-1K-1999EM-D ESP-1K-1999US-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBEM SEL Splunk Ent Sec Perp 1K-1999GB/dayUS	\$398.08 \$346.15	K K	31% 31%	\$274.68 \$238.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-200-499AN-D	SEL Splunk Ent Sec Perp Lic 200-499GBAN	\$540.87	K	31%	\$373.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-200-499AP-D ESP-200-499EM-D	SEL Splunk Ent Sec Perp Lic 200-499GBAP SEL Splunk Ent Sec Perp Lic 200-499GBEM	\$649.04 \$497.60	K	31% 31%	\$447.84 \$343.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-200-499US-D	SEL Splunk EntSecPerpLic 200-499GB/dayUS	\$432.69	ĸ	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-20-49AN-D ESP-20-49AP-D	SEL Splunk Ent Sec Perp 20-49GB/dayAN SEL Splunk Ent Sec Perp 20-49GB/dayAP	\$1,658.65 \$1.990.38	K	31% 31%	\$1,144.47 \$1,373.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-20-49EM-D	SEL Splunk Ent Sec Perp 20-49GB/dayEM	\$1,525.96	K	31%	\$1,052.91	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESP-20-49US-D ESP2K-4999AN-D	SEL Splunk Ent Sec Perp 20-49GB/dayUS SEL Splunk Ent Sec Perp Lic 2K-4999GBAN	\$1,326.92 \$396.92	K	31% 31%	\$915.57 \$273.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-2K-4999AP-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBAN SEL Splunk Ent Sec Perp Lic 2K-4999GBAP	\$475.96	ĸ	31%	\$328.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESP-2K-4999EM-D FSP-2K-4999US-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBEM	\$364.90 \$317.31	K	31% 31%	\$251.78 \$218.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-500-999AN-D	SEL Splunk Ent Sec Perp 2K-4999GB/dayUS SEL Splunk Ent Sec Perp Lic 500-999GBAN	\$468.75	K	31%	\$323.44	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESP-500-999AP-D	SEL Splunk Ent Sec Perp Lic 500-999GBAP	\$562.50	K	31%	\$388.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESP-500-999EM-D ESP-500-999US-D	SEL Splunk Ent Sec Perp Lic 500-999GBEM SEL Splunk Ent Sec Perp 500-999GB/dayUS	\$431.25 \$375.00	K	31% 31%	\$297.56 \$258.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-50-99AN-D	SEL Splunk Ent Sec Perp Lic 50-99GBAN	\$1,153.85	K	31%	\$796.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESP-50-99AP-D ESP-50-99EM-D	SEL Splunk Ent Sec Perp Lic 50-99GBAP SEL Splunk Ent Sec Perp Lic 50-99GBEM	\$1,384.62 \$1,061.54	K K	31% 31%	\$955.39 \$732.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-50-99US-D	SEL Splunk Ent Sec Perp Lic 50-99GBdayUS	\$923.08	K	31%	\$636.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-5K-9999AN-D ESP-5K-9999AP-D	SEL Splunk Ent Sec Perp Lic 5K-9999GBAN SEL Splunk Ent Sec Perp Lic 5K-9999GBAP	\$361.15 \$432.69	K K	31% 31%	\$249.19 \$298.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-5K-9999EM-D	SEL Splunk Ent Sec Perp Lic 5K-9999GBEM	\$332.31	K	31%	\$229.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-5K-9999US-D ESP-LIC-1000-D	SEL Splunk Ent Sec Perp 5K-9999GB/dayUS SEL Splunk ES Perp Bucket 1000	\$288.46 \$1,000.00	K	31% 31%	\$199.04 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-LIC-100-D	SEL Splunk ES Perp Bucket 100	\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESP-LIC-100K-D ESP-LIC-10K-D	SEL Splunk ES Perp Bucket 100K SEL Splunk ES Perp Bucket 10K	\$100,000.00 \$10,000.00	ĸ	31% 31%	\$69,000.00 \$6,900.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-LIC-10R-D	SEL Splunk ES Perp Bucket 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESPU100-199AN-D FSPU-100-199AP-D	SEL Splunk ES Perp UPG 100-199GB/dayAN SEL Splunk ES Perp UPG 100-199GB/dayAP	\$721.15 \$865.38	K	31% 31%	\$497.59 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-100-199EM-D	SEL Splunk ES Perp UPG 100-199GB/dayEM	\$663.46	K	31%	\$457.79	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESPU-100-199US-D ESPU-10-19AN-D	SEL Splunk ES Perp UPG 100-199GB/dayUS SEL Splunk ES Perp UPG 10-19GB/dayAN	\$576.92 \$2,163.46	K	31% 31%	\$398.07 \$1,492.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-10-19AN-D ESPU-10-19AP-D	SEL Splunk ES Perp UPG 10-19GB/dayAN SEL Splunk ES Perp UPG 10-19GB/dayAP	\$2,163.46 \$2,596.15	K	31%	\$1,492.79 \$1,791.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESPU-10-19EM-D ESPU-10-19US-D	SEL Splunk ES Perp UPG 10-19GB/dayEM	\$1,990.38	K	31% 31%	\$1,373.36 \$1,194.23	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5 5	ESPU-10-19US-D ESPU1K-1999AN-D	SEL Splunk ES Perp UPG 10-19GB/dayUS SEL Splunk ES Perp UPG 1K-1999GB/dayAN	\$1,730.77 \$432.69	K	31% 31%	\$1,194.23 \$298.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-1K-1999AP-D	SEL Splunk ES Perp UPG 1K-1999GB/dayAP	\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-1K-1999EM-D ESPU-1K-1999US-D	SEL Splunk ES Perp UPG 1K-1999GB/dayEM SEL Splunk ES Perp UPG 1K-1999GB/dayUS	\$398.08 \$346.15	K K	31% 31%	\$274.68 \$238.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU200-499AN-D	SEL Splunk ES Perp UPG 200-499GB/dayAN	\$541.15	ĸ	31%	\$373.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-200-499AP-D ESPU-200-499EM-D	SEL Splunk ES Perp UPG 200-499GB/dayAP SEL Splunk ES Perp UPG 200-499GB/dayEM	\$649.62 \$497.31	K K	31% 31%	\$448.24 \$343.14	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-200-499US-D	SEL Splunk ES Perp UPG 200-499GB/dayUS	\$432.69	ĸ	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-20-49AN-D ESPU-20-49AP-D	SEL Splunk ES Perp UPG 20-49GB/dayAN SEL Splunk ES Perp UPG 20-49GB/dayAP	\$1,658.65 \$1,990.38	K K	31% 31%	\$1,144.47 \$1,373.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-20-49EM-D	SEL Splunk ES Perp UPG 20-49GB/dayEM	\$1,525.96	ĸ	31%	\$1,052.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-20-49US-D ESPU2K-4999AN-D	SEL Splunk ES Perp UPG 20-49GB/dayUS SEL Splunk ES Perp UPG 2K-4999GB/dayAN	\$1,326.92 \$396.92	ĸ	31% 31%	\$915.57 \$273.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-2K-4999AP-D	SEL Splunk ES Perp UPG 2K-4999GB/dayAP	\$476.54	K	31%	\$328.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESPU-2K-4999EM-D	SEL Splunk ES Perp UPG 2K-4999GB/dayEM	\$364.62	K	31%	\$251.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ESPU-2K-4999US-D ESPU500-999AN-D	SEL Splunk ES Perp UPG 2K-4999GB/dayUS SEL Splunk ES Perp UPG 500-999GB/dayAN	\$317.31 \$468.46	K K	31% 31%	\$218.94 \$323.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU-500-999AP-D	SEL Splunk ES Perp UPG 500-999GB/dayAP	\$563.08	K	31%	\$388.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ESPU-500-999EM-D ESPU-500-999US-D	SEL Splunk ES Perp UPG 500-999GB/dayEM SEL Splunk ES Perp UPG 500-999GB/dayUS	\$431.54 \$375.00	K K	31% 31%	\$297.76 \$258.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ESPU50-99AN-D	SEL Splunk ES Perp UPG 50-99GB/dayAN	\$1,153.85	ĸ	31%	\$796.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESPU-50-99AP-D	SEL Splunk ES Perp UPG 50-99GB/dayAP	\$1,384.62	К	31%	\$955.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

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1 1 1 1 1 1 1 1 1 1	BAND	sкu	DESCRIPTION								BASIC MNT LP	PS W/MC PREM		RENEWAL		
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Column					K											
1	5	ESTE-200-499AP-D	SEL Splunk Ent Sec Term Ssup 200-499GBAP	\$268.27	ĸ	31%	\$185.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
Company					K											
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Section Company Comp	5	ESTE-2K-4999AN-D	SEL Splunk Ent Sec Term SSup 2K-4999GBAN	\$187.50	K	31%	\$129.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
1	5 5				K K											
1	5	ESTE-2K-4999US-D	SEL Splunk Ent Sec Term SSup2K-4999GBUS	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
1.00 1.00	5				K											
STEEL COMMAND SI, State A First Command SI, State A	5		SEL Splunk Ent Sec Term Ssup 500-999GBEM		K											
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5 SETS-G-G-G-G-G-G-G-G-G-G-G-G-G-G-G-G-G-G-G	5	ESTE-5K-9999AP-D	SEL Splunk Ent Sec Term Ssup 5K-9999GBAP	\$216.92	K	31%	\$149.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
SETITION CONTRICT					K											
S EFTG 14-1999BAM S ESPAN ET Rich Tem Physiological S 12 13 K 31 K 14 4.6 50.0					K											
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ETC-050-9998APD SEL Splank Else Ser Term Pissipido-9990BEBW \$226.15 K \$31% \$150.04 \$0.00 \$0.					K											
ESTIG-66999AN SEL Splank EST Des Templos APPROPRIATE SEL Splank EST Des Templos APPROPRIATE SEL SPLANK SEL SPLAN	5	ESTG-500-999EM-D	SEL Splunk Ent Sec Term PSup500-999GBEM	\$226.15	ĸ	31%	\$156.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
ESTO-GROSSIANDO SEL Splank EST CENT PROSPEC-AMPROPRISED SEL SPLANK EST CENT PROSPEC-AM	5				K											
STG-64-6990US-0 SEL Splank EN Ser Tem Play95-6990GSUS \$173.08 K 31% \$119.43 \$0.00 \$0.0	-				K											
SET-PRIM-100LD SEL Splank EST Term Prims-Sp back 1000 \$1,000.00 K 31% \$800.00 \$0	5				K											
SET-PRIM-100-CD SEL Splank EST Term PrimSig Dask 100K \$10,000 K \$31% \$89,000 \$0.00	-				K											
SET-PRM-10FC SEL Splunk ES Term PrimSp.gbuck 10K					K											
SET-FRM-1-D SEL Splank ES Term Prins plack 1 \$10.00 K 31% \$90.00 \$0.00					K											
S	5	EST-PRM-1-D	SEL Splunk ES Term PrmSup Buck 1	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
SET-STD-100C-D SEL Splank ES Term SIGSUB Black 100K \$10,000.00 K 31% \$69,000.00 \$0.00					K K											
5 EST-STD-1-D SEL Splank ES Term BisSup-Buck 1 \$1.00 K 31% \$80.00 \$0.00	5	EST-STD-100K-D	SEL Splunk ES Term StdSup Buck 100K	\$100,000.00	ĸ	31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
SETURES-1000AND SEL Splunk ES TemURPG SSup Buck 1000AN \$1,000.00 K 31% \$560.00 \$					K											
SETURES-1000EM-D SEL Splunk ES TermUPG SSUP Buck 1000EM \$1,000.00 K 31% \$980.00 \$0.00	5	ESTU-ES-1000AN-D	SEL Splunk ES TermUPG SSup Buck 1000AN	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
SETULES-1000LP-D SEL Sylunk ES TermUPG SSUB Plack 1000US \$1,000.00 K 31% \$890.00 \$0.00	-				ĸ											
SETULES-100AN-D SEL Splumk ES TermUPG SSup Buck 100AP \$100.00 K 31% \$99.00 \$0.00	5	ESTU-ES-1000US-D	SEL Splunk ES TermUPG SSup Buck 1000US	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-ES-100EM-D SEL Splunk ES TermUPG SSup Buck 1 100EM \$100.00 K 31% \$89.00 \$0.00	5	ESTU-ES-100AN-D	SEL Splunk ES TermUPG SSup Buck 100AN	\$100.00	K			\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-ES-1AN-D SEL Splunk ES TermUPG SSup Buck 100US \$10.00 K 31% \$69.00 \$0.0	5			\$100.00	K											
5 ESTU-ES-IAP-D SEL Splunk E3 TermUPG SSup Buck 1 TAP 5 ESTU-ES-IEM-D SEL Splunk E3 TermUPG SSup Buck 1 TEM 5 ESTU-ES-IEM-D SEL Splunk E3 TermUPG SSup Buck 1 TEM 5 ESTU-ES-IEM-D SEL Splunk E3 TermUPG SSup Buck 1 TEM 5 ESTU-ES-IUS-D SEL Splunk E3 TermUPG SSup Buck 1 TEM 5 ESTU-ES-IUS-D SEL Splunk E3 TermUPG SSup Buck 1 TEM 5 ESTU-ES-IUS-D SEL Splunk E3 TermUPG SSup Buck 1 TOS 5 ESTU-ES-IUS-D SEL Splunk E3 TermUPG PSup Buck 1 TOON S1.000.0 \$1.000 \$0.00 \$	5		SEL Splunk ES TermUPG SSup Buck 100US		K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-ES-1EM-D SEL Splunk ES TermUPG SSup Buck 1EM \$1.00 K 31% \$0.69 \$0.00 \$0	5 5				K K											
5 ESTU-GS-1000AN-D SEL Splunk ES TermUPG PSup Buck 1000AN \$1,000.0 K 31,000.0 S 30,00 S 30.0		ESTU-ES-1EM-D	SEL Splunk ES TermUPG SSup Buck 1EM	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-GS-1000AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-1000AP-D SEL Splunk ES TermUPG PSup Buck 100EM 5 ESTU-GS-1000CH-D SEL Splunk ES TermUPG PSup Buck 100EM 5 ESTU-GS-1000CH-D SEL Splunk ES TermUPG PSup Buck 100EM 5 ESTU-GS-1000AP-D SEL Splunk ES TermUPG PSup Buck 100EM 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP 6 ESTU-GS-10AP-D SEL Splunk ES TermUPG PSup Buck 100AP 6 ESTU-GS-10AP-D SEL Splunk ES TermUPG PSup Buck 100AP 7 ESTU-GS-10AP-D SEL Splunk ES TermUPG PSup Buck 100AP 7 ESTU-GS-10AP-D SEL Splunk ES TermUPG PSup Buck 100AP 8 100.00 K 31% \$89.00 \$0.00 \$					K											
5 ESTU-GS-1000AP-D SEL Splunk ES TermUPG PSup Buck 100DN \$ 1,000.00 K 31% \$69.00 \$0.	5	ESTU-GS-1000AP-D	SEL Splunk ES TermUPG PSup Buck 1000AP	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-GS-100AN-D SEL Splunk ES TermUPG PSup Buck 100AN \$100.00 K 31% \$69.00 \$0.00 \$					ĸ											
5 ESTU-GS-100AP-D SEL Splunk ES TermUPG PSup Buck 100AP \$100.00 K 31% \$89.00 \$0.00 \$		ESTU-GS-100AN-D	SEL Splunk ES TermUPG PSup Buck 100AN	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-GS-1AN-D SEL Splunk ES TermUPG PSup Bluck 100US \$100.0 K 31% \$89.00 \$0.	5	ESTU-GS-100AP-D	SEL Splunk ES TermUPG PSup Buck 100AP	\$100.00	K											
5 ESTU-GS-1AN-D SEL Splunk ES TermUPG PSup Buck 1AN \$1.00 K 31% \$0.69 \$0.00 \$0					K K											
5 ESTU-GS-1EM-D SEL Splunk ES TermUPG PSup Buck 1EM \$1.00 K 31% \$0.69 \$0.00 \$0	5	ESTU-GS-1AN-D	SEL Splunk ES TermUPG PSup Buck 1AN	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ESTU-GS-1US-D SEL Splunk ES TermUPG PSup Buck 1US \$1.00 K 31% \$0.69 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00					K K											
5 ESTUS-1K-1999-EM SEL Splunk ES TRU SSup1K-1999GBldayEM \$178.85 K 31% \$123.41 \$0.00	5	ESTU-GS-1US-D	SEL Splunk ES TermUPG PSup Buck 1US	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
	5	ESTUS-1K-1999-EM	SEL Splunk ES TRU SSup1K-1999GB/dayEM	\$178.85	K	31%	\$123.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	ESTUS-2K-4999-EM ESTUS-500-999-EM	SEL Splunk ES TRU SSup2K-4999GB/dayEM SEL Splunk ES TRU SSup500-999GB/dayEM	\$173.08 \$185.77	K	31% 31%	\$119.43 \$128.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	SPLUNK SPLUNK
5	ESTUS-5K-9999-EM	SEL Splunk ES TRU SSup5K-9999GB/dayEM	\$166.15	ĸ	31%	\$114.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXP-100GB-AN-D EXP-100GB-AP-D	SEL Splunk EXCH Perp Lic 51-100GB/dayAN SEL Splunk EXCH Perp Lic 51-100GB/dayAF	\$108,173.08 \$129.807.69	K K	31% 31%	\$74,639.43 \$89.567.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-100GB-EM-D	SEL Splunk EXCH Perp Lic 51-100GB/dayEM	\$99,519.23	ĸ	31%	\$68,668.27	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXP-100GB-US-D EXP-101GB-AN-D	SEL Splunk EXCH Perp Lic 51-100GB/dayUS SEL Splunk EXCH Perp Lic > 100+GB/dayAN	\$86,538.46 \$201,923.08	K	31% 31%	\$59,711.54 \$139,326.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-101GB-AR-D	SEL Splunk EXCH Perp Lic > 100+GB/dayAF	\$242,307.69	K	31%	\$167,192.31	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	EXP-101GB-EM-D EXP-101GB-US-D	SEL Splunk EXCH Perp Lic > 100+GB/dayEM SEL Splunk EXCH Perp Lic > 100+GB/dayUS	\$185,769.23 \$161,538.46	K	31% 31%	\$128,180.77 \$111,461.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-10GB-AN-D	SEL Splunk EXCH Perp Lic 6-10GB/dayAN	\$18,028.85	K	31%	\$12,439.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXP-10GB-AP-D EXP-10GB-EM-D	SEL Splunk EXCH Perp Lic 6-10GB/dayAP SEL Splunk EXCH Perp Lic 6-10GB/dayEM	\$21,634.62 \$16,586.54	K	31% 31%	\$14,927.89 \$11,444.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-10GB-EW-D	SEL Splunk EXCH Perp Lic 6-10GB/dayEN SEL Splunk EXCH Perp Lic 6-10GB/dayUS	\$14,423.08	K	31%	\$9,951.93	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	EXP-20GB-AN-D	SEL Splunk EXCH Perp Lic 11-20GB/dayAN	\$32,451.92	K	31%	\$22,391.82	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXP-20GB-AP-D EXP-20GB-EM-D	SEL Splunk EXCH Perp Lic 11-20GB/dayAP SEL Splunk EXCH Perp Lic 11-20GB/dayEM	\$38,942.31 \$29,855.77	K	31% 31%	\$26,870.19 \$20,600.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-20GB-US-D EXP-50GB-AN-D	SEL Splunk EXCH Perp Lic 11-20GB/dayUS	\$25,961.54	K	31% 31%	\$17,913.46	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPLUNK SPLUNK
5 5	EXP-50GB-AN-D	SEL Splunk EXCH Perp Lic 21-50GB/dayAN SEL Splunk EXCH Perp Lic 21-50GB/dayAP	\$68,509.62 \$82,211.54	K	31%	\$47,271.64 \$56,725.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-50GB-EM-D	SEL Splunk EXCH Perp Lic 21-50GB/dayEM	\$63,028.85	K	31%	\$43,489.91	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5 5	EXP-50GB-US-D EXP-5GB-AN-D	SEL Splunk EXCH Perp Lic 21-50GB/dayUS SEL Splunk EXCH Perp Lic 3-5GB/dayAN	\$54,807.69 \$10,817.31	K K	31% 31%	\$37,817.31 \$7,463.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-5GB-AP-D	SEL Splunk EXCH Perp Lic 3-5GB/dayAF	\$12,980.77	K	31%	\$8,956.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXP-5GB-EM-D EXP-5GB-US-D	SEL Splunk EXCH Perp Lic 3-5GB/dayEM SEL Splunk EXCH Perp Lic 3-5GB/dayUS	\$9,951.92 \$8,653.85	K K	31% 31%	\$6,866.82 \$5,971.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-100GB-AN-D	SEL Splunk EXCH Term SSup 51-100GB/dayAN	\$43,269.23	K	31%	\$29,855.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTE-100GB-AP-D EXTE-100GB-EM-D	SEL Splunk EXCH Term SSup 51-100GB/dayAF SEL Splunk EXCH Term SSup 51-100GB/dayEM	\$51,923.08 \$39.807.69	K K	31% 31%	\$35,826.93 \$27.467.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-100GB-US-D	SEL Splunk EXCH Term SSup 51-100GB/dayUS	\$34,615.38	ĸ	31%	\$23,884.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTE-101GB-AN-D EXTE-101GB-AP-D	SEL Splunk EXCH Term SSup >100+GB/dayAN SEL Splunk EXCH Term SSup >100+GB/davAF	\$107,668.27 \$129,201.92	K	31% 31%	\$74,291.11 \$89,149.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-101GB-EM-D	SEL Splunk EXCH Term SSup >100+GB/dayEM	\$99,054.81	ĸ	31%	\$68,347.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTE-101GB-US-D EXTE-10GB-AN-D	SEL Splunk EXCH Term SSup > 100+GB/dayUS SEL Splunk EXCH Term SSup 6-10GB/dayAN	\$86,134.62 \$7,211.54	K	31% 31%	\$59,432.89 \$4.975.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-10GB-AP-D	SEL Splunk EXCH Term SSup 6-10GB/dayAP	\$8,653.85	ĸ	31%	\$5,971.16	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5 5	EXTE-10GB-EM-D EXTE-10GB-US-D	SEL Splunk EXCH Term SSup 6-10GB/dayEM SEL Splunk EXCH Term SSup 6-10GB/dayUS	\$6,634.62 \$5,769.23	K	31% 31%	\$4,577.89 \$3,980.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-10GB-03-D	SEL Splunk EXCH Term SSup 11-20GB/dayAN	\$12,980.77	K	31%	\$8,956.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	EXTE-20GB-AP-D	SEL Splunk EXCH Term SSup 11-20GB/dayAP	\$15,576.92	K	31%	\$10,748.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXTE-20GB-EM-D EXTE-20GB-US-D	SEL Splunk EXCH Term SSup 11-20GB/dayEM SEL Splunk EXCH Term SSup 11-20GB/dayUS	\$11,942.31 \$10,384.62	K	31% 31%	\$8,240.19 \$7,165.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-50GB-AN-D	SEL Splunk EXCH Term SSup 21-50GB/dayAN	\$27,403.85	K	31%	\$18,908.66	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXTE-50GB-AP-D EXTE-50GB-EM-D	SEL Splunk EXCH Term SSup 21-50GB/dayAP SEL Splunk EXCH Term SSup 21-50GB/dayEM	\$32,884.62 \$25,211.54	K K	31% 31%	\$22,690.39 \$17,395.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-50GB-US-D	SEL Splunk EXCH Term SSup 21-50GB/dayUS	\$21,923.08	K	31%	\$15,126.93	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	EXTE-5GB-AN-D EXTE-5GB-AP-D	SEL Splunk EXCH Term SSup 3-5GB/dayAN SEL Splunk EXCH Term SSup 3-5GB/dayAF	\$4,326.92 \$5,192.31	K K	31% 31%	\$2,985.57 \$3,582.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTE-5GB-EM-D	SEL Splunk EXCH Term SSup 3-5GB/dayEM	\$3,980.77	K	31%	\$2,746.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTE-5GB-US-D EXTG-100GB-AN-D	SEL Splunk EXCH Term SSup 3-5GB/dayUS SEL Splunk EXCH Term PSup 51-100GB/dayAN	\$3,461.54 \$51,923.08	K K	31% 31%	\$2,388.46 \$35,826.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-100GB-AP-D	SEL Splunk EXCH Term PSup 51-100GB/dayAF	\$62,307.69	K	31%	\$42,992.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-100GB-EM-D EXTG-100GB-US-D	SEL Splunk EXCH Term PSup 51-100GB/dayEM SEL Splunk EXCH Term PSup 51-100GB/dayUS	\$47,769.23 \$41.538.46	K K	31% 31%	\$32,960.77 \$28.661.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-101GB-AN-D	SEL Splunk EXCH Term PSup >100+GB/dayAN	\$129,201.92	K	31%	\$89,149.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXTG-101GB-AP-D EXTG-101GB-EM-D	SEL Splunk EXCH Term PSup > 100+GB/dayAF SEL Splunk EXCH Term PSup > 100+GB/dayEM	\$155,042.31 \$118,865.77	K	31% 31%	\$106,979.19 \$82,017.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-101GB-US-D	SEL Splunk EXCH Term PSup >100+GB/dayUS	\$103,361.54	ĸ	31%	\$71,319.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTG-10GB-AN-D EXTG-10GB-AP-D	SEL Splunk EXCH Term PSup 6-10GB/dayAN SEL Splunk EXCH Term PSup 6-10GB/dayAP	\$8,653.85 \$10,384.62	K K	31% 31%	\$5,971.16 \$7,165.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-10GB-EM-D	SEL Splunk EXCH Term PSup 6-10GB/dayEM	\$7,961.54	ĸ	31%	\$5,493.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTG-10GB-US-D EXTG-20GB-AN-D	SEL Splunk EXCH Term PSup 6-10GB/dayUS SEL Splunk EXCH Term PSup 11-20GB/dayAN	\$6,923.08 \$15,576.92	K	31% 31%	\$4,776.93 \$10,748.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-20GB-AP-D	SEL Splunk EXCH Term PSup 11-20GB/dayAP	\$18,692.31	ĸ	31%	\$12,897.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTG-20GB-EM-D EXTG-20GB-US-D	SEL Splunk EXCH Term PSup 11-20GB/dayEM SEL Splunk EXCH Term PSup 11-20GB/dayUS	\$14,330.77 \$12,461.54	K K	31% 31%	\$9,888.23 \$8,598.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-50GB-AN-D	SEL Splunk EXCH Term PSup 21-50GB/dayAN	\$32,884.62	ĸ	31%	\$22,690.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXTG-50GB-AP-D EXTG-50GB-EM-D	SEL Splunk EXCH Term PSup 21-50GB/dayAP SEL Splunk EXCH Term PSup 21-50GB/dayEM	\$39,461.54 \$30,253.85	K K	31% 31%	\$27,228.46 \$20,875,16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-50GB-US-D	SEL Splunk EXCH Term PSup 21-50GB/dayUS	\$26,307.69	ĸ	31%	\$18,152.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-AN-D EXTG-5GB-AP-D	SEL Splunk EXCH Term PSup 3-5GB/dayAN SEL Splunk EXCH Term PSup 3-5GB/dayAF	\$5,192.31 \$6,230.77	ĸ	31% 31%	\$3,582.69 \$4,299.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-5GB-EM-D	SEL Splunk EXCH Term PSup 3-5GB/dayEM	\$4,776.92	K	31%	\$3,296.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-5GB-US-D HUTE-100-249AN-D	SEL Splunk EXCH Term PSup 3-5GB/dayUS SEL Splunk-Hadoop Term+SSup100-249NdAN	\$4,153.85 \$3,807.69	K	31% 31%	\$2,866.16 \$2,627.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-100-249AP-D	SEL Splunk-Hadoop Term+SSup100-249NdAP	\$4,569.23	K	31%	\$3,152.77	\$0.00		\$0.00	\$0.00			\$0.00	SPLUNK
5	HUTE-100-249EM-D	SEL Splunk-Hadoop Term+SSup100-249NdEM	\$3,503.08	K	31% 31%	\$2,417.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTE-100-249US-D HUTE-10-24AN-D	SEL Splunk-Hadoop Term+STDSup100-249NdUS SEL Splunk-Hadoop Term+SSup10-24NdAN	\$3,046.15 \$4,326.92	K K	31% 31%	\$2,101.84 \$2,985.57	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5	HUTE-10-24AP-D	SEL Splunk-Hadoop Term+SSup10-24NdAP	\$5,192.31	K	31%	\$3,582.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTE-10-24EM-D HUTE-10-24US-D	SEL Splunk-Hadoop Term+SSup10-24NdEM SEL Splunk-Hadoop Term+STDSup10-24NdUS	\$3,980.77 \$3,461.54	K K	31% 31%	\$2,746.73 \$2,388.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-250-499AN-D	SEL Splunk-Hadoop Term+SSup250-499NdAN	\$3,461.54	ĸ	31%	\$2,388.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTE-250-499AP-D HUTE-250-499EM-D	SEL Splunk-Hadoop Term+SSup250-499NdAP SEL Splunk-Hadoop Term+SSup250-499NdEM	\$4,153.85 \$3,184.62	K K	31% 31%	\$2,866.16 \$2,197.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-250-499US-D	SEL Splunk-Hadoop Term+STDSup250-499NdUS	\$2,769.23	ĸ	31%	\$1,910.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTE-25-49AN-D HUTE-25-49AP-D	SEL Splunk-Hadoop Term+SSup25-49NdAN SEL Splunk-Hadoop Term+SSup25-49NdAP	\$4,153.85 \$4,984.62	K K	31% 31%	\$2,866.16 \$3,439.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-25-49EM-D	SEL Splunk-Hadoop Term+SSup25-49NdEM	\$3,821.54	ĸ	31%	\$2,636.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTE-25-49US-D HUTE-500-999AN-D	SEL Splunk-Hadoop Term+STDSup25-49NdUS SEL Splunk-Hadoop Term+SSup500-999NdAN	\$3,323.08 \$3,028.85	ĸ	31% 31%	\$2,292.93 \$2,089.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPLUNK SPLUNK
5	HUTE-500-999AP-D	SEL Splunk-Hadoop Term+SSup500-999NdAP	\$3,634.62	K	31%	\$2,507.89	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HUTE-500-999EM-D HUTE-500-999US-D	SEL Splunk-Hadoop Term+SSup500-999NdEM SEL Splunk-Hadoop Term+STDSup500-999NdUS	\$2,786.54 \$2,423.08	K K	31% 31%	\$1,922.71 \$1.671.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-50-99AN-D	SEL Splunk-Hadoop Term+SSup50-99NdAN	\$3,980.77	K	31%	\$2,746.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTE-50-99AP-D HUTE-50-99EM-D	SEL Splunk-Hadoop Term+SSup50-99NdAP SEL Splunk-Hadoop Term+SSup50-99NdEM	\$4,776.92 \$3,662.31	K	31% 31%	\$3,296.07 \$2,526.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-50-99US-D	SEL Splunk-Hadoop Term+STDSup50-99NdUS	\$3,184.62	K	31%	\$2,320.99	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-100-249AN-D	SEL Splunk-Hadoop Term +PSup100-249NdAN	\$4,572.69	K	31%	\$3,155.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	ψ0.00	SPLUNK
5 5	HUTG-100-249AP-D HUTG-100-249EM-D	SEL Splunk-Hadoop Term +PSup100-249NdAP SEL Splunk-Hadoop Term +PSup100-249NdEM	\$5,486.54 \$4,206.92	K K	31% 31%	\$3,785.71 \$2,902.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTG-100-249US-D	SEL Splunk-Hadoop Term+PRMSup100-249NdUS	\$3,657.69	K	31%	\$2,523.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTG-10-24AN-D HUTG-10-24AP-D	SEL Splunk-Hadoop Term +PSup10-24NdAN SEL Splunk-Hadoop Term +PSup10-24NdAP	\$5,192.31 \$6,230.77	K	31% 31%	\$3,582.69 \$4,299.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTG-10-24EM-D	SEL Splunk-Hadoop Term +PSup10-24NdAP SEL Splunk-Hadoop Term +PSup10-24NdEM	\$4,776.92	K	31%	\$3,296.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-10-24US-D	SEL Splunk-Hadoop Term+PRMSup10-24NdUS	\$4,153.85	K	31%	\$2,866.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HUTG-250-499AN-D HUTG-250-499AP-D	SEL Splunk-Hadoop Term +PSup250-499NdAN SEL Splunk-Hadoop Term +PSup250-499NdAP	\$4,153.85 \$4,984.62	K	31% 31%	\$2,866.16 \$3,439.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTG-250-499EM-D	SEL Splunk-Hadoop Term +PSup250-499NdEM	\$3,821.54	ĸ	31%	\$2,636.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-250-499US-D HUTG-25-49AN-D	SEL Splunk-Hadoop Term+PRMSup250-499NdUS	\$3,323.08	K	31% 31%	\$2,292.93 \$3,438.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	HUTG-25-49AN-D	SEL Splunk-Hadoop Term +PSup25-49NdAN SEL Splunk-Hadoop Term +PSup25-49NdAP	\$4,983.46 \$5,980.38	K	31%	\$4,126.46	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-25-49EM-D	SEL Splunk-Hadoop Term +PSup25-49NdEM	\$4,584.23	K	31%	\$3,163.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTG-25-49US-D HUTG-500-999AN-D	SEL Splunk-Hadoop Term+PRMSup25-49NdUS SEL Splunk-Hadoop Term +PSup500-999NdAN	\$3,986.54 \$3.634.62	K	31% 31%	\$2,750.71 \$2,507.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTG-500-999AP-D	SEL Splunk-Hadoop Term +PSup500-999NdAP	\$4,361.54	ĸ	31%	\$3,009.46	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-500-999EM-D	SEL Splunk-Hadoop Term +PSup500-999NdEM	\$3,343.85	K	31%	\$2,307.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HUTG-500-999US-D HUTG-50-99AN-D	SEL Splunk-Hadoop Term+PRMSup500-999NdUS SEL Splunk-Hadoop Term +PSup50-99NdAN	\$2,907.69 \$4,774.62	K K	31% 31%	\$2,006.31 \$3,294.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTG-50-99AP-D	SEL Splunk-Hadoop Term +PSup50-99NdAP	\$5,728.85	ĸ	31%	\$3,952.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HUTG-50-99EM-D HUTG-50-99US-D	SEL Splunk-Hadoop Term +PSup50-99NdEM SEL Splunk-Hadoop Term+PRMSup50-99NdUS	\$4,392.69 \$3,819.23	K	31% 31%	\$3,030.96 \$2,635.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-100-199AN-D	SEL Splunk ITSI Perp Lic100-199GB/dayAN	\$865.38	K	31%	\$597.11	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-100-199AP-D	SEL Splunk ITSI Perp Lic100-199GB/dayAF	\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITP-100-199EM-D ITP-100-199US-D	SEL Splunk ITSI Perp Lic100-199GB/dayEN SEL Splunk ITSI Perp Lic100-199GB/dayUS	\$796.15 \$692.31	K K	31% 31%	\$549.34 \$477.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-10-19AN-D	SEL Splunk ITSI Perp Lic10-19GB/dayAN	\$2,596.15	K	31%	\$1,791.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITP-10-19AP-D ITP-10-19FM-D	SEL Splunk ITSI Perp Lic10-19GB/dayAF SEL Splunk ITSI Perp Lic10-19GB/dayEN	\$3,115.38 \$2,388.46	K	31% 31%	\$2,149.61 \$1,648.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-10-19US-D	SEL Splunk ITSI Perp Lic10-19GB/dayUS	\$2,076.92	K	31%	\$1,433.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-1K-1999AN-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayAN	\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITP-1K-1999AP-D ITP-1K-1999EM-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayAF SEL Splunk ITSI Perp Lic1K-1999GB/dayEN	\$519.23 \$398.08	K	31% 31%	\$358.27 \$274.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-1K-1999US-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayUS	\$346.15	ĸ	31%	\$238.84	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-200-499AN-D	SEL Splunk ITSI Perp Lic200-499GB/dayAN	\$649.62	K	31%	\$448.24 \$537.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITP-200-499AP-D ITP-200-499EM-D	SEL Splunk ITSI Perp Lic200-499GB/dayAF SEL Splunk ITSI Perp Lic200-499GB/davEN	\$778.85 \$597.69	K	31% 31%	\$537.41 \$412.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-200-499US-D	SEL Splunk ITSI Perp Lic200-499GB/dayUS	\$519.23	K	31%	\$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITP-20-49AN-D ITP-20-49AP-D	SEL Splunk ITSI Perp Lic20-49GB/dayAN SEL Splunk ITSI Perp Lic20-49GB/dayAF	\$1,947.12 \$2,336.54	K	31% 31%	\$1,343.51 \$1,612.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-20-49EM-D	SEL Splunk ITSI Perp Lic20-49GB/dayEN	\$1,791.35	K	31%	\$1,236.03	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-20-49US-D	SEL Splunk ITSI Perp Lic20-49GB/dayUS	\$1,557.69	K	31%	\$1,074.81	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITP2K-4999AN-D ITP-2K-4999AP-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayAN SEL Splunk ITSI Perp Lic2K-4999GB/dayAF	\$396.92 \$475.96	K	31% 31%	\$273.87 \$328.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-2K-4999EM-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayEN	\$364.90	ĸ	31%	\$251.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-2K-4999US-D ITP-500-999AN-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayUS SEL Splunk ITSI Perp Lic500-999GB/dayAN	\$317.31 \$468.46	K	31% 31%	\$218.94 \$323.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	ITP-500-999AN-D	SEL Splunk ITSI Perp Lic500-999GB/dayAF	\$563.08	K	31%	\$323.24	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-500-999EM-D	SEL Splunk ITSI Perp Lic500-999GB/dayEN	\$431.54	K	31%	\$297.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITP-500-999US-D ITP-50-99AN-D	SEL Splunk ITSI Perp Lic500-999GB/dayUS SEL Splunk ITSI Perp Lic50-99GB/dayAN	\$375.00 \$1,370.77	K	31% 31%	\$258.75 \$945.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-50-99AP-D	SEL Splunk ITSI Perp Lic50-99GB/dayAF	\$1,644.23	ĸ	31%	\$1,134.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-50-99EM-D ITP-50-99US-D	SEL Splunk ITSI Perp Lic50-99GB/dayEN	\$1,261.15	K	31% 31%	\$870.19	\$0.00		\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5 5	ITP-50-99US-D ITP-5K-9999AN-D	SEL Splunk ITSI Perp Lic50-99GB/dayUS SEL Splunk ITSI Perp Lic5K-9999GB/dayAN	\$1,096.15 \$361.15	K	31% 31%	\$756.34 \$249.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-5K-9999AP-D	SEL Splunk ITSI Perp Lic5K-9999GB/dayAF	\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITP-5K-9999EM-D ITP-5K-9999US-D	SEL Splunk ITSI Perp Lic5K-9999GB/dayEN SEL Splunk ITSI Perp Lic5K-9999GB/dayUS	\$332.31 \$288.46	K K	31% 31%	\$229.29 \$199.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-LIC-1000-D	SEL Splunk ITSI Perp Bucket 1000	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITP-LIC-100-D ITP-LIC-100K-D	SEL Splunk ITSI Perp Bucket 100 SEL Splunk ITSI Perp Bucket 100K	\$100.00	K	31% 31%	\$69.00 \$69.000.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-LIC-100K-D	SEL Splunk ITSI Perp Bucket 100K SEL Splunk ITSI Perp Bucket 10K	\$100,000.00 \$10,000.00	K	31%	\$6,900.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITP-LIC-1-D	SEL Splunk ITSI Perp Bucket 1	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITPU-100-199AN-D ITPU-100-199AP-D	SEL Splunk ITSI Perp UPG100-199GB/dayAN SEL Splunk ITSI Perp UPG100-199GB/dayAP	\$865.38 \$1.038.46	ĸ	31% 31%	\$597.11 \$716.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-100-199EM-D	SEL Splunk ITSI Perp UPG100-199GB/dayEM	\$796.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-100-199US-D	SEL Splunk ITSI Perp UPG100-199GB/dayUS	\$692.31	K	31%	\$477.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITPU-10-19AN-D ITPU-10-19AP-D	SEL Splunk ITSI Perp UPG10-19GB/dayAN SEL Splunk ITSI Perp UPG10-19GB/dayAF	\$2,596.15 \$3.115.38	K K	31% 31%	\$1,791.34 \$2,149.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-10-19EM-D	SEL Splunk ITSI Perp UPG10-19GB/dayEM	\$2,388.46	K	31%	\$1,648.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITPU-10-19US-D ITPU-1K-1999AN-D	SEL Splunk ITSI Perp UPG10-19GB/dayUS SEL Splunk ITSI Perp UPG1K-1999GB/dayAN	\$2,076.92 \$432.69	K	31% 31%	\$1,433.07 \$298.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-1K-1999AP-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayAF	\$432.69 \$519.23	K	31%	\$298.56 \$358.27	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITPU-1K-1999EM-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayEM	\$398.08	K	31%	\$274.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITPU-1K-1999US-D ITPU-200-499AN-D	SEL Splunk ITSI Perp UPG1K-1999GB/dayUS SEL Splunk ITSI Perp UPG200-499GB/dayAN	\$346.15 \$649.62	K	31% 31%	\$238.84 \$448.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-200-499AP-D	SEL Splunk ITSI Perp UPG200-499GB/dayAP	\$778.85	K	31%	\$537.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITPU-200-499EM-D	SEL Splunk ITSI Perp UPG200-499GB/dayEM	\$597.69	K	31%	\$412.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITPU-200-499US-D ITPU-20-49AN-D	SEL Splunk ITSI Perp UPG200-499GB/dayUS SEL Splunk ITSI Perp UPG20-49GB/dayAN	\$519.23 \$1,947.12	K K	31% 31%	\$358.27 \$1,343.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU-20-49AP-D	SEL Splunk ITSI Perp UPG20-49GB/dayAF	\$2,336.54	ĸ	31%	\$1,612.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITPU-20-49EM-D ITPU-20-49US-D	SEL Splunk ITSI Perp UPG20-49GB/dayEM SEL Splunk ITSI Perp UPG20-49GB/dayUS	\$1,791.35 \$1,557.69	K	31% 31%	\$1,236.03 \$1,074.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITPU2K-4999AN-D	SEL Splunk ITSI Perp UPG2K-4999GB/dayAN	\$396.92	K	31%	\$273.87	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5	ITPU-2K-4999AP-D	SEL Splunk ITSI Perp UPG2K-4999GB/dayAF	\$476.54	K	31%	\$328.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

Mode Proceedings Proceed						NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE				
The content of the	24112	9/41	DESCRIPTION .	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT		PROSUPPORT	DAGIO MILTI D	WTY UPG ENH TO	WTY UPG BASIC	DENEMAL	THIRD PARTY	PRODUCT
The content of the	BAND				CODE			PLUS MNT LP	LP	ENH MNT LP		LP	TO PS ENH LP	RENEWAL	PARTN	ER
Proceedings	5				K										SPLUNK SPLUNK	
Bell	5	ITPU-500-999AN-D	SEL Splunk ITSI Perp UPG500-999GB/dayAN	\$468.46	ĸ	31%	\$323.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
## 1970-00-00-00-00-00-00-00-00-00-00-00-00-0	5				K										SPLUNK SPLUNK	
This county	5				K										SPLUNK	
THE CAMPAIN SECOND TO TO TO TO TO TO TO T	5	111 0 00 00/11 0	SEL Splunk ITSI Perp UPG50-99GB/dayAN	\$1,370.77	K		\$945.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
The Property of the Property	5				K										SPLUNK SPLUNK	
The company	5				ĸ										SPLUNK	
The control of the	5				K										SPLUNK	
Time Company	5 5				K										SPLUNK SPLUNK	
THE COLOR	5				ĸ										SPLUNK	
THE TO SHAPE 1999	5				K										SPLUNK	
Time Company	5				K										SPLUNK SPLUNK	
1	5				ĸ										SPLUNK	
Fig. 1-19 Fig.					K										SPLUNK	
Time					K										SPLUNK SPLUNK	
THE			SEL Splunk ITSI Term SSup10-19GBUS		ĸ										SPLUNK	
THE CHARGE ALL SEE Search TRIT Tem South InfoREDCOMEN 1976 1976 1970	5		SEL Splunk ITSI Term SSup1K-1999GB/dayAN		K										SPLUNK	
THE CALLESTON St. Spark TET Fem Sought - Horizon St. Spark TET Fem Sought - Hor	-				K										SPLUNK SPLUNK	
THE CO-SMANLO SEE, SQUART TET THE THE STREET CONTROLLANGE SECTION SE	-				K										SPLUNK	
TITE-Co-Method Sci. Span. TIT Tem Singui-Co-Method Sci. Span. TIT Tem Singui-Co-Method Sci. Span. TIT Tem Singui-Co-Method Sci. Span. TIT Sci	5	ITTE-200-499AN-D	SEL Splunk ITSI Term SSup200-499GB/dayAN	\$266.54	K			\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK	
Time Continue	5				K										SPLUNK SPLUNK	
Time 2-2-4-9-10					K										SPLUNK	
TITE-3-49EN-D					K										SPLUNK	
STITE-0-6496-DL SEC. Speek T19 Trans Speech-0-66908 \$80.00 \$0.	5				K										SPLUNK SPLUNK	
STITE-A-GRAPH-Q SS, Spinet, 178 Tran Shight-A-GRADEN SS 100 S0 0	5				K										SPLUNK	
STITE-6-0900BM-Q SS, Sputh TID Time SS-0000 SS000					K										SPLUNK	
Time					K										SPLUNK SPLUNK	
S TITE-CO-0900AN D SEL Splant TIST Fem Support Opticities Sel Splant T	5				K										SPLUNK	
STITE-50-090EMD SEL Splank TIST HEM SQUEGO-090EMBUFF \$19.57 K \$1% \$10.00 \$			SEL Splunk ITSI Term SSup500-999GB/dayAN	\$201.92											SPLUNK	
S TITE-50-09003-D SEL Splank TIST Imm Saupho-09005040/S SEL Splank TIS					K										SPLUNK SPLUNK	
Section Sect					K										SPLUNK	
STITE-6-0969A-D SEL Splant RTS TERM SQLOG-09606/app(s) \$0.00 \$			SEL Splunk ITSI Term SSup50-99GB/dayAN		K										SPLUNK	
THE-GROUND SEL Splant RTS Tem Splay GROSCHAGUE \$434.6 K 31% \$102.7 \$0.00 \$0.	-				K										SPLUNK SPLUNK	
STITE-K-M-0999A-D SEL Splack ITST Time SSup-K-9990GBidesyAP \$216.00 \$1.00 \$0	-				ĸ										SPLUNK	
TITE-64-09998-LD SE, Splank ITS Tem Sepi6-6-9990868/brg/S \$144.27 K \$314 \$14.00 \$10.00 \$0.0	5	ITTE-5K-9999AN-D	SEL Splunk ITSI Term SSup5K-9999GB/dayAN	\$180.00	K			\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK	
TITE-64-0999US-D SEL Splank ITSI Term PSup64-09990EBdatyAF \$230.0	5				K										SPLUNK SPLUNK	
First -	-														SPLUNK	
TITC-14-1999EMD SEL, Splank TIST Tem PSup14-1999GEMdayEM \$122.31	5	ITTG-1K-1999AN-D	SEL Splunk ITSI Term PSup1K-1999GB/dayAN	\$230.77	K	31%	\$159.23		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
TITC-16-1990LAD SEL Splank ITST Tem PSught-19990GBddqyAP S22-16-16 S24-16-16-16-16-16-16-16-16-16-16-16-16-16-					K										SPLUNK SPLUNK	
TITG_2K-4999EAP-D SEL Splunk ITSI Tem PSug02K-4999CBiddyeV \$205.38 K 31% \$116.51					K										SPLUNK	
TITG-267-4999UND SEL Splunk ITSI Tem PSuga24-4999GBddys S78.85 K 31% S141.71 30.00 30.00 30.00 30.00 30.00 30.00 30.00 50.00	5				K										SPLUNK	
TITG-GR-4998U-D SEL Splunk TIST Term PSuppC-49996Glady N	5				K										SPLUNK SPLUNK	
Fire	5				K										SPLUNK	
TITG-500-999EM-D SEL Spluink TIST Tem PSpi500-9999GladgeVM \$226.15 K 31% \$156.04 \$0.00	-		SEL Splunk ITSI Term PSup500-999GB/dayAN												SPLUNK	
Fig. 1775-00.999U.S.D. SEL. Splunk ITSI Tem Pspup500-099GBCBdayAV S216.95 k. S146.67 S.0.0	5				K										SPLUNK SPLUNK	
TITG-5K-9999AN-D	5				K										SPLUNK	
TITG-5K-9999BM-D SEL Splunk ITSI Tem PSup5K-9999GBidayEV \$117.08 K 31% \$137.74 \$0.00	5		SEL Splunk ITSI Term PSup5K-9999GB/dayAN		K										SPLUNK	
For ITT-GS-G-9999US-D SEL Splunk ITS1 Tem PSupEx-9999GBIdayUS S173.08 K 31% \$19.43 \$0.00 \$0.	5				K										SPLUNK SPLUNK	
TT-PRM-100-D	5		SEL Splunk ITSI Term PSup5K-9999GB/dayUS		ĸ		\$119.43								SPLUNK	
TITLE PRIME - TO FIGURE SEL Splumk TIST Term PrimSup Buck 100K \$10,000.00 K 31% \$89,000.00 \$0.00	5	ITT-PRM-1000-D	SEL Splunk ITSI Term PrmSup Buck 1000	\$1,000.00	K		\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
TT-PRM-10K-D SEL Splunk TSI TEPM PSUP Bluck 10K 110,000.00 K 11% \$6,900.00 \$0.00	5 5				K										SPLUNK SPLUNK	
TT-PRM-1-D SEL Splunk TSI Tem PimSup Buck 100 110,000	5	ITT-PRM-10K-D	SEL Splunk ITSI Term PrmSup Buck 10K		ĸ	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
TT-STD-100-D SEL Splunk TSI Tem SidSup Buck 100	5			\$1.00	K										SPLUNK	
STITESTD-100k-D SEL Splunk ITST term StiSup Buck 100K \$100,000 00 K 31% \$89,000 00 \$0.	5				K										SPLUNK SPLUNK	
TTT-ESTD-10Pc SEL Splunk TSTE TSTD-14D SEL Splunk TSTD-14D	5				ĸ										SPLUNK	
TITLES-1000AN-D SEL Splunk T TERMIPG SSup Buck 1000AN \$1,000.0 K 31% \$890.00 \$	5			\$10,000.00	K		\$6,900.00							\$0.00	SPLUNK	
5 ITTU-ES-1000AP-D SEL Splunk IT TermUPG SSup Buck 10000E \$1,000.00 K 31% \$890.00 \$0.00	5		SEL SPIUNK ITSI Term StdSup Buck 1 SEL Splunk IT Term IPG SSup Buck 1000AN		K										SPLUNK SPLUNK	
5 ITTU-ES-100EM-D SEL Splunk IT TermUPG SSup Buck 1000EM \$1,000.00 K 31% \$890.00 \$0.	5			\$1,000.00	K	31%	\$690.00		77.77	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK	
5 ITTU-ES-100AN-D SEL Splunk IT TermUPG SSup Buck 100AN \$100.00 K 31% \$69.00 \$0.00 \$	5		SEL Splunk IT TermUPG SSup Buck 1000EM	\$1,000.00			\$690.00						\$0.00	\$0.00	SPLUNK	
5 ITTU-ES-100AP-D SEL Splunk II TermUPG SSup Buck 100AP \$100.00 K 31% \$89.00 \$0.00 \$	5				K										SPLUNK SPLUNK	
5 ITTU-ES-100EM-D SEL Splunk IT TermUPG SSup Buck 100EM \$100.00 K 31% \$89.00 \$0.00 \$	5				K										SPLUNK	
5 ITTU-ES-1AN-D SEL Splunk II TermUPG SSup Buck 1AN \$1.00 K 31% \$0.69 \$0.00	5		SEL Splunk IT TermUPG SSup Buck 100EN	\$100.00	K		\$69.00				\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ITTU-ES-1AP-D SEL Splunk IT TermUPG SSup Buck AP \$1.00 K 31% \$0.69 \$0.00	5				K										SPLUNK SPLUNK	
5 ITTU-ES-1EM-D SEL Splunk IT TermUPG SSup Buck 1EM \$1.00 K 31% \$0.69 \$0.00	5 5				K K										SPLUNK SPLUNK	
5 ITTU-GS-1000AN-D SEL Splunk IT TermUPG PSup Buck 1000AN \$1,000.00 K 31% \$690.00 \$0	5	ITTU-ES-1EM-D	SEL Splunk IT TermUPG SSup Buck 1EM	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ITTU-GS-1000AP-D SEL Splunk IT TermUPG PSup Buck 1000AP \$1,000.00 K 31% \$690.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5		SEL Splunk IT TermUPG SSup Buck 1US		K										SPLUNK	
	5				K K										SPLUNK SPLUNK	
	5	ITTU-GS-1000EM-D	SEL Splunk IT TermUPG PSup Buck 1000EM	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ITTU-GS-1000US-D SEL Splunk IT TermUPG PSup Buck 1000US \$1,000.00 K 31% \$690.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5		SEL Splunk IT TermUPG PSup Buck 1000US	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	
5 ITTU-GS-100AN-D SEL Splunk IT TermUPG PSup Buck 100AN \$100.00 K 31% \$69.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5	1110-G5-100AN-D	SEL SPIURKTI TERMUPG PSUP BUCK TUUAN	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK	

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	ITTU-GS-100AP-D ITTU-GS-100EM-D	SEL Splunk IT TermUPG PSup Buck 100AP SEL Splunk IT TermUPG PSup Buck 100EN	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-100US-D	SEL Splunk IT TermUPG PSup Buck 100US	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTU-GS-1AN-D ITTU-GS-1AP-D	SEL Splunk IT TermUPG PSup Buck 1AN SEL Splunk IT TermUPG PSup Buck 1AP	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-1AF-D	SEL Splunk IT TermUPG PSup Buck 1EM	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-GS-1US-D	SEL Splunk IT TermUPG PSup Buck 1US	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITTUS-1K-1999-EM ITTUS-2K-4999-EM	SEL Splunk IT TRU SSup1K-1999GB/dayEN SEL Splunk IT TRU SSup2K-4999GB/dayEN	\$178.85 \$173.08	K K	31% 31%	\$123.41 \$119.43	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTUS-500-999-EM	SEL Splunk IT TRU SSup500-999GB/dayEN	\$185.77	K	31%	\$128.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITTUS-5K-9999-EM SEP-100-199AN-D	SEL Splunk IT TRU SSup5K-9999GB/dayEN	\$166.15 \$2.163.46	K	31% 31%	\$114.64 \$1 492 79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-100-199AP-D	SEL Splunk Ent Perp Lic 100-199GB/day AN SEL Splunk Ent Perp Lic 100-199GB/day AF	\$2,103.46	ĸ	31%	\$1,791.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEP-100-199EM-D	SEL Splunk Ent Perp Lic 100-199GB/day EM	\$1,990.38	K	31%	\$1,373.36	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEP-100-199US-D SEP-10-19AN-D	SEL Splunk Ent Perp Lic 100-199GB/day US SEL Splunk Ent Perp Lic 10-19GB/dayAN	\$1,730.77 \$3,605.77	K K	31% 31%	\$1,194.23 \$2,487.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-10-19AP-D	SEL Splunk Ent Perp Lic 10-19GB/dayAF	\$4,326.92	K	31%	\$2,985.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEP-10-19EM-D SEP-10-19US-D	SEL Splunk Ent Perp Lic 10-19GB/dayEM SEL Splunk Ent Perp Lic 10-19GB/dayUS	\$3,317.31 \$2,884.62	K	31% 31%	\$2,288.94 \$1,990.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-1K-1999AN-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$1,730.77	ĸ	31%	\$1,194.23	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	SEP-1K-1999AP-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AP	\$2,076.92	K	31%	\$1,433.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEP-1K-1999EM-D SEP-1K-1999US-D	SEL Splunk Ent Perp Lic 1K-1999GB/day EN SEL Splunk Ent Perp Lic 1K-1999GB/day US	\$1,592.31 \$1.384.62	K K	31% 31%	\$1,098.69 \$955.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-200-499AN-D	SEL Splunk Ent Perp Lic 200-499GB/day AN	\$2,019.23	K	31%	\$1,393.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEP-200-499AP-D SEP-200-499EM-D	SEL Splunk Ent Perp Lic 200-499GB/day AF SEL Splunk Ent Perp Lic 200-499GB/day EM	\$2,423.08 \$1,857.69	K	31% 31%	\$1,671.93 \$1,281.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-200-499US-D	SEL Splunk Ent Perp Lic 200-499GB/day US	\$1,615.38	ĸ	31%	\$1,114.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEP-20-49AN-D SEP-20-49AP-D	SEL Splunk Ent Perp Lic 20-49GB/dayAN	\$3,245.19	K	31% 31%	\$2,239.18 \$2,687.02	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5 5	SEP-20-49AP-D SEP-20-49EM-D	SEL Splunk Ent Perp Lic 20-49GB/dayAF SEL Splunk Ent Perp Lic 20-49GB/dayEM	\$3,894.23 \$2,985.58	K	31% 31%	\$2,687.02 \$2,060.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-20-49US-D	SEL Splunk Ent Perp Lic 20-49GB/dayUS	\$2,596.15	K	31%	\$1,791.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEP-2K-4999AN-D SEP-2K-4999AP-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayAN SEL Splunk Ent Perp Lic 2K-4999GB/dayAF	\$1,586.54 \$1.903.85	K	31% 31%	\$1,094.71 \$1,313.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-2K-4999EM-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayEM	\$1,459.62	ĸ	31%	\$1,007.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEP-2K-4999US-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayUS SEL Splunk Ent Perp Lic 500-999GB/day AN	\$1,269.23	K	31% 31%	\$875.77	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	SEP-500-999AN-D SEP-500-999AP-D	SEL Splunk Ent Perp Lic 500-999Gb/day AR SEL Splunk Ent Perp Lic 500-999GB/day AF	\$1,875.00 \$2,250.00	K	31%	\$1,293.75 \$1,552.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-500-999EM-D	SEL Splunk Ent Perp Lic 500-999GB/day EM	\$1,725.00	K	31%	\$1,190.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEP-500-999US-D SEP-50-99AN-D	SEL Splunk Ent Perp Lic 500-999GB/day US SEL Splunk Ent Perp Lic 50-99GB/day AN	\$1,500.00 \$2,740.38	K	31% 31%	\$1,035.00 \$1,890.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-50-99AP-D	SEL Splunk Ent Perp Lic 50-99GB/day AF	\$3,288.46	ĸ	31%	\$2,269.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEP-50-99EM-D SEP-50-99US-D	SEL Splunk Ent Perp Lic 50-99GB/day EN SEL Splunk Ent Perp Lic 50-99GB/day US	\$2,521.15 \$2.192.31	K	31% 31%	\$1,739.59 \$1,512.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-5K-9999AN-D	SEL Splunk Ent Perp Lic 50-999GB/dayAN	\$1,442.31	K	31%	\$995.19	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEP-5K-9999AP-D	SEL Splunk Ent Perp Lic 5K-9999GB/dayAP	\$1,730.77	K	31%	\$1,194.23	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SEP-5K-9999EM-D SEP-5K-9999US-D	SEL Splunk Ent Perp Lic 5K-9999GB/dayEM SEL Splunk Ent Perp Lic 5K-9999GB/dayUS	\$1,326.92 \$1,153.85	K K	31% 31%	\$915.57 \$796.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-LIC-1000-D	SEL Splunk Ent Perp Bucket 1000	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEP-LIC-100-D SEP-LIC-100K-D	SEL Splunk Ent Perp Bucket 100 SEL Splunk Ent Perp Bucket 100K	\$100.00 \$100,000.00	K	31% 31%	\$69.00 \$69,000.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-LIC-100K-D	SEL Splunk Ent Perp Bucket 10K	\$10,000.00	K	31%	\$6,900.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEP-LIC-1-D	SEL Splunk Ent Perp Bucket 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEPU-100-199AN-D SEPU-100-199AP-D	SEL Splunk Ent Perp UPG 100-199GB/dayAN SEL Splunk Ent Perp UPG 100-199GB/dayAP	\$2,163.46 \$2,596.15	K	31% 31%	\$1,492.79 \$1,791.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-100-199EM-D	SEL Splunk Ent Perp UPG 100-199GB/dayEM	\$1,990.38	K	31%	\$1,373.36	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5 5	SEPU-100-199US-D SEPU-10-19AN-D	SEL Splunk Ent Perp UPG 100-199GB/dayUS SEL Splunk Ent Perp UPG 10-19GB/dayAN	\$1,730.77 \$3.605.77	K	31% 31%	\$1,194.23 \$2 487.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-10-19AP-D	SEL Splunk Ent Perp UPG 10-19GB/dayAP	\$4,326.92	ĸ	31%	\$2,985.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEPU-10-19EM-D SEPU-10-19US-D	SEL Splunk Ent Perp UPG 10-19GB/dayEM SEL Splunk Ent Perp UPG 10-19GB/dayUS	\$3,317.31 \$2,884.62	K	31% 31%	\$2,288.94 \$1,990.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	SEPU-1K-1999AN-D	SEL Splunk Ent Perp UPG 16-1999GB/dayAN	\$1,730.77	K	31%	\$1,990.39	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	SEPU-1K-1999AP-D	SEL Splunk Ent Perp UPG 1K-1999GB/dayAP	\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-1K-1999EM-D SEPU-1K-1999US-D	SEL Splunk Ent Perp UPG 1K-1999GB/dayEM SEL Splunk Ent Perp UPG 1K-1999GB/dayUS	\$1,592.31 \$1,384.62	K K	31% 31%	\$1,098.69 \$955.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-200-499AN-D	SEL Splunk Ent Perp UPG 200-499GB/dayAN	\$2,019.23	ĸ	31%	\$1,393.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-200-499AP-D SEPU-200-499EM-D	SEL Splunk Ent Perp UPG 200-499GB/dayAP SEL Splunk Ent Perp UPG 200-499GB/dayEM	\$2,423.08 \$1.857.69	K	31% 31%	\$1,671.93 \$1,281.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-200-499US-D	SEL Splunk Ent Perp UPG 200-499GB/dayUS	\$1,615.38	ĸ	31%	\$1,114.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEPU-20-49AN-D SEPU-20-49AP-D	SEL Splunk Ent Perp UPG 20-49GB/dayAN SEL Splunk Ent Perp UPG 20-49GB/dayAP	\$3,245.19 \$3,894.23	K	31% 31%	\$2,239.18 \$2,687.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	SEPU-20-49AP-D SEPU-20-49EM-D	SEL Splunk Ent Perp UPG 20-49GB/dayAP SEL Splunk Ent Perp UPG 20-49GB/dayEM	\$3,894.23 \$2,985.58	K	31%	\$2,060.05	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEPU-20-49US-D	SEL Splunk Ent Perp UPG 20-49GB/dayUS	\$2,596.15	K	31%	\$1,791.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEPU-2K-4999AN-D SEPU-2K-4999AP-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayAN SEL Splunk Ent Perp UPG 2K-4999GB/dayAP	\$1,586.54 \$1,903.85	K K	31% 31%	\$1,094.71 \$1,313.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-2K-4999EM-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayEM	\$1,459.62	ĸ	31%	\$1,007.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEPU-2K-4999US-D SEPU-500-999AN-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayUS SEL Splunk Ent Perp UPG 500-999GB/dayAN	\$1,269.23 \$1.875.00	K	31% 31%	\$875.77 \$1,293.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-500-999AN-D SEPU-500-999AP-D	SEL Splunk Ent Perp UPG 500-999GB/dayAP	\$1,875.00	K	31%	\$1,293.75 \$1,552.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEPU-500-999EM-D	SEL Splunk Ent Perp UPG 500-999GB/dayEM	\$1,725.00	K	31%	\$1,190.25	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPLUNK
5 5	SEPU-500-999US-D SEPU-50-99AN-D	SEL Splunk Ent Perp UPG 500-999GB/dayUS SEL Splunk Ent Perp UPG 50-99GB/dayAN	\$1,500.00 \$2,740.38	K K	31% 31%	\$1,035.00 \$1,890.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-50-99AP-D	SEL Splunk Ent Perp UPG 50-99GB/dayAP	\$3,288.46	ĸ	31%	\$2,269.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-50-99EM-D SEPU-50-99US-D	SEL Splunk Ent Perp UPG 50-99GB/dayEM SEL Splunk Ent Perp UPG 50-99GB/dayUS	\$2,521.15 \$2,192.31	K	31% 31%	\$1,739.59 \$1,512.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-50-990S-D SEPU-5K-9999AN-D	SEL Splunk Ent Perp UPG 50-99GB/dayUS SEL Splunk Ent Perp UPG 5K-9999GB/dayAN	\$2,192.31 \$1,442.31	K	31%	\$1,512.69 \$995.19	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	SEPU-5K-9999AP-D	SEL Splunk Ent Perp UPG 5K-9999GB/dayAP	\$1,730.77	K	31%	\$1,194.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-5K-9999EM-D SEPU-5K-9999US-D	SEL Splunk Ent Perp UPG 5K-9999GB/dayEM SEL Splunk Ent Perp UPG 5K-9999GB/dayUS	\$1,153.85 \$1,153.85	K	31% 31%	\$796.16 \$796.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-100-199AN-D	SEL Splunk Ent TermL SSup100-199GB/dayAN	\$865.38	ĸ	31%	\$597.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-100-199AP-D SETE-100-199EM-D	SEL Splunk Ent TermL SSup100-199GB/dayAF SEL Splunk Ent TermL SSup100-199GB/dayEM	\$1,038.46 \$796.15	K	31% 31%	\$716.54 \$549.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-100-199US-D	SEL Splunk Ent TermL SSup100-199GB/dayUS	\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETE-10-19AN-D	SEL Splunk Ent TermL SSup10-19GB/dayAN	\$1,442.31	K	31%	\$995.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	SETE-10-19AP-D SETE-10-19EM-D	SEL Splunk Ent TermL SSup10-19GB/dayAF SEL Splunk Ent TermL SSup10-19GB/dayEN	\$1,730.77 \$1,326.92	K K	31% 31%	\$1,194.23 \$915.57	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-10-19US-D	SEL Splunk Ent TermL SSup10-19GB/dayUS	\$1,153.85	K	31%	\$796.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-1K-1999AN-D SETE-1K-1999AP-D	SEL Splunk Ent TermL SSup1K-1999GB/dayAN SEL Splunk Ent TermL SSup1K-1999GB/dayAP	\$778.85 \$934.62	K	31% 31%	\$537.41 \$644.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-1K-1999EM-D	SEL Splunk Ent TermL SSup1K-1999GB/dayEN	\$716.54	K	31%	\$494.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-1K-1999US-D SETE-200-499AN-D	SEL Splunk Ent TermL SSup1K-1999GB/dayUS SEL Splunk Ent TermL SSup200-499GB/dayAN	\$623.08 \$836.54	K K	31% 31%	\$429.93 \$577.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-200-499AP-D	SEL Splunk Ent TermL SSup200-499GB/dayAF	\$1,003.85	K	31%	\$692.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-200-499EM-D SETE-200-499US-D	SEL Splunk Ent TermL SSup200-499GB/dayEM SEL Splunk Ent TermL SSup200-499GB/dayUS	\$769.62 \$669.23	K K	31% 31%	\$531.04 \$461.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-20-49AN-D	SEL Splunk Ent TermL SSup20-49GB/dayAN	\$1,298.08	K	31%	\$895.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-20-49AP-D SETE-20-49EM-D	SEL Splunk Ent TermL SSup20-49GB/dayAF SEL Splunk Ent TermL SSup20-49GB/dayEN	\$1,557.69 \$1,194.23	K K	31% 31%	\$1,074.81 \$824.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-20-49US-D	SEL Splunk Ent TermL SSup20-49GB/dayUS	\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETE-2K-4999AN-D SETE-2K-4999AP-D	SEL Splunk Ent TermL SSup2K-4999GB/dayAN SEL Splunk Ent TermL SSup2K-4999GB/dayAP	\$750.00 \$900.00	K	31% 31%	\$517.50 \$621.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-2K-4999EM-D	SEL Splunk Ent TermL SSup2K-4999GB/dayEN	\$690.00	ĸ	31%	\$476.10	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETE-2K-4999US-D SETE-500-999AN-D	SEL Splunk Ent TermL SSup2K-4999GB/dayUS SEL Splunk Ent TermL SSup500-999GB/davAN	\$600.00 \$807.69	K	31% 31%	\$414.00 \$557.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-500-999AP-D	SEL Splunk Ent TermL SSup500-999GB/dayAF	\$969.23	K	31%	\$668.77	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETE-500-999EM-D SETE-500-999US-D	SEL Splunk Ent TermL SSup500-999GB/dayEM	\$743.08 \$646.15	K	31% 31%	\$512.73 \$445.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-50-99AN-D	SEL Splunk Ent TermL SSup500-999GB/dayUS SEL Splunk Ent TermL SSup50-99GB/dayAN	\$1,096.15	ĸ	31%	\$756.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SETE-50-99AP-D	SEL Splunk Ent TermL SSup50-99GB/dayAF	\$1,315.38	K	31%	\$907.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETE-50-99EM-D SETE-50-99US-D	SEL Splunk Ent TermL SSup50-99GB/dayEN SEL Splunk Ent TermL SSup50-99GB/dayUS	\$1,008.46 \$876.92	K	31% 31%	\$695.84 \$605.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-5K-9999AN-D	SEL Splunk Ent TermL SSup5K-9999GB/dayAN	\$721.15	K	31%	\$497.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETE-5K-9999AP-D SETE-5K-9999EM-D	SEL Splunk Ent TermL SSup5K-9999GB/dayAP SEL Splunk Ent TermL SSup5K-9999GB/dayEN	\$865.38 \$663.46	K K	31% 31%	\$597.11 \$457.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-5K-9999US-D	SEL Splunk Ent TermL SSup5K-9999GB/dayUS	\$576.92	K	31%	\$398.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETG-1K-1999AN-D SETG-1K-1999AP-D	SEL Splunk Ent TermL PSup1K-1999GB/dayAN SEL Splunk Ent TermL PSup1K-1999GB/dayAP	\$938.08 \$1,125.00	K K	31% 31%	\$647.28 \$776.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETG-1K-1999EM-D	SEL Splunk Ent TermL PSup1K-1999GB/dayEN	\$863.08	K	31%	\$595.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETG-1K-1999US-D SETG-2K-4999AN-D	SEL Splunk Ent TermL PSup1K-1999GB/dayUS SEL Splunk Ent TermL PSup2K-4999GB/dayAN	\$750.00 \$901.15	K	31% 31%	\$517.50 \$621.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETG-2K-4999AP-D	SEL Splunk Ent TermL PSup2K-4999GB/dayAP	\$1,082.31	ĸ	31%	\$746.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETG-2K-4999EM-D SETG-2K-4999US-D	SEL Splunk Ent TermL PSup2K-4999GB/dayEN SEL Splunk Ent TermL PSup2K-4999GB/dayUS	\$829.62 \$721.15	K	31% 31%	\$572.44 \$497.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETG-500-999AN-D	SEL Splunk Ent TermL PSup500-999GB/dayAN	\$966.92	ĸ	31%	\$667.17	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETG-500-999AP-D SETG-500-999EM-D	SEL Splunk Ent TermL PSup500-999GB/dayAF	\$1,159.62 \$889.62	K	31% 31%	\$800.14 \$613.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETG-500-999US-D	SEL Splunk Ent TermL PSup500-999GB/dayEM SEL Splunk Ent TermL PSup500-999GB/dayUS	\$773.08	ĸ	31%	\$533.43	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SETG-5K-9999AN-D	SEL Splunk Ent TermL PSup5K-9999GB/dayAN	\$865.38	K	31%	\$597.11	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5 5	SETG-5K-9999AP-D SETG-5K-9999EM-D	SEL Splunk Ent TermL PSup5K-9999GB/dayAP SEL Splunk Ent TermL PSup5K-9999GB/dayEN	\$1,038.46 \$796.15	K	31% 31%	\$716.54 \$549.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	SETG-5K-9999US-D	SEL Splunk Ent TermL PSup5K-9999GB/dayUS	\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SET-PRM-1000-D SET-PRM-100-D	SEL Splunk Ent Term PrmSup Buck 1000 SEL Splunk Ent Term PrmSup Buck 100	\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SET-PRM-100K-D	SEL Splunk Ent Term PrmSup Buck 100K	\$100,000.00	K	31%	\$69,000.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SET-PRM-10K-D SET-PRM-1-D	SEL Splunk Ent Term PrmSup Buck 10K SEL Splunk Ent Term PrmSup Buck 1	\$10,000.00 \$1.00	K K	31% 31%	\$6,900.00 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SET-STD-1000-D	SEL Splunk Ent Term StdSup Buck 1000	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SET-STD-100-D SET-STD-100K-D	SEL Splunk Ent Term StdSup Buck 100 SEL Splunk Ent Term StdSup Buck 100K	\$100.00 \$100,000.00	K	31% 31%	\$69.00 \$69,000.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SET-STD-10K-D	SEL Splunk Ent Term StdSup Buck 10K	\$10,000.00	ĸ	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SET-STD-1-D SETU-ES-1000AN-D	SEL Splunk Ent Term StdSup Buck 1 SEL Splunk Ent TermUPG SSup Buck 1000AN	\$1.00 \$1,000.00	K	31% 31%	\$0.69 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-ES-1000AP-D	SEL Splunk Ent TermUPG SSup Buck 1000AP	\$1,000.00	ĸ	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1000EM-D	SEL Splunk Ent TermUPG SSup Buck 1000EM	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SETU-ES-1000US-D SETU-ES-100AN-D	SEL Splunk Ent TermUPG SSup Buck 1000US SEL Splunk Ent TermUPG SSup Buck 100AN	\$1,000.00 \$100.00	K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5 5	SETU-ES-100AP-D SETU-ES-100EM-D	SEL Splunk Ent TermUPG SSup Buck 100AP SEL Splunk Ent TermUPG SSup Buck 100EM	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-ES-100US-D	SEL Splunk Ent TermUPG SSup Buck 100US	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1AN-D SETU-ES-1AP-D	SEL Splunk Ent TermUPG SSup Buck 1AN SEL Splunk Ent TermUPG SSup Buck 1AP	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	SETU-ES-1AP-D SETU-ES-1EM-D	SEL Splunk Ent TermUPG SSup Buck 1AP SEL Splunk Ent TermUPG SSup Buck 1EM	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-ES-1US-D	SEL Splunk Ent TermUPG SSup Buck 1US	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETU-GS-1000AN-D SETU-GS-1000AP-D	SEL Splunk Ent TermUPG PSup Buck 1000AN SEL Splunk Ent TermUPG PSup Buck 1000AP	\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-GS-1000EM-D	SEL Splunk Ent TermUPG PSup Buck 1000EM	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETU-GS-1000US-D SETU-GS-100AN-D	SEL Splunk Ent TermUPG PSup Buck 1000US SEL Splunk Ent TermUPG PSup Buck 100AN	\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-GS-100AP-D	SEL Splunk Ent TermUPG PSup Buck 100AP	\$100.00	ĸ	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETU-GS-100EM-D SETU-GS-100US-D	SEL Splunk Ent TermUPG PSup Buck 100EM SEL Splunk Ent TermUPG PSup Buck 100US	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-GS-1AN-D	SEL Splunk Ent TermUPG PSup Buck 1AN	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1AP-D SETU-GS-1EM-D	SEL Splunk Ent TermUPG PSup Buck 1AP SEL Splunk Ent TermUPG PSup Buck 1EM	\$1.00 \$1.00	K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-GS-1US-D	SEL Splunk Ent TermUPG PSup Buck 1US	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETUS-1K-1999-EM SETUS-2K-4999-EM	SEL Splunk Ent TRU SSup1K-1999GB/dayEM SEL Splunk Ent TRU SSup2K-4999GB/dayEM	\$716.54 \$690.00	K	31% 31%	\$494.41 \$476.10	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETUS-500-999-EM	SEL Splunk Ent TRU SSup500-999GB/dayEM	\$743.08	K	31%	\$512.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SETUS-5K-9999-EM VMP-100GB-AN-D	SEL Splunk Ent TRU SSup5K-9999GB/dayEM SEL Splunk VM Perp Lic 21-100GB/dayAN	\$663.46 \$28,846.15	K	31% 31%	\$457.79 \$19,903.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-100GB-AP-D	SEL Splunk VM Perp Lic 21-100GB/dayAP	\$34,615.38	K	31%	\$23,884.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	VMP-100GB-EM-D	SEL Splunk VM Perp Lic 21-100GB/dayEM	\$26,538.46	K	31%	\$18,311.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	VMP-100GB-US-D VMP-101GB-AN-D	SEL Splunk VM Perp Lic 21-100GB/dayUS SEL Splunk VM Perp Lic 101+GB/dayAN	\$23,076.92 \$50,480.77	K	31% 31%	\$15,923.07 \$34,831.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-101GB-AP-D	SEL Splunk VM Perp Lic 101+GB/dayAP	\$60,576.92	K	31%	\$41,798.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMP-101GB-EM-D VMP-101GB-US-D	SEL Splunk VM Perp Lic 101+GB/dayEM SEL Splunk VM Perp Lic 101+GB/dayUS	\$46,442.31 \$40,384.62	K K	31% 31%	\$32,045.19 \$27,865.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
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					NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VMP-20GB-AN-D	SEL Splunk VM Perp Lic 6-20GB/dayAN	\$14,423.08	К	31%	\$9,951.93	\$0.00	LP \$0.00		\$0.00	LP \$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMP-20GB-AP-D VMP-20GB-EM-D	SEL Splunk VM Perp Lic 6-20GB/dayAP SEL Splunk VM Perp Lic 6-20GB/dayEM	\$17,307.69 \$13,269.23	K K	31% 31%	\$11,942.31 \$9,155.77	\$0.00 \$0.00							SPLUNK SPLUNK
5	VMP-20GB-US-D	SEL Splunk VM Perp Lic 6-20GB/dayUS	\$11,538.46	K	31%	\$7,961.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMP-5GB-AN-D VMP-5GB-AP-D	SEL Splunk VM Perp Lic 1-5GB/dayAN SEL Splunk VM Perp Lic 1-5GB/dayAF	\$7,211.54 \$8.653.85	K	31% 31%	\$4,975.96 \$5.971.16	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-5GB-EM-D	SEL Splunk VM Perp Lic 1-5GB/dayEM	\$6,634.62	ĸ	31%	\$4,577.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMP-5GB-US-D VMTE-100GB-AN-D	SEL Splunk VM Perp Lic 1-5GB/dayUS SEL Splunk VM Term SSup 21-100GB/dayAN	\$5,769.23 \$11,538.46	K	31% 31%	\$3,980.77 \$7,961.54	\$0.00 \$0.00			\$0.00 \$0.00				SPLUNK SPLUNK
5	VMTE-100GB-AP-D	SEL Splunk VM Term SSup 21-100GB/dayAP	\$13,846.15	ĸ	31%	\$9,553.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMTE-100GB-EM-D VMTE-100GB-US-D	SEL Splunk VM Term SSup 21-100GB/dayEM SEL Splunk VM Term SSup 21-100GB/dayUS	\$10,615.38 \$9,230.77	K	31% 31%	\$7,324.61 \$6,369.23	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTE-101GB-AN-D	SEL Splunk VM Term SSup 101+GB/dayAN	\$26,899.04	ĸ	31%	\$18,560.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMTE-101GB-AP-D VMTE-101GB-EM-D	SEL Splunk VM Term SSup 101+GB/dayAP SEL Splunk VM Term SSup 101+GB/dayEM	\$32,278.85 \$24,747.12	K	31% 31%	\$22,272.41 \$17,075.51	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTE-101GB-US-D	SEL Splunk VM Term SSup 101+GB/dayUS	\$21,519.23	K	31%	\$14,848.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMTE-20GB-AN-D VMTE-20GB-AP-D	SEL Splunk VM Term SSup 6-20GB/dayAN SEL Splunk VM Term SSup 6-20GB/dayAP	\$5,769.23 \$6,923.08	K K	31% 31%	\$3,980.77 \$4,776.93	\$0.00 \$0.00			\$0.00 \$0.00				SPLUNK SPLUNK
5	VMTE-20GB-EM-D	SEL Splunk VM Term SSup 6-20GB/dayEM	\$5,307.69	К	31%	\$3,662.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMTE-20GB-US-D VMTE-5GB-AN-D	SEL Splunk VM Term SSup 6-20GB/dayUS SEL Splunk VM Term SSup 1-5GB/dayAN	\$4,615.38 \$2.884.62	K K	31% 31%	\$3,184.61 \$1.990.39	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTE-5GB-AP-D	SEL Splunk VM Term SSup 1-5GB/dayAF	\$3,461.54	K	31%	\$2,388.46	\$0.00							SPLUNK
5 5	VMTE-5GB-EM-D VMTE-5GB-US-D	SEL Splunk VM Term SSup 1-5GB/dayEM SEL Splunk VM Term SSup 1-5GB/dayUS	\$2,653.85 \$2,307.69	K K	31% 31%	\$1,831.16 \$1,592.31	\$0.00 \$0.00							SPLUNK SPLUNK
5	VMTG-100GB-AN-D	SEL Splunk VM Term PSup 21-100GB/dayAN	\$13,846.15	K	31%	\$9,553.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMTG-100GB-AP-D VMTG-100GB-EM-D	SEL Splunk VM Term PSup 21-100GB/dayAP SEL Splunk VM Term PSup 21-100GB/dayEM	\$16,615.38 \$12,738.46	K K	31% 31%	\$11,464.61 \$8,789.54	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTG-100GB-US-D	SEL Splunk VM Term PSup 21-100GB/dayUS	\$11,076.92	K	31%	\$7,643.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	VMTG-101GB-AN-D VMTG-101GB-AP-D	SEL Splunk VM Term PSup 101+GB/dayAN SEL Splunk VM Term PSup 101+GB/dayAP	\$32,278.85 \$38,734.62	K	31% 31%	\$22,272.41 \$26,726.89	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTG-101GB-EM-D VMTG-101GB-US-D	SEL Splunk VM Term PSup 101+GB/dayEM SEL Splunk VM Term PSup 101+GB/dayUS	\$29,696.54 \$25,823.08	K	31% 31%	\$20,490.61 \$17,817.93	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5	VMTG-101GB-05-D VMTG-20GB-AN-D	SEL Splunk VM Term PSup 101+GB/day0S SEL Splunk VM Term PSup 6-20GB/dayAN	\$25,823.08 \$6,923.08	K	31%	\$17,817.93 \$4,776.93	\$0.00							SPLUNK
5	VMTG-20GB-AP-D	SEL Splunk VM Term PSup 6-20GB/dayAP	\$8,307.69 \$6,369.23	K	31% 31%	\$5,732.31 \$4,394.77	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5 5	VMTG-20GB-EM-D VMTG-20GB-US-D	SEL Splunk VM Term PSup 6-20GB/dayEM SEL Splunk VM Term PSup 6-20GB/dayUS	\$5,538.46	K	31%	\$4,394.77 \$3,821.54	\$0.00			\$0.00				SPLUNK
5	VMTG-5GB-AN-D	SEL Splunk VM Term PSup 1-5GB/dayAN	\$3,461.54	K	31% 31%	\$2,388.46	\$0.00							SPLUNK
5	VMTG-5GB-AP-D VMTG-5GB-EM-D	SEL Splunk VM Term PSup 1-5GB/dayAP SEL Splunk VM Term PSup 1-5GB/dayEM	\$4,153.85 \$3,184.62	K	31%	\$2,866.16 \$2,197.39	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5 5	VMTG-5GB-US-D EGL-0032PE14-I	SEL Splunk VM Term PSup 1-5GB/dayUS SEL Eveglass 2 Cluster Kit Ent-Installed	\$2,769.23 \$14.369.00	K	31% 31%	\$1,910.77 \$9.914.61	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SUPERNA
5	EGL-0032PE15-P	SEL IGLS 2 CLST KIT ENT-QUICK START PLUS	\$36,165.00	K	31%	\$24,953.85	\$0.00							SUPERNA
5 5	EGL-0032PE15-Q EGL-0032UE-2	SEL IGLS 2 CLST KIT ENT-QUICK START SEL IGLS Basic-ADV to ENT Upg 2 Pack v2	\$23,600.00 \$7,338.00	K	31% 31%	\$16,284.00 \$5,063.22	\$0.00 \$0.00					\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL2-SRM-LIC	SEL Cluster Storage Monitor Lic v2	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EGL-AUD-AGT EGL-AUD-LIC	SEL Eyeglass Easy Auditor Agent Lic SEL Eyeglass Easy Auditor Feature Lic	\$4,615.00 \$2,565.00	K	31% 31%	\$3,184.35 \$1,769.85	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL-CONFIG	SEL Eyeglass Configurator Site License	\$46,154.00	K	31%	\$31,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EGL-ENT-NODE-LIC EGL-ES-C1-LIC	SEL EYEGLASS DR MANAGER Enterprise VAPF SEL Eyeglass Search&Recover 1 ClusterLic	\$617.00 \$9.743.08	K	31% 31%	\$425.73 \$6,722.73	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL-ES-N1-LIC	SEL Eyeglass Search & Recover 1 Node Lic	\$812.31	ĸ	31%	\$560.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	EGL-ES-NAS-1 EGL-NTC-1	SEL Eyeglass Search&Recover NAS License SEL Node to 1 Cluster DR Conversion	\$576.92 \$9,692.00	K	31% 31%	\$398.07 \$6,687.48	\$0.00 \$0.00							SUPERNA SUPERNA
5	EGL-RAND-AGT	SEL Ransomware Defender Agent Lic	\$2,565.00	K	31%	\$1,769.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EGL-RAND-LIC EYEGLASS-003E	SEL Ransomware Defender Feature Lic SEL EyeGlass DR Single Cluster License	\$1,923.00 \$5,986.00	K K	31% 31%	\$1,326.87 \$4,130.34	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	EYEGLASS-I1	SEL IGLS RHEL-Centos Installer License	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	IGL-CA-009 IGLS-CB-3YR	SEL Eyeglass Isilon Probe-Basic SEL IGLS Starter Suite 2 CLSTR Bundle 3v	\$1,795.00 \$43.840.00	K K	31% 31%	\$1,238.55 \$30,249.60	\$0.00 \$0.00					\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-CB-5YR	SEL IGLS Starter Suite 2 CLSTR Bundle 5y	\$51,391.00	K	31%	\$35,459.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	IGLS-ESUITE1-3YR IGLS-ESUITE1-5YR	SEL Enterprise Suite 1 Write CLSTR 3yr SEL Enterprise Suite 1 Write CLSTR 5yr	\$59,066.15 \$69,806.15	K K	31% 31%	\$40,755.64 \$48,166.24	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-ESUITE2-3YR IGLS-ESUITE2-5YR	SEL Enterprise Suite 2 Write CLSTR 3yr SEL Enterprise Suite 2 Write CLSTR 5yr	\$79,016.92 \$95.723.08	K	31% 31%	\$54,521.67 \$66,048.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SUPERNA SUPERNA
5	IGLS-ESUITE2-5YR IGLS-NB-3YR	SEL IGLS Starter Suite 6 Node Bundle 3y	\$95,723.08 \$35,926.00	K	31% 31%	\$66,048.93 \$24,788.94	\$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA
5	IGLS-NB-5YR IGLS-NB8-3YR	SEL IGLS Starter Suite 6 Node Bundle 5y SEL IGLS Starter Suite 8 Node Bundle 3y	\$42,822.00 \$37,754.00	K	31% 31%	\$29,547.18 \$26,050.26	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-NB8-5YR	SEL IGLS Starter Suite 8 Node Bundle 5y	\$45,285.00	K	31%	\$31,246.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	IGLS-SUITE-1YR IGLS-SUITE2-1YR	SEL IGLS Bundle 1 Writeable Cluster 1yi SEL IGLS Bundle 2 Writeable Cluster 1y	\$19,851.00 \$25.918.00	K	31% 31%	\$13,697.19 \$17,883.42	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-SUITE2-3YR	SEL IGLS Bundle 2 Writeable Cluster 3y	\$33,918.00	K	31%	\$23,403.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	IGLS-SUITE2-5YR IGLS-SUITE-3YR	SEL IGLS Bundle 2 Writeable Cluster 5y SEL IGLS Bundle 1 Writeable Cluster 3yı	\$41,918.00 \$25,051.00	K	31% 31%	\$28,923.42 \$17,285.19	\$0.00 \$0.00							SUPERNA SUPERNA
5	IGLS-SUITE-5YR	SEL IGLS Bundle 1 Writeable Cluster 5yı	\$30,251.00	ĸ	31%	\$20,873.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	ISD-ENT-NODE-LIC SYNCCD-STG-T1-1Y	SEL EYEGLASS DR MANAGER SDEdge 36TB SEL Sync EE CLD Storage 1-10 TB 1 yr	\$1,674.00 \$2,160.00	K	31% 31%	\$1,155.06 \$1,490.40	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SYNCPLICITY
5	SYNCCD-STG-T1-2Y	SEL Sync EE CLD Storage 1-10 TB 2 yr	\$4,104.00	ĸ	31%	\$2,831.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-T1-3Y SYNCCD-STG-T2-1Y	SEL Sync EE CLD Storage 1-10 TB 3 yr SEL Sync EE CLD Storage 11-100 TB 1 yr	\$5,832.00 \$1,800.00	K K	31% 31%	\$4,024.08 \$1,242.00	\$0.00 \$0.00							SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-T2-2Y	SEL Sync EE CLD Storage 11-100 TB 2 yr	\$3,420.00	ĸ	31%	\$2,359.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-T2-3Y SYNCCD-STG-T3-1Y	SEL Sync EE CLD Storage 11-100 TB 3 yr SEL Sync EE CLD Storage 101-1,000 TB 1yr	\$4,860.00 \$1,620.00	K K	31% 31%	\$3,353.40 \$1,117.80	\$0.00 \$0.00							SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-T3-2Y	SEL Sync EE CLD Storage 101-1,000 TB 2yr	\$3,078.00	ĸ	31%	\$2,123.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-T3-3Y SYNCCD-STG-T4-1Y	SEL Sync EE CLD Storage 101-1,000 TB 3yr SEL Sync EE CLD Storage 1,001 TB+ 1yr	\$4,374.00 \$1,440.00	K K	31% 31%	\$3,018.06 \$993.60	\$0.00 \$0.00							SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-T4-2Y	SEL Sync EE CLD Storage 1,001 TB+ 2 yr	\$2,736.00	ĸ	31%	\$1,887.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-T4-3Y SYNC-DHB-CON-1Y	SEL Sync EE CLD Storage 1,001 TB+ 3 yr SEL Sync DH Specialty Connector 1 yr	\$3,888.00 \$67,200.00	K K	31% 31%	\$2,682.72 \$46,368.00	\$0.00 \$0.00							SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-CON-2Y	SEL Sync DH Specialty Connector 2 yı	\$120,960.00	K	31%	\$83,462.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-DHB-CON-3Y SYNC-DHB-T1-1Y	SEL Sync DH Specialty Connector 3 yı SEL Sync DH 35-1,000 sts 1 yr	\$171,360.00 \$70.00	K K	31% 31%	\$118,238.40 \$48.30	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-T1-2Y	SEL Sync DH 35-1,000 sts 2 yr	\$126.00 \$170.00	K	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	SYNCPLICITY
5	SYNC-DHB-T1-3Y	SEL Sync DH 35-1,000 sts 3 yr	\$179.00	К	31%	\$123.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	PGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	SYNC-DHB-T2-1Y SYNC-DHB-T2-2Y	SEL Sync DH 1,001-5,000 sts 1 yr SEL Sync DH 1,001-5,000 sts 2 yr	\$54.00 \$97.00	K	31% 31%	\$37.26 \$66.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	*****	SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-T2-3Y	SEL Sync DH 1,001-5,000 sts 3 yr	\$137.00	ĸ	31%	\$94.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-DHB-T3-1Y SYNC-DHB-T3-2Y	SEL Sync DH 5,001-10,000 sts 1 yr SEL Sync DH 5,001-10,000 sts 2 yr	\$47.00 \$85.00	K K	31% 31%	\$32.43 \$58.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-T3-3Y	SEL Sync DH 5,001-10,000 sts 3 yr	\$120.00	ĸ	31%	\$82.80	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-DHB-T4-1Y SYNC-DHB-T4-2Y	SEL Sync DH 10,001-20,000 sts 1 yr SEL Sync DH 10,001-20,000 sts 2 yr	\$42.00 \$76.00	K	31% 31%	\$28.98 \$52.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-T4-3Y	SEL Sync DH 10,001-20,000 sts 2 yr	\$107.00	ĸ	31%	\$73.83	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-DHB-T5-1Y SYNC-DHB-T5-2Y	SEL Sync DH 20,001+ sts 1 yr SEL Sync DH 20,001+ sts 2 yr	\$37.00 \$67.00	K	31% 31%	\$25.53 \$46.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-T5-3Y	SEL Sync DH 20,001+ sts 3 yr	\$94.00	K	31%	\$64.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-DHB-UNL-1Y SYNC-DHB-UNL-2Y	SEL Sync DH Unlimited TB 1 yı SEL Sync DH Unlimited TB 2 yı	\$336,000.00 \$604,800.00	K	31% 31%	\$231,840.00 \$417,312.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-DHB-UNL-3Y	SEL Sync DH Unlimited 1B 2 yi	\$856,800.00	K	31%	\$591,192.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-EE-T1-1Y	SEL Sync EE 25-1,000 sts 1 yr	\$150.00	K	31%	\$103.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	*****	SYNCPLICITY
5 5	SYNC-EE-T1-2Y SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 2 yr SEL Sync EE 25-1,000 sts 3 yr	\$286.00 \$405.00	K	31% 31%	\$197.34 \$279.45	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T2-1Y	SEL Sync EE 1,001-5,000 sts 1 yr	\$120.00 \$228.00	K	31% 31%	\$82.80 \$157.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY
5 5	SYNC-EE-T2-2Y SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 2 yr SEL Sync EE 1,001-5,000 sts 3 yr	\$228.00 \$324.00	K K	31%	\$157.32 \$223.56	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T3-1Y	SEL Sync EE 5,001-10,000 sts 1 yr	\$96.00	K	31%	\$66.24	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-EE-T3-2Y SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 2 yr SEL Sync EE 5,001-10,000 sts 3 yr	\$182.00 \$258.00	K K	31% 31%	\$125.58 \$178.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T4-1Y	SEL Sync EE 10,001+ sts 1 yr	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-EE-T4-2Y SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 2 yr SEL Sync EE 10,001+ sts 3 yr	\$160.00 \$225.00	K K	31% 31%	\$110.40 \$155.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-EE-T1-1Y	SEL Sync Gov EE 25-1,000 sts 1 yr	\$225.00	ĸ	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-EE-T1-2Y SYNC-GV-EE-T1-3Y	SEL Sync Gov EE 25-1,000 sts 2 yr SEL Sync Gov EE 25-1,000 sts 3 yr	\$429.00 \$608.00	K K	31% 31%	\$296.01 \$419.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-EE-T2-1Y	SEL Sync Gov EE 1,001-5,000 sts 1 yr	\$180.00	K	31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-EE-T2-2Y SYNC-GV-EE-T2-3Y	SEL Sync Gov EE 1,001-5,000 sts 2 yr SEL Sync Gov EE 1,001-5,000 sts 3 yr	\$342.00 \$486.00	K K	31% 31%	\$235.98 \$335.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-EE-T3-1Y	SEL Sync Gov EE 5,001-10,000 sts 1 yr	\$144.00	K	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-EE-T3-2Y SYNC-GV-EE-T3-3Y	SEL Sync Gov EE 5,001-10,000 sts 2 yr SEL Sync Gov EE 5,001-10,000 sts 3 yr	\$273.00 \$387.00	K K	31% 31%	\$188.37 \$267.03	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-EE-T4-1Y	SEL Sync Gov EE 10,001+ sts 1 yr	\$128.00	ĸ	31%	\$88.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-EE-T4-2Y SYNC-GV-EE-T4-3Y	SEL Sync Gov EE 10,001+ sts 2 yr SEL Sync Gov EE 10,001+ sts 3 yr	\$240.00 \$338.00	K	31% 31%	\$165.60 \$233.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-ST-T1-1Y	SEL Sync Gov EE CLD STG 1-10 TB 1 yr	\$3,240.00	ĸ	31%	\$2,235.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-ST-T1-2Y SYNC-GV-ST-T1-3Y	SEL Sync Gov EE CLD STG 1-10 TB 2 yr SEL Sync Gov EE CLD STG 1-10 TB 3 yr	\$6,156.00 \$8,748.00	K	31% 31%	\$4,247.64 \$6,036.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-ST-T2-1Y	SEL Sync Gov EE CLD STG 11-100 TB 1 yr	\$2,700.00	ĸ	31%	\$1,863.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-ST-T2-2Y SYNC-GV-ST-T2-3Y	SEL Sync Gov EE CLD STG 11-100 TB 2 yr SEL Sync Gov EE CLD STG 11-100 TB 3 yr	\$5,130.00 \$7,290.00	K	31% 31%	\$3,539.70 \$5,030.10	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-ST-T3-1Y	SEL Sync Gov EE CLD STG 101-1,000 TB 1yr	\$2,430.00	K	31%	\$1,676.70	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-GV-ST-T3-2Y SYNC-GV-ST-T3-3Y	SEL Sync Gov EE CLD STG 101-1,000 TB 2yr SEL Sync Gov EE CLD STG 101-1,000 TB 3yr	\$4,617.00 \$6,561.00	K	31% 31%	\$3,185.73 \$4,527.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-ST-T4-1Y	SEL Sync Gov EE CLD STG 1,001 TB+ 1 yı	\$2,160.00	ĸ	31%	\$1,490.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-GV-ST-T4-2Y SYNC-GV-ST-T4-3Y	SEL Sync Gov EE CLD STG 1,001 TB+ 2 yı SEL Sync Gov EE CLD STG 1,001 TB+ 3 yı	\$4,104.00 \$5,832.00	K	31% 31%	\$2,831.76 \$4,024.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-1Y	SEL Sync EE 1-10TB 1 yr	\$26,125.00	K	31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-S1-EE-2Y SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 2 yr SEL Sync EE 1-10TB 3 yr	\$49,775.00 \$71,225.00	K	31% 31%	\$34,344.75 \$49,145.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	AE-0-50PL	SEL Automation Engine PL	\$149.25	ĸ	31%	\$102.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	AE-0-50TL AE-1001-1500PL	SEL Automation Engine TL	\$59.70	K	31% 31%	\$41.19	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	AE-1001-1500PL AE-1001-1500TL	SEL Automation Engine PL SEL Automation Engine TL	\$42.75 \$17.10	ĸ	31%	\$29.50 \$11.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	AE-100K-150KPL AF-100K-150KTI	SEL Automation Engine PL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	AE-100K-150KTL AE-101-250PL	SEL Automation Engine TL SEL Automation Engine PL	\$9.00 \$81.75	K	31%	\$56.41	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	AE-101-250TL AE-10K-20KPL	SEL Automation Engine TL SEL Automation Engine PL	\$32.70 \$26.25	K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-10K-20KTL	SEL Automation Engine TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-1501-2000PL AE-1501-2000TL	SEL Automation Engine PL SEL Automation Engine TL	\$38.70 \$15.45	K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-150K-PL	SEL Automation Engine PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-150K-TL AE-2001-2500PL	SEL Automation Engine TL SEL Automation Engine PL	\$8.85 \$36.00	K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-2001-2500TL	SEL Automation Engine TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-20K-35KPL AE-20K-35KTI	SEL Automation Engine PL	\$24.75 \$9.90	K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	*****	VARONIS VARONIS
5	AE-20K-35KTL AE-2501-4000PL	SEL Automation Engine TL SEL Automation Engine PL	\$9.90 \$33.75	K	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VARONIS
5	AE-2501-4000TL AE-251-500PL	SEL Automation Engine TL SEL Automation Engine PL	\$13.50 \$62.25	K	31% 31%	\$9.32 \$42.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-251-500PL AE-251-500TL	SEL Automation Engine PL SEL Automation Engine TL	\$62.25 \$24.90	K	31%	\$42.95 \$17.18	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	AE-35K-50KPL AE-35K-50KTI	SEL Automation Engine PL SEL Automation Engine TI	\$24.00 \$9.60	K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-4001-6000PL	SEL Automation Engine PL	\$31.50	K K	31% 31%	\$6.62 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-4001-6000TL	SEL Automation Engine TL	\$12.60	K	31%	\$8.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-501-750PL AE-501-750TL	SEL Automation Engine PL SEL Automation Engine TL	\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-50K-100KPL	SEL Automation Engine PL	\$23.25	ĸ	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-50K-100KTL AE-51-100PL	SEL Automation Engine TL SEL Automation Engine PL	\$9.30 \$104.25	K K	31% 31%	\$6.42 \$71.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-51-100TL	SEL Automation Engine TL	\$41.70	K	31%	\$28.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-6001-8000PL AE-6001-8000TL	SEL Automation Engine PL SEL Automation Engine TL	\$29.25 \$11.70	K K	31% 31%	\$20.18 \$8.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-751-1000PL	SEL Automation Engine PL	\$46.50	ĸ	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	AE-751-1000TL AE-8001-10KPL	SEL Automation Engine TL SEL Automation Engine PL	\$18.60 \$27.75	K K	31% 31%	\$12.83 \$19.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-8001-10KTL	SEL Automation Engine TL	\$11.10	ĸ	31%	\$7.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL-11-15PL	SEL Collector PL	\$4,725.00	К	31%	\$3,260.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP	LEVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CL-11-15TL	SEL Collector TL SEL Collector PL	\$1,890.00	K	31%	\$1,304.10	\$0.00		\$0.00	\$0.00				VARONIS VARONIS
5 5	CL-1-5PL CL-1-5TL	SEL Collector PL SEL Collector TL	\$10,500.00 \$4,200.00	K K	31% 31%	\$7,245.00 \$2,898.00	\$0.00 \$0.00							VARONIS
5	CL-16-20PL	SEL Collector PL SEL Collector TI	\$4,252.50	K K	31% 31%	\$2,934.23	\$0.00 \$0.00							VARONIS
5 5	CL-16-20TL CL-21-PL	SEL Collector PL	\$1,701.00 \$3,828.00	K K	31%	\$1,173.69 \$2,641.32	\$0.00							VARONIS
5	CL-21-TL	SEL Collector TL	\$1,531.20	K	31%	\$1,056.53	\$0.00		\$0.00	\$0.00				VARONIS
5	CL-6-10PL CL-6-10TL	SEL Collector PL SEL Collector TL	\$7,350.00 \$2,940.00	K K	31% 31%	\$5,071.50 \$2,028.60	\$0.00 \$0.00							VARONIS VARONIS
5	CLC-11-15PL	SEL Collector 100 SL PL	\$9,450.00	K	31%	\$6,520.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLC-11-15TL CLC-1-5PL	SEL Collector 100 SL TL SEL Collector 100 SL PL	\$3,780.00 \$21,000.00	K K	31% 31%	\$2,608.20 \$14,490.00	\$0.00 \$0.00							VARONIS VARONIS
5	CLC-1-5TL	SEL Collector 100 SL TL	\$8,400.00	ĸ	31%	\$5,796.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLC-16-20PL CLC-16-20TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$8,505.00 \$3,402.00	K K	31% 31%	\$5,868.45 \$2,347.38	\$0.00 \$0.00							VARONIS VARONIS
5	CLC-21-PL	SEL Collector 100 SL PL	\$7,656.00	K	31%	\$5,282.64	\$0.00						\$0.00	VARONIS
5	CLC-21-TL CLC-6-10PL	SEL Collector 100 SL TL SEL Collector 100 SL PL	\$3,062.40 \$14,700.00	K K	31% 31%	\$2,113.06 \$10,143.00	\$0.00 \$0.00							VARONIS VARONIS
5	CLC-6-10TL	SEL Collector 100 SL TL	\$5,880.00	K	31%	\$4,057.20	\$0.00						\$0.00	VARONIS
5 5	CLU-11-15PL CLU-11-15TL	SEL Collector Upgrade PL	\$4,725.00	K	31% 31%	\$3,260.25 \$1,304.10	\$0.00 \$0.00						Ψ0.00	VARONIS VARONIS
5	CLU-11-151L CLU-1-5PL	SEL Collector Upgrade TL SEL Collector Upgrade PL	\$1,890.00 \$10,500.00	K	31%	\$7,245.00	\$0.00							VARONIS
5	CLU-1-5TL	SEL Collector Upgrade TL	\$4,200.00	K	31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	CLU-16-20PL CLU-16-20TL	SEL Collector Upgrade PL SEL Collector Upgrade TL	\$4,252.50 \$1,701.00	K K	31% 31%	\$2,934.23 \$1,173.69	\$0.00 \$0.00							VARONIS VARONIS
5	CLU-21-PL	SEL Collector Upgrade PL	\$3,828.00	K	31%	\$2,641.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	CLU-21-TL CLU-6-10PL	SEL Collector Upgrade TL SEL Collector Upgrade PL	\$1,531.20 \$7,350.00	K K	31% 31%	\$1,056.53 \$5,071.50	\$0.00 \$0.00							VARONIS VARONIS
5	CLU-6-10TL	SEL Collector Upgrade TL	\$2,940.00	K	31%	\$2,028.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-0-50PL DAAZ-0-50TL	DatAdvantage - Azure PL DatAdvantage - Azure TL	\$194.03 \$77.61	K	31% 31%	\$133.88 \$53.55	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-1001-1500PL	DatAdvantage - Azure PL	\$55.58	ĸ	31%	\$38.35	\$0.00						+	VARONIS
5	DAAZ-1001-1500TL DAAZ-100K-150KPL	DatAdvantage - Azure TL DatAdvantage - Azure PL	\$22.23 \$29.25	K	31% 31%	\$15.34 \$20.18	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-100K-150KFL	DatAdvantage - Azure TL	\$11.70	K	31%	\$8.07	\$0.00							VARONIS
5	DAAZ-101-250PL	DatAdvantage - Azure PL	\$106.28	K	31%	\$73.33	\$0.00							VARONIS
5	DAAZ-101-250TL DAAZ-10K-20KPL	DatAdvantage - Azure TL DatAdvantage - Azure PL	\$42.51 \$34.13	K K	31% 31%	\$29.33 \$23.55	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-10K-20KTL	DatAdvantage - Azure TL	\$13.65	K	31%	\$9.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAAZ-1501-2000PL DAAZ-1501-2000TI	DatAdvantage - Azure PL DatAdvantage - Azure TL	\$50.21 \$20.09	K K	31% 31%	\$34.64 \$13.86	\$0.00 \$0.00						Ψ0.00	VARONIS VARONIS
5	DAAZ-150K-PL	DatAdvantage - Azure PL	\$28.76	ĸ	31%	\$19.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAAZ-150K-TL DAAZ-2001-2500PL	DatAdvantage - Azure TL DatAdvantage - Azure PL	\$11.51 \$46.80	K K	31% 31%	\$7.94 \$32.29	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-2001-2500TL	DatAdvantage - Azure TL	\$18.72	K	31%	\$12.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAAZ-20K-35KPL	DatAdvantage - Azure PL DatAdvantage - Azure TL	\$32.18	K K	31%	\$22.20 \$8.88	\$0.00							VARONIS VARONIS
5	DAAZ-20K-35KTL DAAZ-2501-4000PL	DatAdvantage - Azure PL	\$12.87 \$43.88	K	31% 31%	\$30.28	\$0.00 \$0.00							VARONIS
5 5	DAAZ-2501-4000TL DAAZ-251-500PL	DatAdvantage - Azure TL	\$17.55 \$80.93	K K	31% 31%	\$12.11 \$55.84	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAAZ-251-500PL DAAZ-251-500TL	DatAdvantage - Azure PL DatAdvantage - Azure TL	\$32.37	K	31%	\$22.34	\$0.00							VARONIS
5	DAAZ-35K-50KPL	DatAdvantage - Azure PL	\$31.20	K	31%	\$21.53	\$0.00							VARONIS
5	DAAZ-35K-50KTL DAAZ-4001-6000PL	DatAdvantage - Azure TL DatAdvantage - Azure PL	\$12.48 \$40.95	K	31% 31%	\$8.61 \$28.26	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-4001-6000TL	DatAdvantage - Azure TL	\$16.38	K	31%	\$11.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAAZ-501-750PL DAAZ-501-750TL	DatAdvantage - Azure PL DatAdvantage - Azure TL	\$65.33 \$26.13	K K	31% 31%	\$45.08 \$18.03	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-50K-100KPL	DatAdvantage - Azure PL	\$30.23	K	31%	\$20.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAAZ-50K-100KTL DAAZ-51-100PL	DatAdvantage - Azure TL DatAdvantage - Azure PL	\$12.09 \$135.53	K K	31% 31%	\$8.34 \$93.52	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-51-100TL	DatAdvantage - Azure TL	\$54.21	K	31%	\$37.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAAZ-6001-8000PL DAAZ-6001-8000TL	DatAdvantage - Azure PL DatAdvantage - Azure TL	\$38.03 \$15.21	K K	31% 31%	\$26.24 \$10.49	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-751-1000PL	DatAdvantage - Azure PL	\$60.45	K	31%	\$41.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAAZ-751-1000TL DAAZ-8001-10KPL	DatAdvantage - Azure TL DatAdvantage - Azure PL	\$24.18 \$36.08	K K	31% 31%	\$16.68 \$24.90	\$0.00 \$0.00							VARONIS VARONIS
5	DAAZ-8001-10KTL	DatAdvantage - Azure TL	\$14.43	K	31%	\$9.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DADS-0-50PL DADS-0-50TL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$194.10 \$77.55	K K	31% 31%	\$133.93 \$53.51	\$0.00 \$0.00							VARONIS VARONIS
5	DADS-1001-1500PL	SEL DatAdvantage - DS PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DADS-1001-1500TL	SEL DatAdvantage - DS TL	\$22.20	K	31%	\$15.32	\$0.00						+	VARONIS
5	DADS-100K-150KPL DADS-100K-150KTL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$29.25 \$11.70	K	31% 31%	\$20.18 \$8.07	\$0.00 \$0.00							VARONIS VARONIS
5	DADS-101-250PL	SEL DatAdvantage - DS PL	\$106.35	K	31% 31%	\$73.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	DADS-101-250TL DADS-10K-20KPL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$42.45 \$34.20	K K	31% 31%	\$29.29 \$23.60	\$0.00 \$0.00							VARONIS VARONIS
5	DADS-10K-20KTL	SEL DatAdvantage - DS TL	\$13.65	K	31%	\$9.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DADS-1501-2000PL DADS-1501-2000TL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DADS-150K-PL	SEL DatAdvantage - DS PL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DADS-150K-TL DADS-2001-2500PL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$11.55 \$46.80	K K	31% 31%	\$7.97 \$32.29	\$0.00 \$0.00							VARONIS VARONIS
5	DADS-2001-2500TL	SEL DatAdvantage - DS TL	\$18.75	K	31%	\$12.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DADS-20K-35KPL DADS-20K-35KTL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$32.25 \$12.90	K K	31% 31%	\$22.25 \$8.90	\$0.00 \$0.00							VARONIS VARONIS
5 5	DADS-20K-35KTL DADS-2501-4000PL	SEL DatAdvantage - DS PL	\$12.90 \$43.95	K K	31% 31%	\$8.90 \$30.33	\$0.00 \$0.00							VARONIS
5	DADS-2501-4000TL	SEL DatAdvantage - DS TL	\$17.55	K	31%	\$12.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DADS-251-500PL DADS-251-500TL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$81.00 \$32.40	K K	31% 31%	\$55.89 \$22.36	\$0.00 \$0.00							VARONIS VARONIS
5	DADS-35K-50KPL	SEL DatAdvantage - DS PL	\$31.20	K	31%	\$21.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DADS-35K-50KTL DADS-4001-6000PL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$12.45 \$40.95	K K	31% 31%	\$8.59 \$28.26	\$0.00 \$0.00							VARONIS VARONIS
5	DADS-4001-6000PL DADS-4001-6000TL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$40.95 \$16.35	K	31%	\$20.26 \$11.28	\$0.00							VARONIS

Second						NVP	LEVEL 1			NVP MAINTENANCE	AND WARRANTY L	IPGRADE PRICE			1	
Control of the cont	BAND			LIST PRICE USD		DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP		PS W/MC PREM LP	TO PS ENH LP			
March Control Contro					K K											
Company	5	DADS-50K-100KPL	SEL DatAdvantage - DS PL	\$30.30		31%	\$20.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
2 100																
March Marc	5	DADS-51-100TL	SEL DatAdvantage - DS TL	\$54.15		31%	\$37.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
Control of the cont			SEL DatAdvantage - DS PL		K											
1					K											
Column					K											
Control Cont	5				K											
Color	5				K											
1	5				K											
Section Continue	5	DAEL-1001-1500TL	SEL DatAdvantage for Exchange Lite TL	\$17.10	K		\$11.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Control Cont	5				K K											
December Company Com	5		SEL DatAdvantage for Exchange Lite PL		K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Color Colo			SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL		K											
Pack	5	DAEL-10K-20KTL	SEL DatAdvantage for Exchange Lite TL	\$10.50	ĸ	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
Company of the Comp	5				K											
The content of the	5	DAEL-150K-PL		\$22.20	ĸ	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
1	5				K											
5 ORA-103-20-2011 1 1 1 1 1 1 1 1 1	5				K											
1	5	DAEL-20K-35KPL	SEL DatAdvantage for Exchange Lite PL		K		\$17.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Color	5				K											
Section Control Cont	5		SEL DatAdvantage for Exchange Lite TL		K											
1.	5 5				K K											
State	5	DAEL-35K-50KPL	SEL DatAdvantage for Exchange Lite PL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
S. OML-601-000TL S. D.	5				K											
5 DML-58-107ET. 5 DML-	5				ĸ	31%	\$8.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS	
B. Dell-Co-Fronce, Company	5				K											
Delic Deli	5				K											
S Delica	5				K											
Section Delicate	5		SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL		K											
Section Company Comp	5				K			\$0.00	\$0.00	\$0.00	\$0.00					
SEL-Neth-Information	5				K											
Section Continue	5	DAEL-751-1000TL	SEL DatAdvantage for Exchange Lite TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
DECO-409PL SEL DeMontagne; PIXIC, PI, C.	5 5				K											
S DAED-101-1507F, SEL Deuk-barrage SECUP, T. \$3.5.20 \$3.00	5	DAEO-0-50PL	SEL DatAdvantage - EXOL PL	\$298.50	ĸ		\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
ABC-01-01-010T SEL InderAmentage = EXCL TL	5		SEL DatAdvantage - EXOL TL		K											
S DAEC-101-25PLT SEL Dasharantage - EXCL T \$16.00 K 31% \$12.42 \$ 50.00 \$ 50.	5				ĸ											
S DACC-01-200PL SEL Dukharanings- EXCL PL \$183.90 K 31% \$112.82 \$5.00	5				K											
Dec	5				K											
S DAEC-194-20PITL SEL DarkAvantage - EXCL TL \$2.00 K \$11/4 SEL DarkAvantage - EXCL TL \$72.00 K \$11/4 SEL DarkAvantage - EXCL TL \$12.00 K \$11/4	5				K											
DAEC-1901-2000PL SEL DaukAvamage-EXCL PL \$37.25 K 31% \$53.30 \$0.00 \$0.	5				K											
5 DAED-160K-FL SEL Dalakovantage - EXOL FL \$44.25 K 31% \$30.53 \$50.00 \$50.0	5	DAEO-1501-2000PL	SEL DatAdvantage - EXOL PL	\$77.25	K			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
5 DAEC-150N-TL 5 DAEC-201-250PL 5 DIACA/warriage = EXOL FL 5 SL DaA/warriage = EXOL FL 5 SL DIAA/warriage = EXOL FL 5 SL DIAA/warria	5		SEL DatAdvantage - EXOL TL SEL DatAdvantage - EXOL PL		K											
S DAEC-2001-2500TL S DELG-2001-2500TL S DELG-2001-2500TL S DELG-2001-3500TL S DELG-2001-		DAEO-150K-TL	SEL DatAdvantage - EXOL TL	\$17.70	K		\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
DAEC-20K-5SFRT SEL DaRA/varriage - EXCL PL S49,50 K 31% \$41,61 \$0.00 \$																
5 DAC-0-2591-4000PL SEL DalAdvantaigo = EXOL PL SEL DalAdv	5	DAEO-20K-35KPL	SEL DatAdvantage - EXOL PL	\$49.50	K	31%	\$34.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 DAEC-2951-4000TL SEL DialAdvantagie = EXOL TL SEL DialAdvantagie = EXOL FL SEL Di					K K											
S DAEC-251-50TL SEL DatAdvantage = EXOL TL \$48.00 K 31% \$33.36 S \$0.00 S	5	DAEO-2501-4000TL	SEL DatAdvantage - EXOL TL	\$27.00	ĸ	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
Fo DAEO-35K-FORT, SEL DatA/dvantage - EXOL PL S48,00 K 31% S33.12 S0.00 S0.0	5				K											
5 DAEC-4901-600PL SEL DaRdvantage - EXOL TL \$19.20 K 31% \$13.25 \$0.00 \$0	5	DAEO-35K-50KPL	SEL DatAdvantage - EXOL PL	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
S	5		SEL DatAdvantage - EXOL TL		K											
S	5		SEL DatAdvantage - EXOL TL		K				\$0.00					\$0.00	VARONIS	
SED DAECO-50K-100KPL SEL DatAdvantage - EXOL PL \$46.50 K 31% \$32.09 \$0.00 \$0.0	5				K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
S	5 5		SEL DatAdvantage - EXOL TL SEL DatAdvantage - EXOL PL		K											
5 DAEC-5-1-00TL SEL DatAdvantage - EXOL TL S83.40 K 31% S57.55 S0.00 S	5	DAEO-50K-100KTL	SEL DatAdvantage - EXOL TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
SEL DatAdvantage - EXOL PL SEL DatAdvantage - EXOL PL SS8.50 K 31% S40.37 S0.00 S0	5 5				K											
5 DAEC-751-1000PL SEL DatAdvantage - EXOL PL \$93.00 K 31% \$84.17 \$0.00 \$		DAEO-6001-8000PL	SEL DatAdvantage - EXOL PL	\$58.50		31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 DAEC-361-1000TL SEL DatAdvantage - EXOL TL \$37.20 K 31% \$25.67 \$0.00 \$																
5 DAEC-0-6001-10KTL SEL DatAdvantage - EXOL TL \$22.0 K 31% \$15.32 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 ARONIS 5 DAEX-0-50PL SEL DatAdvantage for Exchange PL \$19.40 K 31% \$205.97 \$0.00 \$0		DAEO-751-1000PL												\$0.00	VARONIS	
5 DAEX-0-50PL SEL DatAdvantage for Exchange PL \$298.50 K 31% \$205.97 \$0.00 \$0.			SEL DatAdvantage - EXOL PL	\$55.50	K											
5 DAEX-0-50TL SEL DatAdvantage for Exchange TL \$119.40 K 31% \$82.39 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 ARONIS 5 DAEX-1001-1500TL SEL DatAdvantage for Exchange PL \$85.50 K 31% \$59.00 \$0.					K											
5 DAEX-1001-1500TL SEL DatAdvantage for Exchange TL \$34.20 K 31% \$23.60 \$0.00		DAEX-0-50TL			K											
	5				K K											
	5				K											

					NVP	EVEL 1			NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DAEX-100K-150KTL	SEL DatAdvantage for Exchange TL	\$18.00	K	31%	\$12.42	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAEX-101-250PL DAEX-101-250TL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$163.50 \$65.40	K K	31% 31%	\$112.82 \$45.13	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-10K-20KPL	SEL DatAdvantage for Exchange PL	\$52.50	K	31%	\$36.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAEX-10K-20KTL DAEX-1501-2000PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$21.00 \$77.25	K K	31% 31%	\$14.49 \$53.30	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-1501-2000FL	SEL DatAdvantage for Exchange TL	\$30.90	K	31%	\$21.32	\$0.00							VARONIS
5	DAEX-150K-PL	SEL DatAdvantage for Exchange PL	\$44.25	K	31%	\$30.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAEX-150K-TL DAEX-2001-2500PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-2001-2500TL	SEL DatAdvantage for Exchange TL	\$28.80	ĸ	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAEX-20K-35KPL DAEX-20K-35KTL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$49.50 \$19.80	K	31% 31%	\$34.16 \$13.66	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-2501-4000PL	SEL DatAdvantage for Exchange PL	\$67.50	ĸ	31%	\$46.58	\$0.00							VARONIS
5	DAEX-2501-4000TL	SEL DatAdvantage for Exchange TL	\$27.00	K	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-251-500PL DAEX-251-500TL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-35K-50KPL	SEL DatAdvantage for Exchange PL	\$48.00	ĸ	31%	\$33.12	\$0.00							VARONIS
5	DAEX-35K-50KTL	SEL DatAdvantage for Exchange TL	\$19.20	K	31%	\$13.25	\$0.00	\$0.00	\$0.00					VARONIS
5 5	DAEX-4001-6000PL DAEX-4001-6000TL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00							VARONIS
5	DAEX-501-750PL	SEL DatAdvantage for Exchange PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAEX-501-750TL	SEL DatAdvantage for Exchange TL	\$40.20 \$46.50	K K	31%	\$27.74	\$0.00							VARONIS
5	DAEX-50K-100KPL DAEX-50K-100KTL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$46.50 \$18.60	K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-51-100PL	SEL DatAdvantage for Exchange PL	\$208.50	K	31%	\$143.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAEX-51-100TL DAEX-6001-8000PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00							VARONIS VARONIS
5	DAEX-6001-8000TL	SEL DatAdvantage for Exchange TL	\$23.40	K	31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEX-751-1000PL	SEL DatAdvantage for Exchange PL	\$93.00	K	31%	\$64.17	\$0.00							VARONIS VARONIS
5	DAEX-751-1000TL DAEX-8001-10KPL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$37.20 \$55.50	K	31% 31%	\$25.67 \$38.30	\$0.00 \$0.00						+	VARONIS
5	DAEX-8001-10KTL	SEL DatAdvantage for Exchange TL	\$22.20	ĸ	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-0-50PL DAOD-0-50TL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$298.50 \$119.40	K K	31% 31%	\$205.97 \$82.39	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-1001-1500PL	SEL DatAdvantage - OD PL	\$85.50	ĸ	31%	\$59.00	\$0.00							VARONIS
5	DAOD-1001-1500TL	SEL DatAdvantage - OD TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAOD-100K-150KPL DAOD-100K-150KTL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$45.00 \$18.00	K K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-101-250PL	SEL DatAdvantage - OD PL	\$163.50	ĸ	31%	\$112.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-101-250TL	SEL DatAdvantage - OD TL	\$65.40	K	31%	\$45.13	\$0.00							VARONIS
5 5	DAOD-10K-20KPL DAOD-10K-20KTL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-1501-2000PL	SEL DatAdvantage - OD PL	\$77.25	ĸ	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOD-1501-2000TL DAOD-150K-PI	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-150K-FL	SEL DatAdvantage - OD TL	\$17.70	K	31%	\$12.21	\$0.00							VARONIS
5	DAOD-2001-2500PL	SEL DatAdvantage - OD PL	\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAOD-2001-2500TL DAOD-20K-35KPL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-20K-35KTL	SEL DatAdvantage - OD TL	\$19.80	ĸ	31%	\$13.66	\$0.00							VARONIS
5	DAOD-2501-4000PL DAOD-2501-4000TL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$67.50 \$27.00	K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-251-500PL	SEL DatAdvantage - OD PL	\$27.00 \$124.50	ĸ	31%	\$85.91	\$0.00							VARONIS
5	DAOD-251-500TL	SEL DatAdvantage - OD TL	\$49.80	K	31%	\$34.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-35K-50KPL DAOD-35K-50KTL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-33R-36RTE DAOD-4001-6000PL	SEL DatAdvantage - OD PL	\$63.00	ĸ	31%	\$43.47	\$0.00							VARONIS
5	DAOD-4001-6000TL	SEL DatAdvantage - OD TL	\$25.20	K	31% 31%	\$17.39	\$0.00		\$0.00					VARONIS VARONIS
5 5	DAOD-501-750PL DAOD-501-750TL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-50K-100KPL	SEL DatAdvantage - OD PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAOD-50K-100KTL DAOD-51-100PL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-51-100TL	SEL DatAdvantage - OD TL	\$83.40	K	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-6001-8000PL	SEL DatAdvantage - OD PL	\$58.50	K	31%	\$40.37	\$0.00							VARONIS
5 5	DAOD-6001-8000TL DAOD-751-1000PL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00							VARONIS VARONIS
5	DAOD-751-1000TL	SEL DatAdvantage - OD TL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-8001-10KPL DAOD-8001-10KTL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$55.50 \$22.20	K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-0-50PL	SEL DatAdvantage - OD Lite PL	\$149.25	K	31%	\$102.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOL-0-50TL	SEL DatAdvantage - OD Lite TL	\$59.70	K	31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAOL-1001-1500PL DAOL-1001-1500TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$42.75 \$17.10	K	31% 31%	\$29.50 \$11.80	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-100K-150KPL	SEL DatAdvantage - OD Lite PL	\$22.50	ĸ	31%	\$15.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOL-100K-150KTL DAOL-101-250PI	SEL DatAdvantage - OD Lite TL	\$9.00 \$81.75	K	31% 31%	\$6.21 \$56.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAOL-101-250PL DAOL-101-250TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00							VARONIS
5	DAOL-10K-20KPL	SEL DatAdvantage - OD Lite PL	\$26.25	K	31%	\$18.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOL-10K-20KTL DAOL-1501-2000PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$10.50 \$38.70	K K	31% 31%	\$7.25 \$26.70	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-1501-2000TL	SEL DatAdvantage - OD Lite TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOL-150K-PL	SEL DatAdvantage - OD Lite PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAOL-150K-TL DAOL-2001-2500PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-2001-2500TL	SEL DatAdvantage - OD Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOL-20K-35KPL	SEL DatAdvantage - OD Lite PL	\$24.75	K	31%	\$17.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5 5	DAOL-20K-35KTL DAOL-2501-4000PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00							VARONIS VARONIS
5	DAOL-2501-4000TL	SEL DatAdvantage - OD Lite TL	\$13.50	ĸ	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOL-251-500PL DAOL-251-500TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$62.25 \$24.90	K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00							VARONIS VARONIS
5	5,10E-201-000TE	SEE Sub Manager OD Life 12	φ 24.9 0	11	3170	φ11.10	φ0.00	φυ.00	φυ.00	φ0.00	. φυ.υι	, φυ.υυ	φυ.00	V. I. COMO

					NVP	_EVEL 1			VP MAINTENANCE	AND WARRANTY U	IPGRADE PRICE			1	
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL		PARTY PRODUCT PARTNER
5 5	DAOL-35K-50KPL DAOL-35K-50KTL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOL-4001-6000PL	SEL DatAdvantage - OD Lite PL	\$31.50	K	31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAOL-4001-6000TL DAOL-501-750PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$12.60 \$50.25	K K	31% 31%	\$8.69 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOL-501-750TL	SEL DatAdvantage - OD Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5 5	DAOL-50K-100KPL DAOL-50K-100KTL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOL-51-100PL	SEL DatAdvantage - OD Lite PL	\$104.25	K	31%	\$71.93	\$0.00	\$0.00	\$0.00		\$0.00			VARONIS	
5 5	DAOL-51-100TL DAOL-6001-8000PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DAOL-6001-8000TL	SEL DatAdvantage - OD Lite TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAOL-751-1000PL DAOL-751-1000TI	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOL-8001-10KPL	SEL DatAdvantage - OD Lite PL	\$27.75	K	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5 5	DAOL-8001-10KTL DAOS-0-50PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - SPOL & OD PL	\$11.10 \$447.75	K	31% 31%	\$7.66 \$308.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-0-50TL	SEL DatAdvantage - SPOL & OD TL	\$179.10	ĸ	31%	\$123.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAOS-1001-1500PL DAOS-1001-1500TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$128.25 \$51.30	K	31% 31%	\$88.49 \$35.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-100K-150KPL	SEL DatAdvantage - SPOL & OD PL	\$67.50	ĸ	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAOS-100K-150KTL DAOS-101-250PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$27.00 \$245.25	K	31% 31%	\$18.63 \$169.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-101-250TL	SEL DatAdvantage - SPOL & OD TL	\$98.10	ĸ	31%	\$67.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAOS-10K-20KPL DAOS-10K-20KTL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$78.75 \$31.50	K K	31% 31%	\$54.34 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DAOS-1501-2000PL	SEL DatAdvantage - SPOL & OD PL	\$115.95	K	31%	\$80.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAOS-1501-2000TL DAOS-150K-PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$46.35 \$66.45	K	31% 31%	\$31.98 \$45.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-150K-TL	SEL DatAdvantage - SPOL & OD TL	\$26.55	K	31%	\$18.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DAOS-2001-2500PL DAOS-2001-2500TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$108.00 \$43.20	K	31% 31%	\$74.52 \$29.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-20K-35KPL	SEL DatAdvantage - SPOL & OD PL	\$74.25	K	31%	\$51.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DAOS-20K-35KTL DAOS-2501-4000PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$29.70 \$101.25	K K	31% 31%	\$20.49 \$69.86	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOS-2501-4000FL	SEL DatAdvantage - SPOL & OD TL	\$40.50	K	31%	\$27.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DAOS-251-500PL DAOS-251-500TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$186.75 \$74.70	K	31% 31%	\$128.86 \$51.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-35K-50KPL	SEL DatAdvantage - SPOL & OD PL	\$72.00	ĸ	31%	\$49.68	\$0.00		\$0.00		\$0.00			VARONIS	
5	DAOS-35K-50KTL DAOS-4001-6000PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$28.80 \$94.50	K	31% 31%	\$19.87 \$65.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOS-4001-6000FL	SEL DatAdvantage - SPOL & OD TL	\$37.80	K	31%	\$26.08	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS	
5	DAOS-501-750PL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$150.75	K	31% 31%	\$104.02 \$41.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOS-501-750TL DAOS-50K-100KPL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$60.30 \$69.75	K	31%	\$48.13	\$0.00		\$0.00		\$0.00			VARONIS	
5	DAOS-50K-100KTL DAOS-51-100PL	SEL DatAdvantage - SPOL & OD TL	\$27.90 \$312.75	K	31% 31%	\$19.25 \$215.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DAOS-51-100PL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$125.10	K	31%	\$86.32	\$0.00		\$0.00		\$0.00			VARONIS	
5	DAOS-6001-8000PL	SEL DatAdvantage - SPOL & OD PL	\$87.75	K	31% 31%	\$60.55	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS	
5	DAOS-6001-8000TL DAOS-751-1000PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$35.10 \$139.50	K	31%	\$24.22 \$96.26	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOS-751-1000TL DAOS-8001-10KPL	SEL DatAdvantage - SPOL & OD TL	\$55.80 \$83.25	K	31% 31%	\$38.50 \$57.44	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DAOS-8001-10KFL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$33.30	K	31%	\$22.98	\$0.00		\$0.00		\$0.00			VARONIS	
5 5	DASL-0-50PL DASL-0-50TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$149.25 \$59.70	K K	31% 31%	\$102.98 \$41.19	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DASL-1001-1500PL	SEL DatAdvantage - SP Lite PL	\$42.75	K	31%	\$29.50	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS	
5 5	DASL-1001-1500TL DASL-100K-150KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$17.10 \$22.50	K	31% 31%	\$11.80 \$15.53	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DASL-100K-150KFL	SEL DatAdvantage - SP Lite TL	\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DASL-101-250PL DASL-101-250TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$81.75	K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS	
5	DASL-10K-20KPL	SEL DatAdvantage - SP Lite PL	\$32.70 \$26.25	K	31%	\$18.11	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-10K-20KTL DASL-1501-2000PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$10.50 \$38.70	K K	31% 31%	\$7.25 \$26.70	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DASL-1501-2000TL	SEL DatAdvantage - SP Lite TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-150K-PL DASL-150K-TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$22.20 \$8.85	K K	31% 31%	\$15.32 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS	
5	DASL-2001-2500PL	SEL DatAdvantage - SP Lite PL	\$36.00	ĸ	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-2001-2500TL DASL-20K-35KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$14.40 \$24.75	K	31% 31%	\$9.94 \$17.08	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DASL-20K-35KTL	SEL DatAdvantage - SP Lite TL	\$9.90	ĸ	31%	\$6.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-2501-4000PL DASL-2501-4000TI	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$33.75 \$13.50	K	31% 31%	\$23.29 \$9.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
5	DASL-251-500PL	SEL DatAdvantage - SP Lite PL	\$62.25	ĸ	31%	\$42.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DASL-251-500TL DASL-35K-50KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$24.90 \$24.00	K	31% 31%	\$17.18 \$16.56	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		VARONIS	
5	DASL-35K-50KTL	SEL DatAdvantage - SP Lite TL	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-4001-6000PL DASL-4001-6000TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$31.50	K	31% 31%	\$21.74 \$8.69	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VARONIS	
5	DASL-501-750PL	SEL DatAdvantage - SP Lite PL	\$12.60 \$50.25	K K	31%	\$34.67	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS	
5	DASL-501-750TL DASL-50K-100KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$20.10	K	31% 31%	\$13.87	\$0.00		\$0.00 \$0.00		\$0.00			VARONIS	
5 5	DASL-50K-100KPL DASL-50K-100KTL	SEL DatAdvantage - SP Lite TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00				\$0.00			VARONIS	
5	DASL-51-100PL	SEL DatAdvantage - SP Lite PL	\$104.25	K	31%	\$71.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5 5	DASL-51-100TL DASL-6001-8000PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00		\$0.00	VARONIS	
5	DASL-6001-8000TL	SEL DatAdvantage - SP Lite TL	\$11.70	ĸ	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-751-1000PL DASL-751-1000TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00				\$0.00 \$0.00			VARONIS	
5	DASL-8001-10KPL	SEL DatAdvantage - SP Lite PL	\$27.75	ĸ	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASL-8001-10KTL DASO-0-50PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SPOL PL	\$11.10 \$298.50	K K	31% 31%	\$7.66 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS	
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					NVP L	EVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE				
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRO	DUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER	
5 5	DASO-0-50TL DASO-1001-1500PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	DASO-1001-1500TL	SEL DatAdvantage - SPOL TL	\$34.20	ĸ	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DASO-100K-150KPL DASO-100K-150KTL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$45.00 \$18.00	K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASO-100K-130KTE	SEL DatAdvantage - SPOL PL	\$163.50	K	31%	\$112.82	\$0.00		\$0.00					VARONIS	
5	DASO-101-250TL	SEL DatAdvantage - SPOL TL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00					VARONIS	
5	DASO-10K-20KPL DASO-10K-20KTL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASO-1501-2000PL	SEL DatAdvantage - SPOL PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASO-1501-2000TL DASO-150K-PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASO-150K-PL DASO-150K-TL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$44.25 \$17.70	ĸ	31%	\$30.53 \$12.21	\$0.00		\$0.00					VARONIS	
5	DASO-2001-2500PL	SEL DatAdvantage - SPOL PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00		\$0.00			VARONIS	
5 5	DASO-2001-2500TL DASO-20K-35KPL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASO-20K-35KTL	SEL DatAdvantage - SPOL TL	\$19.80	K	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASO-2501-4000PL DASO-2501-4000TI	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASO-251-500PL	SEL DatAdvantage - SPOL PL	\$124.50	ĸ	31%	\$85.91	\$0.00		\$0.00					VARONIS	
5	DASO-251-500TL	SEL DatAdvantage - SPOL TL	\$49.80	K	31%	\$34.36	\$0.00		\$0.00					VARONIS	
5 5	DASO-35K-50KPL DASO-35K-50KTL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASO-4001-6000PL	SEL DatAdvantage - SPOL PL	\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASO-4001-6000TL	SEL DatAdvantage - SPOL TL	\$25.20	K	31% 31%	\$17.39 \$69.35	\$0.00		\$0.00					VARONIS	
5	DASO-501-750PL DASO-501-750TL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$100.50 \$40.20	K	31%	\$27.74	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS	
5	DASO-50K-100KPL	SEL DatAdvantage - SPOL PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00					VARONIS	
5 5	DASO-50K-100KTL DASO-51-100PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASO-51-100TL	SEL DatAdvantage - SPOL TL	\$83.40	ĸ	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5 5	DASO-6001-8000PL DASO-6001-8000TL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$58.50 \$23.40	K	31% 31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	DASO-751-1000PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$93.00	ĸ	31%	\$64.17	\$0.00		\$0.00					VARONIS	
5	DASO-751-1000TL	SEL DatAdvantage - SPOL TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00					VARONIS	
5 5	DASO-8001-10KPL DASO-8001-10KTL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-0-50PL	SEL DatAdvantage - SP PL	\$298.50	ĸ	31%	\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5 5	DASP-0-50TL DASP-1001-1500PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASP-1001-1500FL	SEL DatAdvantage - SP TL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00					VARONIS	
5	DASP-100K-150KPL	SEL DatAdvantage - SP PL	\$45.00	K	31%	\$31.05	\$0.00		\$0.00		\$0.00			VARONIS	
5 5	DASP-100K-150KTL DASP-101-250PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-101-250TL	SEL DatAdvantage - SP TL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASP-10K-20KPL DASP-10K-20KTI	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-10R-20RTL DASP-1501-2000PL	SEL DatAdvantage - SP PL	\$77.25	K	31%	\$53.30	\$0.00		\$0.00				Ψ0.00	VARONIS VARONIS	
5	DASP-1501-2000TL	SEL DatAdvantage - SP TL	\$30.90	K	31%	\$21.32	\$0.00		\$0.00					VARONIS	
5 5	DASP-150K-PL DASP-150K-TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$44.25 \$17.70	K K	31% 31%	\$30.53 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASP-2001-2500PL	SEL DatAdvantage - SP PL	\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DASP-2001-2500TL DASP-20K-35KPL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$28.80 \$49.50	K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-20K-35KTL	SEL DatAdvantage - SP TL	\$19.80	K	31%	\$13.66	\$0.00		\$0.00					VARONIS	
5	DASP-2501-4000PL	SEL DatAdvantage - SP PL	\$67.50	K	31%	\$46.58	\$0.00		\$0.00					VARONIS	
5 5	DASP-2501-4000TL DASP-251-500PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-251-500TL	SEL DatAdvantage - SP TL	\$49.80	K	31%	\$34.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DASP-35K-50KPL DASP-35K-50KTL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DASP-4001-6000PL	SEL DatAdvantage - SP PL	\$63.00	ĸ	31%	\$43.47	\$0.00		\$0.00		\$0.00			VARONIS	
5	DASP-4001-6000TL DASP-501-750PL	SEL DatAdvantage - SP TL	\$25.20	K	31% 31%	\$17.39 \$69.35	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-501-750PL DASP-501-750TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$100.50 \$40.20	K	31%	\$69.35 \$27.74	\$0.00		\$0.00					VARONIS VARONIS	
5	DASP-50K-100KPL	SEL DatAdvantage - SP PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DASP-50K-100KTL DASP-51-100PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$18.60 \$208.50	K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-51-100TL	SEL DatAdvantage - SP TL	\$83.40	ĸ	31%	\$57.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DASP-6001-8000PL	SEL DatAdvantage - SP PL	\$58.50	K	31%	\$40.37	\$0.00		\$0.00					VARONIS	
5	DASP-6001-8000TL DASP-751-1000PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$23.40 \$93.00	K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DASP-751-1000TL	SEL DatAdvantage - SP TL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5	DASP-8001-10KPL DASP-8001-10KTL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$55.50 \$22.20	K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DAUX-0-50PL	SEL DatAdvantage - NIX PL	\$298.50	ĸ	31%	\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DAUX-0-50TL	SEL DatAdvantage - NIX TL	\$119.40 \$85.50	K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		00.00	VARONIS	
5	DAUX-1001-1500PL DAUX-1001-1500TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00					VARONIS VARONIS	
5	DAUX-100K-150KPL	SEL DatAdvantage - NIX PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DAUX-100K-150KTL DAUX-101-250PL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DAUX-101-250TL	SEL DatAdvantage - NIX TL	\$65.40	ĸ	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DAUX-10K-20KPL	SEL DatAdvantage - NIX PL	\$52.50	K	31%	\$36.23	\$0.00		\$0.00					VARONIS	
5 5	DAUX-10K-20KTL DAUX-1501-2000PL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$21.00 \$77.25	K K	31% 31%	\$14.49 \$53.30	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DAUX-1501-2000TL	SEL DatAdvantage - NIX TL	\$30.90	ĸ	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DAUX-150K-PL DAUX-150K-TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$44.25 \$17.70	ĸ	31% 31%	\$30.53 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DAUX-2001-2500PL	SEL DatAdvantage - NIX PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00				\$0.00	VARONIS	
5	DAUX-2001-2500TL	SEL DatAdvantage - NIX TL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00					VARONIS	
5 5	DAUX-20K-35KPL DAUX-20K-35KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$49.50 \$19.80	K K	31% 31%	\$34.16 \$13.66	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
•		torge tortte	ψ.0.00			ų.o.oo	Ψ3.00	\$5.00	\$5.00	\$3.00	43.00	ψ0.00	ψ0.00		

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DAUX-2501-4000PL DAUX-2501-4000TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$67.50 \$27.00	K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-251-500PL	SEL DatAdvantage - NIX PL	\$124.50	K	31%	\$85.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAUX-251-500TL DAUX-35K-50KPL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-35K-50KTL	SEL DatAdvantage - NIX TL	\$19.20	K	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAUX-4001-6000PL DAUX-4001-6000TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	ψ0.00	VARONIS VARONIS
5	DAUX-501-750PL	SEL DatAdvantage - NIX PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAUX-501-750TL DAUX-50K-100KPL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-50K-100KTL	SEL DatAdvantage - NIX TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAUX-51-100PL DAUX-51-100TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-6001-8000PL	SEL DatAdvantage - NIX PL	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAUX-6001-8000TL DAUX-751-1000PL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-751-1000TL	SEL DatAdvantage - NIX TL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAUX-8001-10KPL DAUX-8001-10KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-0-50PL	SEL DatAdvantage for Windows PL	\$298.50	K	31%	\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-0-50TL DAW-1001-1500PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-1001-1500TL	SEL DatAdvantage for Windows TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-100K-150KPL DAW-100K-150KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$45.00 \$18.00	K K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-101-250PL	SEL DatAdvantage for Windows PL	\$163.50	ĸ	31%	\$112.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-101-250TL DAW-10K-20KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-10K-20KTL	SEL DatAdvantage for Windows TL	\$21.00	ĸ	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-1501-2000PL DAW-1501-2000TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$77.25 \$30.90	K K	31% 31%	\$53.30 \$21.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-150K-PL	SEL DatAdvantage for Windows PL	\$44.25	K	31%	\$30.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAW-150K-TL DAW-2001-2500PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-2001-2500TL	SEL DatAdvantage for Windows TL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-20K-35KPL DAW-20K-35KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$49.50 \$19.80	K K	31% 31%	\$34.16 \$13.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-2501-4000PL	SEL DatAdvantage for Windows PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-2501-4000TL DAW-251-500PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-251-500TL	SEL DatAdvantage for Windows TL	\$49.80	K	31%	\$34.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-35K-50KPL DAW-35K-50KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-4001-6000PL	SEL DatAdvantage for Windows PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAW-4001-6000TL DAW-501-750PI	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$25.20 \$100.50	K K	31% 31%	\$17.39 \$69.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-501-750TL	SEL DatAdvantage for Windows TL	\$40.20	K	31%	\$27.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAW-50K-100KPL DAW-50K-100KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-51-100PL	SEL DatAdvantage for Windows PL	\$208.50	K	31%	\$143.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-51-100TL DAW-6001-8000PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-6001-8000TL	SEL DatAdvantage for Windows TL	\$23.40	K	31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAW-751-1000PL DAW-751-1000TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-8001-10KPL	SEL DatAdvantage for Windows PL	\$55.50	K	31%	\$38.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAW-8001-10KTL DAWL-0-50PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows Lite PL	\$22.20 \$149.25	K	31% 31%	\$15.32 \$102.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-0-50TL	SEL DatAdvantage for Windows Lite TL	\$59.70	K	31%	\$41.19	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAWL-1001-1500PL DAWL-1001-1500TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$42.75 \$17.10	K	31% 31%	\$29.50 \$11.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-100K-150KPL DAWL-100K-150KTL	SEL DatAdvantage for Windows Lite PL	\$22.50	K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DAWL-101-250PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$9.00 \$81.75	K	31%	\$56.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-101-250TL DAWL-10K-20KPL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$32.70 \$26.25	K K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-10K-20KTL	SEL DatAdvantage for Windows Lite TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-1501-2000PL DAWL-1501-2000TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-150K-PL	SEL DatAdvantage for Windows Lite PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-150K-TL DAWL-2001-2500PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$8.85 \$36.00	K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-2001-2500TL	SEL DatAdvantage for Windows Lite TL	\$14.40	ĸ	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-20K-35KPL DAWL-20K-35KTL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$24.75 \$9.90	K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-2501-4000PL	SEL DatAdvantage for Windows Lite PL	\$33.75	ĸ	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-2501-4000TL DAWL-251-500PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$13.50 \$62.25	K K	31% 31%	\$9.32 \$42.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VARONIS VARONIS
5	DAWL-251-500TL	SEL DatAdvantage for Windows Lite TL	\$24.90	K	31%	\$17.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-35K-50KPL DAWL-35K-50KTL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$24.00 \$9.60	K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-4001-6000PL	SEL DatAdvantage for Windows Lite PL	\$31.50	ĸ	31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-4001-6000TL DAWL-501-750PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$12.60 \$50.25	K	31% 31%	\$8.69 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-501-750TL	SEL DatAdvantage for Windows Lite TL	\$20.10	ĸ	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-50K-100KPL DAWL-50K-100KTL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$23.25 \$9.30	K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-51-100PL	SEL DatAdvantage for Windows Lite PL	\$104.25	ĸ	31%	\$71.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAWL-51-100TL DAWL-6001-8000PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-6001-8000TL	SEL DatAdvantage for Windows Lite TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAWL-751-1000PL	SEL DatAdvantage for Windows Lite PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1			NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
DANID	91411	proprieto	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	D4010 MUT 1 D	WTY UPG ENH TO	WTY UPG BASIC	DENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	DAWL-751-1000TL DAWL-8001-10KPL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$18.60 \$27.75	K K	31% 31%	\$12.83 \$19.15	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5 5	DAWL-8001-10KTL DCF-0-50PL	SEL DatAdvantage for Windows Lite TL SEL Data Classification Framework PL	\$11.10 \$214.95	K K	31% 31%	\$7.66 \$148.32	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCF-0-50TL	SEL Data Classification Framework FL	\$85.95	K	31%	\$59.31	\$0.00			\$0.00		\$0.00	\$0.00	VARONIS
5 5	DCF-1001-1500PL DCF-1001-1500TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$61.50 \$24.60	K K	31% 31%	\$42.44 \$16.97	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCF-100K-150KPL	SEL Data Classification Framework PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-100K-150KTL DCF-101-250PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$12.90 \$117.75	K	31% 31%	\$8.90 \$81.25	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-101-250TL	SEL Data Classification Framework TL	\$47.10	ĸ	31%	\$32.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-10K-20KPL DCF-10K-20KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$37.80 \$15.15	K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DCF-1501-2000PL	SEL Data Classification Framework PL	\$55.65	ĸ	31%	\$38.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-1501-2000TL DCF-150K-PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$22.20 \$31.80	K K	31% 31%	\$15.32 \$21.94	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-150K-TL	SEL Data Classification Framework TL	\$12.75	K	31%	\$8.80	\$0.00			\$0.00		\$0.00		VARONIS
5 5	DCF-2001-2500PL DCF-2001-2500TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$51.90 \$20.70	K K	31% 31%	\$35.81 \$14.28	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCF-20K-35KPL DCF-20K-35KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$35.70 \$14.25	K	31% 31%	\$24.63 \$9.83	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DCF-2501-4000PL	SEL Data Classification Framework PL	\$48.60	K	31%	\$33.53	\$0.00			\$0.00				VARONIS
5 5	DCF-2501-4000TL DCF-251-500PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$19.50 \$89.70	K	31% 31%	\$13.46 \$61.89	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCF-251-500TL	SEL Data Classification Framework TL	\$35.85	K	31%	\$24.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-35K-50KPL DCF-35K-50KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$34.50 \$13.80	K	31% 31%	\$23.81 \$9.52	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCF-4001-6000PL	SEL Data Classification Framework PL	\$45.30	ĸ	31%	\$31.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-4001-6000TL DCF-501-750PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$18.15 \$72.30	K	31% 31%	\$12.52 \$49.89	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-501-750TL	SEL Data Classification Framework TL	\$28.95	ĸ	31%	\$19.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-50K-100KPL DCF-50K-100KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$33.45 \$13.35	K K	31% 31%	\$23.08 \$9.21	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DCF-51-100PL	SEL Data Classification Framework PL	\$150.15	ĸ	31%	\$103.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCF-51-100TL DCF-6001-8000PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$60.00 \$42.15	K K	31% 31%	\$41.40 \$29.08	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-6001-8000TL	SEL Data Classification Framework TL	\$16.80	K	31%	\$11.59	\$0.00			\$0.00		\$0.00		VARONIS
5 5	DCF-751-1000PL DCF-751-1000TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$66.90 \$26.85	K	31% 31%	\$46.16 \$18.53	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	DCF-8001-10KPL DCF-8001-10KTL	SEL Data Classification Framework PL SEL Data Classification Framework TI	\$39.90 \$16.05	K	31% 31%	\$27.53 \$11.07	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-0-50PL	SEL Data Classification Framework TE SEL Data Class Framework for UNIX PL	\$214.95	K	31%	\$148.32	\$0.00			\$0.00				VARONIS
5 5	DCFU-0-50TL DCFU-1001-1500PI	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$85.95 \$61.50	K	31% 31%	\$59.31 \$42.44	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-1001-1500TL	SEL DataClass Framework for UNIX TL	\$24.60	ĸ	31%	\$16.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-100K-150KPL DCFU-100K-150KTL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$32.40 \$12.90	K K	31% 31%	\$22.36 \$8.90	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-101-250PL	SEL DataClass Framework for UNIX PL	\$117.75	K	31%	\$81.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-101-250TL DCFU-10K-20KPL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$47.10 \$37.80	K K	31% 31%	\$32.50 \$26.08	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-10K-20KTL	SEL DataClass Framework for UNIX TL	\$15.15	K	31%	\$10.45	\$0.00			\$0.00		\$0.00		VARONIS
5 5	DCFU-1501-2000PL DCFU-1501-2000TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$55.65 \$22.20	K	31% 31%	\$38.40 \$15.32	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	DCFU-150K-PL DCFU-150K-TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$31.80 \$12.75	K	31% 31%	\$21.94 \$8.80	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-2001-2500PL	SEL DataClass Framework for UNIX PL	\$51.90	K	31%	\$35.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCFU-2001-2500TL DCFU-20K-35KPL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$20.70 \$35.70	K	31% 31%	\$14.28 \$24.63	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DCFU-20K-35KTL	SEL DataClass Framework for UNIX TL	\$14.25	ĸ	31%	\$9.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-2501-4000PL DCFU-2501-4000TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$48.60 \$19.50	K K	31% 31%	\$33.53 \$13.46	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-251-500PL	SEL DataClass Framework for UNIX PL	\$89.70	K	31%	\$61.89	\$0.00			\$0.00				VARONIS
5 5	DCFU-251-500TL DCFU-35K-50KPL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$35.85 \$34.50	K	31% 31%	\$24.74 \$23.81	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	DCFU-35K-50KTL DCFU-4001-6000PL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$13.80 \$45.30	K	31% 31%	\$9.52 \$31.26	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-4001-6000TL	SEL DataClass Framework for UNIX TL	\$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-501-750PL DCFU-501-750TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$72.30 \$28.95	K K	31% 31%	\$49.89 \$19.98	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-50K-100KPL	SEL DataClass Framework for UNIX PL	\$33.45	ĸ	31%	\$23.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-50K-100KTL DCFU-51-100PL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-51-100TL	SEL DataClass Framework for UNIX TL	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCFU-6001-8000PL DCFU-6001-8000TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$42.15 \$16.80	K K	31% 31%	\$29.08 \$11.59	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-751-1000PL	SEL DataClass Framework for UNIX PL	\$66.90	K	31% 31%	\$46.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCFU-751-1000TL DCFU-8001-10KPL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$26.85 \$39.90	K K	31%	\$18.53 \$27.53	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5	DCFU-8001-10KTL DCOD-0-50PL	SEL DataClass Framework for UNIX TL SEL DCF for OneDrive PL	\$16.05 \$214.95	K	31% 31%	\$11.07 \$148.32	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VARONIS VARONIS
5	DCOD-0-50TL	SEL DCF for OneDrive TL	\$85.95	K	31%	\$59.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-1001-1500PL DCOD-1001-1500TL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$61.50 \$24.60	K	31% 31%	\$42.44 \$16.97	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DCOD-100K-150KPL	SEL DCF for OneDrive PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-100K-150KTL DCOD-101-250PI	SEL DCF for OneDrive TL SEL DCF for OneDrive PI	\$12.90 \$117.75	K K	31% 31%	\$8.90 \$81.25	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-101-250TL	SEL DCF for OneDrive TL	\$47.10	ĸ	31%	\$32.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-10K-20KPL DCOD-10K-20KTL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$37.80 \$15.15	K K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DCOD-1501-2000PL	SEL DCF for OneDrive PL	\$55.65	K	31%	\$38.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-1501-2000TL DCOD-150K-PL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$22.20 \$31.80	K K	31% 31%	\$15.32 \$21.94	\$0.00 \$0.00			\$0.00 \$0.00			\$0.00	VARONIS VARONIS
5	DCOD-150K-TL	SEL DCF for OneDrive TL	\$12.75	K	31%	\$8.80	\$0.00			\$0.00			\$0.00	VARONIS

					NVP I	EVEL 1		N	NVP MAINTENANCE	AND WARRANTY U	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DCOD-2001-2500PL DCOD-2001-2500TL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$51.90 \$20.70	K	31% 31%	\$35.81 \$14.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-20K-35KPL	SEL DCF for OneDrive PL	\$35.70	ĸ	31%	\$24.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-20K-35KTL DCOD-2501-4000PI	SEL DCF for OneDrive TL SEL DCF for OneDrive PI	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-2501-4000TL	SEL DCF for OneDrive TL	\$19.50	ĸ	31%	\$13.46	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-251-500PL DCOD-251-500TL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$89.70 \$35.85	K	31% 31%	\$61.89 \$24.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-251-5001L DCOD-35K-50KPL	SEL DCF for OneDrive PL	\$34.50	K	31%	\$24.74 \$23.81	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-35K-50KTL DCOD-4001-6000PL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$13.80 \$45.30	K	31% 31%	\$9.52 \$31.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-4001-6000TL	SEL DCF for OneDrive TL	\$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-501-750PL DCOD-501-750TL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$72.30 \$28.95	K	31% 31%	\$49.89 \$19.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-501-7501L DCOD-50K-100KPL	SEL DCF for OneDrive PL	\$33.45	K	31%	\$23.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-50K-100KTL	SEL DCF for OneDrive TL	\$13.35	K	31%	\$9.21	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-51-100PL DCOD-51-100TL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$150.15 \$60.00	K	31% 31%	\$103.60 \$41.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-6001-8000PL	SEL DCF for OneDrive PL	\$42.15	K	31%	\$29.08 \$11.59	\$0.00			\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-6001-8000TL DCOD-751-1000PL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$16.80 \$66.90	K	31% 31%	\$11.59 \$46.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-751-1000TL	SEL DCF for OneDrive TL	\$26.85	K	31%	\$18.53	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-8001-10KPL DCOD-8001-10KTL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$39.90 \$16.05	K K	31% 31%	\$27.53 \$11.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-0-50PL	SEL DCF for SP Online & OneDrive PL	\$322.35	K	31%	\$222.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-0-50TL DCOS-1001-1500PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$129.00 \$92.40	K K	31% 31%	\$89.01 \$63.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-1001-1500TL	SEL DCF for SP Online & OneDrive TL	\$36.90	ĸ	31%	\$25.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-100K-150KPL DCOS-100K-150KTI	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TI	\$48.60 \$19.50	K	31% 31%	\$33.53 \$13.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-101-250PL	SEL DCF for SP Online & OneDrive PL	\$176.55	ĸ	31%	\$121.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-101-250TL DCOS-10K-20KPL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$70.65 \$56.70	ĸ	31% 31%	\$48.75 \$39.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-10K-20KFL	SEL DCF for SP Online & OneDrive TL	\$22.65	K	31%	\$15.63	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOS-1501-2000PL DCOS-1501-2000TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$83.40 \$33.30	K	31% 31%	\$57.55 \$22.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-1501-20001E DCOS-150K-PL	SEL DCF for SP Online & OneDrive PL	\$47.85	K	31%	\$33.02	\$0.00			\$0.00	\$0.00			VARONIS
5	DCOS-150K-TL	SEL DCF for SP Online & One-Drive TL	\$19.05	K	31%	\$13.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOS-2001-2500PL DCOS-2001-2500TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$77.70 \$31.05	K	31% 31%	\$53.61 \$21.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-20K-35KPL	SEL DCF for SP Online & OneDrive PL	\$53.40	K	31%	\$36.85	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOS-20K-35KTL DCOS-2501-4000PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$21.45 \$72.90	K K	31% 31%	\$14.80 \$50.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-2501-4000TL	SEL DCF for SP Online & OneDrive TL	\$29.10	K	31%	\$20.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-251-500PL DCOS-251-500TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TI	\$134.40 \$53.85	K K	31% 31%	\$92.74 \$37.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-35K-50KPL	SEL DCF for SP Online & OneDrive PL	\$51.90	ĸ	31%	\$35.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-35K-50KTL DCOS-4001-6000PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$20.70 \$68.10	K	31% 31%	\$14.28 \$46.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-4001-6000TL	SEL DCF for SP Online & OneDrive TL	\$27.15	ĸ	31%	\$18.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-501-750PL DCOS-501-750TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$108.60 \$43.35	K	31% 31%	\$74.93 \$29.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-50K-100KPL	SEL DCF for SP Online & OneDrive PL	\$50.25	ĸ	31%	\$34.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOS-50K-100KTL DCOS-51-100PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$20.10 \$225.15	K	31% 31%	\$13.87 \$155.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-51-100FL	SEL DCF for SP Online & OneDrive TL	\$90.00	K	31%	\$62.10	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOS-6001-8000PL DCOS-6001-8000TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$63.15 \$25.20	K	31% 31%	\$43.57 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-751-1000PL	SEL DCF for SP Online & OneDrive PL	\$25.20 \$100.50	ĸ	31%	\$69.35	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOS-751-1000TL	SEL DCF for SP Online & OneDrive TL	\$40.20	K	31%	\$27.74	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOS-8001-10KPL DCOS-8001-10KTL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$60.00 \$24.00	K	31% 31%	\$41.40 \$16.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-0-50PL	SEL DCF for SharePoint Online PL	\$214.95	K	31%	\$148.32	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-0-50TL DCSO-1001-1500PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$85.95 \$61.50	K	31% 31%	\$59.31 \$42.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-1001-1500TL	SEL DCF for SharePoint Online TL	\$24.60	K	31%	\$16.97	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-100K-150KPL DCSO-100K-150KTL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$32.40 \$12.90	K K	31% 31%	\$22.36 \$8.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-101-250PL	SEL DCF for SharePoint Online PL	\$117.75	K	31%	\$81.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-101-250TL DCSO-10K-20KPL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$47.10 \$37.80	K K	31% 31%	\$32.50 \$26.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-10K-20KTL	SEL DCF for SharePoint Online TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-1501-2000PL DCSO-1501-2000TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$55.65 \$22.20	K K	31% 31%	\$38.40 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-150K-PL	SEL DCF for SharePoint Online PL	\$31.80	ĸ	31%	\$21.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-150K-TL DCSO-2001-2500PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$12.75 \$51.90	K	31% 31%	\$8.80 \$35.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-2001-2500TL	SEL DCF for SharePoint Online TL	\$20.70	ĸ	31%	\$14.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-20K-35KPL DCSO-20K-35KTL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TI	\$35.70 \$14.25	K K	31% 31%	\$24.63 \$9.83	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-2501-4000PL	SEL DCF for SharePoint Online PL	\$48.60	K	31%	\$33.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-2501-4000TL DCSO-251-500PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$19.50 \$89.70	K	31% 31%	\$13.46 \$61.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-251-500TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$89.70 \$35.85	K	31%	\$61.89 \$24.74	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-35K-50KPL DCSO-35K-50KTL	SEL DCF for SharePoint Online PL	\$34.50	K	31%	\$23.81	\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	DCSO-35K-50KTL DCSO-4001-6000PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$13.80 \$45.30	K K	31% 31%	\$9.52 \$31.26	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DCSO-4001-6000TL	SEL DCF for SharePoint Online TL	\$18.15	K	31%	\$12.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-501-750PL DCSO-501-750TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$72.30 \$28.95	K K	31% 31%	\$49.89 \$19.98	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-50K-100KPL	SEL DCF for SharePoint Online PL	\$33.45	K	31%	\$23.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-50K-100KTL DCSO-51-100PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
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BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DCSO-51-100TL DCSO-6001-8000PL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$60.00 \$42.15	K	31% 31%	\$41.40 \$29.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-6001-8000FL	SEL DCF for SharePoint Online TL	\$16.80	ĸ	31%	\$11.59	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-751-1000PL DCSO-751-1000TI	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TI	\$66.90 \$26.85	K K	31% 31%	\$46.16 \$18.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DCSO-8001-10KPL	SEL DCF for SharePoint Online PL	\$39.90	K	31%	\$27.53	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-8001-10KTL	SEL DCF for SharePoint Online TL	\$16.05	K	31%	\$11.07	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DL-0-50PL DL-0-50TL	SEL DatAlert PL SEL DatAlert TL	\$134.40 \$53.70	K	31% 31%	\$92.74 \$37.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-1001-1500PL	SEL DatAlert PL	\$38.55	K	31%	\$26.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-1001-1500TL DL-100K-150KPL	SEL DatAlert TL SEL DatAlert PL	\$15.45 \$20.25	K	31% 31%	\$10.66 \$13.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-100K-150KFL	SEL DatAlert TL	\$8.10	ĸ	31%	\$5.59	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-101-250PL DL-101-250TL	SEL DatAlert PL SEL DatAlert TI	\$73.65 \$29.40	K	31% 31%	\$50.82 \$20.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DL-101-2501L DL-10K-20KPL	SEL DatAlert PL	\$29.40	K	31%	\$20.29 \$16.35	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-10K-20KTL	SEL DatAlert TL	\$9.45	K	31%	\$6.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-1501-2000PL DL-1501-2000TL	SEL DatAlert PL SEL DatAlert TL	\$34.80 \$13.95	K K	31% 31%	\$24.01 \$9.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-150K-PL	SEL DatAlert PL	\$19.95	K	31%	\$13.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-150K-TL DL-2001-2500PL	SEL DatAlert TL SEL DatAlert PL	\$7.95 \$32.40	K	31% 31%	\$5.49 \$22.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-2001-2500TL	SEL DatAlert TL	\$12.90	ĸ	31%	\$8.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-20K-35KPL DL-20K-35KTI	SEL DatAlert PL SEL DatAlert TI	\$22.35 \$8.85	K K	31% 31%	\$15.42 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-2501-4000PL	SEL DatAlert PL	\$30.45	K	31%	\$21.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-2501-4000TL DL-251-500PL	SEL DatAlert TL SEL DatAlert PL	\$12.15 \$56.10	K	31% 31%	\$8.38 \$38.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-251-500TL	SEL DatAlert TL	\$22.35	ĸ	31%	\$15.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-35K-50KPL DL-35K-50KTL	SEL DatAlert PL SEL DatAlert TI	\$21.60 \$8.70	K	31% 31%	\$14.90 \$6.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-4001-6000PL	SEL DatAlert PL	\$28.35	K	31%	\$19.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-4001-6000TL	SEL DatAlert TL	\$11.40	K	31% 31%	\$7.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-501-750PL DL-501-750TL	SEL DatAlert PL SEL DatAlert TL	\$45.30 \$18.15	K	31%	\$31.26 \$12.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-50K-100KPL	SEL DatAlert PL	\$21.00	K	31%	\$14.49	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-50K-100KTL DL-51-100PL	SEL DatAlert TL SEL DatAlert PL	\$8.40 \$93.90	K	31% 31%	\$5.80 \$64.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-51-100TL	SEL DatAlert TL	\$37.50	K	31%	\$25.88	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS
5 5	DL-6001-8000PL DL-6001-8000TL	SEL DatAlert PL SEL DatAlert TL	\$26.40 \$10.50	K	31% 31%	\$18.22 \$7.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-751-1000PL	SEL DatAlert PL	\$41.85	K	31%	\$28.88	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-751-1000TL DL-8001-10KPL	SEL DatAlert TL SEL DatAlert PL	\$16.80 \$25.05	K	31% 31%	\$11.59 \$17.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-8001-10KTL	SEL DatAlert TL	\$10.05	K	31%	\$6.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5 5	DLS-0-50PL DLS-0-50TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$208.95 \$83.55	K K	31% 31%	\$144.18 \$57.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-1001-1500PL	SEL DatAlert Suite PL	\$59.85	K	31%	\$41.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-1001-1500TL DLS-100K-150KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$24.00 \$31.50	K	31% 31%	\$16.56 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-100K-150KTL	SEL DatAlert Suite TL	\$12.60	K	31%	\$8.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-101-250PL DLS-101-250TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$114.45 \$45.75	K	31% 31%	\$78.97 \$31.57	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-10K-20KPL	SEL DatAlert Suite PL	\$36.75	K	31%	\$25.36	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-10K-20KTL DLS-1501-2000PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$14.70 \$54.15	K K	31% 31%	\$10.14 \$37.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-1501-2000TL	SEL DatAlert Suite TL	\$21.60	K	31%	\$14.90	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-150K-PL DLS-150K-TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$31.05 \$12.45	K	31% 31%	\$21.42 \$8.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-2001-2500PL	SEL DatAlert Suite PL	\$50.40	K	31%	\$34.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-2001-2500TL DLS-20K-35KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$20.10 \$34.65	K	31% 31%	\$13.87 \$23.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-20K-35KTL	SEL DatAlert Suite TL	\$13.80	K	31%	\$9.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-2501-4000PL DLS-2501-4000TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$47.25 \$18.90	K K	31% 31%	\$32.60 \$13.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-251-500PL	SEL DatAlert Suite PL SEL DatAlert Suite TI	\$87.15		31%	\$60.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5 5	DLS-251-500TL DLS-35K-50KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$34.80 \$33.60	K K	31% 31%	\$24.01 \$23.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-35K-50KTL	SEL DatAlert Suite TL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-4001-6000PL DLS-4001-6000TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$44.10 \$17.70	K K	31% 31%	\$30.43 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-501-750PL	SEL DatAlert Suite PL	\$70.35	K	31%	\$48.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-501-750TL DLS-50K-100KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$28.20 \$32.55	K K	31% 31%	\$19.46 \$22.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-50K-100KTL	SEL DatAlert Suite TL	\$13.05	K	31%	\$9.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-51-100PL DLS-51-100TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$145.95 \$58.35	K K	31% 31%	\$100.71 \$40.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-6001-8000PL	SEL DatAlert Suite PL	\$40.95	ĸ	31%	\$28.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-6001-8000TL DLS-751-1000PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$16.35 \$65.10	K K	31% 31%	\$11.28 \$44.92	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-751-1000TL	SEL DatAlert Suite TL	\$26.10	K	31%	\$18.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-8001-10KPL DLS-8001-10KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$38.85 \$15.60		31% 31%	\$26.81 \$10.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-0-50PL	SEL DatAlert Analytics PL	\$89.55	K	31%	\$61.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-0-50TL DLX-1001-1500PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$35.85 \$25.65		31% 31%	\$24.74 \$17.70	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-1001-1500TL	SEL DatAlert Analytics TL	\$10.20		31%	\$7.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-100K-150KPL DLX-100K-150KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$13.50 \$5.40	K	31% 31%	\$9.32 \$3.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-101-250PL	SEL DatAlert Analytics PL	\$49.05	K	31%	\$33.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-101-250TL DLX-10K-20KPI	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$19.65 \$15.75	K K	31% 31%	\$13.56 \$10.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DLX-10K-20KTL	SEL DatAlert Analytics FL	\$6.30	ĸ	31%	\$4.35	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS

					NVP	LEVEL 1		N	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DLX-1501-2000PL	SEL DatAlert Analytics PL	\$23.25	K	31%	\$16.04	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DLX-1501-2000TL DLX-150K-PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$9.30 \$13.35	K K	31% 31%	\$6.42 \$9.21	\$0.00 \$0.00							VARONIS VARONIS
5	DLX-150K-TL	SEL DatAlert Analytics TL	\$5.25	K	31%	\$3.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-2001-2500PL DLX-2001-2500TL	SEL DatAlert Analytics PL	\$21.60 \$8.70	K K	31% 31%	\$14.90 \$6.00	\$0.00 \$0.00							VARONIS VARONIS
5	DLX-2001-25001L DLX-20K-35KPL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$6.70 \$14.85	K	31%	\$10.25	\$0.00							VARONIS
5	DLX-20K-35KTL	SEL DatAlert Analytics TL	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-2501-4000PL DLX-2501-4000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$20.25 \$8.10	K K	31% 31%	\$13.97 \$5.59	\$0.00 \$0.00							VARONIS VARONIS
5	DLX-251-500PL	SEL DatAlert Analytics PL	\$37.35	ĸ	31%	\$25.77	\$0.00							VARONIS
5	DLX-251-500TL DLX-35K-50KPL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$15.00 \$14.40	K	31% 31%	\$10.35 \$9.94	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DLX-35K-50KPL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$5.70	ĸ	31%	\$3.93	\$0.00							VARONIS
5	DLX-4001-6000PL	SEL DatAlert Analytics PL	\$18.90	K	31%	\$13.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-4001-6000TL DLX-501-750PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$7.50 \$30.15	K K	31% 31%	\$5.18 \$20.80	\$0.00 \$0.00							VARONIS VARONIS
5	DLX-501-750TL	SEL DatAlert Analytics TL	\$12.00	ĸ	31%	\$8.28	\$0.00							VARONIS
5	DLX-50K-100KPL	SEL DatAlert Analytics PL	\$13.95	K	31%	\$9.63 \$3.83	\$0.00 \$0.00							VARONIS
5 5	DLX-50K-100KTL DLX-51-100PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.55 \$62.55	K K	31% 31%	\$3.83 \$43.16	\$0.00							VARONIS
5	DLX-51-100TL	SEL DatAlert Analytics TL	\$25.05	K	31%	\$17.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-6001-8000PL DLX-6001-8000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$17.55 \$7.05	K K	31% 31%	\$12.11 \$4.86	\$0.00 \$0.00							VARONIS VARONIS
5	DLX-751-1000PL	SEL DatAlert Analytics PL	\$27.90	ĸ	31%	\$19.25	\$0.00							VARONIS
5	DLX-751-1000TL	SEL DatAlert Analytics TL	\$11.10	K	31%	\$7.66	\$0.00							VARONIS
5 5	DLX-8001-10KPL DLX-8001-10KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$16.65 \$6.60	K K	31% 31%	\$11.49 \$4.55	\$0.00 \$0.00							VARONIS VARONIS
5	DNI-PL	SEL DatAnywhere Instance Add-on PL	\$10,500.00	K	31%	\$7,245.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNI-TL DP-0-50PL	SEL DatAnywhere Instance Add-on TI SEL DataPrivilege PL	\$4,200.00 \$194.10	K K	31% 31%	\$2,898.00 \$133.93	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DP-0-50TL	SEL DataPrivilege TL	\$77.55	ĸ	31%	\$53.51	\$0.00						+	VARONIS
5	DP-1001-1500PL	SEL DataPrivilege PL	\$55.65	K	31%	\$38.40	\$0.00							VARONIS
5	DP-1001-1500TL DP-100K-150KPL	SEL DataPrivilege TL SEL DataPrivilege PL	\$22.20 \$29.25	K	31% 31%	\$15.32 \$20.18	\$0.00 \$0.00							VARONIS VARONIS
5	DP-100K-150KTL	SEL DataPrivilege TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DP-101-250PL DP-101-250TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$106.35 \$42.45	K K	31% 31%	\$73.38 \$29.29	\$0.00 \$0.00							VARONIS VARONIS
5	DP-10K-20KPL	SEL DataPrivilege PL	\$34.20	ĸ	31%	\$23.60	\$0.00						\$0.00	VARONIS
5	DP-10K-20KTL	SEL DataPrivilege TL	\$13.65	K	31%	\$9.42	\$0.00							VARONIS VARONIS
5 5	DP-1501-2000PL DP-1501-2000TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00			\$0.00 \$0.00			+	VARONIS
5	DP-150K-PL	SEL DataPrivilege PL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DP-150K-TL DP-2001-2500PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$11.55 \$46.80	K K	31% 31%	\$7.97 \$32.29	\$0.00 \$0.00							VARONIS
5	DP-2001-2500TL	SEL DataPrivilege TL	\$18.75	ĸ	31%	\$12.94	\$0.00							VARONIS
5	DP-20K-35KPL	SEL DataPrivilege PL	\$32.25	K	31%	\$22.25	\$0.00							VARONIS
5 5	DP-20K-35KTL DP-2501-4000PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$12.90 \$43.95	K K	31% 31%	\$8.90 \$30.33	\$0.00 \$0.00							VARONIS VARONIS
5	DP-2501-4000TL	SEL DataPrivilege TL	\$17.55	K	31%	\$12.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-251-500PL DP-251-500TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$81.00 \$32.40	K K	31% 31%	\$55.89 \$22.36	\$0.00 \$0.00							VARONIS VARONIS
5	DP-35K-50KPL	SEL DataPrivilege PL	\$31.20	ĸ	31%	\$21.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-35K-50KTL DP-4001-6000PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$12.45 \$40.95	K K	31% 31%	\$8.59 \$28.26	\$0.00 \$0.00							VARONIS VARONIS
5	DP-4001-6000PL	SEL DataPrivilege PL SEL DataPrivilege TL	\$40.95 \$16.35	ĸ	31%	\$20.20 \$11.28	\$0.00							VARONIS
5	DP-501-750PL	SEL DataPrivilege PL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DP-501-750TL DP-50K-100KPL	SEL DataPrivilege TL SEL DataPrivilege PL	\$26.10 \$30.30	K K	31% 31%	\$18.01 \$20.91	\$0.00 \$0.00							VARONIS VARONIS
5	DP-50K-100KTL	SEL DataPrivilege TL	\$12.15	ĸ	31%	\$8.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DP-51-100PL DP-51-100TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$135.60 \$54.15	K K	31% 31%	\$93.56 \$37.36	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	DP-6001-8000PL	SEL DataPrivilege 1L SEL DataPrivilege PL	\$54.15 \$38.10	K	31%	\$37.36 \$26.29	\$0.00							VARONIS
5	DP-6001-8000TL DP-751-1000PI	SEL DataPrivilege TL	\$15.15 \$60.45	K	31% 31%	\$10.45 \$41.71	\$0.00							VARONIS VARONIS
5 5	DP-751-1000PL DP-751-1000TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$60.45 \$24.15	K K	31% 31%	\$41.71 \$16.66	\$0.00 \$0.00							VARONIS
5	DP-8001-10KPL	SEL DataPrivilege PL	\$36.15	K	31%	\$24.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DP-8001-10KTL DPS-0-50PL	SEL DataPrivilege TL SEL DataPrivilege for SharePoint PL	\$14.40 \$194.10	K K	31% 31%	\$9.94 \$133.93	\$0.00 \$0.00							VARONIS VARONIS
5	DPS-0-50TL	SEL DataPrivilege for SharePoint TL	\$77.55	ĸ	31%	\$53.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-1001-1500PL	SEL DataPrivilege for SharePoint PL	\$55.65	K	31% 31%	\$38.40	\$0.00						+	VARONIS VARONIS
5	DPS-1001-1500TL DPS-100K-150KPL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$22.20 \$29.25	K	31%	\$15.32 \$20.18	\$0.00 \$0.00							VARONIS
5	DPS-100K-150KTL	SEL DataPrivilege for SharePoint TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-101-250PL DPS-101-250TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$106.35 \$42.45	K K	31% 31%	\$73.38 \$29.29	\$0.00 \$0.00							VARONIS VARONIS
5	DPS-10K-20KPL	SEL DataPrivilege for SharePoint PL	\$34.20	ĸ	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-10K-20KTL DPS-1501-2000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$13.65 \$50.25	K K	31% 31%	\$9.42 \$34.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-1501-2000PL DPS-1501-2000TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$50.25 \$20.10	K	31%	\$34.67 \$13.87	\$0.00						\$0.00	VARONIS
5	DPS-150K-PL	SEL DataPrivilege for SharePoint PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DPS-150K-TL DPS-2001-2500PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$11.55 \$46.80	K K	31% 31%	\$7.97 \$32.29	\$0.00 \$0.00						\$0.00 \$0.00	VARONIS VARONIS
5	DPS-2001-2500TL	SEL DataPrivilege for SharePoint TL	\$18.75	K	31%	\$12.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-20K-35KPL DPS-20K-35KTL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$32.25 \$12.90	K K	31% 31%	\$22.25 \$8.90	\$0.00 \$0.00							VARONIS VARONIS
5	DPS-2501-4000PL	SEL DataPrivilege for SharePoint PL	\$12.90 \$43.95	K	31%	\$30.33	\$0.00						\$0.00	VARONIS
5	DPS-2501-4000TL	SEL DataPrivilege for SharePoint TL	\$17.55	K	31%	\$12.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-251-500PL DPS-251-500TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$81.00 \$32.40	K K	31% 31%	\$55.89 \$22.36	\$0.00 \$0.00						\$0.00 \$0.00	VARONIS VARONIS
5	DPS-35K-50KPL	SEL DataPrivilege for SharePoint PL	\$31.20	K	31%	\$21.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-35K-50KTL DPS-4001-6000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$12.45 \$40.95	K	31% 31%	\$8.59 \$28.26	\$0.00 \$0.00							VARONIS VARONIS
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					NVP I	EVEL 1			VP MAINTENANCE	AND WARRANTY I	IPGRADE PRICE			
			EMC	CATEGORY		NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	DPS-4001-6000TL DPS-501-750PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$16.35 \$65.40	K K	31% 31%	\$11.28 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-501-750TL	SEL DataPrivilege for SharePoint TL	\$26.10	K	31%	\$18.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-50K-100KPL DPS-50K-100KTL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$30.30 \$12.15	K K	31% 31%	\$20.91 \$8.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-51-100PL	SEL DataPrivilege for SharePoint PL	\$135.60	K	31%	\$93.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-51-100TL DPS-6001-8000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$54.15 \$38.10	K K	31% 31%	\$37.36 \$26.29	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DPS-6001-8000TL	SEL DataPrivilege for SharePoint TL	\$15.15	K	31%	\$10.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-751-1000PL DPS-751-1000TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$60.45 \$24.15	K K	31% 31%	\$41.71 \$16.66	\$0.00 \$0.00							VARONIS VARONIS
5	DPS-8001-10KPL	SEL DataPrivilege for SharePoint PL	\$36.15	ĸ	31%	\$24.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-8001-10KTL DR-PI	SEL DataPrivilege for SharePoint TL SEL Disaster Recovery Add-on PL	\$14.40 \$15,000.00	K	31% 31%	\$9.94 \$10,350.00	\$0.00 \$0.00				\$0.00 \$0.00			VARONIS VARONIS
5	DR-TL	SEL Disaster Recovery Add-on TL	\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-0-50PL DTE-0-50TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$179.10 \$71.70	K K	31% 31%	\$123.58 \$49.47	\$0.00 \$0.00							VARONIS VARONIS
5	DTE-1001-1500PL	SEL Data Transport Engine PL	\$51.30	K	31%	\$35.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-1001-1500TL DTE-100K-150KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$20.55 \$27.00	K K	31% 31%	\$14.18 \$18.63	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DTE-100K-150KFL	SEL Data Transport Engine FL	\$10.80	K	31%	\$7.45	\$0.00	\$0.00	\$0.00					VARONIS
5	DTE-101-250PL DTE-101-250TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$98.10 \$39.30	K	31% 31%	\$67.69 \$27.12	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DTE-10K-20KPL	SEL Data Transport Engine PL	\$31.50	K	31%	\$21.74	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DTE-10K-20KTL DTE-1501-2000PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$12.60 \$46.35	K K	31% 31%	\$8.69 \$31.98	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DTE-1501-2000TL	SEL Data Transport Engine TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-150K-PL DTE-150K-TL	SEL Data Transport Engine PL	\$26.55 \$10.65	K K	31% 31%	\$18.32 \$7.35	\$0.00 \$0.00	\$0.00				\$0.00 \$0.00		VARONIS VARONIS
5	DTE-2001-2500PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$43.20	K	31%	\$7.35 \$29.81	\$0.00							VARONIS
5	DTE-2001-2500TL DTE-20K-35KPI	SEL Data Transport Engine TL	\$17.25 \$29.70	K K	31% 31%	\$11.90 \$20.49	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DTE-20K-35KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$29.70 \$11.85	K	31%	\$20.49 \$8.18	\$0.00			\$0.00 \$0.00				VARONIS
5	DTE-2501-4000PL DTE-2501-4000TL	SEL Data Transport Engine PL	\$40.50	K	31%	\$27.95	\$0.00				\$0.00			VARONIS VARONIS
5 5	DTE-2501-40001L DTE-251-500PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$16.20 \$74.70	K K	31% 31%	\$11.18 \$51.54	\$0.00 \$0.00							VARONIS
5	DTE-251-500TL	SEL Data Transport Engine TL	\$29.85	K	31%	\$20.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-35K-50KPL DTE-35K-50KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$28.80 \$11.55	K K	31% 31%	\$19.87 \$7.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DTE-4001-6000PL	SEL Data Transport Engine PL	\$37.80	K	31%	\$26.08	\$0.00	\$0.00	\$0.00					VARONIS
5 5	DTE-4001-6000TL DTE-501-750PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$15.15 \$60.30	K K	31% 31%	\$10.45 \$41.61	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DTE-501-750TL	SEL Data Transport Engine TL	\$24.15	K	31%	\$16.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-50K-100KPL DTE-50K-100KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$27.90 \$11.10	K K	31% 31%	\$19.25 \$7.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DTE-51-100PL	SEL Data Transport Engine PL	\$125.10	K	31%	\$86.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-51-100TL DTE-6001-8000PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$50.10 \$35.10	K K	31% 31%	\$34.57 \$24.22	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DTE-6001-8000TL	SEL Data Transport Engine TL	\$14.10	K	31%	\$9.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-751-1000PL DTE-751-1000TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$55.80 \$22.35	K K	31% 31%	\$38.50 \$15.42	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DTE-8001-10KPL	SEL Data Transport Engine PL	\$33.30	ĸ	31%	\$22.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DTE-8001-10KTL DW-0-50PL	SEL Data Transport Engine TL SEL DATANSWERS - WIN PL	\$13.35 \$298.50	K	31% 31%	\$9.21 \$205.97	\$0.00 \$0.00				\$0.00 \$0.00			VARONIS VARONIS
5	DW-0-50TL	SEL DATANSWERS - WIN TL	\$119.40	ĸ	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-1001-1500PL DW-1001-1500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DW-100K-150KPL	SEL DATANSWERS - WIN PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-100K-150KTL DW-101-250PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DW-101-250TL	SEL DATANSWERS - WIN TL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-10K-20KPL DW-10K-20KTL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$52.50 \$21.00	K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DW-1501-2000PL	SEL DATANSWERS - WIN PL	\$77.25	ĸ	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-1501-2000TL DW-150K-PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DW-150K-TL	SEL DATANSWERS - WIN TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-2001-2500PL DW-2001-2500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DW-20K-35KPL	SEL DATANSWERS - WIN PL	\$49.50	K	31%	\$34.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-20K-35KTL DW-2501-4000PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DW-2501-4000TL	SEL DATANSWERS - WIN TL	\$27.00	ĸ	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-251-500PL DW-251-500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$124.50 \$49.80	K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DW-35K-50KPL	SEL DATANSWERS - WIN PL	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-35K-50KTL DW-4001-6000PI	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$19.20 \$63.00	K	31% 31%	\$13.25 \$43.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	00.00	VARONIS VARONIS
5	DW-4001-6000PL DW-4001-6000TL	SEL DATANSWERS - WIN TL	\$63.00 \$25.20	K	31%	\$43.47 \$17.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-501-750PL	SEL DATANSWERS - WIN PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-501-750TL DW-50K-100KPL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00						\$0.00	VARONIS VARONIS
5	DW-50K-100KTL	SEL DATANSWERS - WIN TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-51-100PL DW-51-100TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DW-6001-8000PL	SEL DATANSWERS - WIN PL	\$58.50	ĸ	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-6001-8000TL DW-751-1000PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00							VARONIS VARONIS
5	DW-751-1000TL	SEL DATANSWERS - WIN TL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DW-8001-10KPL DW-8001-10KTL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00							VARONIS VARONIS
5	DWOD-0-50PL	SEL DATANSWERS - OD PL	\$298.50	K	31%	\$205.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-0-50TL	SEL DATANSWERS - OD TL	\$119.40	K	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1			NVP MAINTENANCE	AND WARRANTY I	IPGRADE PRICE			
			EMC	CATEGORY		NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM	TO PS ENH LP	RENEWAL	PARTNER
5	DWOD-1001-1500PL	SEL DATANSWERS - OD PL	\$85.50	K	31%	\$59.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DWOD-1001-1500TL DWOD-100K-150KPL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-100K-150KTL	SEL DATANSWERS - OD TL	\$18.00	K	31%	\$12.42	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5 5	DWOD-101-250PL DWOD-101-250TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$163.50 \$65.40	K K	31% 31%	\$112.82 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-10K-20KPL	SEL DATANSWERS - OD PL	\$52.50	K	31%	\$36.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-10K-20KTL DWOD-1501-2000PL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$21.00 \$77.25	K K	31% 31%	\$14.49 \$53.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-1501-2000TL	SEL DATANSWERS - OD TL	\$30.90	K	31%	\$21.32	\$0.00				\$0.00			VARONIS
5 5	DWOD-150K-PL DWOD-150K-TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$44.25 \$17.70	K K	31% 31%	\$30.53 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-2001-2500PL	SEL DATANSWERS - OD PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS
5	DWOD-2001-2500TL DWOD-20K-35KPL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-20K-35KTL	SEL DATANSWERS - OD TL	\$19.80	K	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOD-2501-4000PL DWOD-2501-4000TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-251-500PL	SEL DATANSWERS - OD PL	\$124.50	K	31%	\$85.91	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWOD-251-500TL DWOD-35K-50KPL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00				\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-35K-50KTL	SEL DATANSWERS - OD TL	\$19.20	K	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOD-4001-6000PL DWOD-4001-6000TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-501-750PL	SEL DATANSWERS - OD PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOD-501-750TL DWOD-50K-100KPI	SEL DATANSWERS - OD PI	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-50K-100KTL	SEL DATANSWERS - OD TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOD-51-100PL DWOD-51-100TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-6001-8000PL	SEL DATANSWERS - OD PL	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOD-6001-8000TL DWOD-751-1000PL	SEL DATANSWERS - OD PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOD-751-1000TL	SEL DATANSWERS - OD TL	\$37.20	K	31%	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWOD-8001-10KPL DWOD-8001-10KTL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00				\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-0-50PL	SEL DATANSWERS - OD & SPOL PL	\$447.75	K	31%	\$308.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-0-50TL DWOS-1001-1500PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$179.10 \$128.25	K K	31% 31%	\$123.58 \$88.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-1001-1500TL	SEL DATANSWERS - OD & SPOL TL	\$51.30	K	31%	\$35.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-100K-150KPL DWOS-100K-150KTI	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-101-250PL	SEL DATANSWERS - OD & SPOL PL	\$245.25	ĸ	31%	\$169.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-101-250TL DWOS-10K-20KPL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$98.10 \$78.75	K K	31% 31%	\$67.69 \$54.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-10K-20KTL	SEL DATANSWERS - OD & SPOL TL	\$31.50	K	31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-1501-2000PL DWOS-1501-2000TL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$115.95 \$46.35	K K	31% 31%	\$80.01 \$31.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-150K-PL	SEL DATANSWERS - OD & SPOL PL	\$66.45	K	31%	\$45.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWOS-150K-TL DWOS-2001-2500PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$26.55 \$108.00	K K	31% 31%	\$18.32 \$74.52	\$0.00 \$0.00				\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-2001-2500TL	SEL DATANSWERS - OD & SPOL TL	\$43.20	K	31%	\$29.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-20K-35KPL DWOS-20K-35KTL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$74.25 \$29.70	K K	31% 31%	\$51.23 \$20.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-2501-4000PL	SEL DATANSWERS - OD & SPOL PL	\$101.25	K	31%	\$69.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-2501-4000TL DWOS-251-500PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$40.50 \$186.75	K K	31% 31%	\$27.95 \$128.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-251-500TL	SEL DATANSWERS - OD & SPOL TL	\$74.70	ĸ	31%	\$51.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-35K-50KPL DWOS-35K-50KTL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-4001-6000PL	SEL DATANSWERS - OD & SPOL PL	\$94.50	K	31%	\$65.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-4001-6000TL DWOS-501-750PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$37.80 \$150.75	K K	31% 31%	\$26.08 \$104.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-501-750TL	SEL DATANSWERS - OD & SPOL TL	\$60.30	K	31%	\$41.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-50K-100KPL DWOS-50K-100KTL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$69.75 \$27.90	K K	31% 31%	\$48.13 \$19.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-51-100PL	SEL DATANSWERS - OD & SPOL PL	\$312.75	K	31%	\$215.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-51-100TL DWOS-6001-8000PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$125.10 \$87.75	K K	31% 31%	\$86.32 \$60.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-6001-8000TL	SEL DATANSWERS - OD & SPOL TL	\$35.10	K	31%	\$24.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-751-1000PL DWOS-751-1000TL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$139.50 \$55.80	K K	31% 31%	\$96.26 \$38.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWOS-8001-10KPL	SEL DATANSWERS - OD & SPOL PL	\$83.25	ĸ	31%	\$57.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWOS-8001-10KTL DWS-0-50PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - SP PL	\$33.30 \$298.50	K K	31% 31%	\$22.98 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-0-50TL	SEL DATANSWERS - SP TL	\$119.40	ĸ	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-1001-1500PL DWS-1001-1500TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	00.00	VARONIS VARONIS
5	DWS-100K-150KPL	SEL DATANSWERS - SP PL	\$45.00	ĸ	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-100K-150KTL DWS-101-250PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-101-250TL	SEL DATANSWERS - SP TL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-10K-20KPL DWS-10K-20KTL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS
5	DWS-1501-2000PL	SEL DATANSWERS - SP PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-1501-2000TL DWS-150K-PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DWS-150K-TL	SEL DATANSWERS - SP TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-2001-2500PL DWS-2001-2500TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	DWS-20K-35KPL	SEL DATANSWERS - SP PL	\$49.50	K	31%	\$34.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-20K-35KTL DWS-2501-4000PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00							VARONIS VARONIS
5	D110=2001=4000FL	OLE DATABONERO - OF FE	φυ/.50	r.	3170	φ40.30	\$0.00	φ0.00	φ0.00	\$0.00	φ0.00	φ0.00	φυ.υυ	VAICONO

					NVP L	EVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE				
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PA	ARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	P	ARTNER
5 5	DWS-2501-4000TL DWS-251-500PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	DWS-251-500TL	SEL DATANSWERS - SP TL	\$49.80	ĸ	31%	\$34.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	DWS-35K-50KPL DWS-35K-50KTL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$48.00 \$19.20	K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWS-4001-6000PL	SEL DATANSWERS - SP PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00					VARONIS	
5	DWS-4001-6000TL	SEL DATANSWERS - SP TL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00		\$0.00			VARONIS	
5	DWS-501-750PL DWS-501-750TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00		\$0.00 \$0.00				+	VARONIS VARONIS	
5	DWS-50K-100KPL	SEL DATANSWERS - SP PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00					VARONIS	
5 5	DWS-50K-100KTL DWS-51-100PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWS-51-100TL	SEL DATANSWERS - SP TL	\$83.40	ĸ	31%	\$57.55	\$0.00		\$0.00	\$0.00	\$0.00			VARONIS	
5	DWS-6001-8000PL DWS-6001-8000TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$58.50 \$23.40	K	31% 31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWS-751-1000PL	SEL DATANSWERS - SP PL	\$93.00	K	31%	\$64.17	\$0.00		\$0.00					VARONIS	
5	DWS-751-1000TL DWS-8001-10KPL	SEL DatAnswers - SP TL SEL DATANSWERS - SP PL	\$37.20	K	31% 31%	\$25.67 \$38.30	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWS-8001-10KPL	SEL DATANSWERS - SP FL SEL DATANSWERS - SP TL	\$55.50 \$22.20	K	31%	\$36.30 \$15.32	\$0.00		\$0.00					VARONIS	
5	DWSO-0-50PL	SEL DATANSWERS - SPOL PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00					VARONIS	
5	DWSO-0-50TL DWSO-1001-1500PL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-1001-1500TL	SEL DATANSWERS - SPOL TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS	
5 5	DWSO-100K-150KPL DWSO-100K-150KTL	SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$45.00 \$18.00	K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-101-250PL	SEL DATANSWERS - SPOL PL	\$163.50	ĸ	31%	\$112.82	\$0.00		\$0.00					VARONIS	
5	DWSO-101-250TL DWSO-10K-20KPL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$65.40 \$52.50	K	31% 31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-10K-20KTL	SEL DATANSWERS - SPOL TL	\$21.00	K	31%	\$14.49	\$0.00		\$0.00					VARONIS	
5	DWSO-1501-2000PL	SEL DATANSWERS - SPOL PL	\$77.25	K	31% 31%	\$53.30 \$21.32	\$0.00		\$0.00					VARONIS	
5 5	DWSO-1501-2000TL DWSO-150K-PI	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$30.90 \$44.25	K	31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-150K-TL	SEL DATANSWERS - SPOL TL	\$17.70	K	31%	\$12.21	\$0.00		\$0.00	\$0.00	\$0.00		+	VARONIS	
5 5	DWSO-2001-2500PL DWSO-2001-2500TL	SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$72.00 \$28.80	K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DWSO-20K-35KPL	SEL DATANSWERS - SPOL PL	\$49.50	ĸ	31%	\$34.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DWSO-20K-35KTL DWSO-2501-4000PI	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$19.80 \$67.50	K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-2501-4000TL	SEL DATANSWERS - SPOLTL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00					VARONIS	
5	DWSO-251-500PL DWSO-251-500TL	SEL DATANSWERS - SPOL TI	\$124.50	K	31% 31%	\$85.91 \$34.36	\$0.00		\$0.00					VARONIS	
5 5	DWSO-251-5001L DWSO-35K-50KPL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$49.80 \$48.00	K K	31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00			VARONIS VARONIS	
5	DWSO-35K-50KTL	SEL DATANSWERS - SPOL TL	\$19.20	K	31%	\$13.25	\$0.00		\$0.00		\$0.00			VARONIS	
5 5	DWSO-4001-6000PL DWSO-4001-6000TL	SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DWSO-501-750PL	SEL DATANSWERS - SPOL PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DWSO-501-750TL DWSO-50K-100KPL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$40.20 \$46.50	K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-50K-100KTL	SEL DATANSWERS - SPOL TL	\$18.60	ĸ	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	DWSO-51-100PL DWSO-51-100TL	SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	DWSO-6001-8000PL	SEL DATANSWERS - SPOL PL	\$58.50	ĸ	31%	\$40.37	\$0.00		\$0.00		\$0.00			VARONIS	
5 5	DWSO-6001-8000TL DWSO-751-1000PL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$23.40 \$93.00	K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	DWSO-751-1000TL	SEL DATANSWERS - SPOL TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00					VARONIS	
5 5	DWSO-8001-10KPL DWSO-8001-10KTL	SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	EDGE-0-50PL	SEL Varonis - EDGE PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00		\$0.00			VARONIS	
5	EDGE-0-50TL	SEL Varonis - EDGE TL	\$119.40	K	31%	\$82.39	\$0.00		\$0.00					VARONIS	
5 5	EDGE-1001-1500PL EDGE-1001-1500TL	SEL Varonis - EDGE PL SEL Varonis - EDGE TL	\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	EDGE-100K-150KPL	SEL Varonis - EDGE PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	EDGE-100K-150KTL EDGE-101-250PL	SEL Varonis - EDGE TL SEL Varonis - EDGE PL	\$18.00 \$163.50	K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	EDGE-101-250TL	SEL Varonis - EDGE TL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00					VARONIS	
5 5	EDGE-10K-20KPL EDGE-10K-20KTI	SEL Varonis - EDGE PL SEL Varonis - EDGE TI	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	EDGE-1501-2000PL	SEL Varonis - EDGE PL	\$77.25	ĸ	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	EDGE-1501-2000TL EDGE-150K-PL	SEL Varonis - EDGE TL SEL Varonis - EDGE PL	\$30.90 \$44.25	K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS	
5	EDGE-150K-TL	SEL Varonis - EDGE TL	\$17.70	ĸ	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	EDGE-2001-2500PL EDGE-2001-2500TL	SEL Varonis - EDGE PL	\$72.00 \$28.80	K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VARONIS VARONIS	
5	EDGE-20K-35KPL	SEL Varonis - EDGE TL SEL Varonis - EDGE PL	\$49.50	K	31%	\$34.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	EDGE-20K-35KTL	SEL Varonis - EDGE TL	\$19.80	K	31%	\$13.66	\$0.00		\$0.00					VARONIS VARONIS	
5	EDGE-2501-4000PL EDGE-2501-4000TL	SEL Varonis - EDGE PL SEL Varonis - EDGE TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00		+	VARONIS	
5	EDGE-251-500PL	SEL Varonis - EDGE PL	\$124.50	ĸ	31%	\$85.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	EDGE-251-500TL EDGE-35K-50KPL	SEL Varonis - EDGE TL SEL Varonis - EDGE PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	EDGE-35K-50KTL	SEL Varonis - EDGE TL	\$19.20	ĸ	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	EDGE-4001-6000PL EDGE-4001-6000TL	SEL Varonis - EDGE PL SEL Varonis - EDGE TL	\$63.00 \$25.20	K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS	
5	EDGE-501-750PL	SEL Varonis - EDGE PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5	EDGE-501-750TL EDGE-50K-100KPL	SEL Varonis - EDGE TL SEL Varonis - EDGE PL	\$40.20 \$46.50	K	31% 31%	\$27.74	\$0.00							VARONIS VARONIS	
5	EDGE-50K-100KPL EDGE-50K-100KTL	SEL Varonis - EDGE PL SEL Varonis - EDGE TL	\$46.50 \$18.60	K	31%	\$32.09 \$12.83	\$0.00 \$0.00						\$0.00	VARONIS	
5	EDGE-51-100PL	SEL Varonis - EDGE PL	\$208.50	K	31%	\$143.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	EDGE-51-100TL EDGE-6001-8000PL	SEL Varonis - EDGE TL SEL Varonis - EDGE PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00							VARONIS VARONIS	
5	EDGE-6001-8000TL	SEL Varonis - EDGE TL	\$23.40	ĸ	31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS	
5 5	EDGE-751-1000PL EDGE-751-1000TL	SEL Varonis - EDGE PL SEL Varonis - EDGE TL	\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.00 \$0.00							VARONIS VARONIS	
3			ψ31.20		5170	Ψ20.07	ψ0.00	Ψ0.00	ψ0.00	φJ.00	φυ.υυ	φυ.υυ	φυ.00		

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	EDGE-8001-10KPL EDGE-8001-10KTL	SEL Varonis - EDGE PL SEL Varonis - EDGE TI	\$55.50 \$22.20	K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-0-50PL	SEL DatAdvantage for EO Lite PL	\$149.25	K	31%	\$102.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-0-50TL EOL-1001-1500PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$59.70 \$42.75	K K	31% 31%	\$41.19 \$29.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-1001-1500TL	SEL DatAdvantage for EO Lite TL	\$17.10	K	31%	\$11.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-100K-150KPL EOL-100K-150KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	EOL-101-250PL	SEL DatAdvantage for EO Lite PL	\$81.75	K	31%	\$56.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EOL-101-250TL EOL-10K-20KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$32.70 \$26.25	K K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-10K-20KTL	SEL DatAdvantage for EO Lite TL	\$10.50	K	31%	\$7.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EOL-1501-2000PL EOL-1501-2000TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-150K-PL	SEL DatAdvantage for EO Lite PL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5 5	EOL-150K-TL EOL-2001-2500PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-2001-2500TL	SEL DatAdvantage for EO Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EOL-20K-35KPL EOL-20K-35KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$24.75 \$9.90	K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-2501-4000PL	SEL DatAdvantage for EO Lite PL	\$33.75	K	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-2501-4000TL EOL-251-500PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$13.50 \$62.25	K	31% 31%	\$9.32 \$42.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-251-500TL	SEL DatAdvantage for EO Lite TL	\$24.90	K	31%	\$17.18	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EOL-35K-50KPL EOL-35K-50KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-4001-6000PL EOL-4001-6000TL	SEL DatAdvantage for EO Lite PL	\$31.50 \$12.60	K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	EOL-501-750PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$50.25	K K	31%	\$34.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EOL-501-750TL EOL-50K-100KPL	SEL DatAdvantage for EO Lite TL	\$20.10	K	31% 31%	\$13.87 \$16.04	\$0.00		\$0.00	\$0.00 \$0.00		\$0.00		VARONIS VARONIS
5	EOL-50K-100KPL EOL-50K-100KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$23.25 \$9.30	K	31%	\$16.04 \$6.42	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VARONIS
5 5	EOL-51-100PL EOL-51-100TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$104.25 \$41.70	K	31% 31%	\$71.93 \$28.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-6001-8000PL	SEL DatAdvantage for EO Lite PL	\$29.25	K	31%	\$20.18	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5 5	EOL-6001-8000TL EOL-751-1000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$11.70 \$46.50	K	31% 31%	\$8.07 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EOL-751-1000PL EOL-751-1000TL	SEL DatAdvantage for EO Lite TL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5 5	EOL-8001-10KPL EOL-8001-10KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$27.75 \$11.10	K	31% 31%	\$19.15 \$7.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-0-50PL	SEL Framework Connector PL	\$134.40	K	31%	\$92.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-0-50TL FC-1001-1500PI	SEL Framework Connector TL SEL Framework Connector PL	\$53.70 \$38.55	K	31% 31%	\$37.05 \$26.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-1001-1500TL	SEL Framework Connector TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-100K-150KPL FC-100K-150KTL	SEL Framework Connector PL SEL Framework Connector TL	\$20.25 \$8.10	K	31% 31%	\$13.97 \$5.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-101-250PL	SEL Framework Connector PL	\$73.65	K	31%	\$50.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-101-250TL FC-10K-20KPL	SEL Framework Connector TL SEL Framework Connector PL	\$29.40 \$23.70	K K	31% 31%	\$20.29 \$16.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-10K-20KTL	SEL Framework Connector TL	\$9.45	K	31%	\$6.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-1501-2000PL FC-1501-2000TL	SEL Framework Connector PL SEL Framework Connector TI	\$34.80 \$13.95	K K	31% 31%	\$24.01 \$9.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-150K-PL	SEL Framework Connector PL	\$19.95	ĸ	31%	\$13.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-150K-TL FC-2001-2500PL	SEL Framework Connector TL SEL Framework Connector PL	\$7.95 \$32.40	K K	31% 31%	\$5.49 \$22.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-2001-2500TL	SEL Framework Connector TL	\$12.90	K	31%	\$8.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-20K-35KPL FC-20K-35KTL	SEL Framework Connector PL SEL Framework Connector TL	\$22.35 \$8.85	K K	31% 31%	\$15.42 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-2501-4000PL	SEL Framework Connector PL	\$30.45	K	31%	\$21.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-2501-4000TL FC-251-500PL	SEL Framework Connector TL SEL Framework Connector PL	\$12.15 \$56.10	K K	31% 31%	\$8.38 \$38.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	FC-251-500TL	SEL Framework Connector TL	\$22.35	K	31%	\$15.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	FC-35K-50KPL FC-35K-50KTL	SEL Framework Connector PL SEL Framework Connector TL	\$21.60 \$8.70	K	31% 31%	\$14.90 \$6.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-4001-6000PL	SEL Framework Connector PL	\$28.35 \$11.40	K	31% 31%	\$19.56 \$7.87	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VARONIS
5 5	FC-4001-6000TL FC-501-750PL	SEL Framework Connector TL SEL Framework Connector PL	\$11.40 \$45.30	K	31%	\$31.26	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	FC-501-750TL FC-50K-100KPL	SEL Framework Connector TL SEL Framework Connector PI	\$18.15 \$21.00	K K	31% 31%	\$12.52 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-50K-100KTL	SEL Framework Connector TL	\$8.40	K	31%	\$5.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-51-100PL FC-51-100TL	SEL Framework Connector PL SEL Framework Connector TI	\$93.90 \$37.50	K K	31% 31%	\$64.79 \$25.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-6001-8000PL	SEL Framework Connector PL	\$26.40	ĸ	31%	\$18.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-6001-8000TL FC-751-1000PL	SEL Framework Connector TL SEL Framework Connector PL	\$10.50 \$41.85	ĸ	31% 31%	\$7.25 \$28.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-751-1000TL	SEL Framework Connector TL	\$16.80	ĸ	31%	\$11.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-8001-10KPL FC-8001-10KTL	SEL Framework Connector PL SEL Framework Connector TL	\$25.05 \$10.05	K	31% 31%	\$17.28 \$6.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	GDPR-0-50PL	SEL GDPR Patterns PL	\$74.63	K	31%	\$51.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	GDPR-0-50TL GDPR-1001-1500PL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$29.85 \$21.38	K	31% 31%	\$20.60 \$14.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	GDPR-1001-1500TL	SEL GDPR Patterns TL	\$8.55	ĸ	31%	\$5.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	GDPR-100K-150KPL GDPR-100K-150KTL	SEL GDPR Patterns TI	\$11.25 \$4.50	K	31% 31%	\$7.76 \$3.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	GDPR-101-250PL	SEL GDPR Patterns PL	\$40.88	ĸ	31%	\$28.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	GDPR-101-250TL GDPR-10K-20KPL	SEL GDPR Patterns TL SEL GDPR Patterns PI	\$16.35 \$13.13	K	31% 31%	\$11.28 \$9.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	GDPR-10K-20KTL	SEL GDPR Patterns TL	\$5.25	ĸ	31%	\$3.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	GDPR-1501-2000PL GDPR-1501-2000TL	SEL GDPR Patterns PL SEL GDPR Patterns TL	\$19.31 \$7.73	K	31% 31%	\$13.32 \$5.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	GDPR-150K-PL	SEL GDPR Patterns PL	\$11.06	K	31%	\$7.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	GDPR-150K-TL GDPR-2001-2500PL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$4.43 \$18.00	K K	31% 31%	\$3.06 \$12.42	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
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					NVP	LEVEL 1		N	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	GDPR-2001-2500TL GDPR-20K-35KPL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$7.20 \$12.38	K K	31% 31%	\$4.97 \$8.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	GDPR-20K-35KTL	SEL GDPR Patterns TL	\$4.95	K	31%	\$3.42	\$0.00						\$0.00	VARONIS
5 5	GDPR-2501-4000PL GDPR-2501-4000TL	SEL GDPR Patterns PL SEL GDPR Patterns TI	\$16.88 \$6.75	K K	31% 31%	\$11.65 \$4.66	\$0.00 \$0.00							VARONIS
5	GDPR-2501-40001L GDPR-251-500PL	SEL GDPR Patterns PL	\$31.13	K	31%	\$21.48	\$0.00							VARONIS
5	GDPR-251-500TL	SEL GDPR Patterns TL	\$12.45	K	31%	\$8.59	\$0.00							VARONIS
5 5	GDPR-35K-50KPL GDPR-35K-50KTL	SEL GDPR Patterns PL SEL GDPR Patterns TL	\$12.00 \$4.80	K K	31% 31%	\$8.28 \$3.31	\$0.00 \$0.00							VARONIS VARONIS
5	GDPR-4001-6000PL	SEL GDPR Patterns PL	\$15.75	K	31%	\$10.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	GDPR-4001-6000TL GDPR-501-750PL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$6.30 \$25.13	K	31% 31%	\$4.35 \$17.34	\$0.00 \$0.00							VARONIS VARONIS
5	GDPR-501-750TL	SEL GDPR Patterns TL	\$10.05	K	31%	\$6.93	\$0.00							VARONIS
5	GDPR-50K-100KPL	SEL GDPR Patterns PL SEL GDPR Patterns TI	\$11.63 \$4.65	K	31% 31%	\$8.02	\$0.00		\$0.00					VARONIS
5 5	GDPR-50K-100KTL GDPR-51-100PL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$4.65 \$52.13	K K	31%	\$3.21 \$35.97	\$0.00 \$0.00							VARONIS
5	GDPR-51-100TL	SEL GDPR Patterns TL	\$20.85	K	31%	\$14.39	\$0.00							VARONIS
5 5	GDPR-6001-8000PL GDPR-6001-8000TL	SEL GDPR Patterns PL SEL GDPR Patterns TL	\$14.63 \$5.85	K K	31% 31%	\$10.09 \$4.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	GDPR-751-1000PL	SEL GDPR Patterns PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	GDPR-751-1000TL GDPR-8001-10KPL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$9.30 \$13.88	K K	31% 31%	\$6.42 \$9.58	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	GDPR-8001-10KFL	SEL GDPR Patterns TL	\$5.55	K	31%	\$3.83	\$0.00							VARONIS
5	IDAW-0-500	SEL DAWin+Pb+SS⋑ 1yr 1 user 500band	\$142.00	K	31%	\$97.98	\$0.00		\$0.00	\$0.00				VARONIS
5 5	IDAW-1000-2500 IDAW-10K-25K	SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500 SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000	\$81.00 \$52.00	K K	31% 31%	\$55.89 \$35.88	\$0.00 \$0.00							VARONIS VARONIS
5	IDAW-2500-5000	SEL DAWin+Pb+SS⋑ 1yr 1 user 2501-5000	\$69.00	K	31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	IDAW-25K-50K IDAW-5000-10K	SEL DAWin+Pb+SS&Sup1yr 1user 25001-50000 SEL DAWin+Pb+SS⋑ 1yr 1user 5001-10000	\$49.00 \$57.00	K K	31% 31%	\$33.81 \$39.33	\$0.00 \$0.00							VARONIS VARONIS
5	IDAW-500-1000	SEL DAWin+Pb+SS⋑ 1yr 1 user 501-1000	\$108.00	K	31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IDAW-OVER50K IDTE-0-500	SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+ SEL DTE+SS⋑ 1 yr 1 user 500band	\$47.00 \$59.00	ĸ	31% 31%	\$32.43 \$40.71	\$0.00 \$0.00							VARONIS VARONIS
5	IDTE-1000-2500	SEL DTE+SS⋑ 1 yr 1 user 1001-2500	\$46.00	ĸ	31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	IDTE-10K-25K IDTE-2500-5000	SEL DTE+SS⋑ 1 yr 1 user 10001-25000 SEL DTE+SS⋑ 1 yr 1 user 2501-5000	\$31.00 \$40.00	K K	31% 31%	\$21.39 \$27.60	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS
5	IDTE-25K-50K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000 SEL DTE+SS⋑ 1 yr 1 user 25001-50000	\$30.00	K	31%	\$20.70	\$0.00							VARONIS
5	IDTE-5000-10K	SEL DTE+SS⋑ 1 yr 1 user 5001-10000	\$34.00	K	31%	\$23.46	\$0.00							VARONIS
5 5	IDTE-500-1000 IDTE-OVER50K	SEL DTE+SS⋑ 1 yr 1 user 501-1000 SEL DTE+SS⋑ 1 yr 1 user 50000+	\$56.00 \$29.00	K K	31% 31%	\$38.64 \$20.01	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	IVSB-0-500	SEL SecBun+SS⋑ 1yr 1 user 500band	\$282.00	K	31%	\$194.58	\$0.00	\$0.00		\$0.00			Ψ0.00	VARONIS
5 5	IVSB-1000-2500 IVSB-10K-25K	SEL SecBun+SS⋑ 1yr 1 user 1001-2500 SEL SecBun+SS⋑ 1yr 1 user 10001-25000	\$187.00 \$125.00	K K	31% 31%	\$129.03 \$86.25	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$164.00	ĸ	31%	\$113.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	IVSB-25K-50K IVSB-5000-10K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000 SEL SecBun+SS⋑ 1yr 1 user 5001-10000	\$118.00 \$138.00	K K	31% 31%	\$81.42 \$95.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 501-10000	\$241.00	K	31%	\$166.29	\$0.00							VARONIS
5 5	IVSB-OVER50K OSL-0-50PL	SEL SecBun+SS⋑ 1yr 1 user 50001+ SEL DatAdvantage - SPOL & OD Lite PL	\$113.00 \$223.95	K K	31% 31%	\$77.97 \$154.53	\$0.00 \$0.00							VARONIS VARONIS
5	OSL-0-50TL	SEL DatAdvantage - SPOL & OD Lite TL	\$89.55	K	31%	\$61.79	\$0.00							VARONIS
5	OSL-1001-1500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$64.20	K	31%	\$44.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	OSL-1001-1500TL OSL-100K-150KPL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$25.65 \$33.75	K K	31% 31%	\$17.70 \$23.29	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	OSL-100K-150KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	OSL-101-250PL OSL-101-250TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$122.70 \$49.05	K K	31% 31%	\$84.66 \$33.84	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	OSL-10K-20KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$39.45	K	31%	\$27.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	OSL-10K-20KTL OSL-1501-2000PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$15.75 \$57.90	K K	31% 31%	\$10.87 \$39.95	\$0.00 \$0.00							VARONIS VARONIS
5	OSL-1501-2000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$23.25	ĸ	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	OSL-150K-PL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$33.15 \$13.35	K K	31% 31%	\$22.87 \$9.21	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	OSL-150K-TL OSL-2001-2500PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$13.35 \$54.00	K	31%	\$9.21 \$37.26	\$0.00		\$0.00					VARONIS
5	OSL-2001-2500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$21.60	K	31%	\$14.90	\$0.00					\$0.00		VARONIS
5 5	OSL-20K-35KPL OSL-20K-35KTL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$37.20 \$14.85	K K	31% 31%	\$25.67 \$10.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-2501-4000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$50.70	K	31%	\$34.98	\$0.00			\$0.00	\$0.00			VARONIS
5 5	OSL-2501-4000TL OSL-251-500PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$20.25 \$93.45	K K	31% 31%	\$13.97 \$64.48	\$0.00 \$0.00							VARONIS VARONIS
5	OSL-251-500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$37.35	K	31%	\$25.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	OSL-35K-50KPL OSL-35K-50KTL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$36.00 \$14.40	K K	31% 31%	\$24.84 \$9.94	\$0.00 \$0.00			\$0.00 \$0.00				VARONIS VARONIS
5	OSL-4001-6000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$47.25	ĸ	31%	\$32.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-4001-6000TL OSL-501-750PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$18.90 \$75.45	K	31% 31%	\$13.04 \$52.06	\$0.00 \$0.00							VARONIS VARONIS
5	OSL-501-750FL	SEL DatAdvantage - SPOL & OD Lite TL	\$30.15	K	31%	\$20.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-50K-100KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$34.95	K	31%	\$24.12	\$0.00							VARONIS VARONIS
5 5	OSL-50K-100KTL OSL-51-100PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$13.95 \$156.45	K K	31% 31%	\$9.63 \$107.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-51-100TL	SEL DatAdvantage - SPOL & OD Lite TL	\$62.55	K	31%	\$43.16	\$0.00							VARONIS
5 5	OSL-6001-8000PL OSL-6001-8000TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$43.95 \$17.55	K K	31% 31%	\$30.33 \$12.11	\$0.00 \$0.00							VARONIS VARONIS
5	OSL-751-1000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$69.75	ĸ	31%	\$48.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	OSL-751-1000TL OSL-8001-10KPL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$27.90 \$41.70	K K	31% 31%	\$19.25 \$28.77	\$0.00 \$0.00						\$0.00	VARONIS VARONIS
5	OSL-8001-10KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$16.65	K	31%	\$11.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	PE-PL	SEL Production Environment Add-on PL SEL Production Environment Add-on TL	\$15,000.00	K	31%	\$10,350.00 \$4,140.00	\$0.00							VARONIS VARONIS
5 5	PE-TL SOL-0-50PL	SEL DatAdvantage - SPOL Lite PL	\$6,000.00 \$149.25	K K	31% 31%	\$4,140.00 \$102.98	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SOL-0-50TL SOL-1001-1500PI	SEL DatAdvantage - SPOL Lite TL	\$59.70	K	31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS VARONIS
5 5	SOL-1001-1500PL SOL-1001-1500TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$42.75 \$17.10	K K	31% 31%	\$29.50 \$11.80	\$0.00 \$0.00							VARONIS VARONIS
5	SOL-100K-150KPL	SEL DatAdvantage - SPOL Lite PL	\$22.50	K	31%	\$15.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SOL-100K-150KTL	SEL DatAdvantage - SPOL Lite TL	\$9.00	К	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L	JPGRADE PRICE			
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND		DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	SOL-101-250PL SOL-101-250TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-10K-20KPL SOL-10K-20KTL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$26.25 \$10.50	K K	31% 31%	\$18.11 \$7.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-1501-2000PL	SEL DatAdvantage - SPOL Lite PL	\$38.70	K	31%	\$26.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SOL-1501-2000TL SOL-150K-PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$15.45 \$22.20	K K	31% 31%	\$10.66 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-150K-TL	SEL DatAdvantage - SPOL Lite TL	\$8.85	K	31%	\$6.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-2001-2500PL SOL-2001-2500TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$36.00 \$14.40	K K	31% 31%	\$24.84 \$9.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-20K-35KPL	SEL DatAdvantage - SPOL Lite PL	\$24.75	K	31%	\$17.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-20K-35KTL SOL-2501-4000PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-2501-4000TL	SEL DatAdvantage - SPOL Lite TL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-251-500PL SOL-251-500TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$62.25 \$24.90	K K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-35K-50KPL	SEL DatAdvantage - SPOL Lite PL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SOL-35K-50KTL SOL-4001-6000PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$9.60 \$31.50	K	31% 31%	\$6.62 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	SOL-4001-6000TL SOL-501-750PL	SEL DatAdvantage - SPOL Lite TL	\$12.60 \$50.25	K K	31% 31%	\$8.69 \$34.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-501-750FL SOL-501-750TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$20.10	K	31%	\$34.67 \$13.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SOL-50K-100KPL SOL-50K-100KTL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-51-100PL	SEL DatAdvantage - SPOL Lite PL	\$104.25	K	31%	\$71.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SOL-51-100TL SOL-6001-8000PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-6001-8000TL	SEL DatAdvantage - SPOL Lite TL	\$11.70	ĸ	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-751-1000PL SOL-751-1000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$46.50 \$18.60	K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SOL-8001-10KPL	SEL DatAdvantage - SPOL Lite PL	\$27.75	ĸ	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-8001-10KTL TE-PL	SEL DatAdvantage - SPOL Lite TL SEL Test Environment Add-on PL	\$11.10 \$15,000.00	K K	31% 31%	\$7.66 \$10,350.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	TE-TL	SEL Test Environment Add-on TL	\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	VARONIS-30DAY 100-100198	SEL VRNS 30DAY FREETRIAL SEL SW VWisdom Server Ent Lic	\$0.00 \$40.000.00	K K	31% 31%	\$0.00 \$27.600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VIRTUAL INSTRUMENTS
5	100-100199	SEL SW VWisdom Server Dept Lic	\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100206-AM 100-100207-AM	SEL AS ProbeSW-024 Lic Mnth SEL AS ProbeSW-032 Lic Mnth	\$21.54 \$29.23	K K	31% 31%	\$14.86 \$20.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100208-AM 100-100209-AM	SEL AS ProbeSW-192 Lic Mnth SEL AS ProbeSW-256 Lic Mnth	\$176.92 \$236.92	K K	31% 31%	\$122.07 \$163.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100209-AW	SEL AS ProbeSW-236 Lic Writin	\$310.77	K	31%	\$214.43	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100211-AM 100-100212-AM	SEL AS ProbeSW-384 Lic Mnth SEL AS ProbeSW-528 Lic Mnth	\$353.85 \$487.69	K K	31% 31%	\$244.16 \$336.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100213	SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	K	31%	\$1,050.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100213-AM 100-100213-SM	SEL AS ProbeVM-001 Lic Mnth SEL SS ESX-001 Host MSub	\$12.31 \$96.92	K K	31% 31%	\$8.49 \$66.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100214-AM	SEL AS ProbeVM-010 Lic Mnth	\$123.08	K	31%	\$84.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100215-AM 100-100216	SEL AS ProbeVM-050 Lic Mnth SEL SW ProbeVM-100 vSphere Lic	\$615.38 \$152,308.00	K K	31% 31%	\$424.61 \$105,092.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-100216-AM	SEL AS ProbeVM-100 Lic Mnth	\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100216-SM 100-100217-AM	SEL SS ESX-100 Host MSub SEL AS ProbeVM-500 Lic Mnth	\$9,643.08 \$6,153.85	K K	31% 31%	\$6,653.73 \$4,246.16	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100276 100-100278	SEL HW PCbI OM3 2F LC-LC 2M SEL HW PCbI OM3 2F LC-LC 3M	\$62.00 \$69.00	K K	31% 31%	\$42.78 \$47.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100280	SEL HW PCbi OM3 2F LC-LC 5M	\$77.00	K	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100288 100-100290	SEL HW TCV-008LFLFLF-57-RP Cass SEL HW TCV-012LRLFLF-57-RP Cass	\$1,692.00 \$2,538.00	K	31% 31%	\$1,167.48 \$1,751.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100292	SEL HW TCV-012MRLFLF-57-OB Cass	\$2,538.00	ĸ	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100293 100-100300	SEL HW TCV-024MRLFMR-57-OB Cass SEL HW TPS-010F TCV TAP Shelf 1U	\$5,077.00 \$285.00	K K	31% 31%	\$3,503.13 \$196.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100301	SEL HW TPS-010S TCV TAP Shelf 1U	\$192.00	K	31%	\$132.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100346 100-100602	SEL HW ProbeFC8 8G MM SEL SW FC8-0802 2 Link Lic	\$36,923.00 \$21,538.00	K K	31% 31%	\$25,476.87 \$14,861.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100602-AM 100-100603	SEL AS ProbeFC8-0802 Lic Mnth SEL SW FC8-0808 8 Link Lic	\$169.23 \$86.154.00	K K	31% 31%	\$116.77 \$59.446.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100603-AM	SEL AS ProbeFC8-0808 Lic Mnth	\$669.23	K	31%	\$461.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100617-AM 100-100618-AM	SEL AS ProbeSWAG-24 Lic Mnth SEL AS ProbeSWAG-192 Lic Mnth	\$3.08 \$29.23	K K	31% 31%	\$2.13 \$20.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100619-AM	SEL AS ProbeSWAG-528 Lic Mnth	\$81.54	K	31%	\$56.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100837 100-101019	SEL HW ProbeFC8/-HD FRU Pwr Sup SEL HW Mob Rack Cab Probe	\$846.00 \$17,308.00	K K	31% 31%	\$583.74 \$11,942.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101048	SEL HW Pwr Cord C19-515 15A 15FT	\$62.00	K	31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101049 100-101050	SEL HW Pwr Cord C19-520 20A 15FT SEL HW Pwr Cord C19-620 20A 15FT	\$92.00 \$85.00	K K	31% 31%	\$63.48 \$58.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101051	SEL HW Pwr Cord C19-615 15A 15FT	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101052 100-101053	SEL HW Pwr Cord C13-515 18IN x2 SEL HW Pwr Cord C13-515 6FT x2	\$11.00 \$17.00	K K	31% 31%	\$7.59 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101054 100-101055	SEL HW Pwr Cord C13-C14 6FT x2	\$23.00 \$14.00	K	31% 31%	\$15.87 \$9.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101056	SEL HW Pwr Cord C13-C14 18IN x2 SEL HW Pwr Cord C13-CEE77 2M x2	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101057 100-101058	SEL HW Pwr Cord C13-1363 2M x2 SEL HW Pwr Cord C13-C14 3FT x2	\$31.00 \$17.00	K K	31% 31%	\$21.39 \$11.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00	K	31%	\$318.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101216 100-101228	SEL HW PCbI OM3 2F LC-LC 10M SEL HW PCbI OM3 2F LC-LC 15M	\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101231	SEL HW ProbeFC8-HD 8G MM	\$52,308.00	ĸ	31%	\$36,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101281 100-101309	SEL HW Fiblns CIT Kit MPO Addon SEL HW Fiblns CIT Kit Refil	\$4,462.00 \$2,231.00	K K	31% 31%	\$3,078.78 \$1,539.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-101310	SEL HW Fiblns CIT MPO Refil SEL HW TCbl OM3 1F LCLC 2M x2	\$538.00 \$208.00	K	31% 31%	\$371.22 \$143.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101311 100-101312	SEL HW TCbi OM3 12F MPOfLC 2M x2	\$885.00	K K	31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101313	SEL HW TCbi OM3 1F LCSC 2M x2	\$208.00	K	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					NVP L	EVEL 1		N	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	100-101314 100-101315	SEL HW TCbi OM3 1F LCMU 2M x2 SEL HW TCbi OM3 12F MPOmLC 2M x2	\$231.00 \$885.00	K K	31% 31%	\$159.39 \$610.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101318	SEL HW Ship Rack Cab 2 Probe	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101319 100-101322	SEL HW Ship Rack Cab 1 Probe SEL HW ProbeFC8/-HD FRU Fan	\$7,308.00 \$577.00	K K	31% 31%	\$5,042.52 \$398.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	K	31%	\$334.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101325 100-101343	SEL HW Rack Shelf 1U 24 SEL SW FC8HD-0816 16 Link Lic	\$577.00 \$120,000.00	K K	31% 31%	\$398.13 \$82.800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101343-AM	SEL AS ProbeFC8-0816 Lic Mnth	\$923.08	K	31%	\$636.93	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101348 100-101566	SEL HW Pwr Cord C19-C14 15A 15FT SEL HW SFP 8GFC 850NM MM HS x16	\$108.00 \$7,308.00	K K	31% 31%	\$74.52 \$5,042.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101570	SEL HW Fiblns Cass Refill	\$615.00	K	31%	\$424.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101571 100-101753	SEL HW FibIns MPO Cass Refill SEL SW VWisdom Srvr Ent DR Lic	\$692.00 \$20,000.00	K	31% 31%	\$477.48 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101804	SEL HW ProbeFC8-HD48 8G MM	\$147,692.00	ĸ	31%	\$101,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101854 100-101855	SEL HW Fiblns CIT Adv Kil SEL HW Pwr Cord C13-C20 6FT x2	\$22,308.00 \$31.00	K	31% 31%	\$15,392.52 \$21.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00	ĸ	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102044 100-102045	SEL HW ProbeFC8-HD48 FRU Fan SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$1,115.00 \$923.00	K	31% 31%	\$769.35 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102045	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	K	31%	\$167,723.13	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102046-AM 100-102064	SEL AS ProbeFC8-0848 Lic Mnth SEL HW TCV-024MRLFMR-57-EB Cass	\$1,923.08 \$5.077.00	K K	31% 31%	\$1,326.93 \$3.503.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102064	SEL SW FC8HD48-0824 24 Link Lic	\$156,923.00	ĸ	31%	\$3,503.13 \$108,276.87	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102065-AM	SEL AS ProbeFC8-0824 Lic Mnth	\$1,223.08	K	31%	\$843.93	\$0.00			\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102069 100-102070	SEL HW VWisdom Pltfrm Appl 4210 SEL SW VWisdom Mgmt Ent Ed	\$60,000.00 \$67,692.00	K K	31% 31%	\$41,400.00 \$46,707.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102070-SM	SEL SS VW Mgmt Ent MSub	\$3,547.69	K	31%	\$2,447.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102071 100-102071-SM	SEL SW VWisdom Mgmt Virt Ed SEL SS VW Mgmt Virt MSub	\$36,923.00 \$1,935.38	K	31% 31%	\$25,476.87 \$1,335.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102072	SEL SW VWisdom Mgmt Ent DR Ed	\$33,846.00	ĸ	31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102073 100-102074	SEL HW PA 4210 FRU Pwr Sup SEL HW PA 4210 FRU Data Drv 1TB	\$538.00 \$346.00	K	31% 31%	\$371.22 \$238.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102075	SEL HW PA 4210 FRU Sys Drv 80GB	\$385.00	ĸ	31%	\$265.65	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102076 100-102077	SEL HW PA 4210 Shliw Mnt Kii SEL HW PA 4210 FRU Bezel/Kevs	\$115.00 \$69.00	K K	31% 31%	\$79.35 \$47.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102077	SEL HW ProbeFC8-HD Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102092 100-102094	SEL HW ProbeFC8-HD48 Chass SEL HW ProbeFC8-HD48 Recess Mnt	\$110,769.00 \$308.00	K	31% 31%	\$76,430.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102094	SEL SW ProbeSW-010 Port Lic	\$1,138.00	K	31%	\$212.52 \$785.22	\$0.00			\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102267-AM	SEL AS ProbeSW-010 Lic Mnth	\$9.23	K	31%	\$6.37	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102267-SM 100-102268	SEL SS FCSW-010 Port MSub SEL SW ProbeSW-100 Port Lic	\$75.38 \$11,385.00	K K	31% 31%	\$52.01 \$7.855.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102268-AM	SEL AS ProbeSW-100 Lic Mnth	\$92.31	K	31%	\$63.69	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102268-SM 100-102269	SEL SS FCSW-100 Port MSub SEL SW ProbeSWAG-010 Port Lic	\$723.08 \$569.00	K K	31% 31%	\$498.93 \$392.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102269-AM	SEL AS ProbeSWAG-010 Lic Mnth	\$1.54	K	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102270 100-102270-AM	SEL SW ProbeSWAG-100 Port Lic SEL AS ProbeSWAG-100 Lic Mnth	\$5,692.00 \$15.38	K	31% 31%	\$3,927.48 \$10.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	ψ0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271	SEL SW ProbeNTAP-001 Node Lic	\$1,769.00	ĸ	31%	\$1,220.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102271-AM 100-102271-SM	SEL AS ProbeNTAP-001 Lic Mnth SEL SS NTAP-001 Node MSub	\$13.85 \$113.85	K	31% 31%	\$9.56 \$78.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272	SEL SW ProbeNTAP-100 Node Lic	\$176,923.00	ĸ	31%	\$122,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102272-AM 100-102272-SM	SEL AS ProbeNTAP-100 Lic Mnth SEL SS NTAP-100 Node MSub	\$1,384.62 \$11,140.00	K K	31% 31%	\$955.39 \$7,686.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272-SW	SEL HW PA 4210 Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00		\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102341 100-102375	SEL HW TCV Blank Plate Kit x3 SEL HW ProbeFC-16G-24 Chass	\$38.00	K	31% 31%	\$26.22 \$53.076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102375	SEL HW ProbeFC8/All Shilw Mnt Kii	\$76,923.00 \$115.00	ĸ	31%	\$53,076.67	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102456 100-102457	SEL HW ProbeFC8/All Std Mnt Kit SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00 \$115.00	K	31% 31%	\$79.35 \$79.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102457	SEL HW PA-4210 Rk Adpt 1035 SEL HW PA-4210 Rk Adpt 2035	\$115.00	K	31%	\$79.35 \$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102490 100-102491	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00 \$2,769.00	K	31% 31%	\$1,273.74 \$1,910.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102491	SEL HW TCV-012LRLFLF-58-RP Cass SEL HW TCV-012LRLFLF-97-RP Cass	\$2,769.00	K K	31%	\$1,496.61	\$0.00			\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102580 100-102581	SEL HW SFP 4-Link Kit 8G SM SR SEL SW Link Lic 8G 4-Link Kit	\$4,308.00 \$24,615.00	K	31% 31%	\$2,972.52 \$16,984.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102581-AM	SEL AS LnkLic 8G 4Lnk Kit Mnth	\$184.62	K	31%	\$127.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102581-SM 100-102582	SEL SS ProbeFC 8G 4Lnk MSub SEL SW Link Lic 8G Full FC8-HD48	\$1,538.46 \$203,077.00	K K	31% 31%	\$1,061.54 \$140,123.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102582-AM	SEL AS LnkLic 8G FC8-HD48 Mnth	\$1,923.08	K	31%	\$1,326.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102582-SM 100-102583	SEL SS ProbeFC 8G48Lnk MSub SEL SW Link Lic 8G Full FC16G24	\$13,236.92 \$100,000.00	K K	31% 31%	\$9,133.47 \$69.000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102583-AM	SEL AS LnkLic 8G FC16G24 Mnth	\$1,107.69	ĸ	31%	\$764.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102583-SM 100-102584	SEL SS ProbeFC 8G24Lnk MSub	\$6,735.38	K	31% 31%	\$4,647.41 \$59,446.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102584-AM	SEL SW Link Lic 8G Full FC8-HD SEL AS LnkLic 8G FC8-HD Mnth	\$86,154.00 \$738.46	ĸ	31%	\$509.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102595 100-102595-AM	SEL SW Link Lic 16G 4-Link Kit SEL AS LnkLic 16G 4Lnk Kit Mnth	\$36,923.00 \$246.15	K K	31% 31%	\$25,476.87 \$160.84	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102595-AM 100-102595-SM	SEL SS ProbeFC 16G 4Lnk MSub	\$246.15 \$2,267.69	K	31%	\$169.84 \$1,564.71	\$0.00 \$0.00			\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102596	SEL SW Link Lic 16G FullFC16G24	\$138,462.00	K	31%	\$95,538.78	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102596-AM 100-102596-SM	SEL AS LnkLic 16G FC16G24 Mnth SEL SS ProbeFC 16G24Lnk MSub	\$1,476.92 \$9,249.23	K K	31% 31%	\$1,019.07 \$6,381.97	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102614	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102615 100-102618	SEL HW SFP 4-Link Kit 16G SM SR SEL HW SFP 16GFC 1310NM SM LR	\$7,385.00 \$922.00	K K	31% 31%	\$5,095.65 \$636.18	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102619	SEL HW TCV-012MRLFLF-58-EB	\$2,846.15	ĸ	31%	\$1,963.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102620 100-102624	SEL HW TCV-012MRLFLF-58-OB SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$2,846.15 \$88.00	K	31% 31%	\$1,963.84 \$60.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00	ĸ	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102626 100-102627	SEL Opt patch cable 50um OM4 MM LC-LC 5M SEL Opt patch cable 50um OM4 MM LCLC 10M	\$102.00 \$129.00	K	31% 31%	\$70.38 \$89.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102021	OLE OPE PARON GABRO SOUTH OWN WIN LOLO TOW	φ129.00	K	3170	φ09.01	\$0.00	φ0.00	φ0.00	\$0.00	φ0.00	φ0.00	φ0.00	VILLOUE INGUINOMENTS

					NVP I	_EVEL 1		1	IVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
BAND	ѕки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	100-102645 100-102645-AM	SEL SW ProbeVM-001 HyperV Lic SEL AS ProbeVM-001 Hyper-V Mnth	\$754.00 \$6.15	K K	31% 31%	\$520.26 \$4.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102645-SM	SEL SS HyperV-001 Host MSub	\$47.69	K	31%	\$32.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102646 100-102646-AM	SEL SW ProbeVM-100 HyperV Lic SEL AS ProbeVM-100 Hyper-V Mnth	\$75,385.00 \$615.38	K K	31% 31%	\$52,015.65 \$424.61	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102646-SM	SEL SS HyperV-100 Host MSub	\$4,781.54	K	31%	\$3,299.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102647 100-102647-AM	SEL SW ProbeVM-001 PowerVM Lic SEL AS ProbeVM-001 PowerVM Mnth	\$762.00 \$6.15	K K	31% 31%	\$525.78 \$4.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102647-SM	SEL SS PowerVM-001 Core MSub	\$47.69	ĸ	31%	\$32.91	\$0.00			\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102648 100-102648-AM	SEL SW ProbeVM-100 PowerVM Lic SEL AS ProbeVM-100 PowerVM Mnth	\$76,154.00 \$615.38	K K	31% 31%	\$52,546.26 \$424.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102648-SM	SEL SS PowerVM-100 Core MSub	\$4,823.08	K	31%	\$3,327.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102697 100-102698	SEL HW ProbeFC-16G-12 Chass SEL HW ProbeNAS-10G-16 Chass	\$40,000.00 \$107.692.00	K K	31% 31%	\$27,600.00 \$74,307.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102700	SEL CABLE OM4 MM MTP MALE - LC E	\$392.00	K	31%	\$270.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102701 100-102702	SEL CABLE OM4 MM MTP FEMALE2M12F SEL CABLE OS2 SM MTP MALE 2M12F	\$374.00 \$263.00	K K	31% 31%	\$258.06 \$181.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102702	SEL CABLE OS2 SM MTP FINALE 2M12F	\$245.00	ĸ	31%	\$169.05	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102739	SEL HW PCbI OM4 12F MTPmLC 3M SEL HW PCbI OM4 12F MTPfLC 3M	\$471.00	K K	31% 31%	\$324.99 \$309.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-102740 100-102741	SEL HW PCbl OM4 12F MTPILC 5M SEL HW PCbl OM4 12F MTPILC 5M	\$449.00 \$523.00	ĸ	31%	\$360.87	\$0.00			\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102742	SEL HW PCbi OM4 12F MTPfLC 5M SEL HW PCbi OM4 12F MTPmLC 10M	\$497.00 \$649.00	K	31% 31%	\$342.93 \$447.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102743 100-102744	SEL HW PCbi OM4 12F MTPfileC 10M SEL HW PCbi OM4 12F MTPflC 10M	\$623.00	ĸ	31%	\$429.87	\$0.00			\$0.00				VIRTUAL INSTRUMENTS
5	100-102745	SEL HW PCbi OS2 SM 12F MTPmLC 3M	\$309.00	K	31%	\$213.21	\$0.00			\$0.00				VIRTUAL INSTRUMENTS
5	100-102746 100-102747	SEL HW PCbI OS2 SM 12F MTPfLC 3M SEL HW PCbI OS2 SM 12F MTPmLC 5M	\$283.00 \$318.00	K K	31% 31%	\$195.27 \$219.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102748	SEL HW PCbi OS2 SM 12F MTPfLC 5M	\$298.00	ĸ	31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102749 100-102750	SEL HW PCbI OS2 SM 12F MTPmLC10M SEL HW PCbI OS2 SM 12F MTPfLC10M	\$351.00 \$329.00	K	31% 31%	\$242.19 \$227.01	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	ĸ	31%	\$1,627.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102752 100-102753	SEL HW TCV-012MRLFLF-97-OB Cass SEL HW TCV-012MRLFLF-97-FB Cass	\$3,448.00 \$3.448.00	K K	31% 31%	\$2,379.12 \$2,379.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00	ĸ	31%	\$4,756.86	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102755 100-102791	SEL HW TCV-024MRLFMR-97-EB Cass SEL SW Link Lic NAS 10G 1Active	\$6,894.00 \$6,923.00	K K	31% 31%	\$4,756.86 \$4,776.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102791-AM	SEL AS LnkLic 10G 1Lnk Actv Mnth	\$61.54	ĸ	31%	\$42.46	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102791-SM	SEL SS ProbeNAS 10G 1Actv MSub	\$449.23	K	31% 31%	\$309.97 \$1,273.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102792 100-102792-AM	SEL SW Link Lic NAS 10G 1Passive SEL AS LnkLic 10G 1Lnk Pasv Mnth	\$1,846.00 \$7.69	ĸ	31%	\$1,273.74	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102792-SM	SEL SS ProbeNAS 10G 1Pasv MSub	\$107.69	K	31%	\$74.31	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102793 100-102793-AM	SEL SW Link Lic 10G FullNAS10G16 SEL AS LnkLic 10G NAS10G16 Mnth	\$93,846.00 \$769.23	K K	31% 31%	\$64,753.74 \$530.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102793-SM	SEL SS ProbeNAS 10G16Lnk MSub	\$5,956.92	K	31%	\$4,110.27	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102794 100-102794-AM	SEL SW Target Lic 10G 4-Tgt Kit SEL AS TotLic 10G 4Tgt Kit Mnth	\$9,231.00 \$76.92	K K	31% 31%	\$6,369.39 \$53.07	\$0.00 \$0.00			\$0.00 \$0.00			\$0.00 \$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102795	SEL SW Link Lic 10G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102795-AM 100-102796	SEL AS LnkLic 10G 4Lnk Kit Mnth SEL SW LinkLic 10G FullFCoE10G24	\$307.69 \$152,308.00	K	31% 31%	\$212.31 \$105.092.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102796-AM	SEL AS LnkLic 10G FCoE10G24 Mnth	\$1,269.23	ĸ	31%	\$875.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102797 100-102797-AM	SEL SW Link Lic 8G Full FC16G12 SEL AS LnkLic 8G FC16G12 Mnth	\$61,538.00 \$500.00	K	31% 31%	\$42,461.22 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102798	SEL SW Link Lic 16G Full FC16G12	\$92,308.00	ĸ	31%	\$63,692.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102798-AM	SEL AS LnkLic 16G FC16G12 Mnth	\$769.23	K	31%	\$530.77 \$53,076.87	\$0.00		\$0.00 \$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102799 100-103010	SEL HW ProbeFCoE-10G-24 Chass SEL HW VWisdom Pltfrm Appl 4220	\$76,923.00 \$60,000.00	K K	31% 31%	\$41,400.00	\$0.00 \$0.00			\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103051-AM	SEL AS VSAN-100 Lic Mnth	\$1,230.77	K	31%	\$849.23	\$0.00		\$0.00	\$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5 5	100-103063 100-103077	SEL HW TCV-012LFLFLR-58-RP SEL SW ProbeSDS-001 Server Lic	\$2,769.00 \$2,769.00	K K	31% 31%	\$1,910.61 \$1,910.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103077-AM	SEL AS ProbeSDS-001 Lic Mnth	\$24.62	K	31%	\$16.99	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-103077-SM 100-103078	SEL SS SDS-001 Host MSub SEL SW ProbeNetFlow-100 Endpoint Lic	\$178.46 \$3.692.00	K K	31% 31%	\$123.14 \$2,547.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103078-AM	SEL AS ProbeNetFlow-100 Lic Mnt	\$36.92	ĸ	31%	\$25.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-103078-SM 100-103139	SEL SS NetFlow-100 Endpt MSub SEL SW VWintg CiscoSTS-1StorPt	\$244.62 \$7,692.31	K K	31% 31%	\$168.79 \$5,307.69	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103139-AM	SEL AS VWintg STS-1StorPt Mnth	\$69.23	ĸ	31%	\$47.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-103139-SM 100-103140	SEL SS VWintg STS-1StorPt Mnth SEL SW VWintg CiscoSTS-1LineCd	\$369.23 \$123.076.92	K K	31% 31%	\$254.77 \$84.923.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103140-AM	SEL AS VWintg STS-1LineCd Mnth	\$1,107.69	ĸ	31%	\$764.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103140-SM 100-103142	SEL SS VWintg STS-1LineCd Mnth SEL HW PA 4220 FRU Sys Drv 240GB	\$5,884.62 \$384.62	K	31% 31%	\$4,060.39 \$265.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103142	SEL SW VWintg EntStorMod	\$25,000.00	ĸ	31%	\$17,250.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-103239-SA 100-103240	SEL AS VWintg EntStorMod SSA SEL SW VWintg CldCompMod	\$10,000.00 \$183.00	K	31% 31%	\$6,900.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103240 100-103240-SA	SEL AS VWintg CldCompMod SSA	\$74.00	ĸ	31%	\$126.27 \$51.06	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200025	SEL-SW Virt LDX-E1000V-10TB-VW	\$29,231.00	K	31%	\$20,169.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200069 200-200070	SEL-SW LG CInt FCS FCS-FCI1-4 SEL-SW LG CInt iSCSI ISC-10GC1-4	\$60,577.00 \$60.577.00	K K	31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200072	SEL-SW LG Clnt SMB2 SMB-10GC2-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200073 200-200075	SEL-SW LG CInt SMB3 SMB-10GC3-4 SEL-SW LG CInt NFSv3 NFS-10GC3-4	\$60,577.00 \$60,577.00	K K	31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200076	SEL-SW LG Cint NFSv4NFS-10GC4-4	\$60,577.00	ĸ	31%	\$41,798.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200077 200-200078	SEL-SW LG CIntNFS41 NFS-10GC41-4 SEL-SW LG CInt HTTP HCS-10GC1-4	\$60,577.00 \$60,577.00	K	31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200079	SEL-SW LG CInt HTPS HCSS-10GC1-4	\$17,308.00		31%	\$11,942.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200080 200-200084	SEL-SW LG Cint Swt OSSWT-10GC1-4 SEL-SW LG Cint Kerb KER-10GC1-4	\$17,308.00 \$17,308.00	K	31% 31%	\$11,942.52 \$11,942.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200084	SEL-SW LG CInt Kerb KER-10GC1-4 SEL-SW LG Cint IPv6 IPV6-10GC1-4	\$17,308.00 \$138,462.00	K	31%	\$95,538.78	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200090	SEL-SW LG Cint FCS FCS-FCI1-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200091 200-200093	SEL-SW LG CInt iSCSI ISC-10GC1-8 SEL-SW LG CInt SMB2 SMB-10GC2-8	\$100,962.00 \$100,962.00		31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200094	SEL-SW LG CInt SMB3 SMB-10GC3-8	\$100,962.00	K	31%	\$69,663.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200096	SEL-SW LG Clnt NFSv3 NFS-10GC3-8	\$100,962.00	К	31%	\$69,663.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					NVP	LEVEL 1			IVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	200-200097	SEL-SW LG Clnt NFSv4 NFS-10GC4-8	\$100,962.00	K	31%	\$69,663.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200098 200-200099	SEL-SW LG CIntNFS41 NFS-10GC41-8 SEL-SW LG CInt HTTP HCS-10GC1-8	\$100,962.00 \$100,962.00	K K	31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200100	SEL-SW LG CInt HTPS HCSS-10GC1-8	\$28,846.00	K	31%	\$19,903.74	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200101 200-200105	SEL-SW LG Clnt Swt OSSWT-10GC1-8 SEL-SW LG Clnt Kerb KER-10GC1-8	\$28,846.00 \$28.846.00	K K	31% 31%	\$19,903.74 \$19,903.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200103	SEL-SW LG Clint IPv6 IPV6-10GC1-8	\$230,769.00	K	31%	\$159,230.61	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200111	SEL-SW LDX-E Mgmt 2P LDXE-APP02	\$40,385.00	K	31%	\$27,865.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200112 200-200113	SEL-SW LDX-E Mgmt 4P LDXE-APP04 SEL-SW LDX-E Mgmt 8P LDXE-APP08	\$60,577.00 \$100,962.00	K K	31% 31%	\$41,798.13 \$69,663.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200305	SEL-HW LDX LoadGenA LDX-6204-32G	\$166,769.00	ĸ	31%	\$115,070.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200398	SEL-SW LG Clnt FCS FCS-FCI2-4	\$76,769.00	K	31%	\$52,970.61	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200419 200-200430	SEL-HW WL Gen 7104-40G SEL-SW LG CInt iSCSI ISC-40GC1-4	\$213,862.00 \$145,769.00	K K	31% 31%	\$147,564.78 \$100,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200432	SEL-SW LG CInt SMB2 SMB-40GC2-4	\$145,769.00	K	31%	\$100,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200433	SEL-SW LG Clnt SMB3 SMB-40GC3-4	\$145,769.00	K	31%	\$100,580.61 \$100.580.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200435 200-200437	SEL-SW LG Cint NFSv3 NFS-40GC3-4 SEL-SW LG Cint NFSv4 NFS-40GC4-4	\$145,769.00 \$145,769.00	K K	31% 31%	\$100,580.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200438	SEL-SW LG Cint NFS41 NFS-40GC41-	\$145,769.00	K	31%	\$100,580.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200439 200-200440	SEL-SW LG CInt HTTP HCS-40GC1-4 SEL-SW LG CInt HTTPS-40GC1-4	\$145,769.00 \$41,646.00	K	31% 31%	\$100,580.61 \$28,735.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200441	SEL-SW LG Clnt Swt OSSWT-40GC1-4	\$41,646.00	ĸ	31%	\$28,735.74	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200445	SEL-SW LG Clnt Kerb KER-40GC1-4	\$41,646.00	K	31%	\$28,735.74	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200450	SEL-SW LG Cint IPv6 IPv6-40GC1-4 SEL HW WL Gen 7104-25G	\$333,169.00 \$166,769.23	K K	31% 31%	\$229,886.61 \$115,070.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200487	SEL SW LG Clnt iSCSI ISC-25GC1-4	\$73,846.15	ĸ	31%	\$50,953.84	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200489 200-200490	SEL SW LG CInt SMB2 SMB-25GC2-4 SEL SW LG CInt SMB3 SMB-25GC3-4	\$73,846.15 \$73,846.15	K	31% 31%	\$50,953.84 \$50,953.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200490	SEL SW LG CIRL SMB3 SMB-25GC3-4 SEL SW LG CIRL SMS3 NFS-25GC3-4	\$73,846.15	K K	31%	\$50,953.84	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200493	SEL SW LG CInt NFSv4 NFS-25GC4-4	\$73,846.15	K	31%	\$50,953.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200494	SEL SW LG Clot HTTP HCS 25CC1.4	\$73,846.15	K	31% 31%	\$50,953.84	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	200-200495 200-200496	SEL SW LG CInt HTTP HCS-25GC1-4 SEL SW LG CInt HTTPS HCSS-25GC1-4	\$73,846.15 \$21,230.77	K	31%	\$50,953.84 \$14,649.23	\$0.00 \$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200497	SEL SW LG Clnt Swt OSSWT-25GC1-4	\$21,230.77	K	31%	\$14,649.23	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200501 200-200506	SEL SW LG Cint Kerb KER-25GC1-4 SEL SW LG Cint IPv6 IPv6-25GC1-4	\$21,230.77 \$168.923.08	K K	31% 31%	\$14,649.23 \$116,556.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200520	SEL HW WL Gen 7104-10G	\$88,876.92	ĸ	31%	\$61,325.07	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200521	SEL HW WL Gen 7108-10G	\$148,123.08	K	31%	\$102,204.93	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200522	SEL HW WL Gen 6204-16G SEL HW WL Gen 6208-16G	\$136,730.77 \$227.884.62	K K	31% 31%	\$94,344.23 \$157,240.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200524	SEL HW WL Gen U2022-10G-16FC	\$144,938.46	ĸ	31%	\$100,007.54	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5	200-200525	SEL HW WL Gen U2044-10G-16FC	\$241,553.85	K	31%	\$166,672.16	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200526 200-200527	SEL SW BN PROT 10G-2 SEL SW BN PROT 10G-4	\$80,307.69 \$120,307.69	K K	31% 31%	\$55,412.31 \$83,012.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200528	SEL SW BN PROT 10G-8	\$180,461.54	K	31%	\$124,518.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200529	SEL SW BN PROT 25G-4	\$225,692.31	K	31%	\$155,727.69	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200530 200-200531	SEL SW BN PROT 40G-2 SEL SW BN PROT 40G-4	\$193,846.15 \$290,769.23	K K	31% 31%	\$133,753.84 \$200,630.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS
5	200-200545	SEL SW CI S3P-10GC1-4	\$22,492.00	K	31%	\$15,519.48	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200546 200-200566	SEL SW CI S3P-10GC1-8 SEL SW CI S3P-40GC1-4	\$37,508.00 \$54,154.00	K	31% 31%	\$25,880.52 \$37,366.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200567	SEL SW CI S3P-25GC1-4	\$42,462.00	ĸ	31%	\$29,298.78	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-20519	SEL HW Wwisdom E2000	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	1433-LIC AADENC100UC	SEL 1433-LIC VF-DD2-25VM-F SEL AV-ADV-ENTC100-UG-C)	\$20,625.00 \$3.410.00	K	31% 31%	\$14,231.25 \$2,352.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AADENC100UC-I	SEL AV-ADV-ENTC100-UG-C)	\$3,563.45	ĸ	31%	\$2,458.78	\$0.00		\$0.00	\$0.00				VMWARE
5	AADENC100UC-K	SEL AV-ADV-ENTC100-UG-C)	\$3,658.44	K	31%	\$2,524.32	\$0.00		\$0.00	\$0.00				VMWARE
5	AADENT100UC AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C) SEL AV-ADV-ENTN100-UG-C)	\$2,310.00 \$2,413.95	K K	31% 31%	\$1,593.90 \$1.665.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	AADENT100UC-K	SEL AV-ADV-ENTN100-UG-C)	\$2,478.55	K	31%	\$1,710.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AADENT10UC	SEL AV-ADV-ENTC10-UG-C)	\$341.00	K K	31%	\$235.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	AADENT10UC-I AADENT10UC-K	SEL AV-ADV-ENTC10-UG-C) SEL AV-ADV-ENTC10-UG-C)	\$356.35 \$365.84	K	31% 31%	\$245.88 \$252.43	\$0.00		\$0.00	\$0.00				VMWARE
5	AADETN10UC	SEL AV-ADV-ENTN10-UG-C)	\$231.00	K	31%	\$159.39	\$0.00		\$0.00	\$0.00				VMWARE
5 5	AADETN10UC-I AADETN10UC-K	SEL AV-ADV-ENTN10-UG-C) SEL AV-ADV-ENTN10-UG-C)	\$241.40 \$247.85	K K	31% 31%	\$166.57 \$171.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTADC10UC	SEL AV-STD-ADVC10-UG-C)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C)	\$707.47 \$725.04	K K	31%	\$488.15	\$0.00		\$0.00	\$0.00				VMWARE VMWARE
5	ASTADC10UC-K ASTADV100UC	SEL AV-STD-ADVC10-UG-C) SEL AV-STD-ADVC100-UG-C)	\$725.94 \$6,765.00	K K	31% 31%	\$500.90 \$4,667.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	ASTADV100UC-I	SEL AV-STD-ADVC100-UG-C)	\$7,069.43	K	31%	\$4,877.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTADV100UC-K ASTADVN10UC	SEL AV-STD-ADVC100-UG-C) SEL AV-STD-ADVN10-UG-C)	\$7,251.76 \$446.00	K	31% 31%	\$5,003.71 \$307.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTADVN10UC-I	SEL AV-STD-ADVN10-UG-C) SEL AV-STD-ADVN10-UG-C)	\$446.00 \$466.07	K	31%	\$307.74 \$321.59	\$0.00		\$0.00	\$0.00				VMWARE
5	ASTADVN10UC-K	SEL AV-STD-ADVN10-UG-C)	\$477.70	K	31%	\$329.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ASTDADV100UC	SEL AV-STD-ADVN100-UG-C) SEL AV-STD-ADVN100-UG-C)	\$4,455.00 \$4,655.48	K K	31% 31%	\$3,073.95 \$3,212.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTDADV100UC-I ASTDADV100UC-K	SEL AV-STD-ADVN100-UG-C) SEL AV-STD-ADVN100-UG-C)	\$4,655.48 \$4,777.05	K	31% 31%	\$3,212.28 \$3,296.16	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	ASTDENC10UC	SEL AV-STD-ENTC10-UG-C)	\$1,018.00	К	31%	\$702.42	\$0.00		\$0.00					VMWARE
5 5	ASTDENC10UC-I ASTDENC10UC-K	SEL AV-STD-ENTC10-UG-C) SEL AV-STD-ENTC10-UG-C)	\$1,063.81 \$1,091.79	K K	31% 31%	\$734.03 \$753.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ASTDNT100UC	SEL AV-STD-ENTN100-UG-C)	\$6,765.00	K	31%	\$4,667.85	\$0.00		\$0.00	\$0.00				VMWARE
5	ASTDNT100UC-I	SEL AV-STD-ENTN100-UG-C)	\$7,069.43	K	31%	\$4,877.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTDNT100UC-K ASTENN10UC	SEL AV-STD-ENTN100-UG-C) SEL AV-STD-ENTN10-UG-C)	\$7,251.76 \$677.00	K K	31% 31%	\$5,003.71 \$467.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ASTENN10UC-I	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$677.00 \$707.47	K	31%	\$467.13 \$488.15	\$0.00		\$0.00					VMWARE
5	ASTENN10UC-K	SEL AV-STD-ENTN10-UG-C)	\$725.94	K	31%	\$500.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTENT100UC ASTENT100UC-I	SEL AV-STD-ENTC100-UG-C) SEL AV-STD-ENTC100-UG-C)	\$10,175.00 \$10,632.88	K K	31% 31%	\$7,020.75 \$7,336.69	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ASTENT100UC-K	SEL AV-STD-ENTC100-UG-C)	\$10,917.87	K	31%	\$7,533.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVADVC100C	SEL AV-ADVC-100-C)	\$15,450.00	K	31%	\$10,660.50	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	AVADVC100C-I AVADVC100C-K	SEL AV-ADVC-100-C) SEL AV-ADVC-100-C)	\$16,145.25 \$16,587.50	K K	31% 31%	\$11,140.22 \$11,445.38	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
,			\$10,007.00	.,	5170	\$11, 410 .30	ψ0.00	ψ0.00	ψ0.00	ψ3.00	φυ.υυ	φυ.υυ	ψ0.00	

					NVP	EVEL 1			NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	-	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AVADVC10C	SEL AV-ADVC-10-C)	\$1,545.00	K	31%	\$1,066.05	\$0.00		\$0.00	\$0.00				VMWARE
5 5	AVADVC10C-I AVADVC10C-K	SEL AV-ADVC-10-C) SEL AV-ADVC-10-C)	\$1,614.53 \$1,658.75	K K	31% 31%	\$1,114.03 \$1,144.54	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	AVADVN100C	SEL AV-ADVN-100-C)	\$10,250.00	K	31%	\$7,072.50	\$0.00							VMWARE
5	AVADVN100C-I AVADVN100C-K	SEL AV-ADVN-100-C) SEL AV-ADVN-100-C)	\$10,711.25 \$10,994.48	K K	31% 31%	\$7,390.76 \$7,586.19	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	AVADVN10C	SEL AV-ADVN-10-C)	\$1,025.00	ĸ	31%	\$707.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVADVN10C-I	SEL AV-ADVN-10-C)	\$1,071.13	K	31%	\$739.08	\$0.00							VMWARE
5	AVADVN10C-K AVENTC100C	SEL AV-ADVN-10-C) SEL AV-ENTC-100-C)	\$1,099.45 \$18,550.00	K	31% 31%	\$758.62 \$12,799.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$19,384.75	K	31%	\$13,375.48	\$0.00			\$0.00	\$0.00	\$0.00		VMWARE
5	AVENTC100C-K AVENTC10C	SEL AV-ENTC-100-C) SEL AV-ENTC-10-C)	\$19,882.01 \$1,855.00	K	31% 31%	\$13,718.59 \$1,279.95	\$0.00 \$0.00							VMWARE VMWARE
5	AVENTC10C-I	SEL AV-ENTC-10-C)	\$1,938.48	ĸ	31%	\$1,337.55	\$0.00							VMWARE
5	AVENTC10C-K	SEL AV-ENTC-10-C)	\$1,988.20	K	31%	\$1,371.86	\$0.00			\$0.00				VMWARE
5	AVENTN100C AVENTN100C-I	SEL AV-ENTN-100-C) SEL AV-ENTN-100-C)	\$12,350.00 \$12,905.75	K K	31% 31%	\$8,521.50 \$8,904.97	\$0.00 \$0.00							VMWARE VMWARE
5	AVENTN100C-K	SEL AV-ENTN-100-C)	\$13,216.37	ĸ	31%	\$9,119.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVENTN10C AVENTN10C-I	SEL AV-ENTN-10-C) SEL AV-ENTN-10-C)	\$1,235.00	K K	31% 31%	\$852.15 \$890.50	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARF
5	AVENTN10C-I AVENTN10C-K	SEL AV-ENTN-10-C) SEL AV-ENTN-10-C)	\$1,290.58 \$1,321.64	K K	31%	\$890.50 \$911.93	\$0.00		\$0.00					VMWARE
5	AVSTDC100C	SEL AV-STDC-100-C)	\$9,300.00	K	31%	\$6,417.00	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	AVSTDC100C-I AVSTDC100C-K	SEL AV-STDC-100-C) SEL AV-STDC-100-C)	\$9,718.50 \$9,998.47	K K	31% 31%	\$6,705.77 \$6,898.94	\$0.00 \$0.00							VMWARE VMWARE
5	AVSTDC10C	SEL AV-STDC-10-C)	\$930.00	ĸ	31%	\$641.70	\$0.00		\$0.00	\$0.00				VMWARE
5	AVSTDC10C-I	SEL AV-STDC-10-C)	\$971.85	K	31%	\$670.58	\$0.00		\$0.00					VMWARE
5 5	AVSTDC10C-K AVSTDN100C	SEL AV-STDC-10-C) SEL AV-STDN-100-C)	\$999.85 \$6,200.00	K K	31% 31%	\$689.90 \$4,278.00	\$0.00 \$0.00							VMWARE VMWARE
5	AVSTDN100C-I	SEL AV-STDN-100-C)	\$6,479.00	K	31%	\$4,470.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVSTDN100C-K	SEL AV-STDN-100-C) SEL AV-STDN-10-C)	\$6,646.49	K	31% 31%	\$4,586.08 \$427.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	AVSTDN10C AVSTDN10C-I	SEL AV-STDN-10-C) SEL AV-STDN-10-C)	\$620.00 \$647.90	K	31%	\$427.00 \$447.05	\$0.00							VMWARE
5	AVSTDN10C-K	SEL AV-STDN-10-C)	\$664.65	K	31%	\$458.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CA6DEVKC CA6DEVKC-I	SEL CA6-DEVK-C) SEL CA6-DEVK-C)	\$20,550.00 \$24.043.50	K K	31% 31%	\$14,179.50 \$16,590.02	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	CA6DEVKC-K	SEL CA6-DEVK-C)	\$23,099.91	ĸ	31%	\$15,938.94	\$0.00							VMWARE
5	CFADVC	SEL CF-ADV-C)	\$19,995.00	K	31%	\$13,796.55	\$0.00							VMWARE
5	CFADVC-I CFADVC-K	SEL CF-ADV-C) SEL CF-ADV-C)	\$23,394.15 \$22,486.98	K K	31% 31%	\$16,141.96 \$15,516.02	\$0.00 \$0.00							VMWARE VMWARE
5	CFB1PCESADVC	SEL CF-B1-PCES-ADV-C)	\$12,705.00	K	31%	\$8,766.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFB1PCESADVC-I CFB1PCESADVC-K	SEL CF-B1-PCES-ADV-C)	\$14,864.85	K	31%	\$10,256.75	\$0.00							VMWARE VMWARE
5 5	CFB1PCESENTC	SEL CF-B1-PCES-ADV-C) SEL CF-B1-PCES-ENT-C)	\$14,289.00 \$15,530.00	K K	31% 31%	\$9,859.41 \$10,715.70	\$0.00 \$0.00							VMWARE
5	CFB1PCESENTC-I	SEL CF-B1-PCES-ENT-C)	\$18,170.10	K	31%	\$12,537.37	\$0.00							VMWARE
5 5	CFB1PCESENTC-K CFB1PCESSTDC	SEL CF-B1-PCES-ENT-C) SEL CF-B1-PCES-STD-C)	\$17,430.28 \$9.635.00	K K	31% 31%	\$12,026.89 \$6,648.15	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARF
5	CFB1PCESSTDC-I	SEL CF-B1-PCES-STD-C)	\$11,272.95	ĸ	31%	\$7,778.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFB1PCESSTDC-K	SEL CF-B1-PCES-STD-C)	\$10,841.25	K	31%	\$7,480.46	\$0.00							VMWARE
5	CFB1VS6ADVC CFB1VS6ADVC-I	SEL CF-B1-VS6-ADV-C) SEL CF-B1-VS6-ADV-C)	\$17,555.00 \$20.539.35	K K	31% 31%	\$12,112.95 \$14.172.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CFB1VS6ADVC-K	SEL CF-B1-VS6-ADV-C)	\$19,728.78	K	31%	\$13,612.86	\$0.00			\$0.00	\$0.00			VMWARE
5	CFB1VS6ENTC CFB1VS6ENTC-I	SEL CF-B1-VS6-ENT-C) SEL CF-B1-VS6-ENT-C)	\$21,850.00 \$25,564.50	K	31% 31%	\$15,076.50 \$17,639.51	\$0.00 \$0.00							VMWARE VMWARE
5	CFB1VS6ENTC-K	SEL CF-B1-VS6-ENT-C)	\$24,555.62	ĸ	31%	\$16,943.38	\$0.00							VMWARE
5	CFB1VS6STDC	SEL CF-B1-VS6-STD-C)	\$14,195.00	K	31%	\$9,794.55	\$0.00			\$0.00				VMWARE
5	CFB1VS6STDC-I CFB1VS6STDC-K	SEL CF-B1-VS6-STD-C) SEL CF-B1-VS6-STD-C)	\$16,608.15 \$15,974.56	K K	31% 31%	\$11,459.62 \$11,022.45	\$0.00 \$0.00							VMWARE VMWARE
5	CFB2VS6ADVC	SEL CF-B2-VS6-ADV-C)	\$13,835.00	K	31%	\$9,546.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFB2VS6ADVC-I	SEL CF-B2-VS6-ADV-C)	\$16,186.95	K	31% 31%	\$11,169.00	\$0.00 \$0.00							VMWARE VMWARE
5 5	CFB2VS6ADVC-K CFB2VS6ENTC	SEL CF-B2-VS6-ADV-C) SEL CF-B2-VS6-ENT-C)	\$15,514.86 \$16,791.00	K K	31% 31%	\$10,705.25 \$11,585.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CFB2VS6ENTC-I	SEL CF-B2-VS6-ENT-C)	\$19,645.47	K	31%	\$13,555.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	CFB2VS6ENTC-K CFB2VS6STDC	SEL CF-B2-VS6-ENT-C) SEL CF-B2-VS6-STD-C)	\$18,885.99 \$10,375.00	K K	31% 31%	\$13,031.33 \$7,158.75	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CFB2VS6STDC-I	SEL CF-B2-VS6-STD-C)	\$12,138.75	K	31%	\$8,375.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFB2VS6STDC-K CFB3VS6ADVC	SEL CF-B2-VS6-STD-C)	\$11,684.03 \$12,401.00	K	31%	\$8,061.98 \$9,308.79	\$0.00		\$0.00					VMWARE VMWARE
5 5	CFB3VS6ADVC-I	SEL CF-B3-VS6-ADV-C) SEL CF-B3-VS6-ADV-C)	\$13,491.00 \$15,784.47	K K	31% 31%	\$9,308.79 \$10,891.28	\$0.00 \$0.00							VMWARE VMWARE
5	CFB3VS6ADVC-K	SEL CF-B3-VS6-ADV-C)	\$15,131.78	K	31%	\$10,440.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFB3VS6ENTC-I	SEL CF-B3-VS6-ENT-C) SEL CF-B3-VS6-ENT-C)	\$15,592.00 \$18,242.64	K K	31% 31%	\$10,758.48 \$12,587.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CFB3VS6ENTC-K	SEL CF-B3-VS6-ENT-C)	\$17,506.90	K	31%	\$12,079.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFB3VS6STDC	SEL CF-B3-VS6-STD-C)	\$10,021.00	K	31%	\$6,914.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CFB3VS6STDC-I CFB3VS6STDC-K	SEL CF-B3-VS6-STD-C) SEL CF-B3-VS6-STD-C)	\$11,724.57 \$11,300.95	K K	31% 31%	\$8,089.95 \$7,797.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CFB4VS6ADVC	SEL CF-B4-VS6-ADV-C)	\$10,343.00	K	31%	\$7,136.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFB4VS6ADVC-I CFB4VS6ADVC-K	SEL CF-B4-VS6-ADV-C) SEL CF-B4-VS6-ADV-C)	\$12,101.31 \$11,607.42	K	31% 31%	\$8,349.90 \$8,009.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CFB4VS6ENTC	SEL CF-B4-VS6-ADV-C) SEL CF-B4-VS6-ENT-C)	\$11,607.42 \$14,716.00	K	31%	\$8,009.12 \$10,154.04	\$0.00							VMWARE
5	CFB4VS6ENTC-I	SEL CF-B4-VS6-ENT-C)	\$17,217.72	K	31%	\$11,880.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFB4VS6ENTC-K CFB4VS6STDC	SEL CF-B4-VS6-ENT-C) SEL CF-B4-VS6-STD-C)	\$16,510.88 \$10,343.00	K K	31% 31%	\$11,392.51 \$7,136.67	\$0.00 \$0.00							VMWARE VMWARE
5	CFB4VS6STDC-I	SEL CF-B4-VS6-STD-C)	\$10,343.00	K	31%	\$8,349.90	\$0.00						\$0.00	VMWARE
5	CFB4VS6STDC-K	SEL CF-B4-VS6-STD-C)	\$11,607.42	K	31%	\$8,009.12	\$0.00		\$0.00					VMWARE VMWARE
5 5	CFCPUB1C CFCPUB1C-I	SEL CF-CPU-B1-C) SEL CF-CPU-B1-C)	\$13,640.00 \$15,958.80	K K	31% 31%	\$9,411.60 \$11,011.57	\$0.00 \$0.00							VMWARE VMWARE
5	CFCPUB1C-K	SEL CF-CPU-B1-C)	\$15,131.78	K	31%	\$10,440.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFCPUB2C	SEL CF-CPU-B2-C)	\$10,145.00	K	31%	\$7,000.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	CFCPUB2C-I CFCPUB2C-K	SEL CF-CPU-B2-C) SEL CF-CPU-B2-C)	\$11,869.65 \$11,224.33	K K	31% 31%	\$8,190.06 \$7,744.79	\$0.00 \$0.00							VMWARE VMWARE
5	CFENTC	SEL CF-ENT-C)	\$23,995.00	K	31%	\$16,556.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFENTC-I CFENTC-K	SEL CF-ENT-C) SEL CF-ENT-C)	\$28,074.15 \$27,007.36	K K	31% 31%	\$19,371.16 \$18,635.08	\$0.00 \$0.00							VMWARE VMWARE
3			ψ21,001.30		3170	\$10,000.00	ψ0.00	ψ0.00	ψ0.00	φ3.00	φυ.υυ	. 40.00	ψυ.υυ	

					NVP	LEVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CFPCESADVC	SEL CF-PCES-ADV-C)	\$15,495.00	K	31%	\$10,691.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5	CFPCESADVC-I CFPCESADVC-K	SEL CF-PCES-ADV-C) SEL CF-PCES-ADV-C)	\$18,129.15 \$17,430.28	K K	31% 31%	\$12,509.11 \$12,026.89	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	CFPCESENTC	SEL CF-PCES-ENT-C)	\$17,995.00	K	31%	\$12,416.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFPCESENTC-I CFPCESENTC-K	SEL CF-PCES-ENT-C) SEL CF-PCES-ENT-C)	\$21,054.15 \$20,265.09	K K	31% 31%	\$14,527.36 \$13,982.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	CFPCESENTO-K	SEL CF-PCES-STD-C)	\$13,125.00	K	31%	\$9,056.25	\$0.00						+	VMWARE
5	CFPCESSTDC-I	SEL CF-PCES-STD-C)	\$15,356.25	K	31%	\$10,595.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CFPCESSTDC-K CFSDDC3M100C	SEL CF-PCES-STD-C) SEL CF-SDDC3-M100-C)	\$14,748.70 \$3,085.00	K K	31% 31%	\$10,176.60 \$2,128.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	CFSDDC3M100C-I	SEL CF-SDDC3-M100-C)	\$3,609.45	K	31%	\$2,490.52	\$0.00			\$0.00	\$0.00	\$0.00		VMWARE
5	CFSDDC3M100C-K CFSDDC3M10C	SEL CF-SDDC3-M100-C) SEL CF-SDDC3-M10-C)	\$3,466.90 \$309.00	K	31% 31%	\$2,392.16 \$213.21	\$0.00 \$0.00							VMWARE VMWARE
5	CFSDDC3M10C-I	SEL CF-SDDC3-M10-C)	\$361.53	ĸ	31%	\$249.46	\$0.00	\$0.00	\$0.00					VMWARE
5	CFSDDC3M10C-K	SEL CF-SDDC3-M10-C)	\$347.46	K	31%	\$239.75	\$0.00			\$0.00				VMWARE
5	CFSDDC3MACC CFSDDC3MACC-I	SEL CF-SDDC3-MAC-C) SEL CF-SDDC3-MAC-C)	\$1,535.00 \$1,795.95	K K	31% 31%	\$1,059.15 \$1,239.21	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CFSDDC3MACC-K	SEL CF-SDDC3-MAC-C)	\$1,727.70	K	31%	\$1,192.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFSTDC CFSTDC-I	SEL CF-STD-C) SEL CF-STD-C)	\$16,995.00 \$19.884.15	K K	31% 31%	\$11,726.55 \$13,720.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	CFSTDC-K	SEL CF-STD-C)	\$19,115.84	ĸ	31%	\$13,189.93	\$0.00		\$0.00					VMWARE
5	CFVDB1100C	SEL CF-VD-B1-100-C)	\$71,340.00	K	31%	\$49,224.60	\$0.00							VMWARE
5 5	CFVDB1100C-I CFVDB1100C-K	SEL CF-VD-B1-100-C) SEL CF-VD-B1-100-C)	\$74,550.30 \$74,509.65	K K	31% 31%	\$51,439.71 \$51,411.66	\$0.00 \$0.00							VMWARE VMWARE
5	CFVDB110C	SEL CF-VD-B1-10-C)	\$7,134.00	K	31%	\$4,922.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CFVDB110C-I CFVDB110C-K	SEL CF-VD-B1-10-C) SEL CF-VD-B1-10-C)	\$7,455.03 \$7,450.97	K K	31% 31%	\$5,143.97 \$5,141.17	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CFVDB2100C	SEL CF-VD-B2-100-C)	\$12,090.00	ĸ	31%	\$8,342.10	\$0.00							VMWARE
5 5	CFVDB2100C-I CFVDB2100C-K	SEL CF-VD-B2-100-C) SEL CF-VD-B2-100-C)	\$12,634.05 \$12.833.28	K K	31% 31%	\$8,717.49 \$8,854.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CFVDB2100C-K	SEL CF-VD-B2-100-C) SEL CF-VD-B2-10-C)	\$1,209.00	K	31%	\$834.21	\$0.00		\$0.00	\$0.00				VMWARE
5	CFVDB210C-I	SEL CF-VD-B2-10-C)	\$1,263.41	K	31%	\$871.75	\$0.00							VMWARE
5 5	CFVDB210C-K CFVDB3100C	SEL CF-VD-B2-10-C) SEL CF-VD-B3-100-C)	\$1,283.33 \$17,090.00	K K	31% 31%	\$885.50 \$11,792.10	\$0.00 \$0.00							VMWARE VMWARE
5	CFVDB3100C-I	SEL CF-VD-B3-100-C)	\$17,859.05	K	31%	\$12,322.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CFVDB3100C-K	SEL CF-VD-B3-100-C) SEL CF-VD-B3-10-C)	\$18,196.44	K	31%	\$12,555.54	\$0.00		\$0.00				+	VMWARE VMWARE
5	CFVDB310C CFVDB310C-I	SEL CF-VD-B3-10-C) SEL CF-VD-B3-10-C)	\$1,709.00 \$1,785.91	K K	31% 31%	\$1,179.21 \$1,232.28	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE
5	CFVDB310C-K	SEL CF-VD-B3-10-C)	\$1,819.64	K	31%	\$1,255.55	\$0.00							VMWARE
5 5	CL18ADVC CL18ADVC-I	SEL CL18-ADV-C) SEL CL18-ADV-C)	\$8,295.00 \$9,705.15	K K	31% 31%	\$5,723.55 \$6.696.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL18ADVC-K	SEL CL18-ADV-C)	\$4,225.97	K	31%	\$2,915.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL18ENTADVUC CL18ENTADVUC-I	SEL CL18-ENT-ADV-U-C) SEL CL18-ENT-ADV-U-C)	\$7,125.00 \$8,336.25	K K	31% 31%	\$4,916.25 \$5,752.01	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	CL18ENTADVUC-K	SEL CL18-ENT-ADV-U-C)	\$9,002.45	ĸ	31%	\$6,211.69	\$0.00		\$0.00	\$0.00				VMWARE
5	CL18ENTC	SEL CL18-ENT-C)	\$9,795.00	K	31%	\$6,758.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5	CL18ENTC-I CL18ENTC-K	SEL CL18-ENT-C) SEL CL18-ENT-C)	\$11,460.15 \$6,154.96	K K	31% 31%	\$7,907.50 \$4,246.92	\$0.00 \$0.00							VMWARE VMWARE
5	CL18ENTENTUC	SEL CL18-ENT-ENT-U-C)	\$8,625.00	K	31%	\$5,951.25	\$0.00							VMWARE
5	CL18ENTENTUC-I CL18ENTENTUC-K	SEL CL18-ENT-ENT-U-C) SEL CL18-ENT-ENT-U-C)	\$10,091.25 \$10,917.87	K	31% 31%	\$6,962.96 \$7,533.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL18ENTSTDUC	SEL CL18-ENT-STD-U-C)	\$4,525.00	ĸ	31%	\$3,122.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL18ENTSTDUC-I CL18ENTSTDUC-K	SEL CL18-ENT-STD-U-C) SEL CL18-ENT-STD-U-C)	\$5,294.25 \$5,811.37	K	31% 31%	\$3,653.03 \$4,009.85	\$0.00 \$0.00							VMWARE VMWARE
5	CL18EPLADVUC	SEL CL18-EPL-ADV-U-C)	\$6,445.00	K	31%	\$4,447.05	\$0.00			\$0.00				VMWARE
5	CL18EPLADVUC-I	SEL CL18-EPL-ADV-U-C)	\$7,540.65	K	31%	\$5,203.05	\$0.00		\$0.00					VMWARE
5 5	CL18EPLADVUC-K CL18EPLENTUC	SEL CL18-EPL-ADV-U-C) SEL CL18-EPL-ENT-U-C)	\$8,006.44 \$7,945.00	K K	31% 31%	\$5,524.44 \$5,482.05	\$0.00 \$0.00							VMWARE VMWARE
5	CL18EPLENTUC-I	SEL CL18-EPL-ENT-U-C)	\$9,295.65	K	31%	\$6,414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL18EPLENTUC-K CL18EPLSTDUC	SEL CL18-EPL-ENT-U-C) SEL CL18-EPL-STD-U-C)	\$9,692.00 \$3.845.00	K K	31% 31%	\$6,687.48 \$2,653.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL18EPLSTDUC-I	SEL CL18-EPL-STD-U-C)	\$4,498.65	K	31%	\$3,104.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL18EPLSTDUC-K CL18OENTADVUC	SEL CL18-EPL-STD-U-C) SEL CL18-OENT-ADV-U-C)	\$5,083.51 \$5,995.00	K K	31% 31%	\$3,507.62 \$4,136.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL180ENTADVUC-I	SEL CL18-OENT-ADV-U-C) SEL CL18-OENT-ADV-U-C)	\$5,995.00 \$7,014.15	K	31%	\$4,839.76	\$0.00		\$0.00	\$0.00				VMWARE
5	CL180ENTADVUC-K	SEL CL18-OENT-ADV-U-C)	\$9,308.92	K	31%	\$6,423.15	\$0.00		\$0.00	\$0.00				VMWARE
5 5	CL180ENTENTUC CL180ENTENTUC-I	SEL CL18-OENT-ENT-U-C) SEL CL18-OENT-ENT-U-C)	\$7,495.00 \$8,769.15	K K	31% 31%	\$5,171.55 \$6,050.71	\$0.00 \$0.00							VMWARE VMWARE
5	CL180ENTENTUC-K	SEL CL18-OENT-ENT-U-C)	\$10,994.48	K	31%	\$7,586.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL180ENTSTDUC CL180ENTSTDUC-I	SEL CL18-OENT-STD-U-C) SEL CL18-OENT-STD-U-C)	\$3,395.00 \$3,972.15	K K	31% 31%	\$2,342.55 \$2,740.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL180ENTSTDUC-K	SEL CL18-OENT-STD-U-C)	\$6,401.32	K	31%	\$4,416.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL180EPLADVUC	SEL CL18-OEPL-ADV-U-C)	\$5,310.00	K	31%	\$3,663.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CL180EPLADVUC-I CL180EPLADVUC-K	SEL CL18-OEPL-ADV-U-C) SEL CL18-OEPL-ADV-U-C)	\$6,212.70 \$6,738.43	K	31% 31%	\$4,286.76 \$4,649.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL180EPLENTUC	SEL CL18-OEPL-ENT-U-C)	\$6,810.00	K	31%	\$4,698.90	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	CL180EPLENTUC-I CL180EPLENTUC-K	SEL CL18-OEPL-ENT-U-C) SEL CL18-OEPL-ENT-U-C)	\$7,967.70 \$8,389.52	K K	31% 31%	\$5,497.71 \$5,788.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	CL180EPLSTDUC	SEL CL18-OEPL-STD-U-C)	\$2,710.00	K	31%	\$1,869.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL180EPLSTDUC-I CL180EPLSTDUC-K	SEL CL18-OEPL-STD-U-C) SEL CL18-OEPL-STD-U-C)	\$3,170.70 \$3,819.34	K K	31% 31%	\$2,187.78 \$2,635.34	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CL180EPLSTDUC-K	SEL CL18-OEPL-S1D-U-C) SEL CL18-STD-ADV-U-C)	\$3,819.34	K	31%	\$2,635.34 \$5,540.70	\$0.00						\$0.00	VMWARE
5	CL18STDADVUC-I	SEL CL18-STD-ADV-U-C)	\$9,395.10	K	31%	\$6,482.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL18STDADVUC-K CL18STDC	SEL CL18-STD-ADV-U-C) SEL CL18-STD-C)	\$5,972.26 \$5,695.00	K K	31% 31%	\$4,120.86 \$3.929.55	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CL18STDC-I	SEL CL18-STD-C	\$6,663.15	K	31%	\$4,597.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL18STDC-K CL18STDENTUC	SEL CL18-STD-C) SEL CL18-STD-ENT-U-C)	\$4,225.97 \$9,680.00	K K	31% 31%	\$2,915.92 \$6,679.20	\$0.00 \$0.00							VMWARE VMWARE
5	CL18STDENTUC-I	SEL CL18-STD-ENT-U-C) SEL CL18-STD-ENT-U-C)	\$11,325.60	K	31%	\$7,814.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	CL18STDENTUC-K	SEL CL18-STD-ENT-U-C)	\$7,657.83	K	31%	\$5,283.90	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	CL18STDSTDUC CL18STDSTDUC-I	SEL CL18-STD-STD-U-C) SEL CL18-STD-STD-U-C)	\$5,170.00 \$6,048.90	K K	31% 31%	\$3,567.30 \$4,173.74	\$0.00 \$0.00							VMWARE VMWARE
5	CL18STDSTDUC-K	SEL CL18-STD-STD-U-C)	\$3,045.51	K	31%	\$2,101.40	\$0.00							VMWARE

May						NVP I	EVEL 1			IVP MAINTENANCE	AND WARRANTY I	JPGRADE PRICE			
			T	EMC	CATEGORY			PROSUPPORT	PROSUPPORT			WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
Company	BAND				CODE				LP			LP			
Description Company	5 5	CNAPKSC83PTLC CNAPKSC83PTLC-I			K K										
Manual Color Manu	5	CNAPKSC83PTLC-K	SEL CNA-PKSC-8-3P-TL-C)		K										
Control Cont	5				K K										
Company Comp	5	CNAPKSC8PTLC-K	SEL CNA-PKSC-8-P-TL-C)	\$4,493.56	K	31%	\$3,100.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Management Man	5	014/11/10/07/11/01/10			K										
1.	5				K										
Company	5				K										
March Marc	5	CNAPKSCAKPTLC-K	SEL CNA-PKSC-AK-P-TL-C)		K										
Fig. State	5	FUS11PROC	SEL FUS11-PRO-C)		K		\$110.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
Company	5				K										
Programme	5	FUS11PROUC	SEL FUS11-PRO-U-C)	\$119.99	K	31%	\$82.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
1	5				K										
Company	5	H7AAAPAN10UGC	SEL HZ7-AVA-APADN10-UG-C)	\$1,133.00	ĸ	31%	\$781.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
MATERIOR Column	5				K										
MACHINICAL ST. APPLICATION S. A. P. A. L. P. L. P. A. L. P. L. P. A. L. P. L.	5				K										
Control Cont	5		SEL HZ7-AVA-ENN100-UG-C)		K		\$20,463.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
March Marc	5				K										
1	5	H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C)	\$20,746.39	ĸ	31%	\$14,315.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
March Marc	5				K										
March Marc	5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,073.28	K	31%	\$1,430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
MARCHISTORY 17.77	5				K										
MARCHANGE 1900 19	5				K										
Part	5		SEL HZ7-ADA-ENN10-UG-C)		K		\$1,260.84		\$0.00	\$0.00	\$0.00	\$0.00			
Formation Form	5				K										
MINISTRUCTURE SECTION	5	H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C)	\$48,000.31	ĸ	31%	\$33,120.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
HIRSENSTOCK C. C. C. C. C. C. C.	5				K										
MARKINGER STATE	5				K										· · · · · · · · · · · · · · · · · · ·
Fig. Property Pr	5				K										
Figure F	5				K K										
Franchistory St. Practical St. Practic	5		SEL HZ7-ADN-ENN-100-UG-C)		K					\$0.00	\$0.00	\$0.00			
STATEMENT SEL ITAMEN SENDED SEL IT	5		SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-100-UG-C)		K K										
SECOND 17.4	5	H7ANEN10UC	SEL HZ7-ADN-ENN-10-UG-C)	\$1,135.00	ĸ	31%	\$783.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Fig.	5				K									ψ0.00	· · · · · · · · · · · · · · · · · · ·
S H75APAFORDUCK SELEZYAS-PAPAMORDUCCI SELEZY	5	H7ASAPA100UC	SEL HZ7-AVS-APADC100-UG-C)	\$26,565.00	ĸ	31%	\$18,329.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S	5				K										
S	5				K										
S	5				K										
S	5				K K										
Fig. Principal Color Sel. Principal Co	5	H7AVAPAC10UGC-I	SEL HZ7-AVA-APADC10-UG-C)	\$2,069.10	K	31%	\$1,427.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
FINAL PRINCIPATION SELECT AND ARADINOLOG STATE	5 5				K										
Face	5	H7AVAPAD100UC-I	SEL HZ7-AVA-APADN100-UG-C)	\$11,839.85	ĸ	31%	\$8,169.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Fig. Harderfolder Set. Hz/American Set. Hz/American Set. Hz/American Set. Hz/American Set. Hz/American Set.	5				K										
Farametriolic SEL HZ7-AVE-ENTIOLIC- \$2,285.00 K 31% \$1,956.22 \$0.00 \$	5	H7AVEE10UGC-I	SEL HZ7-AVE-ENN10-UG-C)	\$2,724.32	K	31%	\$1,879.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Firal Principal Color	5				K										
5 H7AVENIOUCK SEL HZ7AV-ENRIOUGHCC) \$3,045.51 K 31% \$2,101.40 \$0.0	5				K										
HTAVENCIONUCIC SEL HZT-AVS-ENCIOQUIGC SEL HZT-AVS-ENCIOQUIGC SEL HZT-AVS-ENCIOQUIGC SEL HZT-AVS-ENCIOQUIGC SEL HZT-AVS-ENCIOQUIGC SEL HZZ-AVS-ENCIOQUIGC SEL HZZ-AVS-ENNIOQUIGC SEL HZZ-ADA-BOLOQUIGC SEL HZZ-ADA-BOLOQUIGC SEL HZZ-ADA-BOLOQUIGC SEL H	5	H7AVEN10UC-K	SEL HZ7-AVA-ENN10-UG-C)	\$3,045.51	K	31%	\$2,101.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7AVENCIQUICK SEL HZ7-AVS-ENCIO-U-GC) \$8,879.87 K 31% \$40,627.11 \$0.00	5 5				K K									ψ0.00	*
First National Color	5		SEL HZ7-AVS-ENC100-UG-C)	\$58,879.87	K	31%	\$40,627.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
H7AVENC10UCK SEL H27-AVE.ENC10-UG-C SEL	5 5				K K										
5 H7XNN10UC-I SEL HZ7-AVS-ENN10-UG-C) \$3,431.78 K 31% \$2,367.93 \$0.00 \$0	5	H7AVENC10UC-K	SEL HZ7-AVA-ENC10-UG-C)	\$5,160.13	ĸ	31%	\$3,560.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7XNN10UCK SEL HZ7-AVS-ENN10-UG-C) \$3,520.53 K 31% \$2,429.17 \$0.00	5				K										· · · · · · · · · · · · · · · · · · ·
5 H7AVSAAC10UGC SEL HZT-AVS-APADC10-UG-C) \$2,657.00 K 31% \$1,833.33 \$0.00 \$0.0	5				K										
5 H7AVSAAD10UGCK SEL HZT-AVS-APADC10-UG-C) \$2,246.31 K 31% \$1,963.95 \$0.00 \$0.	5	H7AVSAAC10UGC	SEL HZ7-AVS-APADC10-UG-C)	\$2,657.00	K	31%	\$1,833.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7AVSAAD10UGC SEL HZ7-AVS-APADN10-UG-C) \$1,579.00 K 31% \$1,089.51 \$0.00 \$0.0	5 5				K K			+	*****	*****	******	*****	*****	φο.σσ	VIIIVI U.C.
5 H7AVSAAD10UGC-K SEL HZ7-AVS-APADN10-UG-C) \$1,689.40 K 31% \$1,165.69 \$0.00 \$0	5	H7AVSAAD10UGC	SEL HZ7-AVS-APADN10-UG-C)	\$1,579.00	ĸ	31%	\$1,089.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7AVSEC10GC SEL HZ7-AVS-ENC10-UG-C) \$5,495.00 K 31% \$3,791.55 \$0.00 \$0	5 5				K K										
5 H7AVSEC10GCK SEL HZ7-AVS-ENC10-UG-C) \$5,887.99 K 31% \$4,082.71 \$0.00 \$	5	H7AVSEC10GC	SEL HZ7-AVS-ENC10-UG-C)	\$5,495.00	ĸ	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7DDAAC10GC SEL HZ7-ADA-ADC10-U-G-C) \$1,133.00 K 31% \$781.77 \$0.00 \$0.	5				K										
5 H7DDAC10GC-I SEL HZ7-ADA-ADC10-I-G-C) \$1,183.99 K 31% \$816.95 \$0.00 \$0	5				K										
5 H7DENNA100UC SEL H27-ADA-ENN10-UG-C) \$17,050.0 K 31% \$11,764.50 \$0.00	5	H7DDAAC10GC-I	SEL HZ7-ADA-ADC10-UG-C)	\$1,183.99	K	31%	\$816.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7DENNA100UC-I SEL HZ7-ADA-ENN100-UG-C) \$17,817.25 K 31% \$12,293.90 \$0.00 \$0	5 5				K K										
5 H7E100ERCUC SEL HZ7-E100-AERC-UG-C) \$14,190.00 K 31% \$9,791.10 \$0.00	5	H7DENNA100UC-I	SEL HZ7-ADA-ENN100-UG-C)	\$17,817.25	ĸ	31%	\$12,293.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7E100ERCUC-I SEL HZ7-E100-AERC-UG-C) \$14,828.55 K 31% \$10,231.70 \$0.0	5 5				K										
5 H7E100ERCUC-K SEL HZ7-E100-AERC-UG-C) \$15,208.40 K 31% \$10,493.80 \$0.0	5	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C)	\$14,828.55	ĸ	31%	\$10,231.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
	5	H7E100ERCUC-K	SEL HZ7-E100-AERC-UG-C)	\$15,208.40	K	31%	\$10,493.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP	LEVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			İ
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	-	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7EAEC100UGC	SEL HZ7-ENA-ENC100-UG-C)	\$17,050.00	K	31%	\$11,764.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7EAEC100UGC-I H7EAEC100UGC-K	SEL HZ7-ENA-ENC100-UG-C) SEL HZ7-ENA-ENC100-UG-C)	\$17,817.25 \$18,273.06	K K	31% 31%	\$12,293.90 \$12,608.41	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	H7EASD100UCV2-K	SEL HZ7-ENTA-STDA100-UG-C)	\$11,071.10	K	31%	\$7,639.06	\$0.00							VMWARE
5 5	H7EAST100UC H7EAST100UC-I	SEL HZ7-EAD-STD100-UG-C) SEL HZ7-EAD-STD100-UG-C)	\$18,029.00 \$18,840.31	K K	31% 31%	\$12,440.01 \$12,999.81	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	H7EAST100UCV2-K	SEL HZ7-EAD-STD100-UG-C)	\$19,345.69	K	31%	\$13,348.53	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7EAST10UC H7EAST10UC-I	SEL HZ7-EAD-STD10-UG-C) SEL HZ7-EAD-STD10-UG-C)	\$1,803.00 \$1,884.14	K K	31% 31%	\$1,244.07 \$1,300.06	\$0.00 \$0.00							VMWARE VMWARE
5	H7EAST10UCV2-K	SEL HZ7-EAD-STD10-UG-C)	\$1,934.57	K	31%	\$1,334.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA100UC H7ENASDA100UC-I	SEL HZ7-ENTA-STDA100-UG-C) SEL HZ7-ENTA-STDA100-UG-C)	\$10,300.00 \$10,763.50	K	31% 31%	\$7,107.00 \$7,426.82	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	H7ENASDA10UC	SEL HZ7-ENTA-STDA10-UG-C)	\$1,029.00	ĸ	31%	\$710.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA10UC-I H7ENASDA10UCV2-K	SEL HZ7-ENTA-STDA10-UG-C) SEL HZ7-ENTA-STDA10-UG-C)	\$1,075.31 \$1,099.45	K K	31% 31%	\$741.96 \$758.62	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARF
5	H7ENEC100UC	SEL HZ7-ENN-ENC-100-UG-C)	\$25,493.00	ĸ	31%	\$17,590.17	\$0.00							VMWARE
5	H7ENEC100UC-I	SEL HZ7-ENN-ENC-100-UG-C)	\$26,640.19	K	31%	\$18,381.73	\$0.00							VMWARE
5 5	H7ENEC100UCV2-K H7ENEC10UC	SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$27,313.82 \$2,549.00	K K	31% 31%	\$18,846.54 \$1,758.81	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	H7ENEC10UC-I	SEL HZ7-ENN-ENC-10-UG-C)	\$2,663.71	K	31%	\$1,837.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7ENEC10UCV2-K H7ENNC10UGC	SEL HZ7-ENN-ENC-10-UG-C) SEL HZ7-ENA-ENC10-UG-C)	\$2,731.38 \$1,705.00	K K	31% 31%	\$1,884.65 \$1,176.45	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	H7ENNC10UGC-I	SEL HZ7-ENA-ENC10-UG-C)	\$1,781.73	K	31%	\$1,229.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7ENNC10UGC-K H7LXCEC100UC	SEL HZ7-ENA-ENC10-UG-C) SEL HZ7-LXC-ENC-100-UG-C)	\$1,827.31 \$48.180.00	K K	31% 31%	\$1,260.84 \$33,244.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	H7LXCEC100UC-I	SEL HZ7-LXC-ENC-100-UG-C)	\$52,998.00	K	31%	\$36,568.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC-K H7LXCEC10UC	SEL HZ7-LXC-ENC-100-UG-C) SEL HZ7-LXC-ENC-10-UG-C)	\$52,520.69 \$4,818.00	K K	31% 31%	\$36,239.28 \$3,324.42	\$0.00 \$0.00							VMWARE VMWARE
5	H7LXCEC10UC-I	SEL HZ7-LXC-ENC-10-UG-C)	\$5,299.80	K	31%	\$3,656.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC10UC-K H7MGAC100UC	SEL HZ7-LXC-ENC-10-UG-C) SEL HZ7-MRG-ADC-100-UG-C)	\$5,252.07	K K	31% 31%	\$3,623.93 \$19,506.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7MGAC100UC-I	SEL HZ7-MRG-ADC-100-UG-C) SEL HZ7-MRG-ADC-100-UG-C)	\$28,270.00 \$29,542.15	K	31%	\$19,506.30	\$0.00							VMWARE
5	H7MGAC100UCV2-K	SEL HZ7-MRG-ADC-100-UG-C)	\$30,301.87	K	31%	\$20,908.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAC10UC H7MGAC10UC-I	SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADC-10-UG-C)	\$2,827.00 \$2,954.22	K K	31% 31%	\$1,950.63 \$2,038.41	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	H7MGAC10UCV2-K	SEL HZ7-MRG-ADC-10-UG-C)	\$3,030.19	K	31%	\$2,090.83	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7MGAN100UC H7MGAN100UC-I	SEL HZ7-MRG-ADN-100-UG-C) SEL HZ7-MRG-ADN-100-UG-C)	\$11,330.00 \$11,839.85	K K	31% 31%	\$7,817.70 \$8,169.50	\$0.00 \$0.00							VMWARE VMWARE
5	H7MGAN100UCV2-K	SEL HZ7-MRG-ADN-100-UG-C)	\$12,143.73	ĸ	31%	\$8,379.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7MGAN10UC H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C) SEL HZ7-MRG-ADN-10-UG-C)	\$1,133.00 \$1,183.99	K K	31% 31%	\$781.77 \$816.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	H7MGAN10UCV2-K	SEL HZ7-MRG-ADN-10-UG-C)	\$1,214.37	ĸ	31%	\$837.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UC H7MPAC100UC-I	SEL HZ7-MGP-ADC-100-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$28,270.00 \$29,542.15	K K	31% 31%	\$19,506.30 \$20,384.08	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	H7MPAC100UCV2-K	SEL HZ7-MGP-ADC-100-UG-C)	\$30,301.87	K	31%	\$20,908.29	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MPAC10UC	SEL HZ7-MGP-ADC-10-UG-C)	\$2,827.00	K	31%	\$1,950.63	\$0.00		\$0.00					VMWARE VMWARF
5 5	H7MPAC10UC-I H7MPAC10UCV2-K	SEL HZ7-MGP-ADC-10-UG-C) SEL HZ7-MGP-ADC-10-UG-C)	\$2,954.22 \$3,030.19	K K	31% 31%	\$2,038.41 \$2,090.83	\$0.00 \$0.00							VMWARE
5	H7MPAN100UC	SEL HZ7-MGP-ADN-100-UG-C)	\$11,330.00	K	31%	\$7,817.70	\$0.00							VMWARE
5 5	H7MPAN100UC-I H7MPAN100UCV2-K	SEL HZ7-MGP-ADN-100-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$11,839.85 \$12,143.73	K K	31% 31%	\$8,169.50 \$8,379.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7MPAN10UC	SEL HZ7-MGP-ADN-10-UG-C)	\$1,133.00	K	31%	\$781.77	\$0.00		\$0.00					VMWARE
5 5	H7MPAN10UC-I H7MPAN10UCV2-K	SEL HZ7-MGP-ADN-10-UG-C) SEL HZ7-MGP-ADN-10-UG-C)	\$1,183.99 \$1,214.37	K K	31% 31%	\$816.95 \$837.92	\$0.00 \$0.00							VMWARE VMWARE
5	H7PEPEC100GC	SEL HZ7-APA-ENC100-UG-C)	\$28,365.00	K	31%	\$19,571.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7PEPEC100GC-I H7PEPEC100GC-K	SEL HZ7-APA-ENC100-UG-C) SEL HZ7-APA-ENC100-UG-C)	\$29,641.43 \$30,378.49	K K	31% 31%	\$20,452.59 \$20,961.16	\$0.00 \$0.00							VMWARE VMWARE
5	H7SACA100UGC	SEL HZ7-STA-ADCA100-UG-C)	\$12,430.00	K	31%	\$8,576.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7SACA100UGC-I H7SACA100UGC-K	SEL HZ7-STA-ADCA100-UG-C) SEL HZ7-STA-ADCA100-UG-C)	\$12,989.35 \$13,292.98	K K	31% 31%	\$8,962.65 \$9,172.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	H7SADC100UC	SEL HZ7-ST-ADC-100-UG-C)	\$16,940.00	K	31%	\$11,688.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7SADC100UC-I H7SADC100UCV2-K	SEL HZ7-ST-ADC-100-UG-C) SEL HZ7-ST-ADC-100-UG-C)	\$17,702.30 \$18.119.83	K K	31% 31%	\$12,214.59 \$12,502.68	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	H7SADC10UC	SEL HZ7-ST-ADC-10-UG-C)	\$1,694.00	K	31%	\$1,168.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7SADC10UC-I H7SADC10UCV2-K	SEL HZ7-ST-ADC-10-UG-C) SEL HZ7-ST-ADC-10-UG-C)	\$1,770.23 \$1.811.98	K K	31% 31%	\$1,221.46 \$1,250.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7SAENSA10UC	SEL HZ7-STA-ENCA10-UG-C)	\$2,662.00	K	31%	\$1,836.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SAENSA10UC-I H7SAENSA10UC-K	SEL HZ7-STA-ENCA10-UG-C) SEL HZ7-STA-ENCA10-UG-C)	\$2,781.79 \$2,853.97	K K	31% 31%	\$1,919.44 \$1,969.24	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	H7SENC100UC	SEL HZ7-ST-ENC-100-UG-C)	\$2,853.97 \$36,842.00	K	31%	\$25,420.98	\$0.00		\$0.00	\$0.00				VMWARE
5	H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C)	\$38,499.89	K	31%	\$26,564.92	\$0.00		\$0.00					VMWARE
5 5	H7SENC100UCV2-K H7SENC10UC	SEL HZ7-ST-ENC-100-UG-C) SEL HZ7-ST-ENC-10-UG-C)	\$39,495.86 \$3,684.00	K K	31% 31%	\$27,252.14 \$2,541.96	\$0.00 \$0.00							VMWARE VMWARE
5	H7SENC10UC-I	SEL HZ7-ST-ENC-10-UG-C)	\$3,849.78	K	31%	\$2,656.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7SENC10UCV2-K H7STACA10UGC	SEL HZ7-ST-ENC-10-UG-C) SEL HZ7-STA-ADCA10-UG-C)	\$3,949.59 \$1,243.00	K K	31% 31%	\$2,725.22 \$857.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7STACA10UGC-I	SEL HZ7-STA-ADCA10-UG-C)	\$1,298.94	ĸ	31%	\$896.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7STACA10UGC-K H7STADC10UGC	SEL HZ7-STA-ADCA10-UG-C) SEL HZ7-STA-ADC10-UG-C)	\$1,329.30 \$2,376.00	K K	31% 31%	\$917.22 \$1,639.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7STADC10UGC-I	SEL HZ7-STA-ADC10-UG-C)	\$2,482.92	K	31%	\$1,713.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STADC10UGC-K H7STASD100UC	SEL HZ7-STA-ADC10-UG-C)	\$2,547.50	K	31% 31%	\$1,757.78	\$0.00			\$0.00 \$0.00				VMWARE VMWARE
5 5	H7STASD100UC-I	SEL HZ7-STDA-STD100-UG-C) SEL HZ7-STDA-STD100-UG-C)	\$7,233.00 \$7,558.49	K K	31%	\$4,990.77 \$5,215.36	\$0.00 \$0.00							VMWARE
5	H7STASD100UCV2-K H7STASD10UC	SEL HZ7-STDA-STD100-UG-C)	\$7,776.59	K	31% 31%	\$5,365.85 \$498.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VMWARE VMWARE
5 5	H7STASD10UC H7STASD10UC-I	SEL HZ7-STDA-STD10-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$723.00 \$755.54	K K	31% 31%	\$498.87 \$521.32								VMWARE VMWARE
5	H7STASD10UCV2-K	SEL HZ7-STDA-STD10-UG-C)	\$777.66	K	31%	\$536.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7TAST100UC H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C) SEL HZ7-TAC-STA100-UG-C)	\$17,595.00 \$18,386.78	K K	31% 31%	\$12,140.55 \$12,686.88	\$0.00 \$0.00							VMWARE VMWARE
5	H7TAST100UCV2-K	SEL HZ7-TAC-STA100-UG-C)	\$18,885.99	K	31%	\$13,031.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7TCST10GC H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C) SEL HZ7-TCL-STA10-UG-C)	\$1,749.00 \$1,827.71	K K	31% 31%	\$1,206.81 \$1,261.12	\$0.00 \$0.00							VMWARE VMWARE
5	H7TCST10GC-K	SEL HZ7-TCL-STA10-UG-C)	\$1,873.28	ĸ	31%	\$1,292.56	\$0.00							VMWARE

					NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY I	JPGRADE PRICE			ı
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7THIST100UC	SEL HZ7-THIN-ST100-UG-C)	\$20,605.00	К	31%	\$14,217.45	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7THIST100UC-I H7THIST100UCV2-K	SEL HZ7-THIN-ST100-UG-C) SEL HZ7-THIN-ST100-UG-C)	\$21,532.23 \$22,103.89	K K	31% 31%	\$14,857.24 \$15,251.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7TPOS10UC	SEL HZ7-TPRO-ST10-UG-C)	\$2,163.00	K	31%	\$1,492.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7TPOS10UC-I H7TPOS10UCV2-K	SEL HZ7-TPRO-ST10-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$2,260.34 \$2,317.65	K K	31% 31%	\$1,559.63 \$1,599.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7UEENC100UC	SEL HZ7-UEM-ENC-100-UG-C)	\$54,100.00	K	31%	\$37,329.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC100UC-I H7UEENC100UC-K	SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-100-UG-C)	\$56,534.50 \$57,960.47	K	31% 31%	\$39,008.81 \$39,992.72	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7UEENC10UC	SEL HZ7-UEM-ENC-10-UG-C)	\$5,410.00	K	31%	\$3,732.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC10UC-I H7UEENC10UC-K	SEL HZ7-UEM-ENC-10-UG-C) SEL HZ7-UEM-ENC-10-UG-C)	\$5,653.45 \$5,796.05	K	31% 31%	\$3,900.88 \$3,999.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7UEENN100UC	SEL HZ7-UEM-ENN-100-UG-C)	\$32,960.00	K	31%	\$22,742.40	\$0.00		\$0.00	\$0.00				VMWARE
5	H7UEENN100UC-I H7UEENN100UC-K	SEL HZ7-UEM-ENN-100-UG-C) SEL HZ7-UEM-ENN-100-UG-C)	\$34,443.20 \$35,358.57	K	31% 31%	\$23,765.81 \$24,397.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7UEENN10UC	SEL HZ7-UEM-ENN-10-UG-C)	\$3,296.00	K	31%	\$2,274.24	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7UEENN10UC-I H7UEENN10UC-K	SEL HZ7-UEM-ENN-10-UG-C) SEL HZ7-UEM-ENN-10-UG-C)	\$3,444.32 \$3,535.86	K	31% 31%	\$2,376.58 \$2,439.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAAC100UC	SEL HZ7-VAD-ADC-100-UG-C)	\$3,535.66	K K	31%	\$16,394.40	\$0.00		\$0.00	\$0.00				VMWARE
5	H7VAAC100UC-I	SEL HZ7-VAD-ADC-100-UG-C)	\$24,829.20	K	31%	\$17,132.15	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE VMWARF
5 5	H7VAAC100UCV2-K H7VAAC10UC	SEL HZ7-VAD-ADC-100-UG-C) SEL HZ7-VAD-ADC-10-UG-C)	\$25,475.02 \$2,376.00	K	31% 31%	\$17,577.76 \$1,639.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAAC10UC-I	SEL HZ7-VAD-ADC-10-UG-C)	\$2,482.92	K	31%	\$1,713.21	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	H7VAAC10UCV2-K H7VAEC100UC	SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-FNC-100-UG-C)	\$2,547.50 \$43.670.00	K K	31% 31%	\$1,757.78 \$30.132.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C)	\$45,635.15	К	31%	\$31,488.25	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5 5	H7VAEC100UCV2-K H7VAEC10UC	SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-10-UG-C)	\$46,774.44 \$4,367.00	K K	31% 31%	\$32,274.36 \$3,013.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,563.52	ĸ	31%	\$3,148.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC10UCV2-K H7VANC100UC	SEL HZ7-VAD-ENC-10-UG-C) SEL HZ7-AVA-ENC100-UG-C)	\$4,677.44 \$48,180.00	K	31% 31%	\$3,227.43 \$33.244.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C)	\$50,348.10	ĸ	31%	\$34,740.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VANC100UC-K H7VAPADC100UC	SEL HZ7-AVA-ENC100-UG-C) SEL HZ7-AVA-APADC100-UG-C)	\$51,601.29 \$19,800.00	K	31% 31%	\$35,604.89 \$13,662.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7VAPADC100UC-I	SEL HZ7-AVA-APADC100-UG-C)	\$20,691.00	K	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAPADC100UC-K	SEL HZ7-AVA-APADC100-UG-C)	\$21,184.49	K	31%	\$14,617.30	\$0.00		\$0.00	\$0.00				VMWARE
5	H7VENS100UC H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C) SEL HZ7-VENT-ST100-UG-C)	\$10,300.00 \$10,763.50	K K	31% 31%	\$7,107.00 \$7,426.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VENS100UCV2-K	SEL HZ7-VENT-ST100-UG-C)	\$11,071.10	K	31%	\$7,639.06	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7VETS10UC H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C) SEL HZ7-VENT-ST10-UG-C)	\$1,030.00 \$1,076.35	K K	31% 31%	\$710.70 \$742.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7VETS10UCV2-K	SEL HZ7-VENT-ST10-UG-C)	\$1,107.11	K	31%	\$763.91	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7VSEN100GC H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C) SEL HZ7-AVS-ENN100-UG-C)	\$32,835.00 \$34,312.58	K K	31% 31%	\$22,656.15 \$23,675.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7VSEN100GC-K	SEL HZ7-AVS-ENN100-UG-C)	\$35,205.33	K	31%	\$24,291.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7WSAD100UGC H7WSAD100UGC-I	SEL HZ7-WSP-ADN-100-UG-C) SEL HZ7-WSP-ADN-100-UG-C)	\$11,333.00 \$11,842.99	K K	31% 31%	\$7,819.77 \$8.171.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7WSAD100UGC-K	SEL HZ7-WSP-ADN-100-UG-C)	\$12,143.73	K	31%	\$8,379.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7WSAD10UGC H7WSAD10UGC-I	SEL HZ7-WSP-ADN-10-UG-C) SEL HZ7-WSP-ADN-10-UG-C)	\$1,133.00 \$1,183.99	K K	31% 31%	\$781.77 \$816.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7WSAD10UGC-K	SEL HZ7-WSP-ADN-10-UG-C)	\$1,214.37	ĸ	31%	\$837.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HAPA7NC10UC HAPA7NC10UC-I	SEL HZ7-APA-ENC10-UG-C) SEL HZ7-APA-ENC10-UG-C)	\$2,837.00 \$2,964.67	K	31% 31%	\$1,957.53 \$2,045.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HAPA7NC10UC-K	SEL HZ7-APA-ENC10-UG-C)	\$3,037.85	ĸ	31%	\$2,096.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIAD25VMPO HCIAD25VMPO-I	SEL HCI-RBAD-25VM-PROMO) SEL HCI-RBAD-25VM-PROMO)	\$20,148.00 \$23,573.16	K K	31% 31%	\$13,902.12 \$16,265.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIAD25VMPO-K	SEL HCI-RBAD-25VM-PROMO)	\$22,027.28	K	31%	\$15,198.82	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HCIADCPUPRO	SEL HCI-ADV-CPU-PROMO)	\$6,088.00	K K	31%	\$4,200.72	\$0.00		\$0.00	\$0.00				VMWARE
5	HCIADCPUPRO-I HCIADCPUPRO-K	SEL HCI-ADV-CPU-PROMO) SEL HCI-ADV-CPU-PROMO)	\$7,122.96 \$6,738.43	K	31% 31%	\$4,914.84 \$4,649.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIADVPUC	SEL HCI-ADV-CPU-C)	\$7,610.00	K	31%	\$5,250.90	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HCIADVPUC-I HCIADVPUC-K	SEL HCI-ADV-CPU-C) SEL HCI-ADV-CPU-C)	\$8,903.70 \$8,542.75	K K	31% 31%	\$6,143.55 \$5,894.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIAKCPUC	SEL HCI-AK-CPU-C)	\$8,085.00	K	31%	\$5,578.65	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HCIAKCPUC-I HCIAKCPUC-K	SEL HCI-AK-CPU-C) SEL HCI-AK-CPU-C)	\$9,459.45 \$9,079.07	K K	31% 31%	\$6,527.02 \$6,264.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIEN25VMPO	SEL HCI-RBEN-25VM-PROMO)	\$26,388.00	K	31%	\$18,207.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCIEN25VMPO-I HCIEN25VMPO-K	SEL HCI-RBEN-25VM-PROMO) SEL HCI-RBEN-25VM-PROMO)	\$30,873.96 \$28,769.54	K K	31% 31%	\$21,303.03 \$19,850.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIENCPUC	SEL HCI-ENT-CPU-C)	\$10,180.00	ĸ	31%	\$7,024.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCIENCPUC-I HCIENCPUC-K	SEL HCI-ENT-CPU-C) SEL HCI-ENT-CPU-C)	\$11,910.60 \$11,454.18	K K	31% 31%	\$8,218.31 \$7,903.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIESKITC	SEL HCI-ES-KIT-C)	\$19,885.00	ĸ	31%	\$13,720.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIESKITC-K	SEL HCI-ES-KIT-C) SEL HCI-ES-KIT-C)	\$23,265.45 \$22,333,74	ĸ	31% 31%	\$16,053.16 \$15,410.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIESKTPRO	SEL HCI-ES-KIT-PROMO)	\$15,908.00	K	31%	\$10,976.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIESKTPRO-I HCIESKTPRO-K	SEL HCI-ES-KIT-PROMO) SEL HCI-ES-KIT-PROMO)	\$18,612.36 \$17,506.90	K	31% 31%	\$12,842.53 \$12,079.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	HCIETCPUPRO	SEL HCI-ENT-CPU-PROMO)	\$8,144.00	K	31%	\$5,619.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCIETCPUPRO-I HCIETCPUPRO-K	SEL HCI-ENT-CPU-PROMO)	\$9,528.48 \$8,925.84	K K	31% 31%	\$6,574.65 \$6,158.83	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	HCIETCPUPRO-K HCIOMKITC	SEL HCI-ENT-CPU-PROMO) SEL HCI-OM-KIT-C)	\$8,925.84 \$11,985.00	K K	31% 31%	\$6,158.83 \$8,269.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIOMKITC-I	SEL HCI-OM-KIT-C)	\$20,494.35	K	31%	\$14,141.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCIOMKITC-K HCIOMKITPRO	SEL HCI-OM-KIT-C) SEL HCI-OM-KIT-PRO)	\$19,652.16 \$9,588.00	K K	31% 31%	\$13,559.99 \$6.615.72	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIRBAD25VMC	SEL HCI-RBAD-25VM-C)	\$25,185.00	K	31%	\$17,377.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCIRBAD25VMC-I HCIRBAD25VMC-K	SEL HCI-RBAD-25VM-C) SEL HCI-RBAD-25VM-C)	\$29,466.45 \$28,309.84	K K	31% 31%	\$20,331.85 \$19,533.79	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HCIRBEN25VC	SEL HCI-RBEN-25VM-C)	\$32,985.00	K	31%	\$22,759.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCIRBEN25VC-I HCIRBEN25VC-K	SEL HCI-RBEN-25VM-C) SEL HCI-RBEN-25VM-C)	\$38,592.45 \$37,044.13	K K	31% 31%	\$26,628.79 \$25,560.45	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HCIRBT25VMC	SEL HCI-RBST-25VM-C)	\$15,935.00	K	31%	\$10,995.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HCIRBT25VMC-I	SEL HCI-RBST-25VM-C)	\$18,643.95	K	31%	\$12,864.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	EVEL 1		,	NVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
			EMC	CATEGORY		NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	TAIL WALLETT	WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	sku	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT	ENH MNT LP	BASIC MNT LP	PS W/MC PREM	TO PS ENH LP	RENEWAL	PARTNER
5	HCIRBT25VMC-K	SEL HCI-RBST-25VM-C)	\$17,889.98	K	31%	\$12,344.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HCIST25VMPO HCIST25VMPO-I	SEL HCI-RBST-25VM-PROMO) SEL HCI-RBST-25VM-PROMO)	\$12,748.00 \$14,915.16	K K	31% 31%	\$8,796.12 \$10,291.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCIST25VMPO-K	SEL HCI-RBST-25VM-PROMO)	\$13,905.91	K	31%	\$9,595.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HCISTCPUPOM HCISTCPUPOM-I	SEL HCI-STD-CPU-PROMO) SEL HCI-STD-CPU-PROMO)	\$2,848.00 \$3,332.16	K K	31% 31%	\$1,965.12 \$2,299.19	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HCISTCPUPOM-K	SEL HCI-STD-CPU-PROMO)	\$3,137.45	K	31%	\$2,255.15	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	HCISTDCPUC HCISTDCPUC-I	SEL HCI-STD-CPU-C) SEL HCI-STD-CPU-C)	\$3,560.00	K K	31% 31%	\$2,456.40 \$2,873.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HCISTDCPUC-K	SEL HCI-STD-CPU-C)	\$4,165.20 \$4,003.22	K	31%	\$2,762.22	\$0.00							VMWARE
5	HGANEN100UGC	SEL HZ7-APS-ENN100-UG-C)	\$25,520.00	K	31%	\$17,608.80	\$0.00							VMWARE
5 5	HGANEN100UGC-I HGANEN100UGC-K	SEL HZ7-APS-ENN100-UG-C) SEL HZ7-APS-ENN100-UG-C)	\$26,668.40 \$27,313.82	K K	31% 31%	\$18,401.20 \$18,846.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HGENANN100UC	SEL HZ7-ENA-ENN100-UG-C)	\$7,370.00	K	31%	\$5,085.30	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	HGENANN100UC-I HGENANN100UC-K	SEL HZ7-ENA-ENN100-UG-C) SEL HZ7-ENA-ENN100-UG-C)	\$7,701.65 \$7,929.82	K	31% 31%	\$5,314.14 \$5,471.58	\$0.00 \$0.00							VMWARE VMWARE
5	HSTENCA100UGC	SEL HZ7-STA-ENCA100-UG-C)	\$26,626.00	K	31%	\$18,371.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HSTENCA100UGC-I HSTENCA100UGC-K	SEL HZ7-STA-ENCA100-UG-C) SEL HZ7-STA-ENCA100-UG-C)	\$27,824.17 \$28,539.69	K	31% 31%	\$19,198.68 \$19,692.39	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7A100AERCC	SEL HZ7-A100-AERC-C)	\$30,850.00	K	31%	\$21,286.50	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	HZ7A100AERCC-I HZ7A100AERCC-K	SEL HZ7-A100-AERC-C) SEL HZ7-A100-AERC-C)	\$32,238.25 \$33.060.07	K K	31% 31%	\$22,244.39 \$22,811.45	\$0.00 \$0.00				\$0.00 \$0.00			VMWARE VMWARE
5	HZ7A10AERCC	SEL HZ7-A10-AERC-C)	\$3,085.00	K	31%	\$2,128.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7A10AERCC-I HZ7A10AERCC-K	SEL HZ7-A10-AERC-C) SEL HZ7-A10-AERC-C)	\$3,223.83 \$3,306.01	K K	31% 31%	\$2,224.44 \$2,281.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADC100C	SEL HZ7-ADC-100-C)	\$41,150.00	K	31%	\$28,393.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC100C-I HZ7ADC100CV2-K	SEL HZ7-ADC-100-C) SEL HZ7-ADC-100-C)	\$43,001.75 \$44,092.86	K K	31% 31%	\$29,671.21 \$30,424.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ADC10C	SEL HZ7-ADC-10-C)	\$4,115.00	K	31%	\$2,839.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ADC10C-I HZ7ADC10CV2-K	SEL HZ7-ADC-10-C) SEL HZ7-ADC-10-C)	\$4,300.18 \$4,409.29	K K	31% 31%	\$2,967.12 \$3,042.41	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ADN100C	SEL HZ7-AD0-10-C)	\$25,750.00	K	31%	\$17,767.50	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADN100C-I HZ7ADN100CV2-K	SEL HZ7-ADN-100-C) SEL HZ7-ADN-100-C)	\$26,908.75 \$27,620.29	K	31% 31%	\$18,567.04 \$19,058.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	HZ7ADN100CV2-K	SEL HZ7-ADN-10-C)	\$2,575.00	K	31%	\$1,776.75	\$0.00							VMWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,690.88	K	31% 31%	\$1,856.71	\$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZ7ADN10CV2-K HZ7ADNA100C	SEL HZ7-ADN-10-C) SEL HZ7-ADN-A100-C)	\$2,762.03 \$20,550.00	K K	31%	\$1,905.80 \$14,179.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	HZ7ADNA100C-I	SEL HZ7-ADN-A100-C)	\$21,474.75	K	31%	\$14,817.58	\$0.00			\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ADNA100C-K HZ7ADNA10C	SEL HZ7-ADN-A100-C) SEL HZ7-ADN-A10-C)	\$22,027.28 \$2,055.00	K K	31% 31%	\$15,198.82 \$1,417.95	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ADNA10C-I	SEL HZ7-ADN-A10-C)	\$2,147.48	K	31%	\$1,481.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA10C-K HZ7APADC100C	SEL HZ7-ADN-A10-C) SEL HZ7-AP-ADC100-C)	\$2,202.73 \$33,450.00	K K	31% 31%	\$1,519.88 \$23.080.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADC100C-I	SEL HZ7-AP-ADC100-C)	\$34,955.25	K	31%	\$24,119.12	\$0.00							VMWARE
5 5	HZ7APADC100C-K HZ7APADC10C	SEL HZ7-AP-ADC100-C) SEL HZ7-AP-ADC10-C)	\$35,818.27 \$3.345.00	K K	31% 31%	\$24,714.61 \$2,308.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE
5	HZ7APADC10C-I	SEL HZ7-AP-ADC10-C)	\$3,495.53	K	31%	\$2,411.92	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7APADC10C-K HZ7APADN100C	SEL HZ7-AP-ADC10-C) SEL HZ7-AP-ADN100-C)	\$3,581.83 \$20,550.00	K K	31% 31%	\$2,471.46 \$14,179.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADN100C-I	SEL HZ7-AP-ADN100-C)	\$21,474.75	ĸ	31%	\$14,817.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7APADN100C-K HZ7APADN10C	SEL HZ7-AP-ADN100-C) SEL HZ7-AP-ADN10-C)	\$22,027.28 \$2.055.00	K	31% 31%	\$15,198.82 \$1,417.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APADN10C-I	SEL HZ7-AP-ADN10-C)	\$2,147.48	K	31%	\$1,481.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7APADN10C-K HZ7APSCAC10UC	SEL HZ7-AP-ADN10-C) SEL HZ7-AP-STC-ADC10-UG-C)	\$2,202.73 \$1,419.00	K	31% 31%	\$1,519.88 \$979.11	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7APSCAC10UC-I	SEL HZ7-AP-STC-ADC10-UG-C)	\$1,482.86	K	31%	\$1,023.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7APSCAC10UC-K HZ7APSTC100C	SEL HZ7-AP-STC-ADC10-UG-C) SEL HZ7-AP-STC100-C)	\$1,520.84 \$20,550.00	K K	31% 31%	\$1,049.38 \$14,179.50	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTC100C-I	SEL HZ7-AP-STC100-C)	\$21,474.75	K	31%	\$14,179.50	\$0.00							VMWARE
5	HZ7APSTC100C-K	SEL HZ7-AP-STC100-C)	\$22,027.28	K	31% 31%	\$15,198.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7APSTC10C HZ7APSTC10C-I	SEL HZ7-AP-STC10-C) SEL HZ7-AP-STC10-C)	\$2,055.00 \$2,147.48	K K	31%	\$1,417.95 \$1,481.76	\$0.00 \$0.00				\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTC10C-K	SEL HZ7-AP-STC10-C)	\$2,202.73	K	31%	\$1,519.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7APSTN100C HZ7APSTN100C-I	SEL HZ7-AP-STN100-C) SEL HZ7-AP-STN100-C)	\$12,850.00 \$13,428.25	K K	31% 31%	\$8,866.50 \$9,265.49	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZ7APSTN100C-K	SEL HZ7-AP-STN100-C)	\$13,752.68	K	31%	\$9,489.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7APSTN10C HZ7APSTN10C-I	SEL HZ7-AP-STN10-C) SEL HZ7-AP-STN10-C)	\$1,285.00 \$1,342.83	K K	31% 31%	\$886.65 \$926.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7APSTN10C-K	SEL HZ7-AP-STN10-C)	\$1,375.27	K	31%	\$948.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7DADC100GC HZ7DADC100GC-I	SEL HZ7-ADA-ADC100-UG-C) SEL HZ7-ADA-ADC100-UG-C)	\$11,330.00 \$11.839.85	K K	31% 31%	\$7,817.70 \$8.169.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7DADC100GC-K	SEL HZ7-ADA-ADC100-UG-C)	\$12,143.73	ĸ	31%	\$8,379.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7E100AERCC HZ7E100AERCC-I	SEL HZ7-E100-AERC-C) SEL HZ7-E100-AERC-C)	\$43,750.00 \$45,718.75	K	31% 31%	\$30,187.50 \$31,545.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7E100AERCC-K	SEL HZ7-E100-AERC-C)	\$46,927.67	ĸ	31%	\$32,380.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCC HZ7E10AERCC-I	SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-C)	\$4,375.00 \$4.571.88	K	31% 31%	\$3,018.75 \$3,154.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7E10AERCC-K	SEL HZ7-E10-AERC-C)	\$4,692.77	K	31%	\$3,238.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCUGC HZ7E10AERCUGC-I	SEL HZ7-E10-AERC-UG-C) SEL HZ7-E10-AERC-UG-C)	\$1,419.00 \$1,482.86	K K	31% 31%	\$979.11 \$1,023.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7E10AERCUGC-K	SEL HZ7-E10-AERC-UG-C)	\$1,520.84	K	31%	\$1,049.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7EDENC100UC	SEL HZ7-ADA-ENC100-UG ^C C) SEL HZ7-ADA-ENC100-UG-C)	\$31,240.00	K	31% 31%	\$21,555.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00		VMWARE VMWARE
5 5	HZ7EDENC100UC-I HZ7EDENC100UC-K	SEL HZ7-ADA-ENC100-UG-C) SEL HZ7-ADA-ENC100-UG-C)	\$32,645.80 \$33,519.77	K	31%	\$22,525.60 \$23,128.64	\$0.00						\$0.00	VMWARE
5	HZ7ENC100C	SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$59,250.00	K	31% 31%	\$40,882.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5 5	HZ7ENC100C-I HZ7ENC100CV2-K	SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$61,916.25 \$63,476.86	K K	31%	\$42,722.21 \$43,799.03	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ENC10C	SEL HZ7-ENC-10-C)	\$5,925.00	K	31%	\$4,088.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ENC10C-I HZ7ENC10CV2-K	SEL HZ7-ENC-10-C) SEL HZ7-ENC-10-C)	\$6,191.63 \$6,347.69	K K	31% 31%	\$4,272.22 \$4,379.91	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ENN100C	SEL HZ7-ENN-100-C)	\$36,050.00	ĸ	31%	\$24,874.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN100C-I	SEL HZ7-ENN-100-C)	\$37,672.25	К	31%	\$25,993.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP	LEVEL 1		N	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ7ENN100CV2-K	SEL HZ7-ENN-100-C)	\$38,653.08	K	31%	\$26,670.63	\$0.00		\$0.00	\$0.00			+	VMWARE
5 5	HZ7ENN10C HZ7ENN10C-I	SEL HZ7-ENN-10-C) SEL HZ7-ENN-10-C)	\$3,605.00 \$3,767.23	K K	31% 31%	\$2,487.45 \$2,599.39	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	HZ7ENN10CV2-K	SEL HZ7-ENN-10-C)	\$3,865.31	K	31%	\$2,667.06	\$0.00	\$0.00	\$0.00				\$0.00	VMWARE
5	HZ7ENNA100C HZ7ENNA100C-I	SEL HZ7-ENN-A100-C) SEL HZ7-ENN-A100-C)	\$29,350.00 \$30.670.75	K K	31% 31%	\$20,251.50 \$21,162.82	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE
5	HZ7ENNA100C-K	SEL HZ7-ENN-A100-C)	\$30,670.73	K	31%	\$21,701.27	\$0.00							VMWARE
5	HZ7ENNA100UGC	SEL HZ7-ENN-A100-UG-C)	\$9,680.00	K	31%	\$6,679.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENNA100UGC-I HZ7ENNA100UGC-K	SEL HZ7-ENN-A100-UG-C) SEL HZ7-ENN-A100-UG-C)	\$10,115.60 \$10.381.55	K K	31% 31%	\$6,979.76 \$7,163.27	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE
5	HZ7ENNA10C	SEL HZ7-ENN-A10-C)	\$2,935.00	ĸ	31%	\$2,025.15	\$0.00			\$0.00				VMWARE
5	HZ7ENNA10C-I HZ7ENNA10C-K	SEL HZ7-ENN-A10-C) SEL HZ7-ENN-A10-C)	\$3,067.08 \$3,145.11	K	31% 31%	\$2,116.29 \$2,170.13	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7ENNA10UGC	SEL HZ7-ENN-A10-C) SEL HZ7-ENN-A10-UG-C)	\$968.00	ĸ	31%	\$667.92	\$0.00							VMWARE
5	HZ7ENNA10UGC-I	SEL HZ7-ENN-A10-UG-C)	\$1,011.56	K	31%	\$697.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA10UGC-K HZ7GAEN10UGC	SEL HZ7-ENN-A10-UG-C) SEL HZ7-APS-ENN10-UG-C)	\$1,038.16 \$2,552.00	K K	31% 31%	\$716.33 \$1,760.88	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZ7GAEN10UGC-I	SEL HZ7-APS-ENN10-0G-C)	\$2,666.84	ĸ	31%	\$1,840.12	\$0.00			\$0.00				VMWARE
5	HZ7GAEN10UGC-K	SEL HZ7-APS-ENN10-UG-C)	\$2,731.38	K	31%	\$1,884.65	\$0.00							VMWARE
5 5	HZ7GUAN10UGC HZ7GUAN10UGC-I	SEL HZ7-ENA-ENN10-UG-C) SEL HZ7-ENA-ENN10-UG-C)	\$737.00 \$770.17	K K	31% 31%	\$508.53 \$531.42	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE
5	HZ7GUAN10UGC-K	SEL HZ7-ENA-ENN10-UG-C)	\$792.98	K	31%	\$547.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7LXC100C	SEL HZ7-LXC-100-C)	\$15,450.00	K	31%	\$10,660.50	\$0.00							VMWARE
5	HZ7LXC100C-I HZ7LXC100C-K	SEL HZ7-LXC-100-C) SEL HZ7-LXC-100-C)	\$16,995.00 \$16.817.35	K K	31% 31%	\$11,726.55 \$11.603.97	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	HZ7LXC10C	SEL HZ7-LXC-10-C)	\$1,545.00	K	31%	\$1,066.05	\$0.00	\$0.00	\$0.00					VMWARE
5	HZ7LXC10C-I HZ7LXC10C-K	SEL HZ7-LXC-10-C) SEL HZ7-LXC-10-C)	\$1,699.50 \$1,681.73	K K	31% 31%	\$1,172.66 \$1,160.39	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7PCAC100GC	SEL HZ7-EXC-10-C) SEL HZ7-AP-STC-ADC100-UG-C)	\$14,190.00	ĸ	31%	\$9,791.10	\$0.00							VMWARE
5	HZ7PCAC100GC-I	SEL HZ7-AP-STC-ADC100-UG-C)	\$14,828.55	K	31%	\$10,231.70	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7PCAC100GC-K HZ7PSADN10UGC	SEL HZ7-AP-STC-ADC100-UG-C) SEL HZ7-AP-STN-ADN10-UG-C)	\$15,208.40 \$847.00	K K	31% 31%	\$10,493.80 \$584.43	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	HZ7PSADN10UGC-I	SEL HZ7-AP-STN-ADN10-UG-C)	\$885.12	ĸ	31%	\$610.73	\$0.00							VMWARE
5	HZ7PSADN10UGC-K	SEL HZ7-AP-STN-ADN10-UG-C)	\$907.91	K	31%	\$626.46	\$0.00							VMWARE
5	HZ7SNAD100UC HZ7SNAD100UC-I	SEL HZ7-AP-STN-ADN100-UG-C) SEL HZ7-AP-STN-ADN100-UG-C)	\$8,470.00 \$8.851.15	K K	31% 31%	\$5,844.30 \$6,107.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7SNAD100UC-K	SEL HZ7-AP-STN-ADN100-UG-C)	\$9,079.07	K	31%	\$6,264.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7STD100C	SEL HZ7-STD-100-C)	\$25,750.00	K	31%	\$17,767.50	\$0.00							VMWARE
5	HZ7STD100C-I HZ7STD100CV2-K	SEL HZ7-STD-100-C) SEL HZ7-STD-100-C)	\$26,908.75 \$27.620.29	K K	31% 31%	\$18,567.04 \$19,058.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	HZ7STD10C	SEL HZ7-STD-10-C)	\$2,575.00	K	31%	\$1,776.75	\$0.00		\$0.00	\$0.00			+	VMWARE
5 5	HZ7STD10C-I HZ7STD10CV2-K	SEL HZ7-STD-10-C) SEL HZ7-STD-10-C)	\$2,690.88 \$2,762.03	K K	31% 31%	\$1,856.71 \$1,905.80	\$0.00 \$0.00							VMWARE VMWARE
5	HZ7STDA100C	SEL HZ7-STD-100-C)	\$19,550.00	ĸ	31%	\$13,489.50	\$0.00							VMWARE
5	HZ7STDA100C-I	SEL HZ7-STD-A100-C)	\$20,429.75	K	31%	\$14,096.53	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7STDA100CV2-K HZ7STDA10C	SEL HZ7-STD-A100-C) SEL HZ7-STD-A10-C)	\$20,954.64 \$1,955.00	K K	31% 31%	\$14,458.70 \$1,348.95	\$0.00 \$0.00		\$0.00 \$0.00				+	VMWARE VMWARE
5	HZ7STDA10C-I	SEL HZ7-STD-A10-C)	\$2,042.98	ĸ	31%	\$1,409.66	\$0.00							VMWARE
5 5	HZ7STDA10CV2-K HZAAAN100UC	SEL HZ7-STD-A10-C) SEL HZ7-ADA-ADN100-UG-C)	\$2,095.46 \$5.720.00	K K	31% 31%	\$1,445.87 \$3,946.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	HZAAAN100UC-I	SEL HZ7-ADA-ADN100-UG-C) SEL HZ7-ADA-ADN100-UG-C)	\$5,720.00 \$5,977.40	K K	31%	\$3,946.80 \$4,124.41	\$0.00							VMWARE
5	HZAAAN100UC-K	SEL HZ7-ADA-ADN100-UG-C)	\$6,133.16	K	31%	\$4,231.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5	HZADEC10UGC HZADEC10UGC-I	SEL HZ7-ADA-ENC10-UG-C) SEL HZ7-ADA-ENC10-UG-C)	\$3,124.00 \$3,264.58	K	31% 31%	\$2,155.56 \$2,252.56	\$0.00 \$0.00							VMWARE VMWARE
5	HZADEC10UGC-K	SEL HZ7-ADA-ENC10-UG-C)	\$3,351.98	ĸ	31%	\$2,312.87	\$0.00			\$0.00				VMWARE
5	HZDDNAA10UGC	SEL HZ7-ADA-ADN10-UG-C)	\$572.00	K	31%	\$394.68	\$0.00							VMWARE
5	HZDDNAA10UGC-I HZDDNAA10UGC-K	SEL HZ7-ADA-ADN10-UG-C) SEL HZ7-ADA-ADN10-UG-C)	\$597.74 \$613.32	K K	31% 31%	\$412.44 \$423.19	\$0.00 \$0.00							VMWARE VMWARE
5	HZPANA100UC	SEL HZ7-APA-ENN100-UG-C)	\$16,998.00	K	31%	\$11,728.62	\$0.00	\$0.00			\$0.00	\$0.00		VMWARE
5 5	HZPANA100UC-I HZPANA100UC-K	SEL HZ7-APA-ENN100-UG-C)	\$17,762.91	K	31% 31%	\$12,256.41 \$12,555.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZPASE100UGC	SEL HZ7-APA-ENN100-UG-C) SEL HZ7-APS-ENC100-UG-C)	\$18,196.44 \$42,570.00	K	31%	\$12,555.54	\$0.00							VMWARE
5	HZPASE100UGC-I	SEL HZ7-APS-ENC100-UG-C)	\$44,485.65	K	31%	\$30,695.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZPASE100UGC-K HZPSEC10UGC	SEL HZ7-APS-ENC100-UG-C) SEL HZ7-APS-ENC10-UG-C)	\$45,625.19 \$4.257.00	K K	31% 31%	\$31,481.38 \$2,937.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	HZPSEC10UGC-I	SEL HZ7-APS-ENC10-UG-C)	\$4,448.57	ĸ	31%	\$3,069.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZPSEC10UGC-K HZPUGENN10UGC	SEL HZ7-APS-ENC10-UG-C) SEL HZ7-APA-ENN10-UG-C)	\$4,562.52 \$1,699.00	K	31% 31%	\$3,148.14 \$1,172.31	\$0.00 \$0.00							VMWARE VMWARE
5	HZPUGENN10UGC HZPUGENN10UGC-I	SEL HZ7-APA-ENN10-UG-C) SEL HZ7-APA-ENN10-UG-C)	\$1,699.00	K K	31%	\$1,172.31 \$1,225.07	\$0.00							VMWARE
5	HZPUGENN10UGC-K	SEL HZ7-APA-ENN10-UG-C)	\$1,819.64	K	31%	\$1,255.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZTAADC100UC HZTAADC100UC-I	SEL HZ7-STA-ADC100-UG-C) SEL HZ7-STA-ADC100-UG-C)	\$23,760.00 \$24,829.20	K K	31% 31%	\$16,394.40 \$17,132.15	\$0.00 \$0.00							VMWARE VMWARE
5	HZTAADC100UC-K	SEL HZ7-STA-ADC100-UG-C) SEL HZ7-STA-ADC100-UG-C)	\$24,829.20 \$25,475.02	K	31%	\$17,132.15 \$17,577.76	\$0.00							VMWARE
5	NXDCADEP100UC	SEL NX-DC-ADEP-100-U-C)	\$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXDCADEP100UC-I NXDCADEP100UC-K	SEL NX-DC-ADEP-100-U-C) SEL NX-DC-ADEP-100-U-C)	\$7,722.00 \$7,420.32	K K	31% 31%	\$5,328.18 \$5,120.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXDCADEP10UGC	SEL NX-DC-ADEP-10-UG-C)	\$660.00	K	31%	\$455.40	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	NXDCADEP10UGC-I	SEL NX-DC-ADEP-10-UG-C)	\$772.20	K	31%	\$532.82	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	NXDCADEP10UGC-K NXDCADEPLUGC	SEL NX-DC-ADEP-10-UG-C) SEL NX-DC-ADEPL-UG-C)	\$742.03 \$3,300.00	K K	31% 31%	\$512.00 \$2,277.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCADEPLUGC-I	SEL NX-DC-ADEPL-UG-C)	\$3,861.00	ĸ	31%	\$2,664.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADEPLUGC-K	SEL NX-DC-ADEPL-UG-C) SEL NX-DC-ADV-C)	\$3,712.07	K	31%	\$2,561.33	\$0.00		\$0.00					VMWARE
5 5	NXDCADVC NXDCADVC100C	SEL NX-DC-ADVC-100-C) SEL NX-DC-ADVC-100-C)	\$5,495.00 \$11,000.00	K K	31% 31%	\$3,791.55 \$7,590.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCADVC100C-I	SEL NX-DC-ADVC-100-C)	\$12,870.00	K	31%	\$8,880.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXDCADVC100C-K NXDCADVC10C	SEL NX-DC-ADVC-100-C) SEL NX-DC-ADVC-10-C)	\$12,373.58 \$1,100.00	K K	31% 31%	\$8,537.77 \$759.00	\$0.00 \$0.00							VMWARE VMWARE
5	NXDCADVC10C NXDCADVC10C-I	SEL NX-DC-ADVC-10-C) SEL NX-DC-ADVC-10-C)	\$1,100.00	K	31%	\$888.03	\$0.00							VMWARE
5	NXDCADVC10C-K	SEL NX-DC-ADVC-10-C)	\$1,237.36	K	31%	\$853.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXDCADVC-I NXDCADVC-K	SEL NX-DC-ADV-C) SEL NX-DC-ADV-C)	\$6,429.15 \$6,179.13	K K	31% 31%	\$4,436.11 \$4,263.60	\$0.00 \$0.00							VMWARE VMWARE
5	NXDCADVLEC	SEL NX-DCADV-LE-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCADVLEC-I	SEL NX-DCADV-LE-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY I	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	NXDCADVLEC-K	SEL NX-DCADV-LE-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00		\$0.00	\$0.00				VMWARE
5	NXDCAKC NXDCAKC-I	SEL NX-DC-AK-C) SEL NX-DC-AK-C)	\$23,995.00 \$28,074.15	K	31% 31%	\$16,556.55 \$19,371.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXDCAKC-K	SEL NX-DC-AK-C)	\$27,007.36	K	31%	\$18,635.08	\$0.00		\$0.00					VMWARE
5 5	NXDCENE100UGC NXDCENE100UGC-I	SEL NX-DC-ENE-100-UG-C) SEL NX-DC-ENE-100-UG-C)	\$2,590.00 \$3,030.30	K	31% 31%	\$1,787.10 \$2.090.91	\$0.00 \$0.00		\$0.00 \$0.00				ψ0.00	VMWARE VMWARE
5	NXDCENE100UGC-K	SEL NX-DC-ENE-100-UG-C)	\$2,915.26	ĸ	31%	\$2,011.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VMWARE
5	NXDCENE10UGC	SEL NX-DC-ENE-10-UG-C)	\$259.00	K	31%	\$178.71	\$0.00		\$0.00					VMWARE
5 5	NXDCENE10UGC-I NXDCENE10UGC-K	SEL NX-DC-ENE-10-UG-C) SEL NX-DC-ENE-10-UG-C)	\$303.03 \$291.53	K	31% 31%	\$209.09 \$201.16	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARF
5	NXDCENEPLUGC	SEL NX-DC-ENEPL-UG-C)	\$1,295.00	K	31%	\$893.55	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	NXDCENEPLUGC-I NXDCENEPLUGC-K	SEL NX-DC-ENEPL-UG-C) SEL NX-DC-ENEPL-UG-C)	\$1,515.15 \$1,459.55	K	31% 31%	\$1,045.45 \$1,007.09	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCEPA100C	SEL NX-DC-EPA100-C)	\$1,900.00	K	31%	\$1,311.00	\$0.00		\$0.00					VMWARE
5	NXDCEPA100C-I	SEL NX-DC-EPA100-C)	\$2,223.00	K	31%	\$1,533.87	\$0.00		\$0.00				ψ0.00	VMWARE
5	NXDCEPA100C-K NXDCEPA10C	SEL NX-DC-EPA100-C) SEL NX-DC-EPA10-C)	\$2,133.77 \$190.00	K K	31% 31%	\$1,472.30 \$131.10	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCEPA10C-I	SEL NX-DC-EPA10-C)	\$222.30	ĸ	31%	\$153.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	NXDCEPA10C-K NXDCEPLADC	SEL NX-DC-EPA10-C) SEL NX-DC-EPL-AD-C)	\$213.38 \$950.00	K	31% 31%	\$147.23 \$655.50	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCEPLADC-I	SEL NX-DC-EPL-AD-C)	\$1,111.50	K	31%	\$766.94	\$0.00		\$0.00					VMWARE VMWARE
5	NXDCEPLADC-K	SEL NX-DC-EPL-AD-C)	\$1,068.80	K	31%	\$737.47	\$0.00	\$0.00	\$0.00	\$0.00				VMWARE
5	NXDCEPLC NXDCEPLC100C	SEL NX-DC-EPL-C) SEL NX-DC-EPLC-100-C)	\$8,495.00 \$17,000.00	K	31% 31%	\$5,861.55 \$11,730.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCEPLC100C-I	SEL NX-DC-EPLC-100-C)	\$19,890.00	ĸ	31%	\$13,724.10	\$0.00		\$0.00					VMWARE
5	NXDCEPLC100C-K	SEL NX-DC-EPLC-100-C)	\$19,115.84	K	31%	\$13,189.93	\$0.00		\$0.00					VMWARE
5 5	NXDCEPLC10C NXDCEPLC10C-I	SEL NX-DC-EPLC-10-C) SEL NX-DC-EPLC-10-C)	\$1,700.00 \$1,989.00	K K	31% 31%	\$1,173.00 \$1,372.41	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCEPLC10C-K	SEL NX-DC-EPLC-10-C)	\$1,911.58	ĸ	31%	\$1,318.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXDCEPLC-I	SEL NX-DC-EPL-C)	\$9,939.15	K	31%	\$6,858.01	\$0.00		\$0.00					VMWARE
5	NXDCEPLC-K NXDCPFADVUGC	SEL NX-DC-EPL-C) SEL NX-DC-PFADV-UG-C)	\$9,538.77 \$1,650.00	K K	31% 31%	\$6,581.75 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCPFADVUGC-I	SEL NX-DC-PFADV-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	NXDCPFADVUGC-K NXDCPFC	SEL NX-DC-PFADV-UG-C) SEL NX-DC-PF-C)	\$1,857.95 \$3.995.00	K	31% 31%	\$1,281.99 \$2,756.55	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCPFC-I	SEL NX-DC-PF-C)	\$3,995.00 \$4,674.15	K	31%	\$2,756.55	\$0.00		\$0.00				ψ0.00	VMWARE VMWARE
5	NXDCPFC-K	SEL NX-DC-PF-C)	\$4,493.56	K	31%	\$3,100.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	NXDCPFEPLUGC NXDCPFEPLUGC-I	SEL NX-DC-PFEPL-UG-C) SEL NX-DC-PFEPL-UG-C)	\$4,950.00 \$5,791.50	K	31% 31%	\$3,415.50 \$3,996.14	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCPFEPLUGC-K	SEL NX-DC-PFEPL-UG-C)	\$5,566.20	K	31%	\$3,840.68	\$0.00		\$0.00					VMWARE
5	NXDCRB25VMC	SEL NX-DCRB-25VM-C)	\$15,250.00	K	31%	\$10,522.50	\$0.00		\$0.00					VMWARE
5	NXDCRB25VMC-I NXDCRB25VMC-K	SEL NX-DCRB-25VM-C) SEL NX-DCRB-25VM-C)	\$17,842.50 \$17,123.81	K	31% 31%	\$12,311.33 \$11,815.43	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCSTADVUGC	SEL NX-DC-STADV-UG-C)	\$3,850.00	ĸ	31%	\$2,656.50	\$0.00		\$0.00					VMWARE
5	NXDCSTADVUGC-I	SEL NX-DC-STADV-UG-C)	\$4,504.50	K	31%	\$3,108.11	\$0.00		\$0.00					VMWARE
5	NXDCSTADVUGC-K NXDCSTDC	SEL NX-DC-STADV-UG-C) SEL NX-DC-STD-C)	\$4,325.01 \$1,995.00	K	31% 31%	\$2,984.26 \$1,376.55	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCSTDC-I	SEL NX-DC-STD-C)	\$2,334.15	K	31%	\$1,610.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5	NXDCSTDC-K NXDCSTDPFUGC	SEL NX-DC-STD-C) SEL NX-DC-STDPF-UG-C)	\$2,241.04 \$2,200.00	K	31% 31%	\$1,546.32 \$1,518.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARF
5	NXDCSTDPFUGC-I	SEL NX-DC-STDPF-UG-C)	\$2,574.00	K	31%	\$1,776.06	\$0.00		\$0.00					VMWARE
5	NXDCSTDPFUGC-K	SEL NX-DC-STDPF-UG-C)	\$2,470.89	K	31%	\$1,704.91	\$0.00		\$0.00					VMWARE
5 5	NXDCSTEPLUGC NXDCSTEPLUGC-I	SEL NX-DC-STEPL-UG-C) SEL NX-DC-STEPL-UG-C)	\$7,150.00 \$8,365.50	K	31% 31%	\$4,933.50 \$5,772.20	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXDCSTEPLUGC-K	SEL NX-DC-STEPL-UG-C)	\$8,006.44	ĸ	31%	\$5,524.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	S6ADED10UCV2	SEL ST6-ADEN-D10-UG-C)	\$344.00	K	31%	\$237.36	\$0.00		\$0.00					VMWARE
5	S6ADED10UCV2-I S6ADED10UCV2-K	SEL ST6-ADEN-D10-UG-C) SEL ST6-ADEN-D10-UG-C)	\$402.48 \$386.53	K	31% 31%	\$277.71 \$266.71	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	S6AEN100UCV2	SEL ST6-ADEN-D100-UG-C)	\$3,436.00	K	31%	\$2,370.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6AEN100UCV2-I S6AEN100UCV2-K	SEL ST6-ADEN-D100-UG-C) SEL ST6-ADEN-D100-UG-C)	\$4,020.12 \$3,865.31	ĸ	31% 31%	\$2,773.88 \$2,667.06	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	S6SAD100UCV2-K	SEL ST6-STAD-D100-UG-C)	\$5,195.00	K	31%	\$3,584.55	\$0.00		\$0.00					VMWARE
5	S6SAD100UC-I	SEL ST6-STAD-D100-UG-C)	\$6,078.15	K	31%	\$4,193.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 \$0.00		VMWARE
5	S6SAD100UC-K S6SEN100UC	SEL ST6-STAD-D100-UG-C) SEL ST6-STEN-D100-UG-C)	\$5,842.02 \$8,250.00	K K	31% 31%	\$4,030.99 \$5,692.50	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C)	\$9,652.50	ĸ	31%	\$6,660.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEN100UC-K S6SEND10UC	SEL ST6-STEN-D100-UG-C) SEL ST6-STEN-D10-UG-C)	\$9,308.92 \$825.00	K	31% 31%	\$6,423.15 \$569.25	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	S6SEND10UC-I	SEL ST6-STEN-D10-UG-C)	\$825.00 \$965.25	K	31%	\$666.02	\$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	S6SEND10UC-K	SEL ST6-STEN-D10-UG-C)	\$930.89	K	31%	\$642.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADC-I	SEL ST6-AD-C) SEL ST6-AD-C)	\$4,115.00 \$4,814.55	K	31%	\$2,839.35 \$3,322.04	\$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ST6ADC-I ST6ADC-K	SEL ST6-AD-C) SEL ST6-AD-C)	\$4,814.55 \$4,623.81	K	31% 31%	\$3,322.04 \$3,190.43	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,250.00	K	31%	\$7,072.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD100C-I ST6ADD100C-K	SEL ST6-AD-D100-C) SEL ST6-AD-D100-C)	\$11,992.50 \$11,530.80	K	31% 31%	\$8,274.83 \$7,956.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	ST6ADD10C	SEL ST6-AD-D10-C)	\$1,025.00	K	31%	\$707.25	\$0.00		\$0.00				\$0.00	VMWARE
5	ST6ADD10C-I	SEL ST6-AD-D10-C)	\$1,199.25	K	31%	\$827.48	\$0.00		\$0.00	\$0.00	\$0.00	0 \$0.00	\$0.00	VMWARE
5 5	ST6ADD10C-K ST6ADENUGC	SEL ST6-AD-D10-C) SEL ST6-AD-EN-UG-C)	\$1,153.08 \$1,700.00	K K	31% 31%	\$795.63 \$1,173.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARF
5	ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,989.00	ĸ	31%	\$1,372.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADENUGC-K	SEL ST6-AD-EN-UG-C)	\$1,911.58	K	31%	\$1,318.99	\$0.00		\$0.00					VMWARE
5 5	ST6EDHA100C ST6EDHA100C-I	SEL ST6-ED-HA100-C) SEL ST6-ED-HA100-C)	\$3,400.00 \$3,978.00	K K	31% 31%	\$2,346.00 \$2,744.82	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ST6EDHA100C-K	SEL ST6-ED-HA100-C)	\$3,819.34	ĸ	31%	\$2,635.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6EDHA10C	SEL ST6-ED-HA10-C)	\$340.00	K	31%	\$234.60	\$0.00		\$0.00					VMWARE
5 5	ST6EDHA10C-I ST6EDHA10C-K	SEL ST6-ED-HA10-C) SEL ST6-ED-HA10-C)	\$397.80 \$381.93	K K	31% 31%	\$274.48 \$263.53	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ST6ENC	SEL ST6-EN-C)	\$5,655.00	ĸ	31%	\$3,901.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENC-I ST6ENC-K	SEL ST6-EN-C) SEL ST6-EN-C)	\$6,616.35 \$6,355.35	K	31% 31%	\$4,565.28 \$4,385.19	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ST6END100C	SEL ST6-EN-D100-C)	\$13,000.00	K	31%	\$8,970.00	\$0.00		\$0.00				\$0.00	VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$15,210.00	K	31%	\$10,494.90	\$0.00		\$0.00					VMWARE

					NVP	LEVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ST6END100C-K	SEL ST6-EN-D100-C)	\$14,595.46	K	31%	\$10,070.87	\$0.00		\$0.00	\$0.00				VMWARE
5 5	ST6END10C ST6END10C-I	SEL ST6-EN-D10-C) SEL ST6-EN-D10-C)	\$1,300.00 \$1,521.00	K K	31% 31%	\$897.00 \$1,049.49	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,459.55	K	31%	\$1,007.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6RB25VMC-I	SEL ST6-RB-25VM-C) SEL ST6-RB-25VM-C)	\$12,850.00 \$15,034.50	K K	31% 31%	\$8,866.50 \$10,373.81	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	ST6RB25VMC-K	SEL ST6-RB-25VM-C)	\$14,442.23	K	31%	\$9,965.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RBAD25C ST6RBAD25C-I	SEL ST6-RBAD-25-C) SEL ST6-RBAD-25-C)	\$20,550.00 \$24,043.50	K K	31% 31%	\$14,179.50 \$16,590.02	\$0.00 \$0.00							VMWARE VMWARE
5	ST6RBAD25C-K	SEL ST6-RBAD-25-C)	\$23,099.91	K	31%	\$15,938.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RBEN25C ST6RBEN25C-I	SEL ST6-RBEN-25-C) SEL ST6-RBEN-25-C)	\$28,350.00 \$33,169.50	K	31% 31%	\$19,561.50 \$22,886.96	\$0.00 \$0.00							VMWARE VMWARE
5	ST6RBEN25C-K	SEL ST6-RBEN-25-C)	\$31,834.20	ĸ	31%	\$21,965.60	\$0.00							VMWARE
5 5	ST6RBEN25UGC ST6RBEN25UGC-I	SEL ST6-RBEN-25-UG-C) SEL ST6-RBEN-25-UG-C)	\$17,050.00 \$19,948.50	K K	31% 31%	\$11,764.50 \$13,764.47	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	ST6RBEN25UGC-K	SEL ST6-RBEN-25-UG-C)	\$19,946.50	ĸ	31%	\$13,764.47	\$0.00							VMWARE
5	ST6STADD10UC	SEL ST6-STAD-D10-UG-C)	\$525.00	K	31%	\$362.25	\$0.00							VMWARE
5 5	ST6STADD10UC-I ST6STADD10UC-K	SEL ST6-STAD-D10-UG-C) SEL ST6-STAD-D10-UG-C)	\$614.25 \$590.33	K K	31% 31%	\$423.83 \$407.33	\$0.00 \$0.00							VMWARE VMWARE
5	ST6STADUC	SEL ST6-ST-AD-UG-C)	\$1,704.00	K	31%	\$1,175.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6STADUC-I ST6STADUC-K	SEL ST6-ST-AD-UG-C) SEL ST6-ST-AD-UG-C)	\$1,993.68 \$1,919.25	K K	31% 31%	\$1,375.64 \$1,324.28	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	ST6STENUC	SEL ST6-ST-EN-UG-C)	\$3,399.00	ĸ	31%	\$2,345.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6STENUC-I ST6STENUC-K	SEL ST6-ST-EN-UG-C) SEL ST6-ST-EN-UG-C)	\$3,976.83 \$3.819.34	K K	31% 31%	\$2,744.01 \$2,635.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	ST6VSANBNC	SEL ST6-VSAN-BN-C)	\$14,970.00	ĸ	31%	\$10,329.30	\$0.00		\$0.00					VMWARE
5	ST6VSANBNC-I	SEL ST6-VSAN-BN-C)	\$17,514.90	K	31%	\$12,085.28	\$0.00							VMWARE
5 5	ST6VSANBNC-K ST6VSANC	SEL ST6-VSAN-BN-C) SEL ST6-VSAN-C)	\$16,817.35 \$2,565.00	K K	31% 31%	\$11,603.97 \$1,769.85	\$0.00 \$0.00							VMWARE VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$3,001.05	K	31%	\$2,070.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANC-K ST6VSAVSANUGC	SEL ST6-VSAN-C) SEL ST6-VSA-VSAN-UG-C)	\$2,884.62 \$11,715.00	K	31% 31%	\$1,990.39 \$8,083.35	\$0.00 \$0.00							VMWARE VMWARE
5	ST6VSAVSANUGC-I	SEL ST6-VSA-VSAN-UG-C)	\$13,706.55	ĸ	31%	\$9,457.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSAVSANUGC-K ST6VSDT100C	SEL ST6-VSA-VSAN-UG-C) SEL ST6-VSDT100-C)	\$13,139.75 \$5.500.00	K K	31% 31%	\$9,066.43 \$3,795.00	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARF
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$6,435.00	ĸ	31%	\$4,440.15	\$0.00							VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00							VMWARE
5 5	ST6VSDT10C ST6VSDT10C-I	SEL ST6-VSDT10-C) SEL ST6-VSDT10-C)	\$550.00 \$643.50	K K	31% 31%	\$379.50 \$444.02	\$0.00 \$0.00							VMWARE VMWARE
5	ST6VSDT10C-K	SEL ST6-VSDT10-C)	\$617.91	K	31%	\$426.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	STRADE25UGC STRADE25UGC-I	SEL ST6-RB-ADEN-25-UG-C) SEL ST6-RB-ADEN-25-UG-C)	\$8,580.00 \$10,038.60	K	31% 31%	\$5,920.20 \$6,926.63	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	STRADE25UGC-K	SEL ST6-RB-ADEN-25-UG-C)	\$9,615.38	ĸ	31%	\$6,634.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	STRBAD25UC-I	SEL ST6-RB-ADV-25-UG-C) SEL ST6-RB-ADV-25-UG-C)	\$8,470.00 \$9.909.90	K K	31% 31%	\$5,844.30 \$6,837.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C)	\$9,538.77	ĸ	31%	\$6,581.75	\$0.00		\$0.00					VMWARE
5 5	THIN5100PKC THIN5100PKC-I	SEL THIN5-100PK-C) SEL THIN5-100PK-C)	\$1,955.00 \$2,042.98	K K	31% 31%	\$1,348.95 \$1,409.66	\$0.00 \$0.00							VMWARE VMWARE
5	THIN5100PKCV2-K	SEL THIN5-100PK-C)	\$2,095.46	ĸ	31%	\$1,445.87	\$0.00							VMWARE
5	THIN5-STE-C	SEL THIN5-STE-C)	\$5,145.00	K	31%	\$3,550.05	\$0.00		\$0.00	\$0.00				VMWARE
5	THIN5-STE-C-I THIN5STECV2-K	SEL THIN5-STE-C) SEL THIN5-STE-C)	\$5,376.53 \$5,512.57	K K	31% 31%	\$3,709.81 \$3,803.67	\$0.00 \$0.00							VMWARE VMWARE
5	UEMCCU100C	SEL UEM-CCU-100-C)	\$5,150.00	K	31%	\$3,553.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	UEMCCU100C-I UEMCCU100C-K	SEL UEM-CCU-100-C) SEL UEM-CCU-100-C)	\$5,665.00 \$5.573.86	K K	31% 31%	\$3,908.85 \$3,845.96	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARF
5	UEMCCU10C	SEL UEM-CCU-10-C)	\$515.00	ĸ	31%	\$355.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C-I UEMCCU10C-K	SEL UEM-CCU-10-C) SEL UEM-CCU-10-C)	\$566.50 \$557.39	K K	31% 31%	\$390.89 \$384.60	\$0.00 \$0.00							VMWARE VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)	\$3,090.00	ĸ	31%	\$2,132.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMNU100C-I UEMNU100C-K	SEL UEM-NU-100-C) SEL UEM-NU-100-C)	\$3,399.00 \$3.344.32	K	31% 31%	\$2,345.31 \$2,307.58	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$309.00	K	31%	\$213.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	UEMNU10C-I UEMNU10C-K	SEL UEM-NU-10-C) SEL UEM-NU-10-C)	\$339.90 \$334.43	K K	31% 31%	\$234.53 \$230.76	\$0.00 \$0.00	\$0.00		\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	V6EEPLAUGC	SEL VS6-ES-EPL-AK-UG-C)	\$23,412.00	K	31%	\$16,154.28	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C)	\$27,392.04	K	31%	\$18,900.51	\$0.00		\$0.00					VMWARE VMWARE
5 5	V6EEPLAUGC-K V6ENOEPLUC	SEL VS6-ES-EPL-AK-UG-C) SEL VS6-ENT-OEPL-UG-C)	\$27,543.67 \$1,815.00	K K	31% 31%	\$19,005.13 \$1,252.35	\$0.00 \$0.00							VMWARE VMWARE
5	V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C)	\$2,123.55	K	31%	\$1,465.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6ENOEPLUC-K V6ENTEPLUC	SEL VS6-ENT-OEPL-UG-C) SEL VS6-ENT-EPL-UG-C)	\$2,041.83 \$682.00	K K	31% 31%	\$1,408.86 \$470.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	V6ENTEPLUC-I	SEL VS6-ENT-EPL-UG-C)	\$797.94	K	31%	\$550.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6ENTEPLUC-K V6EPOPLAKUC	SEL VS6-ENT-EPL-UG-C) SEL VS6-ESP-OEPL-AK-UG-C)	\$800.64 \$24,122.00	K	31% 31%	\$552.44 \$16,644.18	\$0.00 \$0.00							VMWARE VMWARE
5	V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C)	\$28,222.74	ĸ	31%	\$19,473.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPOPLAKUC-K	SEL VS6-ESP-OEPL-AK-UG-C)	\$27,083.97	K	31%	\$18,687.94	\$0.00		\$0.00					VMWARE
5	V6EPSTDAUGC V6EPSTDAUGC-I	SEL VS6-ESP-STD-AK-UG-C) SEL VS6-ESP-STD-AK-UG-C)	\$7,529.00 \$8,808.93	K K	31% 31%	\$5,195.01 \$6,078.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	V6EPSTDAUGC-K	SEL VS6-ESP-STD-AK-UG-C)	\$8,849.22	K	31%	\$6,105.96	\$0.00							VMWARE VMWARE
5 5	V6ESEPLAKUC V6ESEPLAKUC-I	SEL VS6-ES-OEPL-AK-UG-C) SEL VS6-ES-OEPL-AK-UG-C)	\$25,255.00 \$29,548.35	K K	31% 31%	\$17,425.95 \$20,388.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	V6ESEPLAKUC-K	SEL VS6-ES-OEPL-AK-UG-C)	\$28,386.45	K	31%	\$19,586.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6ESPELAUGC V6ESPELAUGC-I	SEL VS6-ESP-EPL-AK-UG-C) SEL VS6-ESP-EPL-AK-UG-C)	\$21,812.00 \$25,520.04	K K	31% 31%	\$15,050.28 \$17,608.83	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	V6ESPELAUGC-K	SEL VS6-ESP-EPL-AK-UG-C)	\$25,704.87	K	31%	\$17,736.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESTDKUC I	SEL VS6-ES-STD-AK-UG-C)	\$11,113.00	K	31%	\$7,667.97	\$0.00							VMWARE
5 5	V6ESTDKUC-I V6ESTDKUC-K	SEL VS6-ES-STD-AK-UG-C) SEL VS6-ES-STD-AK-UG-C)	\$13,002.21 \$13,063.13	K K	31% 31%	\$8,971.52 \$9,013.56	\$0.00 \$0.00							VMWARE VMWARE
5	V6HPOELUC	SEL VS6-HYP-OEPL-UG-C)	\$4,525.00	K	31%	\$3,122.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARF
5 5	V6HPOELUC-I V6HPOELUC-K	SEL VS6-HYP-OEPL-UG-C) SEL VS6-HYP-OEPL-UG-C)	\$5,294.25 \$5,083.51	K K	31% 31%	\$3,653.03 \$3,507.62	\$0.00 \$0.00							VMWARE VMWARE
5	V6HPSTUGC	SEL VS6-HYP-STD-UG-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPSTUGC-I	SEL VS6-HYP-STD-UG-C)	\$1,164.15	К	31%	\$803.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP	EVEL 1		N	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			İ
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	V6HPSTUGC-K V6HYEPLUC	SEL VS6-HYP-STD-UG-C) SEL VS6-HYP-EPL-UG-C)	\$1,168.40 \$3,495.00	K K	31% 31%	\$806.20 \$2,411.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	V6HYEPLUC-I	SEL VS6-HYP-EPL-UG-C)	\$4,089.15	ĸ	31%	\$2,821.51	\$0.00							VMWARE
5 5	V6HYEPLUC-K V6OFNOFLUC	SEL VS6-HYP-EPL-UG-C) SEL VS6-OENT-OEPL-UG-C)	\$4,118.14 \$869.00	K K	31% 31%	\$2,841.52 \$599.61	\$0.00 \$0.00							VMWARE VMWARF
5	V60ENOELUC-I	SEL VS6-OENT-OEPL-UG-C)	\$1,016.73	ĸ	31%	\$701.54	\$0.00							VMWARE
5	V60ENOELUC-K	SEL VS6-OENT-OEPL-UG-C)	\$976.86	K	31%	\$674.03	\$0.00							VMWARE
5	V6RBSAD25UC V6RBSAD25UC-I	SEL VS6-RBSTD-ADV25-UG-C) SEL VS6-RBSTD-ADV25-UG-C)	\$1,705.00 \$1,994.85	K K	31% 31%	\$1,176.45 \$1,376.45	\$0.00 \$0.00							VMWARE VMWARE
5	V6RBSAD25UC-K	SEL VS6-RBSTD-ADV25-UG-C)	\$2,011.19	K	31%	\$1,387.72	\$0.00		\$0.00					VMWARE
5	V6STDEPUGC V6STDEPUGC-I	SEL VS6-STD-OEPL-UG-C) SEL VS6-STD-OEPL-UG-C)	\$3,883.00 \$4,543.11	K	31% 31%	\$2,679.27 \$3,134.75	\$0.00 \$0.00							VMWARE VMWARE
5	V6STDEPUGC-K	SEL VS6-STD-OEPL-UG-C)	\$4,363.32	K	31%	\$3,010.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6STEPLUC-I	SEL VS6-STD-EPL-UG-C) SEL VS6-STD-EPL-UG-C)	\$2,750.00 \$3,217.50	K K	31% 31%	\$1,897.50 \$2,220.08	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARF
5	V6STEPLUC-K	SEL VS6-STD-EPL-UG-C)	\$3,237.05	K	31%	\$2,233.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7ATA25CV2-K V7ATATEUCV2-K	SEL VR7-ATAD25-C) SEL VR7-ATAD-ATEN-UG-C)	\$7,929.82 \$6,385.99	K K	31% 31%	\$5,471.58 \$4,406.33	\$0.00 \$0.00							VMWARE VMWARE
5	V7ATE25CV2-K	SEL VR7-ATEN25-C)	\$13,752.68	ĸ	31%	\$9,489.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAMAWPLLDC VAMAWPLLDC-I	SEL VA-MAW-PLL-0-C) SEL VA-MAW-PLL-D-C)	\$10.30 \$10.30	K K	31% 31%	\$7.11 \$7.11	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VAMAWPLLDC-K	SEL VA-MAW-PLL-D-C)	\$11.07	ĸ	31%	\$7.64	\$0.00							VMWARE
5	VAMBMPLLDC	SEL VA-MBM-PLL-D-C)	\$20.60	K K	31%	\$14.21	\$0.00							VMWARE VMWARE
5	VAMBMPLLDC-I VAMBMPLLDC-K	SEL VA-MBM-PLL-D-C) SEL VA-MBM-PLL-D-C)	\$20.60 \$22.10	ĸ	31% 31%	\$14.21 \$15.25	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE
5	VAPSACC	SEL VA-PS-ACC)	\$6,180.00	K	31%	\$4,264.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VAPSACCAODEP VAPSACCAODEP-I	SEL VA-PS-ACCAO-DEP) SEL VA-PS-ACCAO-DEP)	\$12,360.00 \$12,916.20	K K	31% 31%	\$8,528.40 \$8,912.18	\$0.00 \$0.00							VMWARE VMWARE
5	VAPSACCAODEP-K	SEL VA-PS-ACCAO-DEP)	\$13,216.37	K	31%	\$9,119.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSACCAOPROF-I	SEL VA-PS-ACCAO-PROF) SEL VA-PS-ACCAO-PROF)	\$5,665.00 \$5,919.93	K K	31% 31%	\$3,908.85 \$4,084.75	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VAPSACCAOPROF-K	SEL VA-PS-ACCAO-PROF)	\$6,071.87	K	31%	\$4,189.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAPSACC-I VAPSACC-K	SEL VA-PS-ACC) SEL VA-PS-ACC)	\$6,458.10 \$6,623.51	K K	31% 31%	\$4,456.09 \$4,570.22	\$0.00 \$0.00							VMWARE VMWARE
5	VAPSADAODEP	SEL VA-PS-ADAO-DEP)	\$3,605.00	K	31%	\$2,487.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSADAODEP-I VAPSADAODEP-K	SEL VA-PS-ADAO-DEP) SEL VA-PS-ADAO-DEP)	\$3,767.23 \$3,865.31	K K	31% 31%	\$2,599.39 \$2,667.06	\$0.00 \$0.00							VMWARE VMWARE
5	VAPSMDM	SEL VA-PS-MDM)	\$4,125.00	K	31%	\$2,846.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAPSMDMEP VAPSMDMEP-I	SEL VA-PS-MDMEP) SEL VA-PS-MDMEP)	\$7,725.00 \$8.072.63	K K	31% 31%	\$5,330.25 \$5,570.11	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARF
5	VAPSMDMEP-K	SEL VA-PS-MDMEP)	\$8,312.90	ĸ	31%	\$5,735.90	\$0.00		\$0.00					VMWARE
5 5	VAPSMDM-I VAPSMDM-K	SEL VA-PS-MDM) SEL VA-PS-MDM)	\$4,310.63 \$4,424.61	K K	31% 31%	\$2,974.33 \$3,052.98	\$0.00 \$0.00							VMWARE VMWARE
5	VAPSSTAODEP	SEL VA-PS-STAO-DEP)	\$1,545.00	ĸ	31%	\$1,066.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	VAPSSTAODEP-I VAPSSTAODEP-K	SEL VA-PS-STAO-DEP) SEL VA-PS-STAO-DEP)	\$1,614.53 \$1.658.75	K K	31% 31%	\$1,114.03 \$1,144.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAPSUPOFFHOUR	SEL VA-PS-UP-OFFHOUR)	\$2,575.00	ĸ	31%	\$1,776.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSUPOFFHOUR-I VAPSUPOFFHOUR-K	SEL VA-PS-UP-OFFHOUR) SEL VA-PS-UP-OFFHOUR)	\$2,690.88 \$2,762.03	K K	31% 31%	\$1,856.71 \$1,905.80	\$0.00 \$0.00							VMWARE VMWARE
5	VAPSWOADEP	SEL VA-PS-WOA-DEP)	\$11,845.00	ĸ	31%	\$8,173.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAPSWOADEP-I VAPSWOADEP-K	SEL VA-PS-WOA-DEP) SEL VA-PS-WOA-DEP)	\$12,378.03 \$12,680.05	K	31% 31%	\$8,540.84 \$8,749.23	\$0.00 \$0.00							VMWARE VMWARE
5	VAPSWOSDEP	SEL VA-PS-WOS-DEP)	\$8,240.00	ĸ	31%	\$5,685.60	\$0.00							VMWARE
5	VAPSWOSDEP-I VAPSWOSDEP-K	SEL VA-PS-WOS-DEP) SEL VA-PS-WOS-DEP)	\$8,610.80 \$8.849.22	K K	31% 31%	\$5,941.45 \$6,105.96	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	VATELPLLDC	SEL VA-TEL-PLL-D-C)	\$20.60	ĸ	31%	\$14.21	\$0.00							VMWARE
5	VATELPLLDC-I VATELPLLDC-K	SEL VA-TEL-PLL-D-C) SEL VA-TEL-PLL-D-C)	\$20.60 \$22.10	K K	31% 31%	\$14.21 \$15.25	\$0.00 \$0.00							VMWARE VMWARE
5	VAWADWAPLAUGC	SEL VA-WOAA-PLL-AUG-C)	\$122.50	ĸ	31%	\$84.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWADWAPLAUGC-I VAWADWAPLAUGC-K	SEL VA-WAD-WA-PLAUG-C) SEL VA-WAD-WA-PLAUG-C)	\$128.01 \$131.40	K	31% 31%	\$88.33 \$90.67	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VAWALSSD3PC	SEL VA-W-A-LSS-D-3P-C)	\$88.00	ĸ	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWALSSD3PC-I VAWALSSD3PC-K	SEL VA-W-A-LSS-D-3P-C) SEL VA-W-A-LSS-D-3P-C)	\$91.96 \$94.62	K K	31% 31%	\$63.45 \$65.29	\$0.00 \$0.00							VMWARE VMWARE
5	VAWALSSU2GC	SEL VA-W-A-LSS-U-2G-C)	\$94.00	K	31%	\$64.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWALSSU2GC-I VAWALSSU2GC-K	SEL VA-W-A-LSS-U-2G-C) SEL VA-W-A-LSS-U-2G-C)	\$98.23 \$100.75	K K	31% 31%	\$67.78 \$69.52	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VAWALSSU2PC	SEL VA-W-A-LSS-U-2P-C)	\$101.00	K	31%	\$69.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWALSSU2PC-I VAWALSSU2PC-K	SEL VA-W-A-LSS-U-2P-C) SEL VA-W-A-LSS-U-2P-C)	\$105.55 \$108.41	K K	31% 31%	\$72.83 \$74.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	VAWAOAPLLAUGC	SEL VA-WOAA-PLL-A-U-C)	\$196.00	ĸ	31%	\$135.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWAOAPLLAUGC-I VAWAOAPLLAUGC-K	SEL VA-WAOA-PLL-AUG-C) SEL VA-WAOA-PLL-AUG-C)	\$204.82 \$210.31	K K	31% 31%	\$141.33 \$145.11	\$0.00 \$0.00							VMWARE VMWARE
5	VAWAOAPLLDUGC	SEL VA-WOAA-PLL-A-D-C)	\$215.00	ĸ	31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLDUGC-I VAWAOAPLLDUGC-K	SEL VA-WAOA-PLLD-UG-C) SEL VA-WAOA-PLLD-UG-C)	\$224.68 \$230.23	K K	31% 31%	\$155.03 \$158.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWAOAPLLUUGC	SEL VA-WAOS-PLL-UGU-C)	\$92.50	K	31%	\$63.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOAPLLUUGC-I	SEL VA-WAOA-PLL-U-UG-C) SEL VA-WAOA-PLL-U-UG-C)	\$96.66 \$99.22	K K	31% 31%	\$66.70 \$68.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWAOSPLLDUGC	SEL VA-WAD-WA-PLAUG-C)	\$38.40	K	31%	\$26.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWAOSPLLDUGC-I	SEL VA-WAOS-PLL-D-UG-C)	\$40.13	K	31%	\$27.69	\$0.00							VMWARE
5 5	VAWAOSPLLDUGC-K VAWAOSPLLUGUC	SEL VA-WAOS-PLL-D-UG-C) SEL VA-WSD-WA-PLAUG-C)	\$41.18 \$73.50	K K	31% 31%	\$28.41 \$50.72	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	VAWAOSPLLUGUC-I	SEL VA-WAOS-PLL-UGU-C)	\$76.81	K	31%	\$53.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWAOSPLLUGUC-K VAWAOSPLLUUGC	SEL VA-WAOS-PLL-UGU-C) SEL VA-WSA-PLLA-U-UG-C)	\$78.53 \$92.50	K K	31% 31%	\$54.19 \$63.83	\$0.00 \$0.00							VMWARE VMWARE
5	VAWAOSPLLUUGC-I	SEL VA-WAOS-PLL-U-UG-C)	\$96.66	K	31%	\$66.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWAOSPLLUUGC-K VAWASSU3PC	SEL VA-WAOS-PLL-U-UG-C) SEL VA-W-A-SS-U-3P-C)	\$99.22 \$142.50	K K	31% 31%	\$68.46 \$98.33	\$0.00 \$0.00							VMWARE VMWARE
5	VAWASSU3PC-I	SEL VA-W-A-SS-U-3P-C)	\$148.91	K	31%	\$102.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWASSU3PC-K VAWATLSD2GC	SEL VA-W-A-SS-U-3P-C) SEL VA-W-A-TLS-D-2G-C)	\$152.85 \$59.00	K K	31% 31%	\$105.47 \$40.71	\$0.00 \$0.00							VMWARE VMWARE
5	VAWATLSD2GC-I	SEL VA-W-A-TLS-D-2G-C)	\$61.66	K	31%	\$42.55	\$0.00							VMWARE

					NVP	LEVEL 1		,	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VAWATLSD2GC-K	SEL VA-W-A-TLS-D-2G-C)	\$63.25	K	31%	\$43.64	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VAWATLSSD2GC VAWATLSSD2GC-I	SEL VA-W-A-TLSS-D-2G-C) SEL VA-W-A-TLSS-D-2G-C)	\$105.50 \$110.25	K K	31% 31%	\$72.80 \$76.07	\$0.00 \$0.00							VMWARE VMWARE
5	VAWATLSSD2GC-K	SEL VA-W-A-TLSS-D-2G-C)	\$113.01	K	31%	\$77.98	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5	VAWATLSSD2PC VAWATLSSD2PC-I	SEL VA-W-A-TLSS-D-2P-C) SEL VA-W-A-TLSS-D-2P-C)	\$113.50 \$118.61	K K	31% 31%	\$78.32 \$81.84	\$0.00 \$0.00							VMWARE VMWARE
5	VAWATLSSD2PC-K	SEL VA-W-A-TLSS-D-2P-C)	\$121.44	K	31%	\$83.79	\$0.00						+	VMWARE
5	VAWATLSSD3GC	SEL VA-W-A-TLSS-D-3G-C)	\$147.50	K	31%	\$101.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VAWATLSSD3GC-I VAWATLSSD3GC-K	SEL VA-W-A-TLSS-D-3G-C) SEL VA-W-A-TLSS-D-3G-C)	\$154.14 \$158.21	K K	31% 31%	\$106.36 \$109.16	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE
5	VAWATLSSD3PC	SEL VA-W-A-TLSS-D-3P-C)	\$159.00	ĸ	31%	\$109.71	\$0.00			\$0.00				VMWARE
5	VAWATLSSD3PC-I VAWATLSSD3PC-K	SEL VA-W-A-TLSS-D-3P-C) SEL VA-W-A-TLSS-D-3P-C)	\$166.16 \$170.47	K	31% 31%	\$114.65 \$117.62	\$0.00 \$0.00							VMWARE VMWARE
5	VAWATLSSU3PC-K VAWATLSSU2GC	SEL VA-W-A-TLSS-U-3G-C)	\$170.47	ĸ	31%	\$117.62	\$0.00							VMWARE
5	VAWATLSSU2GC-I	SEL VA-W-A-TLSS-U-2G-C)	\$194.89	K	31%	\$134.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU2GC-K VAWATLSSU2PC	SEL VA-W-A-TLSS-U-2G-C) SEL VA-W-A-TLSS-U-2P-C)	\$199.59 \$200.00	K K	31% 31%	\$137.72 \$138.00	\$0.00 \$0.00							VMWARE VMWARE
5	VAWATLSSU2PC-I	SEL VA-W-A-TLSS-U-2P-C)	\$209.00	ĸ	31%	\$144.21	\$0.00							VMWARE
5	VAWATLSSU2PC-K	SEL VA-W-A-TLSS-U-2P-C)	\$214.14	K	31%	\$147.76	\$0.00							VMWARE
5 5	VAWATLSSU3GC VAWATI SSU3GC-I	SEL VA-W-A-TLSS-U-3G-C) SEL VA-W-A-TLSS-U-3G-C)	\$262.00 \$273.79	K K	31% 31%	\$180.78 \$188.92	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VAWATLSSU3GC-K	SEL VA-W-A-TLSS-U-3G-C)	\$280.80	K	31%	\$193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATLSSU3PC	SEL VA-W-A-TLSS-U-3P-C)	\$280.50	K K	31%	\$193.55	\$0.00							VMWARE VMWARE
5	VAWATLSSU3PC-I VAWATLSSU3PC-K	SEL VA-W-A-TLSS-U-3P-C) SEL VA-W-A-TLSS-U-3P-C)	\$293.12 \$300.72	K	31% 31%	\$202.25 \$207.50	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE
5	VAWATSD2PC	SEL VA-W-A-TS-D-2P-C)	\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	VAWATSD2PC-I VAWATSD2PC-K	SEL VA-W-A-TS-D-2P-C) SEL VA-W-A-TS-D-2P-C)	\$65.84 \$67.54	K K	31% 31%	\$45.43 \$46.60	\$0.00 \$0.00							VMWARE VMWARE
5	VAWATSD3GC	SEL VA-W-A-TS-D-3G-C)	\$82.50	ĸ	31%	\$56.93	\$0.00							VMWARE
5	VAWATSD3GC-I	SEL VA-W-A-TS-D-3G-C)	\$86.21	K	31%	\$59.48	\$0.00		\$0.00					VMWARE
5	VAWATSD3GC-K VAWATSSU3GC	SEL VA-W-A-TS-D-3G-C) SEL VA-W-A-TSS-U-3G-C)	\$88.49 \$131.00	K	31% 31%	\$61.06 \$90.39	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	VAWATSSU3GC-I	SEL VA-W-A-TSS-U-3G-C)	\$136.90	ĸ	31%	\$94.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWATSSU3GC-K VAWOAADAPLLUC	SEL VA-W-A-TSS-U-3G-C) SEL VA-WOA-ADA-PLL-U-C)	\$140.59 \$156.00	K K	31% 31%	\$97.01 \$107.64	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE
5	VAWOAADAPLLUC-I	SEL VA-WOA-ADA-PLL-U-C)	\$163.02	ĸ	31%	\$107.04	\$0.00							VMWARE
5	VAWOAADAPLLUC-K	SEL VA-WOA-ADA-PLL-U-C)	\$167.41	K	31%	\$115.51	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5 5	VAWOAAPLLADC VAWOAAPLLADC-I	SEL VA-WOAA-PLL-A-D-C) SEL VA-WOAA-PLL-A-D-C)	\$27.25 \$28.48	K K	31% 31%	\$18.80 \$19.65	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOAAPLLADC-K	SEL VA-WOAA-PLL-A-D-C)	\$29.23	ĸ	31%	\$20.17	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VAWOAAPLLAUC	SEL VA-WOAA-PLL-A-U-C)	\$44.55	K	31%	\$30.74	\$0.00		\$0.00					VMWARE
5 5	VAWOAAPLLAUC-I VAWOAAPLLAUC-K	SEL VA-WOAA-PLL-A-U-C) SEL VA-WOAA-PLL-A-U-C)	\$46.55 \$47.77	K K	31% 31%	\$32.12 \$32.96	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOAAPLLAUGC	SEL VA-WAOA-PLL-AUG-C)	\$19.20	ĸ	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOAAPLLAUGC-I VAWOAAPLLAUGC-K	SEL VA-WOE-PLL-U-C) SEL VA-WOAA-PLL-AUG-C)	\$20.06 \$20.57	K K	31% 31%	\$13.84 \$14.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	VAWOAATLSSDGC	SEL VA-WOA-A-TLSS-D-G-C)	\$56.00	K	31%	\$38.64	\$0.00						+	VMWARE
5	VAWOAATLSSDGC-I	SEL VA-WOA-A-TLSS-D-G-C)	\$58.52	K	31%	\$40.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VAWOAATLSSDGC-K VAWOAATLSSDPC	SEL VA-WOA-A-TLSS-D-G-C) SEL VA-WOA-A-TLSS-D-P-C)	\$60.03 \$60.00	K K	31% 31%	\$41.42 \$41.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	VAWOAATLSSDPC-I	SEL VA-WOA-A-TLSS-D-P-C)	\$62.70	ĸ	31%	\$43.26	\$0.00							VMWARE
5	VAWOAATLSSDPC-K VAWOAATLSSUGC	SEL VA-WOA-A-TLSS-D-P-C) SEL VA-WOA-A-TLSS-U-G-C)	\$64.32 \$99.00	K	31% 31%	\$44.38 \$68.31	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOAATLSSUGC-I	SEL VA-WOA-A-TLSS-U-G-C) SEL VA-WOA-A-TLSS-U-G-C)	\$103.46	ĸ	31%	\$71.39	\$0.00							VMWARE
5	VAWOAATLSSUGC-K	SEL VA-WOA-A-TLSS-U-G-C)	\$106.11	K	31%	\$73.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOAATLSSUPC VAWOAATLSSUPC-I	SEL VA-WOA-A-TLSS-U-P-C) SEL VA-WOA-A-TLSS-U-P-C)	\$106.50 \$111.29	K K	31% 31%	\$73.49 \$76.79	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOAATLSSUPC-K	SEL VA-WOA-A-TLSS-U-P-C)	\$113.78	ĸ	31%	\$78.51	\$0.00							VMWARE
5	VAWOAPLLADO	SEL VA-WOA-PLL-A-D-C)	\$112.00	K	31% 31%	\$77.28 \$80.76	\$0.00 \$0.00							VMWARE VMWARE
5 5	VAWOAPLLADC-I VAWOAPLLADC-K	SEL VA-WOA-PLL-A-D-C) SEL VA-WOA-PLL-A-D-C)	\$117.04 \$119.90	K K	31%	\$80.76	\$0.00		\$0.00 \$0.00					VMWARE
5	VAWOAPLLAUC	SEL VA-WOA-PLL-A-U-C)	\$223.00	K	31%	\$153.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOAPLLAUC-I VAWOAPLLAUC-K	SEL VA-WOA-PLL-A-U-C) SEL VA-WOA-PLL-A-U-C)	\$233.04 \$238.66	K K	31% 31%	\$160.80 \$164.68	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOEPLL10UC	SEL VA-WOE-PLL-10U-C)	\$4,935.00	K	31%	\$3,405.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOEPLL10UC-I	SEL VA-WOE-PLL-10U-C)	\$5,157.08	K	31%	\$3,558.39	\$0.00		\$0.00					VMWARE
5 5	VAWOEPLL10UC-K VAWOEPLLUC	SEL VA-WOE-PLL-10U-C) SEL VA-WOE-PLL-U-C)	\$5,290.38 \$49,350.00	K K	31% 31%	\$3,650.36 \$34,051.50	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOEPLLUC-I	SEL VA-WOE-PLL-U-C)	\$51,570.75	K	31%	\$35,583.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOEPLLUC-K VAWOIADTLD2GC	SEL VA-WOE-PLL-U-C) SEL VA-WOI-AD-TL-D-2G-C)	\$52,903.77 \$84.60	K	31% 31%	\$36,503.60 \$58.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOIADTLD2GC-I	SEL VA-WOI-AD-TL-D-2G-C)	\$88.41	K	31%	\$61.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLD2GC-K	SEL VA-WOI-AD-TL-D-2G-C)	\$90.79	K	31%	\$62.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VAWOIADTLD3PC VAWOIADTLD3PC-I	SEL VA-WOI-AD-TL-D-3P-C) SEL VA-WOI-AD-TL-D-3P-C)	\$126.72 \$132.42	K	31% 31%	\$87.44 \$91.37	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE
5	VAWOIADTLD3PC-K	SEL VA-WOI-AD-TL-D-3P-C)	\$135.99	ĸ	31%	\$93.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLDGC VAWOIADTI DGC-I	SEL VA-WOI-AD-TL-D-G-C) SEL VA-WOI-AD-TL-D-G-C)	\$45.00 \$47.03	K	31%	\$31.05 \$32.45	\$0.00		\$0.00 \$0.00	\$0.00				VMWARE VMWARE
5	VAWOIADTLDGC-I VAWOIADTLDGC-K	SEL VA-WOI-AD-TL-D-G-C) SEL VA-WOI-AD-TL-D-G-C)	\$47.03 \$48.23	K K	31% 31%	\$32.45 \$33.28	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE
5	VAWOIADTLDPC	SEL VA-WOI-AD-TL-D-P-C)	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTL DRC K	SEL VA-WOI-AD-TL-D-P-C)	\$50.16	K	31% 31%	\$34.61	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5 5	VAWOIADTLDPC-K VAWOIADTLU2GC	SEL VA-WOI-AD-TL-D-P-C) SEL VA-WOI-AD-TL-U-2G-C)	\$51.45 \$135.36	K K	31% 31%	\$35.50 \$93.40	\$0.00 \$0.00							VMWARE
5	VAWOIADTLU2GC-I	SEL VA-WOI-AD-TL-U-2G-C)	\$141.45	K	31%	\$97.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOIADTLU2GC-K VAWOIADTLU2PC	SEL VA-WOI-AD-TL-U-2G-C) SEL VA-WOI-AD-TL-U-2P-C)	\$145.19 \$144.76	K K	31% 31%	\$100.18 \$99.88	\$0.00 \$0.00							VMWARE VMWARE
5	VAWOIADTLU2PC-I	SEL VA-WOI-AD-TL-U-2P-C)	\$151.27	K	31%	\$104.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU2PC-K	SEL VA-WOI-AD-TL-U-2P-C)	\$155.15	K	31%	\$107.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOIADTLU3GC VAWOIADTLU3GC-I	SEL VA-WOI-AD-TL-U-3G-C) SEL VA-WOI-AD-TL-U-3G-C)	\$190.08 \$198.63	K K	31% 31%	\$131.16 \$137.05	\$0.00 \$0.00							VMWARE
5	VAWOIADTLU3GC-K	SEL VA-WOI-AD-TL-U-3G-C)	\$203.42	ĸ	31%	\$140.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOIADTLU3PC VAWOIADTLU3PC-I	SEL VA-WOI-AD-TL-U-3P-C) SEL VA-WOI-AD-TL-U-3P-C)	\$203.28 \$212.43	K	31% 31%	\$140.26 \$146.58	\$0.00 \$0.00							VMWARE VMWARE
b	VANOIAD I LUSPO-I	OLL VA-VVOI-AD*IL*U*JF*O)	\$212.43	r\	J170	ş 140.58	\$0.00	φυ.υυ	\$U.UU	φU.00	\$0.00	, 50.00	\$U.UU	VIVITABLE

					NVP	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			İ
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VAWOIADTLU3PC-K VAWOIADTLUGC	SEL VA-WOI-AD-TL-U-3P-C) SEL VA-WOI-AD-TL-U-G-C)	\$217.97 \$72.00	K K	31% 31%	\$150.40 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VAWOIADTLUGC-I	SEL VA-WOI-AD-TL-0-G-C)	\$75.24	K	31%	\$51.92	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	VAWOIADTLUGC-K VAWOIADTLUPC	SEL VA-WOI-AD-TL-U-G-C) SEL VA-WOI-AD-TL-U-P-C)	\$77.00 \$77.00	K K	31% 31%	\$53.13 \$53.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	VAWOIADTLUPC-I	SEL VA-WOI-AD-1L-U-P-C)	\$80.47	K	31%	\$55.52	\$0.00		\$0.00	\$0.00				VMWARE
5	VAWOIADTLUPC-K VAWOIADTSD2PC	SEL VA-WOI-AD-TL-U-P-C) SEL VA-WOI-AD-TS-D-2P-C)	\$82.36 \$90.24	K	31% 31%	\$56.83 \$62.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOIADTSD2PC-I	SEL VA-WOI-AD-15-D-2P-C) SEL VA-WOI-AD-TS-D-2P-C)	\$90.24 \$94.30	K K	31%	\$62.27 \$65.07	\$0.00		\$0.00	\$0.00				VMWARE
5	VAWOIADTSD2PC-K	SEL VA-WOI-AD-TS-D-2P-C)	\$96.92	K	31%	\$66.87	\$0.00		\$0.00	\$0.00				VMWARE
5	VAWOIADTSD3GC VAWOIADTSD3GC-I	SEL VA-WOI-AD-TS-D-3G-C) SEL VA-WOI-AD-TS-D-3G-C)	\$118.80 \$124.15	K K	31% 31%	\$81.97 \$85.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOIADTSD3GC-K	SEL VA-WOI-AD-TS-D-3G-C)	\$127.57	K	31%	\$88.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VAWOSATLSSDGC VAWOSATLSSDGC-I	SEL VA-WOS-A-TLSS-D-G-C) SEL VA-WOS-A-TLSS-D-G-C)	\$30.90 \$32.29	K K	31% 31%	\$21.32 \$22.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	VAWOSATLSSDGC-K	SEL VA-WOS-A-TLSS-D-G-C)	\$33.14	K	31%	\$22.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VAWOSATLSSDPC VAWOSATLSSDPC-I	SEL VA-WOS-A-TLSS-D-P-C) SEL VA-WOS-A-TLSS-D-P-C)	\$33.00 \$34.49	K K	31% 31%	\$22.77 \$23.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOSATLSSDPC-K	SEL VA-WOS-A-TLSS-D-P-C)	\$35.36	ĸ	31%	\$24.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOSATLSSUGC VAWOSATLSSUGC-I	SEL VA-WOS-A-TLSS-U-G-C) SEL VA-WOS-A-TLSS-U-G-C)	\$49.45 \$51.68	K K	31% 31%	\$34.12 \$35.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOSATLSSUGC-K	SEL VA-WOS-A-TLSS-U-G-C)	\$52.98	K	31%	\$36.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWOSATLSSUPC VAWOSATLSSUPC-I	SEL VA-WOS-A-TLSS-U-P-C) SEL VA-WOS-A-TLSS-U-P-C)	\$54.00 \$56.43	K K	31% 31%	\$37.26 \$38.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOSATLSSUPC-K	SEL VA-WOS-A-TLSS-U-P-C)	\$57.88	K	31%	\$39.94	\$0.00		\$0.00	\$0.00				VMWARE
5	VAWOSPLLADC	SEL VA-WOS-PLL-A-D-C)	\$62.00	K	31%	\$42.78	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VAWOSPLLADC-I VAWOSPLLADC-K	SEL VA-WOS-PLL-A-D-C) SEL VA-WOS-PLL-A-D-C)	\$64.79 \$55.20	K K	31% 31%	\$44.71 \$38.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWOSPLLAUC	SEL VA-WOS-PLL-A-U-C)	\$112.00	K	31%	\$77.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWOSPLLAUC-I VAWOSPLLAUC-K	SEL VA-WOS-PLL-A-U-C) SEL VA-WOS-PLL-A-U-C)	\$117.04 \$99.98	K	31% 31%	\$80.76 \$68.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWPDADTLDGC	SEL VA-WPD-AD-TL-D-G-C)	\$8.50	ĸ	31%	\$5.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWPDADTLDGC-I VAWPDADTLDGC-K	SEL VA-WPD-AD-TL-D-G-C) SEL VA-WPD-AD-TL-D-G-C)	\$8.88 \$9.08	K K	31% 31%	\$6.13 \$6.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWPDADTLDPC	SEL VA-WPD-AD-TL-D-P-C)	\$9.10	K	31%	\$6.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VAWPDADTLDPC-I	SEL VA-WPD-AD-TL-D-P-C)	\$9.51	K	31%	\$6.56	\$0.00		\$0.00	\$0.00				VMWARE
5	VAWPDADTLDPC-K VAWSAPLLADUGC	SEL VA-WPD-AD-TL-D-P-C) SEL VA-WSD-WS-PLAUG-C)	\$9.77 \$55.50	K K	31% 31%	\$6.74 \$38.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWSAPLLADUGC-I	SEL VA-WSA-PLLA-D-UG-C)	\$58.00	K	31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWSAPLLADUGC-K VAWSAPLLAUUGC	SEL VA-WSA-PLLA-D-UG-C) SEL VA-WOA-PLL-A-D-C)	\$59.49 \$122.50	K K	31% 31%	\$41.05 \$84.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWSAPLLAUUGC-I	SEL VA-WSA-PLLA-U-UG-C)	\$128.01	ĸ	31%	\$88.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWSAPLLAUUGC-K VAWSDWAPLAUGC	SEL VA-WSA-PLLA-U-UG-C) SEL VA-WAOA-PLL-U-UG-C)	\$131.40 \$176.50	K K	31% 31%	\$90.67 \$121.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VAWSDWAPLAUGC-I	SEL VA-WSD-WA-PLAUG-C)	\$184.44	K	31%	\$127.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VAWSDWAPLAUGC-K VAWSDWSPLAUGC	SEL VA-WSD-WA-PLAUG-C)	\$188.86	K	31%	\$130.31 \$38.30	\$0.00		\$0.00	\$0.00				VMWARE VMWARE
5	VAWSDWSPLAUGC-I	SEL VA-WAOS-PLL-D-UG-C) SEL VA-WSD-WS-PLAUG-C)	\$55.50 \$58.00	K K	31% 31%	\$40.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	VAWSDWSPLAUGC-K VCFPICC	SEL VA-WSD-WS-PLAUG-C) SEL VC-EPIC-C)	\$59.49 \$61.750.00	K K	31% 31%	\$41.05 \$42,607.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VCEPICC-I	SEL VC-EPIC-C)	\$72,247.50	K	31%	\$42,807.50	\$0.00		\$0.00	\$0.00				VMWARE
5	VCEPICC-K	SEL VC-EPIC-C)	\$69,376.34	K	31%	\$47,869.67	\$0.00		\$0.00	\$0.00				VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C) SEL VCS6-FND-C)	\$1,535.00 \$1,795.95	K K	31% 31%	\$1,059.15 \$1,239.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,804.32	K	31%	\$1,244.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6FNSTUCV2 VCS6FNSTUCV2-I	SEL VCS6-FND-STD-UG-C) SEL VCS6-FND-STD-UG-C)	\$5,104.00 \$5,971.68	K K	31% 31%	\$3,521.76 \$4,120.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VCS6FNSTUCV2-K	SEL VCS6-FND-STD-UG-C)	\$6,010.57	K	31%	\$4,147.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCS6STDC-I VCS6STDCV2	SEL VCS6-STD-C) SEL VCS6-STD-C)	\$7,224.75 \$6.175.00	K K	31% 31%	\$4,985.08 \$4,260.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	VCS6STDCV2-K	SEL VCS6-STD-C)	\$7,274.75	ĸ	31%	\$5,019.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM825EC VCSRM825EC-I	SEL VC-SRM8-25E-C) SEL VC-SRM8-25E-C)	\$12,750.00 \$14,917.50	K K	31% 31%	\$8,797.50 \$10,293.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VCSRM825EC-K	SEL VC-SRM8-25E-C)	\$14,365.61	K	31%	\$9,912.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM825EUGC VCSRM825EUGC-I	SEL VC-SRM8-25E-UG-C) SEL VC-SRM8-25E-UG-C)	\$8,498.00 \$9,942.66	K K	31% 31%	\$5,863.62 \$6,860.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	VCSRM825EUGC-I VCSRM825EUGC-K	SEL VC-SRM8-25E-UG-C) SEL VC-SRM8-25E-UG-C)	\$9,942.66 \$9,538.77	K K	31% 31%	\$6,860.44 \$6,581.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VCSRM825SC	SEL VC-SRM8-25S-C)	\$5,025.00	K	31%	\$3,467.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM825SC-I VCSRM825SC-K	SEL VC-SRM8-25S-C) SEL VC-SRM8-25S-C)	\$5,879.25 \$5,650.48	K K	31% 31%	\$4,056.68 \$3,898.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VFHYPM5C	SEL VF-HYPM5-C)	\$371.00	ĸ	31%	\$255.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VFHYPM5C-I VFHYPM5CV2-K	SEL VF-HYPM5-C) SEL VF-HYPM5-C)	\$434.07 \$417.18	K K	31% 31%	\$299.51 \$287.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VNIUGEN100UC	SEL VR-NI-UG-AENX100-UG-C)	\$2,090.00	ĸ	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGEN100UC-I VNIUGEN100UC-K	SEL VR-NI-UG-AENX100-UG-C) SEL VR-NI-UG-AENX100-UG-C)	\$2,445.30 \$2,348.30	K	31% 31%	\$1,687.26 \$1,620.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VNIUGENX10UC	SEL VR-NI-UG-AENX10-UG-C)	\$209.00	K	31%	\$144.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGENX10UC-I VNIUGENX10UC-K	SEL VR-NI-UG-AENX10-UG-C)	\$244.53	K K	31% 31%	\$168.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	VR18AADOENTUC	SEL VR-NI-UG-AENX10-UG-C) SEL VR18-AADO-ENT-U-C)	\$234.83 \$946.00	K	31%	\$162.03 \$652.74	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	VR18AADOENTUC-I	SEL VR18-AADO-ENT-U-C)	\$1,106.82	K	31%	\$763.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR18AADOENTUC-K VR18ADVC	SEL VR18-AADO-ENT-U-C) SEL VR18-ADV-C)	\$8,925.84 \$6,445.00	K K	31% 31%	\$6,158.83 \$4,447.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR18ADVC-I	SEL VR18-ADV-C)	\$7,540.65	K	31%	\$5,203.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18ADVC-K VR18ADVENTUC	SEL VR18-ADV-C) SEL VR18-ADV-ENT-U-C)	\$2,851.94 \$1,700.00	K K	31% 31%	\$1,967.84 \$1,173.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR18ADVENTUC-I	SEL VR18-ADV-ENT-U-C)	\$1,989.00	K	31%	\$1,372.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18ADVENTUC-K	SEL VR18-ADV-ENT-U-C)	\$7,282.41	K	31%	\$5,024.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5 5	VR18BCLCADVUC-I	SEL VR18-BCLC-ADV-U-C) SEL VR18-BCLC-ADV-U-C)	\$3,696.00 \$4,324.32	K K	31% 31%	\$2,550.24 \$2,983.78	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR18BCLCADVUC-K	SEL VR18-BCLC-ADV-U-C)	\$7,244.10	K	31%	\$4,998.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR18BCLCENTUC VR18BCLCENTUC-I	SEL VR18-BCLC-ENT-U-C) SEL VR18-BCLC-ENT-U-C)	\$5,346.00 \$6,254.82	K K	31% 31%	\$3,688.74 \$4,315.83	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
-		/	7-,	-		Ţ.,Ţ.Z.	+3.00			\$3.00	\$3.00			

					NVP L	EVEL 1		,	NVP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
	1		EMC	CATEGORY		NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	TAIL WALLETT	WTY UPG ENH TO	WTY UPG BASIC		THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT	ENH MNT LP	BASIC MNT LP	PS W/MC PREM	TO PS ENH LP	RENEWAL	PARTNER
5	VR18BCLCENTUC-K	SEL VR18-BCLC-ENT-U-C)	\$1,061.14	K	31%	\$732.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18BCLOADVUC-I	SEL VR18-BCLO-ADV-U-C) SEL VR18-BCLO-ADV-U-C)	\$1,430.00 \$1,673.10	K K	31% 31%	\$986.70 \$1,154.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18BCLOADVUC-K	SEL VR18-BCLO-ADV-U-C)	\$4,156.45	K	31%	\$2,867.95	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VR18BCLOENTUC	SEL VR18-BCLO-ENT-U-C)	\$3,080.00	K	31%	\$2,125.20	\$0.00							VMWARE
5 5	VR18BCLOENTUC-I VR18BCLOENTUC-K	SEL VR18-BCLO-ENT-U-C) SEL VR18-BCLO-ENT-U-C)	\$3,603.60 \$6.010.57	K K	31% 31%	\$2,486.48 \$4.147.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18ENTC	SEL VR18-ENT-C)	\$7,945.00	K	31%	\$5,482.05	\$0.00		\$0.00		\$0.00	\$0.00	+	VMWARE
5 5	VR18ENTC-I VR18ENTC-K	SEL VR18-ENT-C) SEL VR18-ENT-C)	\$9,295.65 \$4,780.92	K K	31% 31%	\$6,414.00 \$3,298.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18LI4CADVUC	SEL VR18-LI4C-ADV-U-C)	\$5,390.00	K	31%	\$3,719.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18LI4CADVUC-I VR18LI4CADVUC-K	SEL VR18-LI4C-ADV-U-C) SEL VR18-LI4C-ADV-U-C)	\$6,306.30 \$1.605.12	K K	31% 31%	\$4,351.35 \$1,107.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18LI4CENTUC	SEL VR18-LI4C-ENT-U-C)	\$7,040.00	K	31%	\$4,857.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18LI4CENTUC-I VR18LI4CENTUC-K	SEL VR18-LI4C-ENT-U-C) SEL VR18-LI4C-ENT-U-C)	\$8,236.80 \$3,459.24	K	31% 31%	\$5,683.39 \$2,386.88	\$0.00 \$0.00							VMWARE VMWARE
5	VR18LI4CSTDUC	SEL VR18-LI4C-STD-U-C)	\$2,530.00	ĸ	31%	\$1,745.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18LI4CSTDUC-I VR18LI4CSTDUC-K	SEL VR18-LI4C-STD-U-C) SEL VR18-LI4C-STD-U-C)	\$2,960.10 \$4,325.01	K K	31% 31%	\$2,042.47 \$2,984.26	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18LI4C3TD0C-R VR18LI4OADVUC	SEL VR18-LI4O-ADV-U-C)	\$1,425.00	K	31%	\$983.25	\$0.00							VMWARE
5	VR18LI4OADVUC-I	SEL VR18-LI4O-ADV-U-C)	\$1,667.25	K	31%	\$1,150.40	\$0.00							VMWARE
5 5	VR18LI4OADVUC-K VR18LI4OENTUC	SEL VR18-LI4O-ADV-U-C) SEL VR18-LI4O-ENT-U-C)	\$6,056.54 \$3.075.00	K K	31% 31%	\$4,179.01 \$2,121.75	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	VR18LI40ENTUC-I	SEL VR18-LI4O-ENT-U-C)	\$3,597.75	K	31%	\$2,482.45	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR18LI4OENTUC-K VR18OADCADVUC	SEL VR18-LI4O-ENT-U-C) SEL VR18-OADC-ADV-U-C)	\$7,929.82 \$3,971.00	K K	31% 31%	\$5,471.58 \$2,739.99	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR18OADCADVUC-I	SEL VR18-OADC-ADV-U-C)	\$4,646.07	K	31%	\$3,205.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OADCADVUC-K VR18OADCENTUC	SEL VR18-OADC-ADV-U-C) SEL VR18-OADC-ENT-U-C)	\$6,378.33 \$5,621.00	K K	31% 31%	\$4,401.05 \$3,878.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OADCENTUC-I	SEL VR18-OADC-ENT-U-C)	\$6,576.57	ĸ	31%	\$4,537.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OADCENTUC-K VR18OADCSTDUC	SEL VR18-OADC-ENT-U-C) SEL VR18-OADC-STD-U-C)	\$8,236.29 \$1,111.00	K K	31% 31%	\$5,683.04 \$766.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OADCSTDUC-I	SEL VR18-OADC-STD-U-C)	\$1,299.87	K	31%	\$896.91	\$0.00		\$0.00		\$0.00			VMWARE
5	VR18OADCSTDUC-K	SEL VR18-OADC-STD-U-C)	\$3,168.10	K	31%	\$2,185.99	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VR18OADOENTUC-I	SEL VR18-OADO-ENT-U-C) SEL VR18-OADO-ENT-U-C)	\$946.00 \$1,106.82	K	31% 31%	\$652.74 \$763.71	\$0.00 \$0.00							VMWARE VMWARE
5	VR18OADOENTUC-K	SEL VR18-OADO-ENT-U-C)	\$6,317.04	K	31%	\$4,358.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR180CSPUPRO VR180CSPUPRO-I	SEL VR18-OC-S-P-U-PRO) SEL VR18-OC-S-P-U-PRO)	\$986.00 \$1,153.62	K K	31% 31%	\$680.34 \$796.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR180CSPUPRO-K	SEL VR18-OC-S-P-U-PRO)	\$1,107.11	K	31%	\$763.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OICADVUC VR18OICADVUC-I	SEL VR18-OIC-ADV-U-C) SEL VR18-OIC-ADV-U-C)	\$4,829.00 \$5.649.93	K K	31% 31%	\$3,332.01 \$3,898.45	\$0.00 \$0.00				\$0.00 \$0.00			VMWARE VMWARF
5	VR180ICADVUC-K	SEL VR18-OIC-ADV-U-C)	\$4,462.92	ĸ	31%	\$3,079.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR180ICENTUC VR180ICENTUC-I	SEL VR18-OIC-ENT-U-C) SEL VR18-OIC-ENT-U-C)	\$6,479.00 \$7,580.43	K K	31% 31%	\$4,470.51 \$5,230.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR180ICENTUC-K	SEL VR18-OIC-ENT-U-C)	\$1,061.14	K	31%	\$732.19	\$0.00		\$0.00					VMWARE
5	VR18OICSTDUC VR18OICSTDUC-I	SEL VR18-OIC-STD-U-C) SEL VR18-OIC-STD-U-C)	\$1,969.00 \$2,303.73	K K	31% 31%	\$1,358.61 \$1,589.57	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR180ICSTDUC-K	SEL VR18-OIC-STD-U-C)	\$1,252.68	ĸ	31%	\$864.35	\$0.00		\$0.00	\$0.00	\$0.00		+	VMWARE
5	VR18OSCSPUPRO	SEL VR18-OSC-S-P-U-PRO)	\$1,188.00	K	31%	\$819.72	\$0.00							VMWARE
5 5	VR18OSCSPUPRO-I VR18OSCSPUPRO-K	SEL VR18-OSC-S-P-U-PRO) SEL VR18-OSC-S-P-U-PRO)	\$1,389.96 \$1,336.96	K K	31% 31%	\$959.07 \$922.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OSSUPRO	SEL VR18-OS-S-U-PRO)	\$1,408.00	K	31%	\$971.52	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR18OSSUPRO-I VR18OSSUPRO-K	SEL VR18-OS-S-U-PRO) SEL VR18-OS-S-U-PRO)	\$1,647.36 \$1,582.13	K K	31% 31%	\$1,136.68 \$1,091.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OSTADVUC	SEL VR18-OST-ADV-U-C)	\$6,226.00	ĸ	31%	\$4,295.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OSTADVUC-I VR18OSTADVUC-K	SEL VR18-OST-ADV-U-C) SEL VR18-OST-ADV-U-C)	\$7,284.42 \$3,995.56	K K	31% 31%	\$5,026.25 \$2,756.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OSTCADVUC	SEL VR18-OSTC-ADV-U-C)	\$5,676.00	ĸ	31%	\$3,916.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18OSTCADVUC-I VR18OSTCADVUC-K	SEL VR18-OSTC-ADV-U-C) SEL VR18-OSTC-ADV-U-C)	\$6,640.92 \$6,998.93	K	31% 31%	\$4,582.23 \$4,829.26	\$0.00 \$0.00							VMWARE VMWARE
5	VR18OSTCENTUC	SEL VR18-OSTC-ENT-U-C)	\$7,326.00	K	31%	\$5,054.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OSTCENTUC-I VR18OSTCENTUC-K	SEL VR18-OSTC-ENT-U-C) SEL VR18-OSTC-ENT-U-C)	\$8,571.42 \$8,849.22	K	31% 31%	\$5,914.28 \$6,105.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR18OSTCSTDUC	SEL VR18-OSTC-STD-U-C)	\$2,816.00	K	31%	\$1,943.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OSTCSTDUC-I VR18OSTCSTDUC-K	SEL VR18-OSTC-STD-U-C) SEL VR18-OSTC-STD-U-C)	\$3,294.72 \$3.811.68	K	31% 31%	\$2,273.36 \$2,630.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OSTENTUC	SEL VR18-OST-ENT-U-C)	\$3,811.68 \$7,887.00	K K	31%	\$5,442.03	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	VR18OSTENTUC-I	SEL VR18-OST-ENT-U-C)	\$9,227.79	K	31%	\$6,367.18	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR18OSTENTUC-K VR18OSTVADVUC	SEL VR18-OST-ENT-U-C) SEL VR18-OSTV-ADV-U-C)	\$5,849.68 \$3,553.00	K K	31% 31%	\$4,036.28 \$2,451.57	\$0.00 \$0.00							VMWARE VMWARE
5	VR18OSTVADVUC-I	SEL VR18-OSTV-ADV-U-C)	\$4,157.01	K	31%	\$2,868.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18OSTVADVUC-K VR18OSTVENTUC	SEL VR18-OSTV-ADV-U-C) SEL VR18-OSTV-ENT-U-C)	\$1,605.12 \$5,203.00	K K	31% 31%	\$1,107.53 \$3,590.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR18OSTVENTUC-I	SEL VR18-OSTV-ENT-U-C)	\$6,087.51	K	31%	\$4,200.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18OSTVENTUC-K VR18OSTVSTDUC	SEL VR18-OSTV-ENT-U-C) SEL VR18-OSTV-STD-U-C)	\$3,459.24 \$693.00	K	31% 31%	\$2,386.88 \$478.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18OSTVSTDUC-I	SEL VR18-OSTV-STD-U-C)	\$810.81	ĸ	31%	\$559.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18OSTVSTDUC-K VR18OSVSTDUC	SEL VR18-OSTV-STD-U-C) SEL VR18-OSV-STD-U-C)	\$2,846.31 \$3,394.00	K K	31% 31%	\$1,963.95 \$2,341.86	\$0.00 \$0.00							VMWARE VMWARE
5	VR180SVSTDUC VR180SVSTDUC-I	SEL VR18-OSV-STD-U-C) SEL VR18-OSV-STD-U-C)	\$3,394.00 \$3,970.98	K K	31% 31%	\$2,341.86 \$2,739.98	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	VMWARE
5	VR180SVSTDUC-K	SEL VR18-OSV-STD-U-C)	\$777.66	K	31%	\$536.59	\$0.00	\$0.00		\$0.00		\$0.00		VMWARE
5 5	VR18STCSDUPRO VR18STCSDUPRO-I	SEL VR18-STC-SD-U-PRO) SEL VR18-STC-SD-U-PRO)	\$1,697.00 \$1,985.49	K K	31% 31%	\$1,170.93 \$1,369.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VR18STCSDUPRO-K	SEL VR18-STC-SD-U-PRO)	\$1,903.92	K	31%	\$1,313.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18STDADVUC-I	SEL VR18-STD-ADV-U-C) SEL VR18-STD-ADV-U-C)	\$2,860.00 \$3,346.20	K K	31% 31%	\$1,973.40 \$2.308.88	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR18STDADVUC-K	SEL VR18-STD-ADV-U-C)	\$5,428.29	K	31%	\$3,745.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR18STDC VR18STDC-I	SEL VR18-STD-C) SEL VR18-STD-C)	\$3,845.00 \$4,498.65	K K	31% 31%	\$2,653.05 \$3,104.07	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR18STDC-K	SEL VR18-STD-C)	\$4,498.65 \$738.95	K	31%	\$509.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR18STDENTUC	SEL VR18-STD-ENT-U-C)	\$4,510.00	K	31%	\$3,111.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR18STDENTUC-I	SEL VR18-STD-ENT-U-C)	\$5,276.70	K	31%	\$3,640.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP	LEVEL 1		1	NVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			İ
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE		NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VR18STDENTUC-K	SEL VR18-STD-ENT-U-C)	\$1,911.58	К	31%	\$1,318.99	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR6VU100C VR6VU100C-I	SEL VR6-VU100-C) SEL VR6-VU100-C)	\$7,725.00 \$9,038.25	K K	31% 31%	\$5,330.25 \$6,236.39	\$0.00 \$0.00							VMWARE VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C)	\$8,695.99	K	31%	\$6,000.23	\$0.00	\$0.00	\$0.00	\$0.00			\$0.00	VMWARE
5 5	VR6VU10C VR6VU10C-I	SEL VR6-VU10-C) SEL VR6-VU10-C)	\$772.50 \$903.83	K K	31% 31%	\$533.03 \$623.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6VU10C-K	SEL VR6-VU10-C)	\$869.60	K	31%	\$600.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7ATAD25CV2 VR7ATAD25CV2-I	SEL VR7-ATAD25-C) SEL VR7-ATAD25-C)	\$7,085.00 \$8,289.45	K K	31% 31%	\$4,888.65 \$5,719.72	\$0.00 \$0.00							VMWARE VMWARE
5	VR7ATATENUCV2	SEL VR7-ATAD-ATEN-UG-C)	\$5,682.00	K	31%	\$3,920.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATATENUCV2-I VR7ATEN25CV2	SEL VR7-ATAD-ATEN-UG-C) SEL VR7-ATEN25-C)	\$6,647.94 \$12,250.00	K	31% 31%	\$4,587.08 \$8,452.50	\$0.00 \$0.00							VMWARE VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$14,332.50	ĸ	31%	\$9,889.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7AUTDT25C VR7AUTDT25C-I	SEL VR7-AUTDT25-C) SEL VR7-AUTDT25-C)	\$3,425.00 \$4.007.25	K K	31% 31%	\$2,363.25 \$2,765.00	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	VR7AUTDT25C-K	SEL VR7-AUTDT25-C)	\$3,849.98	ĸ	31%	\$2,656.49	\$0.00							VMWARE
5	VR7OADCC VR7OADCC-I	SEL VR7-OADC-C) SEL VR7-OADC-C)	\$2,835.00 \$1,994.85	K K	31% 31%	\$1,956.15 \$1,376.45	\$0.00 \$0.00							VMWARE VMWARE
5	VR7OADCC-I VR7OADCC-K	SEL VR7-OADC-C) SEL VR7-OADC-C)	\$3,183.42	ĸ	31%	\$2,196.56	\$0.00		\$0.00					VMWARE
5	VR7OADO25C	SEL VR7-OADO25-C)	\$7,085.00	K	31%	\$4,888.65	\$0.00		\$0.00	\$0.00				VMWARE VMWARF
5 5	VR7OADO25C-I VR7OADO25C-K	SEL VR7-OADO25-C) SEL VR7-OADO25-C)	\$4,980.69 \$7,929.82	K K	31% 31%	\$3,436.68 \$5,471.58	\$0.00 \$0.00							VMWARE VMWARE
5	VR70AD00ENOUC	SEL VR7-OADO-OENO-U-C)	\$11,842.00	K	31%	\$8,170.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7OADOOENOUC-I VR7OADOOENOUC-K	SEL VR7-OADO-OENO-U-C) SEL VR7-OADO-OENO-U-C)	\$18,835.83 \$13,292.98	K K	31% 31%	\$12,996.72 \$9.172.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	VR70ENO25C	SEL VR7-OENO25-C)	\$17,850.00	K	31%	\$12,316.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR70ENO25C-I VR70ENO25C-K	SEL VR7-OENO25-C) SEL VR7-OENO25-C)	\$13,855.14 \$20,035.24	K K	31% 31%	\$9,560.05 \$13,824.32	\$0.00 \$0.00							VMWARE VMWARE
5	VR7OSCOCPUPRO	SEL VR7-OSC-OC-P-U-PRO)	\$597.00	ĸ	31%	\$411.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSCOCPUPRO-I VR7OSCOCPUPRO-K	SEL VR7-OSC-OC-P-U-PRO) SEL VR7-OSC-OC-P-U-PRO)	\$698.49 \$670.78	K	31% 31%	\$481.96 \$462.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR7OSTCC	SEL VR7-OSTC-C)	\$1,285.00	K	31%	\$886.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCC-I VR7OSTCC-K	SEL VR7-OSTC-C) SEL VR7-OSTC-C)	\$315.90 \$1,444.22	K	31% 31%	\$217.97 \$996.51	\$0.00 \$0.00							VMWARE VMWARE
5	VR70STCC-R VR70STCOADCUC	SEL VR7-OSTC-OADC-U-C)	\$1,705.00	K	31%	\$1,176.45	\$0.00			\$0.00				VMWARE
5	VR7OSTCOADCUC-I	SEL VR7-OSTC-OADC-U-C)	\$2,651.22	K	31%	\$1,829.34	\$0.00							VMWARE
5	VR7OSTCOADCUC-K VR7OSTCOCUPRO	SEL VR7-OSTC-OADC-U-C) SEL VR7-OSTC-OC-U-PRO)	\$1,919.25 \$853.00	K K	31% 31%	\$1,324.28 \$588.57	\$0.00 \$0.00							VMWARE VMWARE
5	VR7OSTCOCUPRO-I	SEL VR7-OSTC-OC-U-PRO)	\$998.01	K	31%	\$688.63	\$0.00							VMWARE
5 5	VR7OSTCOCUPRO-K VR7OSTCVOADUC	SEL VR7-OSTC-OC-U-PRO) SEL VR7-OSTCV-OAD-U-C)	\$961.54 \$2,266.00	K K	31% 31%	\$663.46 \$1,563.54	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR7OSTCVOADUC-I	SEL VR7-OSTCV-OAD-U-C)	\$696.15	K	31%	\$480.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	VR7OSTCVOADUC-K VR7OSTV25C	SEL VR7-OSTCV-OAD-U-C) SEL VR7-OSTV25-C)	\$2,547.50 \$3,215.00	K K	31% 31%	\$1,757.78 \$2,218.35	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR7OSTV25C-I	SEL VR7-OSTV25-C)	\$789.75	K	31%	\$544.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR7OSTV25C-K VR7OSTVOADOUC	SEL VR7-OSTV25-C) SEL VR7-OSTV-OADO-U-C)	\$3,612.47 \$4,257.00	K K	31% 31%	\$2,492.60 \$2,937.33	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VR7OSTVOADOUC-I	SEL VR7-OSTV-OADO-U-C)	\$1,740.96	K	31%	\$1,201.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR7OSTVOADOUC-K VR7OSTVOENOUC	SEL VR7-OSTV-OADO-U-C) SEL VR7-OSTV-OENO-U-C)	\$4,784.71 \$16.099.00	K K	31% 31%	\$3,301.45 \$11.108.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARF
5	VR7OSTVOENOUC-I	SEL VR7-OSTV-OENO-U-C)	\$4,386.33	ĸ	31%	\$3,026.57	\$0.00							VMWARE
5	VR70STV0ENOUC-K VR70SVS0CUPR0	SEL VR7-OSTV-OENO-U-C) SEL VR7-OSVS-OC-U-PRO)	\$18,119.83 \$1,133.00	K	31% 31%	\$12,502.68 \$781.77	\$0.00 \$0.00							VMWARE VMWARE
5	VR70SVSOCUPRO-I	SEL VR7-OSVS-OC-U-PRO)	\$1,325.61	ĸ	31%	\$914.67	\$0.00							VMWARE
5	VR70SVSOCUPRO-K VR70VSOCPUPRO	SEL VR7-OSVS-OC-U-PRO)	\$1,275.67	K K	31% 31%	\$880.21 \$547.17	\$0.00 \$0.00			\$0.00 \$0.00				VMWARE VMWARE
5	VR70VS0CPUPRO-I	SEL VR7-0VS-0C-P-U-PRO) SEL VR7-0VS-0C-P-U-PRO)	\$793.00 \$927.81	K	31%	\$640.19	\$0.00							VMWARE
5	VR70VS0CPUPRO-K	SEL VR7-OVS-OC-P-U-PRO)	\$892.58	K	31%	\$615.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VRBCLADVCC VRBCLADVCC-I	SEL VR-BCLADVC-C) SEL VR-BCLADVC-C)	\$3,085.00 \$3,609.45	K K	31% 31%	\$2,128.65 \$2.490.52	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVC-C)	\$3,466.90	K	31%	\$2,392.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRBCLADVO25C VRBCLADVO25C-I	SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,145.00 \$6,019.65	K K	31% 31%	\$3,550.05 \$4,153.56	\$0.00 \$0.00							VMWARE VMWARE
5	VRBCLADVO25C-K	SEL VR-BCLADVO-25-C)	\$5,780.72	K	31%	\$3,988.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRCODE2CC VRCODE2CC-I	SEL VR-CODE2C-C) SEL VR-CODE2C-C)	\$5,650.00 \$6,610.50	K K	31% 31%	\$3,898.50 \$4,561.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRCODE2CC-K	SEL VR-CODE2C-C)	\$6,347.69	K	31%	\$4,379.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRCODE2OC VRCODE2OC-I	SEL VR-CODE2O-C) SEL VR-CODE2O-C)	\$565.00 \$661.05	K K	31% 31%	\$389.85 \$456.12	\$0.00 \$0.00							VMWARE VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$634.77	K	31%	\$437.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS4CPUC VRLIS4CPUC-I	SEL VR-LIS4-CPU-C) SEL VR-LIS4-CPU-C)	\$1,545.00 \$1,807.65	K	31% 31%	\$1,066.05 \$1,247.28	\$0.00 \$0.00							VMWARE VMWARE
5	VRLIS4CPUC-K	SEL VR-LIS4-CPU-C)	\$1,735.37	K	31%	\$1,197.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRLIS4O25C	SEL VR-LIS4O-25-C)	\$5,150.00	K	31%	\$3,553.50	\$0.00							VMWARE
5 5	VRLIS4025C-I VRLIS4025C-K	SEL VR-LIS4O-25-C) SEL VR-LIS4O-25-C)	\$6,025.50 \$5,788.38	K K	31% 31%	\$4,157.60 \$3,993.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRNIANX100C	SEL VR-NI-ANX100-C)	\$2,590.00	K	31%	\$1,787.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIANX100C-I VRNIANX100C-K	SEL VR-NI-ANX100-C) SEL VR-NI-ANX100-C)	\$3,030.30 \$2,915.26	K K	31% 31%	\$2,090.91 \$2,011.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRNIANX10C	SEL VR-NI-ANX10-C)	\$259.00	K	31%	\$178.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIANX10C-I VRNIANX10C-K	SEL VR-NI-ANX10-C) SEL VR-NI-ANX10-C)	\$303.03 \$291.53	K K	31% 31%	\$209.09 \$201.16	\$0.00 \$0.00							VMWARE VMWARE
5	VRNIANXCC	SEL VR-NI-ANXC-C)	\$1,295.00	K	31%	\$893.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-I VRNIANXCC-K	SEL VR-NI-ANXC-C)	\$1,515.15	K	31% 31%	\$1,045.45	\$0.00		\$0.00 \$0.00					VMWARE VMWARE
5 5	VRNIANXCC-K VRNIENX100C	SEL VR-NI-ANXC-C) SEL VR-NI-ENX100-C)	\$1,459.55 \$4,490.00	K K	31% 31%	\$1,007.09 \$3,098.10	\$0.00 \$0.00							VMWARE VMWARE
5	VRNIENX100C-I	SEL VR-NI-ENX100-C)	\$5,253.30	K	31%	\$3,624.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIENX100C-K VRNIENX10C	SEL VR-NI-ENX100-C) SEL VR-NI-ENX10-C)	\$5,045.20 \$449.00	K K	31% 31%	\$3,481.19 \$309.81	\$0.00 \$0.00							VMWARE VMWARE
5	VRNIENX10C-I	SEL VR-NI-ENX10-C)	\$525.33	K	31%	\$362.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIENX10C-K	SEL VR-NI-ENX10-C)	\$504.52 \$2.245.00	K K	31%	\$348.12 \$1,549.05	\$0.00							VMWARE VMWARE
5	VRNIENXCC VRNIENXCC-I	SEL VR-NI-ENXC-C) SEL VR-NI-ENXC-C)	\$2,245.00 \$2,626.65	K K	31% 31%	\$1,549.05 \$1,812.39	\$0.00 \$0.00							VMWARE VMWARE

					NVP	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY I	JPGRADE PRICE			
24412	91/11	PERSONAL	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	DAGIO MUT I D	WTY UPG ENH TO	WTY UPG BASIC	DENEMAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	PARTNER
5 5	VRNIENXCC-K VRNIRBAD25C	SEL VR-NI-ENXC-C) SEL VR-NI-RBAD25-C)	\$2,524.52 \$3,625.00	K K	31% 31%	\$1,741.92 \$2,501.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	VRNIRBAD25C-I VRNIRBAD25C-K	SEL VR-NI-RBAD25-C) SEL VR-NI-RBAD25-C)	\$6,198.75 \$5,951.64	K K	31% 31%	\$4,277.14 \$4,106.63	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VRNIUAEXCUC	SEL VR-NI-UG-AENXC-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIUAEXCUC-I VRNIUAEXCUC-K	SEL VR-NI-UG-AENXC-UG-C) SEL VR-NI-UG-AENXC-UG-C)	\$1,222.65 \$1,176.06	K K	31% 31%	\$843.63 \$811.48	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROAMADC	SEL VR-OAMAD-C)	\$1,545.00	K	31%	\$1,066.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROAMADC-I VROAMADC-K	SEL VR-OAMAD-C) SEL VR-OAMAD-C)	\$1,807.65 \$1,735.37	K K	31% 31%	\$1,247.28 \$1,197.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	VROST5ADC VROST5ADC-I	SEL VR-OST5-AD-C) SEL VR-OST5-AD-C)	\$495.00 \$579.15	K K	31% 31%	\$341.55 \$399.61	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VROST5ADC-K	SEL VR-OST5-AD-C)	\$556.62	K	31%	\$384.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VROST5DCC VROST5DCC-I	SEL VR-OST5-DC-C) SEL VR-OST5-DC-C)	\$995.00 \$1,164.15	K	31% 31%	\$686.55 \$803.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARF
5	VROST5DCC-K	SEL VR-OST5-DC-C)	\$1,114.77	ĸ	31%	\$769.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6DT100VMC VS6DT100VMC-I	SEL VS6-DT100VM-C) SEL VS6-DT100VM-C)	\$8,235.00 \$9,634.95	K K	31% 31%	\$5,682.15 \$6,648.12	\$0.00 \$0.00							VMWARE VMWARE
5	VS6DT100VMC-K VS6EPLAKC	SEL VS6-DT100VM-C) SEL VS6-EPL-AK-C)	\$9,692.00	K	31% 31%	\$6,687.48 \$16.318.50	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	VS6EPLAKC-I	SEL VS6-EPL-AK-C)	\$23,650.00 \$27,670.50	K	31%	\$19,092.65	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6EPLAKC-K VS6EPLC	SEL VS6-EPL-AK-C) SEL VS6-EPL-C)	\$27,850.14 \$3,495.00	K K	31% 31%	\$19,216.60 \$2,411.55	\$0.00 \$0.00							VMWARE VMWARE
5	VS6EPLC-I	SEL VS6-EPL-C)	\$4,089.15	K	31%	\$2,821.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6EPLC-K VS6ESESPLUGC	SEL VS6-EPL-C) SEL VS6-ES-ESPL-UG-C)	\$4,118.14 \$4.400.00	K K	31% 31%	\$2,841.52 \$3,036.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6ESESPLUGC-I	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00					VMWARE
5 5	VS6ESESPLUGC-K VS6ESPKITC	SEL VS6-ES-ESPL-UG-C) SEL VS6-ESP-KIT-C)	\$5,183.11 \$4,495.00	K K	31% 31%	\$3,576.35 \$3,101.55	\$0.00 \$0.00				\$0.00 \$0.00			VMWARE VMWARE
5 5	VS6ESPKITC-I VS6ESPKITC-K	SEL VS6-ESP-KIT-C) SEL VS6-ESP-KIT-C)	\$4,495.00 \$5,298.04	K K	31% 31%	\$3,101.55 \$3,655.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6ESSLKITC	SEL VS6-ESSL-KIT-C)	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6ESSLKITC-I VS6ESSLKITC-K	SEL VS6-ESSL-KIT-C) SEL VS6-ESSL-KIT-C)	\$579.15 \$583.44	K K	31% 31%	\$399.61 \$402.57	\$0.00 \$0.00							VMWARE VMWARE
5	VS60EPLAKC	SEL VS6-OEPL-AK-C)	\$25,750.00	K	31%	\$17,767.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS60EPLAKC-I VS60EPLAKC-K	SEL VS6-OEPL-AK-C) SEL VS6-OEPL-AK-C)	\$30,127.50 \$28,922.77	K K	31% 31%	\$20,787.98 \$19,956.71	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS60EPLC VS60EPLC-I	SEL VS6-OEPL-C) SEL VS6-OEPL-C)	\$4,525.00 \$5,294.25	K	31% 31%	\$3,122.25 \$3,653.03	\$0.00 \$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE VMWARE
5 5	VS60EPLC-I VS60EPLC-K	SEL VS6-OEPL-C)	\$5,294.25 \$5,083.51	K K	31%	\$3,507.62	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5 5	VS6RBADV25C VS6RBADV25C-I	SEL VS6-RBADV25-C) SEL VS6-RBADV25-C)	\$4,635.00 \$5,422.95	K K	31% 31%	\$3,198.15 \$3,741.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6RBADV25C-K	SEL VS6-RBADV25-C)	\$5,458.93	K	31%	\$3,766.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6RBSTD25C VS6RBSTD25C-I	SEL VS6-RBSTD25-C) SEL VS6-RBSTD25-C)	\$3,085.00 \$3,609.45	K K	31% 31%	\$2,128.65 \$2,490.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6RBSTD25C-K	SEL VS6-RBSTD25-C)	\$3,635.46	K	31%	\$2,508.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VS6SO8CPUC-I	SEL VS6-SO-8CPU-C) SEL VS6-SO-8CPU-C)	\$4,795.00 \$5,610.15	K K	31% 31%	\$3,308.55 \$3,871.00	\$0.00 \$0.00				\$0.00 \$0.00			VMWARE VMWARE
5	VS6SO8CPUC-K VS6SOEPLUGC	SEL VS6-SO-8CPU-C) SEL VS6-SO-EPL-UG-C)	\$5,650.48 \$3.185.00	K	31% 31%	\$3,898.83 \$2,197.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6SOEPLUGC-I	SEL VS6-SO-EPL-UG-C)	\$3,726.45	ĸ	31%	\$2,571.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6SOEPLUGC-K VS6SOEPUGC	SEL VS6-SO-EPL-UG-C) SEL VS6-SO-OEPL-UG-C)	\$3,750.38 \$4,175.00	K K	31% 31%	\$2,587.76 \$2,880.75	\$0.00 \$0.00							VMWARE VMWARE
5	VS6SOEPUGC-I	SEL VS6-SO-OEPL-UG-C)	\$4,884.75	K	31%	\$3,370.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VS6SOEPUGC-K VS6STD8AKC	SEL VS6-SO-OEPL-UG-C) SEL VS6-STD-8AK-C)	\$4,914.96 \$8,875.00	K	31% 31%	\$3,391.32 \$6,123.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6STD8AKC-I VS6STD8AKC-K	SEL VS6-STD-8AK-C) SEL VS6-STD-8AK-C)	\$10,383.75 \$10,458.17	K	31% 31%	\$7,164.79 \$7,216.14	\$0.00 \$0.00							VMWARE VMWARE
5	VS6STDAKC	SEL VS6-STD-AK-C)	\$11,350.00	K	31%	\$7,831.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VS6STDAKC-I VS6STDAKC-K	SEL VS6-STD-AK-C) SEL VS6-STD-AK-C)	\$13,279.50 \$13,369.60	K K	31% 31%	\$9,162.86 \$9,225.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	VS6STDC	SEL VS6-STD-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDC-I VS6STDC-K	SEL VS6-STD-C) SEL VS6-STD-C)	\$1,164.15 \$1,168.40	K K	31% 31%	\$803.26 \$806.20	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	WS15PLAYC WS15PLAYC-I	SEL WS15-PLAY-C) SEL WS15-PLAY-C)	\$149.99 \$149.99	K K	31% 31%	\$103.49 \$103.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS15PLAYC-K	SEL WS15-PLAY-C)	\$158.98	K	31%	\$109.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	WS15PROC WS15PROC-I	SEL WS15-PRO-C) SEL WS15-PRO-C)	\$249.99 \$249.99	K K	31% 31%	\$172.49 \$172.49	\$0.00 \$0.00				\$0.00 \$0.00			VMWARE VMWARE
5	WS15PROC-K	SEL WS15-PRO-C)	\$264.71	K	31%	\$182.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	WS15PROPLAYUC WS15PROPLAYUC-I	SEL WS15-PRO-PLAY-U-C) SEL WS15-PRO-PLAY-U-C)	\$99.99 \$99.99	K K	31% 31%	\$68.99 \$68.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	WS15PROPLAYUC-K WS15PROUC	SEL WS15-PRO-PLAY-U-C) SEL WS15-PRO-U-C)	\$106.11 \$149.99	K K	31% 31%	\$73.22 \$103.49	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE VMWARE
5	WS15PROUC-I	SEL WS15-PRO-U-C)	\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS15PROUC-K VSC-OS-PIA-24-T0	SEL WS15-PRO-U-C) SEL Storage Cloud Prm IA Cap	\$158.98 \$614.40	K	31% 31%	\$109.70 \$423.94	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00			VMWARE VSC CLOUD SOFT
5	VSC-OS-PIA-36-T0	SEL Storage Cloud Prm IA Cap	\$921.60	K	31%	\$635.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5 5	VSC-OS-PRM-24-T0 VSC-OS-PRM-24-T1	SEL Storage Cloud Prm Cap 1TB SEL Storage Cloud Prm Cap 2-50TB	\$1,449.99 \$1,425.41	K K	31% 31%	\$1,000.49 \$983.53	\$0.00 \$0.00							VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-PRM-24-T2	SEL Storage Cloud Prm Cap 51-500TB	\$1,400.84	ĸ	31%	\$966.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5 5	VSC-OS-PRM-24-T3 VSC-OS-PRM-24-T4	SEL Storage Cloud Prm Cap 501-1000TB SEL Storage Cloud Prm Cap 1001+TB	\$1,376.26 \$1,351.68	K K	31% 31%	\$949.62 \$932.66	\$0.00 \$0.00		\$0.00 \$0.00					VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-PRM-36-T0	SEL Storage Cloud Prm Cap 1TB	\$2,174.98	K	31%	\$1,500.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T1 VSC-OS-PRM-36-T2	SEL Storage Cloud Prm Cap 2-50TB SEL Storage Cloud Prm Cap 51-500TB	\$2,138.12 \$2,101.25	K K	31% 31%	\$1,475.30 \$1,449.86	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT VSC CLOUD SOFT
5 5	VSC-OS-PRM-36-T3 VSC-OS-PRM-36-T4	SEL Storage Cloud Prm Cap 501-1000TB SEL Storage Cloud Prm Cap 1001+TB	\$2,064.39 \$2,027.52	K	31% 31%	\$1,424.43 \$1,398.99	\$0.00 \$0.00		\$0.00 \$0.00					VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-SIA-24-T0	SEL Storage Cloud Std IA Cap	\$307.20	K	31%	\$211.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5 5	VSC-OS-SIA-36-T0 VSC-OS-STD-24-T0	SEL Storage Cloud Std IA Cap SEL Storage Cloud Std Cap 1TB	\$460.80 \$737.28	K K	31% 31%	\$317.95 \$508.72	\$0.00 \$0.00							VSC CLOUD SOFT VSC CLOUD SOFT
5	VSC-OS-STD-24-T1	SEL Storage Cloud Std Cap 2-50TB	\$725.00	K	31%	\$500.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T2	SEL Storage Cloud Std Cap 51-500TB	\$712.71	К	31%	\$491.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT

March Marc							NVP	LEVEL 1		1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE					
Control Cont	В	AND			LIST PRICE USD		DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP		PS W/MC PREM LP	TO PS ENH LP		PARTNER
Control Cont		-				K										
Controlled Con		5	VSC-OS-STD-36-T0	SEL Storage Cloud Std Cap 1TB	\$1,105.92		31%	\$763.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
1																
Wideling Color Wideling W		5	VSC-OS-STD-36-T3	SEL Storage Cloud Std Cap 501-1000TB	\$1,050.63		31%	\$724.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
1						K K										
1				SEL Storage Cloud Prm Cap 1TB		K									\$0.00	VSC CLOUD SOFTWARE
Control Cont				SEL Storage Cloud Prm Cap 2-50TB SEL Storage Cloud Prm Cap 51-500TB		K K										
Control of the cont			VSC-OS-PRM-12-T3	SEL Storage Cloud Prm Cap 501-1000TB	\$688.13	K	31%	\$474.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFTWARE
1		-				K K										
Column C		5	VSC-OS-STD-12-T0	SEL Storage Cloud Std Cap 1TB	\$368.64	K	31%	\$254.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFTWARE
Column		-				K										
1		5	VSC-OS-STD-12-T3	SEL Storage Cloud Std Cap 501-1000TB	\$350.21	ĸ	31%	\$241.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFTWARE
1						K										
1		5	456-111-484	HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IG	\$3,631.54	ĸ	31%	\$2,505.76	\$980.52	2 \$907.89	\$798.94	\$0.00	\$0.00	\$0.00	\$907.89	VXRAIL SOFTWARE
6 6 6 6 6 6 6 6 6 6						K										
1		-	456-112-413	HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.36	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
1		5				K										
5 150		5	456-112-416			K										
1.00 1.00						K										
S. 66611-261 Hold An York Fire City of Name Mannel 1,000 1						K										
5 - 66-11-24			456-112-420	HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG		K	31%	\$2,341.86	\$916.38	\$848.50				\$0.00	\$848.50	VXRAIL SOFTWARE
\$ 660 12-64. Hold William ST CM was already and the state of the state						K K										
\$4611-1-42						K										
5 461-1247				HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IC HCIA NP VSPH STD 1CPU w/ 3Yr Maint=IC		K K										
Column C			456-112-426		\$966.00	K	31%	\$666.54	\$260.82	2 \$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$241.50	VXRAIL SOFTWARE
5 44611-3450		-				K K										
5 45-11-2-11		5	456-112-429	HCIA NP VSPH ROBO ADV 25VM w/2YrMaint=IE	\$4,370.00	K	31%	\$3,015.30	\$1,179.90	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
\$ 44411-1242 Inch A PVERF REGO AND 2004 WINNERS \$1,000 \$1,00						K										
5 46-112-46 Hol Are Wight RODG TO 200 Microbarrier		5	456-112-432	HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=IE	\$4,370.00	ĸ	31%	\$3,015.30	\$1,179.90	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
4-5-11-4-27 HCARP VPRPH ROBD TD 2004 MSYNMamPE 22-91-30 K 31% 22-00-27 378-51 37-72-27 56-66 50.0 50.0 50.0 57-72-27 56-66 50.0 50.0 50.0 57-72-27 56-66																
5 46-11-477 MICHARP WORR REDIST 200M WOYNAMEDER 5 46-11-478 MICHARP WORR REDIST 200M WOYNAMEDER 5 46-11-478 MICHARP WORR REDIST 200M WOYNAMEDER 5 46-11-478 MICHARP WORR REDIST 200M WOYNAMEDER 5 46-11-478 MICHARP WORR REDIST 200M WORNAMEDER 5 46-11-478 MICHARP WORR REDIST 100M WORNAMEDER 5 46-11-478 MICHARP WORNAMEDER 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDER 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAMEDR 5 46-11-478 MICHARP WORNAME								\$2,009.97			\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
Michael Mich						K										
5 466-172-441 CHUA NOV PORPI DISTRY TOWN MIST Mannifer 577-260 M K 31% 53-269-22 22/07-26 \$1,452-00 \$1,708-00 \$0.00 \$0.00 \$0.00 \$1,000 \$0.00 \$1,000 \$		5				K										
46-17-24-14 HCA NP VIGHE DISTIT 1007M of YM Manifer 57-786.0 K 31% 53-380 20.0738 \$1,920 \$1,76.9 \$1.00 \$		5				K										
48-11-24-45		-				K										
5 456-112-444 HCIAL IP VSOME 1-(TPL) w/Y MarerieC						K										
5 456-112-446 HCLU, UP VSOME IF CPU wif Y Mainthic \$4,288.00 K 31% \$2,244.22 \$1,152.26 \$1,067.00 \$983.86 \$50.00 \$50.00 \$3,007 \$7,074.00 \$1,077.0																
5 456-112-448 CHU LV PSPH ET CPU W SYN MERCED 5 456-112-448 CHU LV PSPH ET CPU W SYN MERCED 5 456-112-448 CHU LV PSPH ET CPU W SYN MERCED 5 456-112-450 CHU LV PSPH ET CPU W SYN MERCED 5 456-112-450 CHU LV PSPH ET CPU W SYN MERCED 5 456-112-450 CHU LV PSPH ET CPU W SYN MERCED 6 456-112-450 CHU LV P						K										
5 459-112-449 HOLD PURSHET FLOTU W37 Main-IEC \$3,394-00 K 31% \$2,341.86 \$916.38 \$484.50 \$746.68 \$0.00 \$0.00 \$0.00 \$90.00						K										
5 459-112-455 HCJU PSPH E 1 CPU W YY MaintellE \$3,304.00 K 31% \$2,241.86 \$916.38 \$946.50 \$746.66 \$0.00 \$0.00 \$346.50 VYRAL SOFTWARE \$4,000 K 31% \$2,241.86 \$916.38 \$946.50 \$746.66 \$0.00 \$0.00 \$346.50 VYRAL SOFTWARE \$4,000 K 31% \$2,241.86 \$916.38 \$946.50 \$746.66 \$0.00 \$0.00 \$346.50 VYRAL SOFTWARE \$4,000 K 31% \$2,241.86 \$916.38 \$946.50 \$746.66 \$0.00 \$0.00 \$346.50 VYRAL SOFTWARE \$4,000 K 31% \$2,241.86 \$916.38 \$946.50 \$946.		5				K										
5 456-112-452 HOLU PVSHY ET 10 PUT WIT Manieric S98.00 K 31% \$2,341.00 S98.65 \$746.68 \$0.00 \$0.00 \$0.00 \$345 \$0.VRAIL SOFTWARE 5 456-112-455 HOLU PVSH STD 1 CPU WIT Manieric S88.00 K 31% \$866.54 \$20.02 \$241.50 \$22.22 \$0.00 \$0.00 \$3.00		5				K										
5 456-112-451 HOLA UP VSH STD ICPU with Mainstell S986.00 K 31% S866.54 \$250.82 \$241.50 \$212.52 \$50.00 \$50.00 \$50.00 \$241.50 VXRAIL SOFTWARE \$451.00 \$451.12-455 \$		5				K										
5 496-112-455 HOLU PSPH STD I CPU WYY Maintel (\$986.00 K 31% \$866.54 \$260.82 \$341.50 \$212.52 \$0.00 \$0.00 \$241.50 VXRAIL SOFTWARE (\$456.112-457 HOLU PSPH STD I CPU WYY Maintel (\$986.00 K 31% \$866.54 \$260.82 \$341.50 \$212.52 \$0.00 \$0.00 \$241.50 VXRAIL SOFTWARE (\$456.112-457 HOLU PSPH STD I CPU WYY Maintel (\$456.00 K 31% \$866.54 \$260.82 \$3241.50 \$212.52 \$0.00 \$0.00 \$0.00 \$241.50 VXRAIL SOFTWARE (\$456.112-457 HOLU PSPH STD I CPU WYY Maintel (\$456.00 K 31% \$806.54 \$260.82 \$3241.50 \$212.52 \$0.00 \$0.00 \$0.00 \$241.50 VXRAIL SOFTWARE (\$456.112-458 HOLU PSPH ROBO ADV 25M WYT Maintel (\$456.00 K 31% \$806.54 \$260.82 \$3241.50 \$31.70 \$0.00 \$0.00 \$0.00 \$241.50 VXRAIL SOFTWARE (\$456.00 K 31% \$806.54 \$260.82 \$3241.50 \$31.70 \$0.00 \$0.00 \$0.00 \$0.00 \$241.50 VXRAIL SOFTWARE (\$456.112-450 HOLU PSPH ROBO ADV 25M WYT Maintel (\$456.00 K 31% \$806.00 \$10.00						K										
5 456-112-456 HCJAL UP VSPH STD I CPU W YY Maint-IC \$986.00 K 31% \$666.54 \$200.82 \$241.50 \$212.52 \$0.00 \$0.00 \$0.00 \$3.00 \$241.50 VXRAIL SOFTWARE \$456-112-458 HCJAL UP VSPH ROBO ADU 257N WINTYMaint-IE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$0.00 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$1.002.50 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$11,719.90 \$1.092.50 \$861.40 \$0.00 \$0.00 \$1.002.50 \$1.092.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$1.012.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$1.012.50 VXRAIL SOFTWARE \$4,370.00 K 31% \$3.015.30 \$1.012.50 VXRAIL SOFTWARE \$4,450.40 VXRAIL SOFTWARE \$4,450.40 VXRAIL SOFTWARE \$4,450.40 VXRAIL SOFTWARE \$4,450.40 VXRAIL SO						K										
5 456-112-458 HCIA UP VSPH ROBO AD VZVM MYTYMainHEE \$4,370.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$3.015.30 \$1,179.90 \$1,092.50 \$881.40 \$0.00 \$0.00 \$0.00 \$1,092.50 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$2,009.97 \$786.51 \$728.25 \$840.86 \$0.00 \$0.00 \$0.00 \$728.25 VXRAIL SOFTWARE \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.00 K 31% \$4,570.0						K										
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5 456-112-472 HCIA UP VSPH E-TO VSOM E-1 CPU w/1Yr Mnt=lc \$7,768.00 K 31% \$5.359.92 \$2.097.36 \$1,942.00 \$1,708.96 \$0.00 \$0.00 \$0.00 \$1,942.00 VXRAIL SOFTWARE \$5.456-112-473 UPC VSPH E-TO VSOM E-1 CPU w/1Yr Mnt=lc \$961.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-475 UPC VSPH E-TO VSOM E-1 CPU w/2Yr Mnt=lc \$961.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-475 UPC VSPH E-TO VSOM E-1 CPU w/2Yr Mnt=lc \$961.00 K 31% \$663.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-475 UPC VSPH E-TO VSOM E-1 CPU w/2Yr Mnt=lc \$961.00 K 31% \$663.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-477 UPC VSPH E-TO VSOM E-1 CPU w/3Yr Mnt=lc \$961.00 K 31% \$663.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-477 UPC VSPH E-TO VSOM E-1 CPU w/3Yr Mnt=lc \$961.00 K 31% \$663.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-477 UPC VSPH E-TO VSOM E-1 CPU w/3Yr Mnt=lc \$961.00 K 31% \$663.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5.456-112-479 UPC VSPH STD TO VSOM E-1 CPU w/3Yr Mnt=lc \$3.632.00 K 31% \$2.506.08 \$980.64 \$908.00 \$799.04 \$0.00						K										
5 456-112-475 UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt=IC \$981.00 K 31% \$863.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5 456-112-475 UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IC \$981.00 K 31% \$863.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5 456-112-476 UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IC \$981.00 K 31% \$863.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$65.112-477 UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=IC \$981.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$65.112-479 UPG VSPH STD TO VSOM E+ 1CPU w/3Yr Mnt=IC \$363.00 K 31% \$25.06.08 \$980.64 \$980.00 \$799.04 \$0.00 \$0.0			456-112-472	HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IE	\$7,768.00	K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5 456-112-475 UPG VSPH E-T OV SOM E + 1CPU w3YY Mnt=IC \$981.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$65.112-475 UPG VSPH E-T OV SOM E + 1CPU w3YY Mnt=IC \$961.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$65.112-477 UPG VSPH E-T OV SOM E + 1CPU w3YY Mnt=IC \$961.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$		5				K										
5 456-112-476 UPG VSPH E+ TO VSOM E+ 1CPU w4Yr Mnt=IC \$981.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.00 \$0.00 \$0.00 \$240.25 VXRAIL SOFTWARE \$5 456-112-477 UPG VSPH E+ TO VSOM E+ 1CPU w5Yr Mnt=IC \$863.00 K 31% \$683.09 \$259.47 \$240.25 \$211.42 \$0.00 \$0.		5				K										
5 456-112-478 UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt=IC \$3,632.00 K 31% \$2,506.08 \$980.64 \$908.00 \$799.04 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VXRAIL SOFTWARE \$5 456-112-479 UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt=IC \$3,632.00 K 31% \$2,506.08 \$980.64 \$908.00 \$799.04 \$0.00 \$		5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=IG	\$961.00	K	31%	\$663.09	\$259.47	7 \$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5 456-112-479 UPG VSPH STD TO VSOM E+ 1CPUwi/Yr Mnt=IC \$3,632.00 K 31% \$2,506.08 \$980.64 \$908.00 \$799.04 \$0.00 \$0		-				K K									QL 10.20	WAR ALL COLLINGIAL
5 456-112-481 UPG VSPH STD TO VSOM E+ 1CPUw/4Yr Mnt=IG \$3,632.00 K 31% \$2,506.08 \$980.64 \$908.00 \$799.04 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 VXRAIL SOFTWARE		5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt=IG	\$3,632.00	K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$908.00	VXRAIL SOFTWARE
						K K										
						K										

					NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	456-112-483 456-112-484	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG UPG VSPH STD TO E+ 1CPU w/ 2Yr Maint=IG	\$2,670.00 \$2.670.00	K	31% 31%	\$1,842.30 \$1,842.30	\$720.90 \$720.90		\$587.40 \$587.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-485	UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG	\$2,670.00	ĸ	31%	\$1,842.30	\$720.90	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5	456-112-486 456-112-487	UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00 \$2,670.00	K	31% 31%	\$1,842.30 \$1,842.30	\$720.90 \$720.90		\$587.40 \$587.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt=IE	\$1,602.00	ĸ	31%	\$1,105.38	\$432.54		\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt=IE	\$1,602.00	K	31%	\$1,105.38	\$432.54		\$352.44	\$0.00				VXRAIL SOFTWARE
5 5	456-112-490 456-112-491	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt=IE UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt=IE	\$1,602.00 \$1.602.00	K K	31% 31%	\$1,105.38 \$1,105.38	\$432.54 \$432.54		\$352.44 \$352.44	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-492	UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt=IE	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	456-113-139 456-113-140	HCIA NP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IC HCIA NP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IC	\$4,268.00 \$4,268.00	K	31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1.152.36		\$938.96 \$938.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-141	HCIA NP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00				VXRAIL SOFTWARE
5	456-113-142	HCIA NP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IC	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00				VXRAIL SOFTWARE
5	456-113-143 456-113-144	HCIA NP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IC HCIA NP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IC	\$4,268.00 \$3,394.00	K K	31% 31%	\$2,944.92 \$2,341.86	\$1,152.36 \$916.38		\$938.96 \$746.68	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-145	HCIA NP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00				VXRAIL SOFTWARE
5 5	456-113-146 456-113-147	HCIA NP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IC HCIA NP VSPH F+ 6.5 1CPU w/ 4Yr Maint=IC	\$3,394.00 \$3.394.00	K	31% 31%	\$2,341.86 \$2.341.86	\$916.38 \$916.38		\$746.68 \$746.68	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-148	HCIA NP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IC	\$3,394.00	ĸ	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-113-149 456-113-150	HCIA NP VSPH STD 6.5 1CPU w/1Yr Maint=IC HCIA NP VSPH STD 6.5 1CPU w/2Yr Maint=IC	\$966.00 \$966.00	K	31% 31%	\$666.54 \$666.54	\$260.82 \$260.82		\$212.52 \$212.52	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5	456-113-151	HCIA NP VSPH STD 6.5 TCPU w/3Yr Maint=IC	\$966.00	ĸ	31%	\$666.54	\$260.82		\$212.52 \$212.52	\$0.00				VXRAIL SOFTWARE
5	456-113-152	HCIA NP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52	\$0.00				VXRAIL SOFTWARE
5 5	456-113-153 456-113-154	HCIA NP VSPH STD 6.5 1CPU w/5Yr Maint=IG HCIA NP VSPH ROBOADV6.5 25VM w/1YrMnt=IE	\$966.00 \$4,370.00	K	31% 31%	\$666.54 \$3,015.30	\$260.82 \$1,179.90		\$212.52 \$961.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-155	HCIA NP VSPH ROBOADV6.5 25VM w/2YrMnt=IE	\$4,370.00	ĸ	31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-113-156 456-113-157	HCIA NP VSPH ROBOADV6.5 25VM w/3YrMnt=IE HCIA NP VSPH ROBOADV6.5 25VM w/4YrMnt=IE	\$4,370.00 \$4.370.00	K	31% 31%	\$3,015.30 \$3.015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40	\$0.00 \$0.00				VXRAIL SOFTWARE
5	456-113-158	HCIA NP VSPH ROBOADV6.5 25VM w/41Mille-ie HCIA NP VSPH ROBOADV6.5 25VM w/5YrMnt=ie	\$4,370.00	K	31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-159	HCIA NP VSPH ROBOSTD6.5 25VM w/1YrMnt=IE	\$2,913.00	K	31%	\$2,009.97	\$786.5	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5 5	456-113-160 456-113-161	HCIA NP VSPH ROBOSTD6.5 25VM w/2YrMnt=IE HCIA NP VSPH ROBOSTD6.5 25VM w/3YrMnt=IE	\$2,913.00 \$2,913.00	K	31% 31%	\$2,009.97 \$2,009.97	\$786.5° \$786.5°		\$640.86 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-162	HCIA NP VSPH ROBOSTD6.5 25VM w/4YrMnt=IE	\$2,913.00	ĸ	31%	\$2,009.97	\$786.5		\$640.86	\$0.00			\$728.25	VXRAIL SOFTWARE
5	456-113-163 456-113-164	HCIA NP VSPH ROBOSTD6.5 25VM w/5YrMnt=IE HCIA NP VSPH DSKTP 6.5 100VM w/1YrMnt=IE	\$2,913.00 \$7,768.00	K	31% 31%	\$2,009.97 \$5,359.92	\$786.5° \$2,097.36		\$640.86 \$1,708.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-165	HCIA NP VSPH DSKTP 6.5 100VM w/111Mint=IE	\$7,768.00	K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00				VXRAIL SOFTWARE
5	456-113-166	HCIA NP VSPH DSKTP 6.5 100VM w/3YrMnt=IE	\$7,768.00	K	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00				VXRAIL SOFTWARE
5	456-113-167 456-113-168	HCIA NP VSPH DSKTP 6.5 100VM w/4YrMnt=IE HCIA NP VSPH DSKTP 6.5 100VM w/5YrMnt=IE	\$7,768.00 \$7,768.00	K	31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36		\$1,708.96 \$1,708.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-169	HCIA UP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IC	\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00				VXRAIL SOFTWARE
5 5	456-113-170 456-113-171	HCIA UP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IC HCIA UP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IC	\$4,268.00 \$4,268.00	K	31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1,152.36		\$938.96 \$938.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-172	HCIA UP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IC	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00				VXRAIL SOFTWARE
5	456-113-173	HCIA UP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IC HCIA UP VSPH F+ 6.5 1CPU w/ 1Yr Maint=IC	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5 5	456-113-174 456-113-175	HCIA UP VSPH E+ 6.5 1CPU W/ 1YF Maint=IC HCIA UP VSPH E+ 6.5 1CPU w/ 2YF Maint=IC	\$3,394.00 \$3.394.00	K	31% 31%	\$2,341.86 \$2.341.86	\$916.38 \$916.38		\$746.68 \$746.68	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-176	HCIA UP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$848.50	VXRAIL SOFTWARE
5	456-113-177 456-113-178	HCIA UP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IC HCIA UP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IC	\$3,394.00 \$3,394.00	K	31% 31%	\$2,341.86 \$2,341.86	\$916.38 \$916.38		\$746.68 \$746.68	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-179	HCIA UP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52	\$0.00				VXRAIL SOFTWARE
5	456-113-180	HCIA UP VSPH STD 6.5 1CPU w/2Yr Maint=IC	\$966.00	K	31%	\$666.54 \$666.54	\$260.82		\$212.52	\$0.00				VXRAIL SOFTWARE
5 5	456-113-181 456-113-182	HCIA UP VSPH STD 6.5 1CPU w/3Yr Maint=IG HCIA UP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54	\$260.82 \$260.82		\$212.52 \$212.52	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-183	HCIA UP VSPH STD 6.5 1CPU w/5Yr Maint=IC	\$966.00	K	31%	\$666.54	\$260.82	\$241.50	\$212.52				\$241.50	VXRAIL SOFTWARE
5 5	456-113-184 456-113-185	HCIA UP VSPH ROBOADV6.5 25VM w/1YrMnt=IE HCIA UP VSPH ROBOADV6.5 25VM w/2YrMnt=IE	\$4,370.00 \$4,370.00	K	31% 31%	\$3,015.30 \$3.015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-186	HCIA UP VSPH ROBOADV6.5 25VM w/3YrMnt=IE	\$4,370.00	ĸ	31%	\$3,015.30	\$1,179.90	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$1,092.50	VXRAIL SOFTWARE
5	456-113-187 456-113-188	HCIA UP VSPH ROBOADV6.5 25VM w/4YrMnt=IE	\$4,370.00	K	31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00				VXRAIL SOFTWARE
5	456-113-189	HCIA UP VSPH ROBOADV6.5 25VM w/5YrMnt=IE HCIA UP VSPH ROBOSTD6.5 25VM w/1YrMnt=IE	\$4,370.00 \$2,913.00	ĸ	31% 31%	\$3,015.30 \$2,009.97	\$1,179.90 \$786.5		\$961.40 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-190	HCIA UP VSPH ROBOSTD6.5 25VM w/2YrMnt=IE	\$2,913.00	K	31%	\$2,009.97	\$786.5		\$640.86	\$0.00				VXRAIL SOFTWARE
5	456-113-191 456-113-192	HCIA UP VSPH ROBOSTD6.5 25VM w/3YrMnt=IE HCIA UP VSPH ROBOSTD6.5 25VM w/4YrMnt=IE	\$2,913.00 \$2,913.00	K K	31% 31%	\$2,009.97 \$2,009.97	\$786.5° \$786.5°		\$640.86 \$640.86	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-193	HCIA UP VSPH ROBOSTD6.5 25VM w/5YrMnt=IE	\$2,913.00	K	31%	\$2,009.97	\$786.5		\$640.86				\$728.25	VXRAIL SOFTWARE
5 5	456-113-194 456-113-195	HCIA UP VSPH DSKTP 6.5 100VM w/1YrMnt=IE HCIA UP VSPH DSKTP 6.5 100VM w/2YrMnt=IE	\$7,768.00 \$7,768.00	K	31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2.097.36		\$1,708.96 \$1,708.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-196	HCIA UP VSPH DSKTP 6.5 100VM w/3YrMnt=IE	\$7,768.00	ĸ	31%	\$5,359.92	\$2,097.36	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-113-197 456-113-198	HCIA UP VSPH DSKTP 6.5 100VM w/4YrMnt=IE HCIA UP VSPH DSKTP 6.5 100VM w/5YrMnt=IE	\$7,768.00 \$7,768.00	K	31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36		\$1,708.96 \$1,708.96	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-199	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/1YrMnt=IG	\$961.00	ĸ	31%	\$663.09	\$259.47		\$211.42	\$0.00				VXRAIL SOFTWARE
5	456-113-200	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/2YrMnt=IG	\$961.00	K	31%	\$663.09	\$259.4		\$211.42	\$0.00				VXRAIL SOFTWARE
5	456-113-201 456-113-202	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/3YrMnt=IG UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/4YrMnt=IG	\$961.00 \$961.00	K K	31% 31%	\$663.09 \$663.09	\$259.47 \$259.47		\$211.42 \$211.42	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-203	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/5YrMnt=IG	\$961.00	K	31%	\$663.09	\$259.47	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-113-204 456-113-205	UPG VSPH STDTOVSOM 6.5 E+1CPUw/1YrMnt=IG UPG VSPH STDTOVSOM 6.5 E+1CPUw/2YrMnt=IG	\$3,632.00 \$3.632.00	K	31% 31%	\$2,506.08 \$2,506.08	\$980.64 \$980.64		\$799.04 \$799.04	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-206	UPG VSPH STDTOVSOM 6.5 E+1CPUW/2TMINE-IG UPG VSPH STDTOVSOM 6.5 E+1CPUW/3YrMnt=IG	\$3,632.00	K	31%	\$2,506.08	\$980.64		\$799.04 \$799.04					VXRAIL SOFTWARE
5	456-113-207	UPG VSPH STDTOVSOM 6.5 E+1CPUw/4YrMnt=IG	\$3,632.00	K	31%	\$2,506.08	\$980.64		\$799.04	\$0.00			\$908.00	VXRAIL SOFTWARE
5 5	456-113-208 456-113-209	UPG VSPH STDTOVSOM 6.5 E+1CPUw/5YrMnt=IG UPG VSPH STD TO E+ 6.5 1CPU w/1Yr Mnt=IG	\$3,632.00 \$2,670.00	K K	31% 31%	\$2,506.08 \$1,842.30	\$980.64 \$720.90		\$799.04 \$587.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-210	UPG VSPH STD TO E+ 6.5 1CPU w/2Yr Mnt=IG	\$2,670.00	ĸ	31%	\$1,842.30	\$720.90	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$667.50	VXRAIL SOFTWARE
5	456-113-211 456-113-212	UPG VSPH STD TO E+ 6.5 1CPU w/3Yr Mnt=IG UPG VSPH STD TO E+ 6.5 1CPU w/4Yr Mnt=IG	\$2,670.00 \$2,670.00	K	31% 31%	\$1,842.30 \$1,842.30	\$720.90 \$720.90		\$587.40 \$587.40	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-213	UPG VSPH STD TO E+ 6.5 TCPU w/5Yr Mnt=IG	\$2,670.00	K	31%	\$1,842.30 \$1,842.30	\$720.90		\$587.40 \$587.40	\$0.00				VXRAIL SOFTWARE
5	456-113-214	UPG VSPH ROBO STDTOADV6.5 25VM-1YrMnt=IB	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5 5	456-113-215 456-113-216	UPG VSPH ROBO STDTOADV6.5 25VM-2YrMnt=IE UPG VSPH ROBO STDTOADV6.5 25VM-3YrMnt=IE	\$1,602.00 \$1.602.00	K K	31% 31%	\$1,105.38 \$1,105.38	\$432.54 \$432.54		\$352.44 \$352.44	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-217	UPG VSPH ROBO STDTOADV6.5 25VM-4YrMnt=IB	\$1,602.00	ĸ	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5 5	456-113-218 458-001-738	UPG VSPH ROBO STDTOADV6.5 25VM-5YrMnt=IE HCIA NP VxRail vSphere SOFTWARE	\$1,602.00 \$0.00	K	31% 31%	\$1,105.38 \$0.00	\$432.54 \$0.00		\$352.44 \$0.00	\$0.00 \$0.00				VXRAIL SOFTWARE VXRAIL SOFTWARE
5	458-001-739	HCIA UP VxRail vSphere SOFTWARE	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-204	HCIA NP VxRail vSphere 6.5 Software	\$0.00	К	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY L				1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	458-002-205	HCIA UP VxRail vSphere 6.5 Software	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5		SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	ZDP-PLAT-001	SEL Zaloni Data Platform pernode 1-8 1Y	\$26,461.54	K	31%	\$18,258.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	ZDP-PLAT-002	SEL Zaloni Data Platform pernode 9-15 1Y	\$20,861.54	K	31%	\$14,394.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	ZDP-PLAT-003	SEL Zaloni DataPlatform pernode 16-30 1Y	\$16,538.46	K	31%	\$11,411.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	ZDP-PLAT-004	SEL Zaloni Data Platform pernode >31 1Y	\$10,769.23	K	31%	\$7,430.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI