|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | EMC LIST PRICE USD | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { PRICE }}{\substack{\text { NVP LEVEL }}} \mid \text { NET }$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | CS1000HA-ISLN | SEL Aspera Cnct Sv-1 Gbps-HA-ISLN | \$144,000.00 | K | 31\% | \$99,360.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ASPERA |
| 5 | CS100HA-ISLN | SEL Aspera Cnct Svr-100 Mbps-HA-ISLN | \$48,000.00 | K | 31\% | \$33,120.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ASPERA |
| 5 | CS155HA-ISLN | SEL Aspera Cnct Svr-155 Mbps-HA-ISLN | \$66,000.00 | K | 31\% | \$45,540.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ASPERA 0.00 ASPERA |
| 5 | ${ }^{\text {CS2400HA-ISLN }}$ | SEL Aspera Cnct Sv-2.2. Gbpsp-HA-ISLN $^{\text {S }}$ | \$192,000.00 $\$ 108.000 .00$ | K K | 31\% | $\$ 132,480.00$ $\$ 74.520 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ASPERA 0.00 ASPERA |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CS450HA-ISLN CS45HA-ISLN | SEL Aspera Cnct Sv-450 Mbps-HA-ISLN SEL Aspera Cnct Svr-45 Mbps-HA-ISLN | \$108,000.00 $\$ 30,000.00$ | K k | $31 \%$ $31 \%$ | \$74,520.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ASPERA |
| 5 | Cs5000HA-ISLN | SEL Aspera Cnct Svr-5 Gbps-HA-ISLN | \$240,000.00 | k | 31\% | \$165,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ASPERA |
| 5 | ES1000HA-ISLN | SEL Aspera Entrp Svr-1 Gbps-HA-ISLN | \$96,000.00 | k | 31\% | \$66,240.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 0.00 ASPERA |
| 5 | ES155HA-ISLN | SEL Aspera Entrp Svr-155 Mbps-HA-ISLN | \$44,000.00 | k | 31\% | \$30,360.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ASPERA |
| 5 | ES2400HA-ISLN | SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN | \$128,000.00 | k | 31\% | \$88,320.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | ES45HA-ISLN | SEL Aspera Entrp Svr-45 Mbps-HA-ISLN | \$20,000.00 | k | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ASPERA |
| 5 | ES5000HA-ISLN | SEL Aspera Entrp Svr-5 Gbps-HA-ISLN | \$160,000.00 | k | 31\% | \$110,400.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ASPERA |
| 5 | S10-80V4-75-32 | SEL Bullions 10,Intel 8880V4,7,5TB, 32GB | \$519,386.83 | k | 31\% | \$358,376.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S10-9004-10-64 | SEL Bullions10, Intel 8890V4, 10TB, 64GB | \$724,313.91 | K | 31\% | \$499,776.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S10-90V4-75-32 | SEL Bullions 10, Intel $88900 \mathrm{~V} 4,7,5 \mathrm{~TB}$, 32GB | \$550,470.46 | K | $31 \%$ $31 \%$ | \$383,964.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL 0.00 ATOS-BULL |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | S12-80V4-9-32 S12-90V4-12-64 | SEL Bullions 12, Intel 8880V4,9TB, 32GB | \$602,599.12 | K k | $31 \%$ $31 \%$ | \$415,793.39 $\$ 585,473.47$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$9.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL 0.00 ATOS-BULL |
| 5 | S12-90V4-9-32 | SEL BullionS 12, Intel $8890 \mathrm{~V} 4,9 \mathrm{~TB}$, 32GB | \$647,099.48 | k | 31\% | \$446,498.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S14-80V4-10-32 | SEL Bullions 14, Intel $8880 \mathrm{~V} 4,10 \mathrm{~TB}$, 32GB | \$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 | S14-90V4-10-32 | SEL BullionS 14, Intel 8890V4,10TB, 32GB | \$737,728.49 | k | 31\% | \$509,032.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S14-90v4-14-64 | SEL BullionS14,Intel 8890V4,14TB, 64GB | \$972,709.54 | k | 31\% | \$671,169.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S16-80V4-12-32 | SEL Bullions1, Intel $8880 \mathrm{~V} 4,12 \mathrm{TB,32GB}$ | \$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 | S16-90V4-12-32 | SEL BullionS16, Intel 8890V4,12TB, 32GB | \$828,357.50 | k | 31\% | \$571,566.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S16-90V4-12-64 | SEL BullionS16, Intel 8890V4,12TB, 64GB | \$932,861.63 | k | 31\% | \$643,674.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S16-90V4-16-64 | SEL Bullions1, Intel 8890V4,16TB, 64 GB | \$1,096,9066.80 | K | $31 \%$ $31 \%$ | \$756,865.69 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | S2-80V4-1-32-2 <br> S2-80V4-15-32-2 | SEL BullionS2,Intel 8880V4,1TB,32GB SEL BullionS2, Intel 8880V4, 1.5TB,32GB | \$78,355.89 \$91,788.02 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$54,065.56 <br> \$63,333.73 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL 0.00 ATOS-BULL |
| 5 | S2-80V4-512-32-2 | SEL BullionS2,Intel 8880V4,512MB,32GB | \$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 | S2-80V4-768-32-2 | SEL BullionS2,Intel 8880V4,768MB,32GB | \$69,742.88 | k | 31\% | \$48,122.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S2-90V4-2-64 | SEL BullionS2,Intel 8880V4,2TB,64GB | \$132,772.99 | k | 31\% | \$91,613.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S4-80V4-1-32-2 | SEL BullionS4, Intel 8880V4,1TB,32GB | \$120,201.62 | k | 31\% | \$82,939.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S4-80V4-15-32-2 | SEL Bullions4, Intel 8880V4, 1.5TB,32GB | \$133,632.65 | k | 31\% | \$92,206.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S4-80V4-2-32-2 | SEL Bullions4,1ntel 8880V4,2TB,32GB | \$150,859.76 | k | 31\% | \$104,093.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S4-80V4-3-32-2 | SEL Bullions4, Intel 8880044,3 TB, 32 GB | \$177,722.91 | K | 31\% | \$122,628.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL 0.00 ATOS-BULL |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | S4-90V4-4-64 <br> S6-80V4-4.5-32-2 |  | \$259,693.96 | K k | $31 \%$ $31 \%$ | $\$ 179,188.83$ $\$ 180,680.82$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL 0.00 ATOS-BULL |
| 5 | S6-90V4-6-64 | SEL Bullions6,Intel 8890V4,6TB, 64 GB | \$385,151.11 | K | 31\% | \$265,754.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S8-80V4-3-32-2 | SEL Bullions8, Intel $8880 \mathrm{~V} 4,3$ TB, 32GB | \$257,225.74 | k | 31\% | \$177,485.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S8-80V4-4-32-2 | SEL Bullions8,1ntel 8880V4,4TB, 32GB | \$291,679.97 | k | 31\% | \$201,259.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | 58-80V4-6-32-2 | SEL Bullions8,Intel 8880V4,6TB, 32GB | \$345,406.27 | k | 31\% | \$238,330.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | S8-90V4-6-32-2 | SEL Bullions8, Intel $8890044,6 \mathrm{TB,3}, 32 \mathrm{~GB}$ | \$375,073.18 $\$ 509348$ | K | $31 \%$ $31 \%$ | \$255.800.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH10-90V4-10-64 | SEL S 10, Intel $8890 \mathrm{~V} 4,10 \mathrm{~TB}$, $64 \mathrm{G}, \mathrm{VNX16GGpps}$ | \$933,555.71 | k | 31\% | \$644,153.44 | \$ $\$ 0.00$ | S0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ${ }_{0} 0.00$ ATOS-BULL |
| 5 | SH10-90V4-75-32 | SEL S10,1ntel 8890 V4,7.5T, 32G,VNX16Gbps | \$768,897.60 | k | 31\% | \$530,539.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH12-80V4-9-32 | SEL S12,Intel 8880V4,9TB, 32G,VNX16Gbps | \$795,860.53 | k | 31\% | \$549,143.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH12-90V4-9-32 | SEL S12,Intel 8890V4,9TB, 32G,VNX16Gbps | \$828,902.46 | k | 31\% | \$571,942.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH14-80V4-10-32 | SEL S14,Intel 8880V4, 10TB, 32G,VNX16Gbps | \$901,654.14 | k | 31\% | \$622,141.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 5 | SH14-90V4-10-32 SH14-90V4-14-64 | SEL S14, Intel $8890 \mathrm{~V} 4,10 \mathrm{~TB}$, 32G,VNX16Gbps SEL S14,Intel 8890V4,14B, $64 G, \mathrm{VNX} 16 \mathrm{Gbps}$ | - $\begin{array}{r}\$ 942,227,0759.52 \\ \hline\end{array}$ | K k | $31 \%$ $31 \%$ | \$650,032.11 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL |
| 5 | SH16-80V4-12-32 | SEL S16,Intel 8880V4, 12TB, 32G,VNX16Gbps | \$1,010,238.35 | k | 31\% | \$697,064.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 ATOS-BULL |
| 5 | SH16-90V4-12-64 | SEL S16,Intel 8890V4, 12TB, 64G,VNX16Gbps | \$1,208,346.29 | k | 31\% | \$833,758.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH16-90V4-16-64 | SEL S16,Intel 8890V4,16TB, 64G,VNX16Gbps | \$1,373,695.20 | k | 31\% | \$947,849.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH2-80V4-1-32 | SEL S2, Intel $8880 \mathrm{~V} 4,1$ TB, $32 \mathrm{G}, \mathrm{VNX} 16 \mathrm{Gbpps}$ | \$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 | SH2-80V4-15-32 | SEL S2,Intel $8880 \mathrm{~V} 4,1.5 \mathrm{~TB}$, 32G, VNX16Gbps | \$193,808.57 $\$ 16504737$ | K | $31 \%$ $31 \%$ | \$133.727.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH2-90V4-2-64 |  | \$234,794.64 | k | 31\% | \$188,516.77 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | ${ }_{0} 0.00$ ATOS-BULL |
| 5 | SH4-80V4-1-32 | SEL S4,IItel $8880 \mathrm{~V} 4,1 \mathrm{~TB}, 32 \mathrm{G}, \mathrm{VNX16Gbps}$ | \$221,734.23 | k | 31\% | \$152,996.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH4-80V4-15-32 | SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps | \$234,947.06 | k | 31\% | \$162,113.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH4-80V4-2-32-2 | SEL S4,Intel $8880 \mathrm{~V} 4,2 \mathrm{TB,32GB,VNX16Gbps}$ | \$256,321.13 | k | 31\% | \$176,861.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH4-80V4-3-32-2 | SEL S4,Intel 8880V4,3TB,32G,VNX16Gbps | \$283,184.28 | k | 31\% | \$195,397.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | \$392,670.90 | K | $31 \%$ $31 \%$ | \$270,942.92 $\$ 355783.34$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL |
| 5 5 | SH6-90V4-6-64-2 SH8-80V4-3-32-2 |  | \$515,628.03 $\$ 368,927.29$ | K k | $31 \%$ $31 \%$ | ${ }_{\text {\$ }}^{\$ 355,783,559.83}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00}^{\$ 0.00}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 ATOS-BULL 0.00 ATOS-BULL |
| 5 | SH8-80V4-4-32-2 | SEL S8,Intel 8880V4,4TB, 32G,VNX16Gbps | \$403,381.52 | k | 31\% | \$278,333.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH8-80V4-6-32-2 | SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps | \$490,371.25 | K | 31\% | \$338,356.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 ATOS-BULL |
| 5 | SH8-90V4-6-32-2 | SEL S8,Intel 8890V4,6TB, 32GB,VNX16Gbps SEL S8,Intel 8890V4,8TB, 64GB,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 | SEL S8,Intel 8890V4,8TB, 64GB,VNX16Gbps | \$678,576.70 $\$ 10.065 .00$ | K | 31\% | $\begin{array}{r}\$ 468,217.92 \\ \$ 6.944 .85 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  | 0.00 ATOS-BULL 0.00 BLUEDATA |
| 5 | BDAW2AD1Y15 BDAW2AD1Y30 |  | $\$ 10,065.00$ $\$ 20,149.00$ | K k | 31\% | $\$ 6,944.85$ $\$ 13,902.81$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 BLUE DATA |
| 5 | BDAW2AD1Y60 | SEL BlueData AWS v3,60vodes, 1 Yr, $24 \times 7$ | \$36,285.00 | k | 31\% | \$25,036.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 bLUE DATA |
| 5 | BDAW2AD1Y90 | SEL BlueData AWS v3,90vnodes, 1 Yr, $24 \times 7$ | \$48,386.00 | k | 31\% | \$33,386.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 blue data |
| 5 | BDAW2STTY 15 | SEL BlueData AWS v3, 15vodes, 1 Yr, $12 \times 5$ | \$1752.00 | 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\% | \$12,090.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BLUE DATA |
| 5 5 | BDAW2ST1Y60 BDAW2ST1Y90 | SEL BlueData AWS v3,60vodes, 1 Yr, $12 \times 5$ SEL BlueData AWS $\mathrm{v} 3,90 \mathrm{vnodes}, 1 \mathrm{Y}, 12 \times 5$ | \$31,552.00 $\$ 42,075.00$ | K k | 31\% | \$21,770.88 ${ }_{\text {\$29,031.75 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 BLUE DATA 0.00 bLUE DATA |
| 5 | BDEN2AD1Y1C | SEL BlueData Ent Soft v3,1Yr,24x7 | \$4885.00 | , | 31\% | ${ }_{\text {S610.65 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BLUE DATA |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | EMC LIST PRICE USD | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE }}}{ }$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | BDEN2AD2Y1C | SEL BlueData Ent Soft v3,2Yr,24x7 | \$1,592.00 | K | 31\% | \$1,098.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BLUE DATA |
| 5 | BDEN2ADBYCC | SEL BlueData Ent Soft v,3Yr,24x7 | \$2,123.00 | k | 31\% | \$1,464.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BLUE DATA |
| 5 | BDEN2STIY1C | SEL BlueData Ent Soft v3, 1Yr, 12x5 | \$769.00 | k | 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 | $\$ 1,385.00$ $\$ 1,846.00$ | K | $31 \%$ $31 \%$ | \$ $\begin{array}{r}\text { \$955.65 } \\ \$ 1.273 .74\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 BLUE DATA 0.00 BLUE DATA |
| 5 5 | ${ }^{\text {BDEN2ST3Y1C }}$ | SEL BlueData Ent Soft v3,3Yr, $12 \times 5$ \% | $\$ 1,846.00$ $\$ 240.538 .00$ | K k | 31\% | $\$ 1,273.74$ S165.971.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 BLUE DATA |
| 5 | BT-EEP-3YR | SEL BlueTalon Enterroise EP Standard 3Y | \$541,154.00 | k | 31\% | \$373,396.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BLUE TALON |
| 5 | BT-EP-PK2-1YR | SEL Blue Talon EP Pick 2 Standard 1 Y | \$90,000.00 | k | 31\% | \$62,100.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 blue talon |
| 5 | BT-EP-PK2-3YR | SEL BlueTalon EP Pick 2 Standard 3Y | \$202,500.00 | k | 31\% | \$139,725.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 blue talon |
| 5 | BT-HEP-1YR | SEL Blue Talon Hadoop EP Standard 1 Y | \$185,000.00 | k | 31\% | \$127,650.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 blue talon |
| 5 | BT-HEP-3YR | SEL BlueTalon Hadoop EP Standard 3 Y | \$416,154.00 | k | 31\% | \$287,146.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 blue talon |
| 5 | BT-PE-S-1YR | SEL BlueTalon Policy Engine Standard 1Y | \$155,000.00 | k | 31\% | \$106,950.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 blue talon |
| 5 | BT-PE-S-3YR | SEL BlueTalon Policy Engine Standard 3Y | \$346,154.00 | K | 31\% | \$238,846.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BLUE TALON |
| 5 5 | XBR-R000294 BR-AMPFIPAM-01 | SEL 2 POST MID MOUNT KIT/FLUSH MOUNT | $\$ 315.00$ $\$ 24990000$ | K | $31 \%$ $31 \%$ | $\$ 217.35$ $\$ 172.43100$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 BROCADE |
| 5 5 | BR-AMPFIPAAM-01 BR-AMP-MAXCAP-01 | SEL-AMP FABRIC INSIGHT ADV ANA MGMT S SEL-ANALYTICS MONITORING PL MAXCAP 2. | \$249,900.00 $\$ 349,900.00$ | K k | 31\% | \$172,431.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 BROCADE ETHERNET 0.00 BROCADE ETHERNET |
| 5 | PCAUS | SEL Pwrcrd for RPS5/8/9/X424/X448- AUS | \$349,900.00 | k | 31\% | \$241,43.012 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BROCADE ETHERNET |
| 5 | PCEURO | SEL Pwrrcd for RPS $2 / 315 / 9$ EU version | \$17.00 | k | 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 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BROCADE ETHERNET |
| 5 | PCJAPAN | SEL Pwrcrd for RPS2/3/5/9 Japan version | \$17.00 | k | 31\% | \$11.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BROCADE ETHERNET |
| 5 | PCUK-EPS | SEL Pwrcrd UK 13A 250V | \$75.00 | k | 31\% | \$51.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 BROCADE ETHERNET |
| 5 | PCUSA | SEL-PWR CRD-RPS2313/19 USA vers 9110" | \$11.00 | k | 31\% | \$7.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.OO BROCADE ETHERNET |
| 5 | ${ }_{\text {PCUSA2 }}{ }^{\text {PRP00195 }}$ | SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125 SEL-FIPS SECURITY SEAL FOR SYSTEM | $\$ 34.00$ $\$ 499.00$ | K | $31 \%$ $31 \%$ | $\$ 23.46$ $\$ 344.31$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 BROCADE ETHERNET |
| 5 | XBR-000195 XBR-R00296 | SEL-FPS SECURIT SEALFOR SUSTEM | \$499.00 $\$ 430.00$ | K | 31\% |  | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ |  | O.00 BROCADE EITERNET |
| 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 | 11-1790-LIC | SEL: THINS-STE-F | \$5,500.00 | k | 31\% | \$3,795.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-1791-LIC | SEL: THIN5-100PK-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 | 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 | 11-1981-LIC | SEL: VR6-OADV25-F | \$7,563.00 | k | 31\% | \$5,218.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-1982-LIC 11-1983-LIC | SEL: VRG6-OENT25-F SEL: VR6-OSTD-OADV-UG-F | $\$ 19,113.00$ $\$ 4,538.00$ | K k | 31\% | \$13,187.97 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-1984-LIC | SEL: VR6-OSTD-OENT-UG-F | \$17,243.00 | k | 31\% | \$11,897.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-1985-LIC | SEL: VRG-OADV-OENT-UG-F | \$12,705.00 | k | 31\% | \$8,766.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-1999-LIC | SEL: VR6-VU100-F | \$8,250.00 | k | 31\% | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2015-LIC | SEL: HZ-FLX-10-F | \$2,750.00 | K | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2112-LIC | SEL: ST6-VSAN-F | \$2,745.00 | , | 31\% | \$1,894.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2113-LIC $11-2248-$ LIC | SEL: STG-VSA-VSAN-UG-F SEL: VR6-MEDI-F | \$12,623.00 | K k | $31 \%$ $31 \%$ | $\$ 8,709.87$ $\$ 45,540.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2288-LIC | SEL: HZ-FLX-AD10-F | \$1,650.00 |  | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | 11-2314-LIC | SEL: HZ-F8WS12-FLX-UG-F | \$110.00 | k | 31\% | \$75.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2317-LIC | SEL: VR7-ATAD25-F | \$7,562.50 | k | 31\% | \$5,218.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2321-LIC | SEL:VR7-AUTDT25-F | \$3,657.50 | K | $31 \%$ $31 \%$ | \$2,523.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2322-LIC $11-2325-$-LIC | SEL: VR7-ATAD-ATEN-UG-F | $\$ 6,050.00$ $\$ 1,870.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 4,174.50$ $\$ 1,290.30$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 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 | 11-2359-LIC | SEL: HZ7-ADC-100-F | \$44,000.00 | k | 31\% | \$30,360.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2360-LIC | SEL: HZ7-ADC-ENC-10-UG-F | \$2,117.50 | K | 31\% | \$1,461.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2361-LIC | SEL: HZ7-ADC-ENC-100-UG-F | $\$ 21,175.00$ $\$ 275000$ | K | $31 \%$ $31 \%$ | $\$ 14,610.75$ $\$ 189750$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2362-LIC | SEL: HZ7-ADN-10-F | $\$ 2,750.00$ $\$ 27,500.00$ | K k | $31 \%$ $31 \%$ | $\$ 1,897.50$ $\$ 18,975.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2364-LIC | SEL: HZ7-ADN-ENN-10-UG-F | \$1,210.00 | k | 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 | \$12,10.00 | K | 31\% | \$8,399.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2366-LIC | SEL: HZ7-AVA-ENC10-UG-F | $\$ 5,142.50$ $\$ 51,425.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$ $\$ 3.548 .383$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | 11-2368-LIC | SEL: HZ7-AVA-ENN10-UG-F | \$3,025.00 | k | 31\% | \$ \$2,087.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2369-LIC | SEL: HZ7-AVA-ENN $100-\mathrm{UG}-\mathrm{F}$ | \$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 | SEL: HZ7-AVE-ENC10-UG-F | \$4,779.50 | k | 31\% | \$3,297.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2371-LIC | SEL: HZ7-AVE-ENC100-UG-F | \$47,795.00 | k | 31\% | \$32,978.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2372-LIC | SEL: HZ7-AVE-ENN10-UG-F | \$2,783.00 | k | 31\% | \$1,920.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2373-LIC | SEL: HZ7-AVE-ENN 100-UG-F | \$27,830.00 | k | 31\% | \$19,202.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2374-LIC 11-2375-LC | SEL: HZ7-AVS-ENC10-UG-F | \$5,868.50 | K | 31\% | $\$ 4,049.27$ $\$ 40$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2375-LIC | SEL: HZ7-AVS-ENC100-UG-F | \$58,685.00 $\$ 3,509.00$ | K k | $31 \%$ $31 \%$ | \$40,492.65 $\$ 2.421 .21$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2377-LIC | SEL: HZ7-AVS-ENN100-UG-F | \$35,090.00 | k | 31\% | \$24,212.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2378-LIC | SEL: HZ7-EAD-STD10-UG-F | \$1,925.00 | K | 31\% | \$1,328.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2379-LIC 11-2380-LIC |  | $\$ 19,250.00$ $\$ 6,32500$ | K | 31\% | \$13,282.50 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2380-LIC | SEL: HZ7-ENC-10-F | $\$ 6,325.00$ $\$ 63,250.00$ | K k | 31\% | $\$ 44,364.25$ $\$ 43.642 .50$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | Soin CARAHSOFT |
| 5 | 11-2382-LIC | SEL: HZ7-ENN-10-F | \$3,850.00 | , | 31\% | \$2,656.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | SEL: HZ7-ENN-ENC-10-UG-F | \$2,722.50 | k | 31\% | \$1,878.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2385-LIC | SEL: HZ7-ENN-ENC-100-UG-F | \$27,225.00 | k | 31\% | \$18,785.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2386-LIC | SEL: HZ7-ENTA-STDA10-UG-F | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2388-LIC $11-2389-$ LIC | SEL: HZ7-LXC-10-F | $\$ 1,650.00$ $\$ 16,500.00$ | K k | $31 \%$ $31 \%$ | $\$ 1,138.50$ $\$ 11,385.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 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 | - 1 11-2391-LLC | SEL: HZ7-LXC-ENC-100-UG-F | \$51,425.00 | K K | 31\% | \$35,483.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
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| BAND | SKU | description | EMC LIST PRICE USD | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { PRICE }}{\substack{\text { NVP LEVEL } \\ \text { SET }}}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | 11-2393-LIC | SEL: HZ7-MGP-ADC-100-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 | 11-2394-LIC | SEL: HZ7-MGP-ADN-10-UG-F | \$1,210.00 | k | 31\% | \$834.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 CARAHSOFT |
| 5 | 11-2395-LIC | SEL: HZ7-MGP-ADN-100-UG-F | \$12,100.00 | k | 31\% | \$8,349.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2396-LIC 11-2397-LIC | SEL: $\mathrm{HZ7}$-MRG-ADC-10-UG-F SEL: HZ7-MRG-ADC-100-UG-F | $\$ 3,025.00$ $\$ 30.25000$ | k | $31 \%$ $31 \%$ | $\begin{array}{r}\$ 2,087.25 \\ \$ 20.872 .50 \\ \hline\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 5 | 11-2397-LIC | SEL: HZ7-MRG-ADC-100-UG-F SEL: | $\$ 30,250.00$ $\$ 1.210 .00$ | K k | 31\% | \$20,872.50 <br> $\$ 834.90$ <br> 8.4 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2399-LIC | SEL: HZ7-MRG-ADN-100-UG-F | \$12,100.00 | k | 31\% | \$8,349.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2400-LIC | SEL: HZ7-ST-ADC-10-UG-F | \$1,815.00 | k | 31\% | \$1,252.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2402-LIC | SEL: HZ7-ST-ADC-250-UG-F | \$45,375.00 | k | 31\% | \$31,308.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2403-LIC | SEL: HZ7-ST-ADC-500-UG-F | \$90,750.00 | k | 31\% | \$62,617.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2404-LIC | SEL: HZ7-ST-ADN-1K-UG-F | \$151,250.00 | , | 31\% | \$104,362.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2405-LIC | SEL: HZ7-ST-ADN-20-UG-F | \$3,025.00 | k | 31\% | \$2,087.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2406-LIC | SEL: HZ7-ST-ADN-200-UG-F | \$30,250.00 | , | 31\% | \$20,872.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2407-LIC | SEL: HZ7-ST-ADN-500-UG-F | \$75,625.00 |  | 31\% | \$52,181.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2409-LIC $11-2410-$ LIC | SEL: HZ7-ST-ENC-100-UG-F SEL HZ7-ST-ENC-250-UG-F | $\$ 39,325.00$ $\$ 98312.50$ | k | $31 \%$ $31 \%$ | \$27,134.25 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2410-LIC | SEL: : HZ7-ST-ENC-250-UG-F SEL: | $\$ 98,312.50$ $\$ 196.625 .00$ | K K | $31 \%$ $31 \%$ | $\$ 67,835.63$ $\$ 135,671.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2412-LIC | SEL: HZ7-ST-ENN-1K-UG-F | \$272,250.00 | k | 31\% | \$187,852.50 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2413-LIC | SEL: HZ7-ST-ENN-20-UG-F | \$5,445.00 | k | 31\% | \$3,757.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2414-LIC | SEL: HZ7-ST-ENN-200-UG-F | \$54,450.00 | k | 31\% | \$37,570.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2415-LIC | SEL: HZZ-ST-ENN-500-UG-F | \$136,125.00 | k | 31\% | \$93,926.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2416-LIC | SEL: HZ7-STD-10-F | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2417-LIC | SEL: HZ7-STD-100-F | $\$ 27,50.00$ $\$ 2,090.00$ | K k | 31\% | $\$ 18,975.00$ $\$ 1.442 .10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2419-LIC | SEL: HZ7-STD-A100-F | \$20,900.00 | , | 31\% | \$14,421.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2420-LIC | SEL: HZ7-STDA-STD $10-$ UG-F | \$770.00 | k | 31\% | \$531.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2421-LIC | SEL: HZ7-STDA-STD100-UG-F | \$7,700.00 | k | 31\% | \$5,313.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2422-LIC | SEL: HZ7-TAC-STA100-UG-F | \$18,810.00 | k | 31\% | \$12,978.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2423-LIC | SEL: HZ7-THIN-ST100-UG-F | \$22,000.00 | k | 31\% | \$15,180.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2424-LIC | SEL: HZ7-TPRO-ST10-UG-F | $\$ 2,310.00$ $\$ 2.530 .00$ | K k | $31 \%$ $31 \%$ | \$1,593.90 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2426-LIC | SEL: HZ7-VAD-ADC-100-UG-F | \$25,300.00 | k | 31\% | \$17,457.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2427-LIC | SEL: HZ7-VAD-ENC-10-UG-F | \$4,647.50 | k | 31\% | \$3,206.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2428-LIC | SEL: HZ7-VAD-ENC-100-UG-F | \$46,475.00 | k | 31\% | \$32,067.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2429-LIC | SEL: HZ7-VENT-ST10-UG-F | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2431-LIC | SEL: ST6-AD-D10-F | $\$ 1,100.00$ $\$ 11,000.00$ | K | 31\% | $\$ 759.00$ $\$ 7.590 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2433-LIC | SEL: STG-AD-EN-UG-F | \$1,815.00 | k | 31\% | \$1,252.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2434-LIC | SEL: ST6-AD-F | \$4,394.50 | k | 31\% | \$3,032.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2439-LIC | SEL: ST6-EN-F | \$6,044.50 | k | 31\% | \$4,170.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
|  | 11-2440-LIC | SEL: ST6-ST-AD-UG-F | \$1,815.00 | k | 31\% | \$1,252.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2441-LIC | SEL: STG-ST-EN-UG-F | \$3,630.00 | k | 31\% | \$2,504.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2446-LIC | SEL: VR-BCLADVC-F | \$3,300.00 | K | $31 \%$ $31 \%$ | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2447-LIC | SEL: VR-BCLADVO-25-F SEL: VR-CODE2C-F | \$5,500.00 | K k | $31 \%$ $31 \%$ | \$3,795.00 $\$ 4,136.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | 11-2449-LIC | SEL: VR-CODE2O-F | \$599.50 | k | 31\% | \$413.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2450-LIC | SEL: VR-OAMAD-F | \$1,650.00 | k | 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 | \$13,750.00 | k | 31\% | \$9,487.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2494-LIC | SEL: HZ7-PRA50-ST100-UG-F | $\$ 13,750.00$ $\$ 57750.00$ | K | $31 \%$ $31 \%$ | $\$ 9,487.50$ $\$ 3984750$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 5 | 11-2495-LIC | SEL: HZ7-UEM-ENC-100-UG-F | $\$ 577,750.00$ $\$ 5,775.00$ | K k | $31 \%$ $31 \%$ | $\$ 39,847.50$ $\$ 3,984.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2497-LIC | SEL: HZ7-UEM-ENN-100-UG-F | \$35,200.00 | k | 31\% | \$24,288.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2498-LIC | SEL: HZ7-UEM-ENN-10-UG-F | \$3,520.00 | K | 31\% | \$2,428.80 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | 11-2499-LIC | SEL: HZ7-WSP-ADN-100-UG-F SEL: | $\$ 12,100.00$ $\$ 1,210.00$ | K k | 31\% | \$8,349.00 $\$ 834.90$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | 11-2505-LIC | SEL: HZ7-ADN-A10-F | \$2,200.00 | k | 31\% | \$1,518.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2506-LIC | SEL: H77-ADN-A100-F | \$22,000.00 | k | 31\% | \$15,180.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2507-LIC | SEL: HZ7-A100-AERC-F | \$33,000.00 | k | 31\% | \$22,770.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2508-LIC | SEL: HZ7-A10-AERC-F | \$3,300.00 | k | 31\% | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2509-LIC | SEL: HZ7-E100-AERC-F | \$46,750.00 | k | 31\% | \$32,257.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2510-LIC | SEL: HZ7-E100-AERC-UG-F | \$15,125.00 | k | 31\% | \$10,436.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2512-LIC | SEL: HZ7-E10-AERC-UG-F | \$ $\$ 31,5121.50$ | K k | $31 \%$ $31 \%$ | \$1,043.63 $\$ 21,631.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | 11-2514-LIC | SEL: HZ7-ENN-A100-UG-F | \$10,285.00 | k | 31\% | \$7,096.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2515-LIC | SEL: HZ7-ENN-A10-F | \$3,135.00 | k | 31\% | \$2,163.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2516-LIC | SEL: HZ7-ENN-A10-UG-F | \$1,028.50 | k | 31\% | \$709.67 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | 11-2530-LIC | SEL: VRG-OSTC-F SEL: VR-NI-ANXC-F | $\$ 1,375.00$ $\$ 1,369.50$ | K k | 31\% | $\$ 948.75$ $\$ 944.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | HCIAKCPUF | SEL: HCl-AK-CPU-F | \$8,637.75 | k | 31\% | \$5,960.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HCISTDCPUF | SEL: HCII-STD-CPU-F | \$3,839.00 | k | 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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADC2503PSSSF | SEL: HZ7-ADC-250-3P-SSS-F | \$72,600.00 | k | 31\% | \$50,094.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADC250GSSSF | SEL: HZ7-ADC-250-G-SSS-F | \$23,100.00 | k | 31\% | \$15,939.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADC250PSSSF | SEL: H77-ADC-250-P-SsS-F | \$ \$27,500.00 | K | 31\% | \$18,975.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | ${ }_{\text {HZ7ADC5003GSSSF }}$ | SEL: HZ7-ADC-500-3G-SSS-F | \$121,968.00 $\$ 145,200.00$ | K k | $31 \%$ $31 \%$ | $\$ 84,157.92$ $\$ 100,188.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | HZ7ADC500GsssF | SEL: HZ7-ADC-500-G-sss-F | \$46,200.00 | k | 31\% | \$31,878.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 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 |
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|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
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| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c} \hline \begin{array}{c} \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array} \\ \hline \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| ${ }_{5}^{5}$ | HZ7ADN1K3PSSSF | SEL: HZ7-ADN-1K-3P-SSS-F | \$181,500.00 | K | 31\% | \$125,235.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN1KGSssF | SEL: HZ7-ADN-1 1 -G-SSS-F | \$57,750.00 | k | 31\% | \$39,847.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN1KPSSSF | SEL: HZ7-ADN-1K-P-SSS-F | \$68,750.00 | k | 31\% | \$47,437.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN2003GSSSF | SEL: HZ7-ADN-200-3G-SSS-F | \$30,492.00 | k | 31\% | \$21,039.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN2003PSSSF | SEL: HZ7-ADN-200-3P-SSS-F | \$366,300.00 | K | 31\% | \$25,047.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 5 | HZ7ADN200GSSSF | SEL: SEL: HZ7-ADN-200-G-SSS-200--SSS-F | \$11,550.00 $\$ 13,750.00$ | K | $31 \%$ $31 \%$ | ${ }_{\text {¢ }} \$ 9,9897.50 .50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | HZ7ADN203GsssF | SEL: HZ7-ADN-20-3G-sss-F | \$3,049.20 | k | 31\% | \$2,103.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN203PSSSF | SEL: HZZ-ADN-20-3P-SSS-F | \$3,630.00 | k | 31\% | \$2,504.70 | \$0.00 | \$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 | k | 31\% | \$796.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN20PSSSF | SEL: HZ7-ADN-20-P-SSS-F | \$1,375.00 | k | 31\% | \$948.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ADN5003GSSSF | SEL: HZ7-ADN-500-3G-SSS-F | \$76,230.00 | k | 31\% | \$52,598.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 CARAHSOFT |
| 5 | HZ7ADN5003PSSSF | SEL: HZ7-ADN-500-3P-SSS-F | \$90,750.00 | k | 31\% | \$62,617.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | SEL: HZ7-ADN-500-P-SSS-F | \$34,375.00 | K | 31\% | \$23,718.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | Hz7APSTCADC100U HZ7APSTCADC dioug | ISEL: HZ7-AP-STC-ADC 100-UG-F | \$15,125.00 $\$ 1,512.50$ | k | 31\% | \$10,436.25 $\$ 1,043.63$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | HZ7APSTNADN100UI | ISEL: HZ7-AP-STN-ADN100-UG-F | \$9,075.00 | k | 31\% | \$6,261.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7APSTNADN10UG | SEL: HZ7-AP-STN-ADN10-UG-F | \$907.50 | k | 31\% | \$626.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENC2503GSSSF | SEL: HZ7-ENC-250-3G-SSS-F | \$87,665.95 | K | 31\% | \$60,489.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | HZ7ENC2503PSSSF | SEL: HZ7-ENC-250-3P-SSS-F SEL: $\mathrm{Hz7}$-NC-250-GSSS-F | \$ $\$ 104.363 .95$ | K | 31\% | $\$ 72,011.13$ $\$ 22.912 .69$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | HZ7ENC250GSSSF | SEL: HZ7-ENC-250-G-SSS-F SEL: HZ7-ENC-250-PSSS-F | ${ }_{\text {\$39,531.80 }}{ }^{\text {S37,20.80 }}$ | K k | $31 \%$ $31 \%$ | \$ \$22,912.69 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | HZ7ENC5003Gsssf | SEL: Hz7-ENC-500-3G-Sss-F | \$175,329.00 | k | 31\% | \$120,977.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 CARAHSOFT |
| 5 | HZ7ENC5003PSSsF | SEL: HZ7-ENC-500-3P-SSS-F | \$208,725.00 | k | 31\% | \$144,020.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENC500GSSSF | SEL: HZ7-ENC-500-G-Sss-F | \$66,412.50 | k | 31\% | \$45,824.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENC500PSSSF | SEL: HZ7-ENC-500-P-Sss-F | \$79,062.50 | k | 31\% | \$54,553.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENN1K3GSssF | SEL: HZ7-ENN-1K-3G-Sss-F | \$213,444.00 | k | 31\% | \$147,276,36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | HZ7ENN1KGSSSF | SEL: HZ7-ENN-11-G-SSS-F | \$80,855.00 | k | 31\% | \$55,786.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 CARAHSOFT |
| 5 5 | HZ7ENN1KPSSSF | SEL: HZ7-ENN-1K-P-SSS-F SEL: H7T-ENN-20-3G-SSS-F | \$996,250.00 | K | 31\% | \$66,412.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 CARAHSOFT |
| $5$ | HZ7ENN2003GSSSF | SEL: H27-ENN-200-3G-SSS-F SEL: H77-ENN-20-3P-SSS-F | $\$ 42,688.80$ $\$ 50,820.00$ | K k | 31\% | ${ }_{\text {\$ }} \mathbf{\$ 2 9 5 , 0 6 5 5 . 8 5 0}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | HZ7ENN200GSSSF | SEL: HZ7-ENN-200-G-Sss-F | \$16,170.00 | k | 31\% | \$11,157.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENN200PSSSF | SEL: HZ7-ENN-200-P-SSS-F | \$19,250.00 | k | 31\% | \$13,282.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 CARAHSOFT |
| 5 | HZ7ENN203GSSSF | SEL: HZ7-ENN-20-3G-Sss-F | \$4,268.88 | k | 31\% | \$2,945.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | HZ7ENN203PSSSF HZ7ENN20GSSSF | SEL: HZ7-ENN-20-3P-SSS-F SEL: HZ7-ENN-20-G-SSS-F | $\$ 5.082 .00$ $\$ 1617.00$ | K | 31\% | $\$ 3,506.58$ $\$ 11157$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 CARAHSOFT |
| 5 | HZZENN2OPSSSF | SEL: HZ7-ENN-20-P-SSS-F | \$1,925.00 | k | 31\% | \$1,328.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5000 CARAHSOFT |
| 5 | HZ7ENN5003GssSF | SEL: Hz7-ENN-500-3G-Sss-F | \$106,722.00 | k | 31\% | \$73,638.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENN5003PSssF | SEL: HZ7-ENN-500-3P-SSS-F | \$127,050.00 | k | 31\% | \$87,664.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENN500GSSSF | SEL: HZ7-ENN-500-G-SSS-F | \$40,425.00 | k | 31\% | \$27,893.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | HZ7ENN500PSSSF | SEL: HZ7-ENN-500-P-Sss-F | \$48,125.00 | k | 31\% | \$33,206.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | ST6EDHA100F | SEL: ST6-ED-HA100-F | $\$ 3,630.00$ $\$ 36300$ | K | 31\% | \$2,504.70 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | ST6-RB-25VM-F | SEL: STT-RB-25VM-F | \$13,750.00 | k | 31\% | \$92487.50 | \$ ${ }_{\text {\$0.00 }}$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | S0.00 | \$ $\$ 0.00$ |  | S000 CARAHSOFT |
| 5 | sti-Rbad-25-F | SEL: ST6-RBAD-25-F | \$22,000.00 | k | 31\% | \$15,180.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | ST6RBADEN25UGF | SEL: ST6-RB-ADEN-25-UG-F | \$9,075.00 | k | 31\% | \$6,261.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | STGRBADV25UGF | SEL: STG-RB-ADV-25-UG-F | \$ $\$ 9,075.00$ | K | 31\% | \$ $\$ 6,261.75$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | STGRBEN25F ST6RBEN25UGF | SEL: STG-RBEN-25-F SEL: ST6-RBEN-25-UG-F | $\$ 30,250.00$ $\$ 18,150.00$ | K K | $31 \%$ $31 \%$ | \$20,872.50 $\$ 12,523$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VAOMSPLLDF | SEL: VA-OMS-PLL-D-F | \$77.00 | k | 31\% | \$53.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 CARAHSOFT |
| 5 | VAOMSPLLUF | SEL: VA-OMS-PLL-U-F | \$154.00 | k | 31\% | \$106.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VAOMSTLSSD2PF | SEL: VA-OMS-TLSS-D-2P-F | \$107.80 | k | 31\% | \$74.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VAOMSTLSSD3PF | SEL: VA-OMS-TLSS-D-3P-F | \$151.80 | k | 31\% | \$104.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VAOMSTLSSDPF | SEL: VA-OMS-TLSS-D-P-F | \$57.20 | k | 31\% | \$39.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | V-OMS-PLL-D-F | SEL: V-OMS-PLL-D-F | \$77.00 | K | 31\% | \$53.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 CARAHSOFT |
| 5 5 | V-OMS-PLL-U-F | SEL: V-OMS-PLL-U-F SEL:V-PS-SUPP-INC-F | $\$ 154.00$ $\$ 1,100.00$ | K | $31 \%$ $31 \%$ | \$106.26 \$759.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VR17AADVADVUGF | SEL: VR17-AADV-ADV-UG-F | \$6,798.00 | k | 31\% | \$4,690.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 CARAHSOFT |
| 5 | VR17AADVENTUGF | SEL: VR17-AADV-ENT-UG-F | \$1,056.00 | k | 31\% | \$728.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17ADVENTUGF | SEL: VR17-ADV-ENT-UG-F | \$1,815.00 | k | 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\% | \$4,739.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17AENTENTUGF | SEL: VR17-AENT-ENT-UG-F | \$4,378.00 | k | 31\% | \$3,020.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17BCLCADVUGF | SEL:VR17-BCLC-ADV-UG-F | \$3,927.00 | K | 31\% | \$2,709.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 CARAHSOFT |
| 5 5 | VR17BCLCENTUGF | SEL: VR17-BCLC-ENT-UG-F | $\$ 5,742.00$ $\$ 1.50700$ | K | 31\% | \$3,961.98 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | S000 CARAHSOFT |
| 5 | VR17BCLOADVUGF | SEL: VR17-BCLO-ADV-UG-F | $\$ 1,507.00$ $\$ 3,322.00$ | K | 31\% | \$1,039.83 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VR17ENTF | SEL: VR17-ENT-F | \$8,519.50 | k | 31\% | \$5,878.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
|  | 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 | VR17LIS4CENTUGF | SEL: VR17-LIS4C-ENT-UG-F | \$7,557.00 | k | 31\% | \$5,214.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17LIS4CSTDUGF | SEL: VR17-LIS4C-STD-UG-F | \$2,717.00 | k | 31\% | \$1,874.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | VR17LIS40ADVUGF | SEL: VR17-LIS40-ADV-UG-F SEL: VR17-LIS4O-ENT-UG-F | $\$ 1,507.00$ $\$ 3,322.00$ | K K | 31\% | $\$ 1,039.83$ $\$ 2.292 .18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 |  | 5000 CARAHSOFT |
|  | VR17LIS4OSTDUGF | SEL: VR17-LIS4O-STD-UG-F | \$3,012.90 | k | 31\% | \$2,078.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 CARAHSOFT |
| 5 | VR170ADVADVUGF | SEL: VR17-OADV-ADV-UG-F | \$6,798.00 | k | 31\% | \$4,690.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170ADVCADVUGF | FSEL: VR17-OADVC-ADV-UG-F | \$4,229.50 | K | 31\% | \$2,918.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170ADVCENTUGF | FSEL: VR17-OADVC-ENT-UG-F | \$6,044.50 | K | 31\% | \$4,170.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 CARAHSOFT |
| 5 | VR170ADVCSTDUGF VR17OADVENTUGF | FSEL: VR17-OADVC-STD-UG-F SEL: | $\$ 1,204.50$ $\$ 1,056.00$ | K k | 31\% | $\$ 831.11$ $\$ 728.64$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VR170ADVSTDUGF | SEL: VR17-OADV-STD-UG-F | \$748.00 | k | 31\% | \$516.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 CARAHSOFT |
| 5 | VR170ENTADVUGF | SEL: VR17-OENT-ADV-UG-F | \$7,095.00 |  | 31\% | \$4,895.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0000 CARAHSOFT |
| 5 | VR170ENTENTUGF | SEL: VR17-OENT-ENT-UG-F | \$7,095.00 | k | 31\% | \$4,895.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0000 CARAHSOFT |
|  |  |  |  |  |  |  | Page 4 of 6 |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered}\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }\end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | VR170ENTSTDUGF | SEL: VR17-OENT-STD-UG-F | \$4,361.50 | K | 31\% | \$3,009.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170ISTADVUGF | SEL: VR17-OIST-ADV-UG-F | \$5,137.00 | K | 31\% | \$3,544.53 | \$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 | VR170ISTSTDUGF | SEL: VR17-OIST-STD-UG-F | \$2,112.00 | k | 31\% | \$1,457.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170STCADVUGF | SEL: VR17-OSTC-ADV-UG-F | \$6,044.50 | k | 31\% | \$4,170.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | VR170STCSTDUGF | SEL: VR17-OSTC-STD-UG-F | \$3,019.50 | k | 31\% | \$2,083.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170STDCADVUGF | GEEL: VR17-OSTIC-ADV-UG-F | \$6,649.50 | K | 31\% | \$4,588.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170STDCENTUGF | FSEL: VR17-OSTDC-ENT-UG-F | \$7,694.50 | k | 31\% | \$5,309.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170STDCSTDUGF | FSEL: VR17-OSTDC-STD-UG-F | \$3,624.50 | k | 31\% | \$2,500.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR170STDOADVVGF | FSEL: VR17-OSTDO-ADV-UG-F | \$3,778.50 | K | 31\% | \$2,607.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17OSTDOENTUGF | FSEL: 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 |  | 0.00 CARAHSOFT |
| 5 | VR170STDOSTDUGF | FSEL: VR17-OSTDO-STD-UG-F | \$753.50 | k | 31\% | \$519.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17STDADVUGF | SEL: VR17-STD-ADV-UG-F SEl VR17-STD-ENT-UG-F | \$3,025.00 | K | $31 \%$ $31 \%$ | \$2,087.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR17STDENTUGF VR17STDF | SEL: VR17-STD-ENT-UG-F SEL: VR17-STD-F | \$4,840.00 | k | 31\% | \$3,339.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VR6-OADVC-F | SEL: VR17-STD-F- SEL: VR6-OADVC-F | $\$ 4,119.50$ $\$ 3.025 .00$ | k | 31\% | \$2,842.46 | \$0.00 $\$ 0.00$ | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VR60stcoadvcugis | GISEL: VR6-OSTC-OADVC-UG-F | \$1,815.00 | , | 31\% | \$1,252.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | vR6ostdcoadvcuis | USEL: VRG-ostdc-oADVC-UG-F | \$2,420.00 | k | 31\% | \$1,669.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR70ADVADVUGFPF | fSEL: VRT-OADV-ADV-UG-FPRO | \$5,098.50 | k | 31\% | \$3,517.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRTOADVENTUGFPF | FSEL: VRT-OADV-ENT-UG-FPRO | \$792.00 | k | 31\% | \$546.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRTOADVSTDUGFPF | FSEL: VR7-OADV-STD-UG-FPRO | \$561.00 | k | 31\% | \$387.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR7OENTADVUGFPF | FSEL: VRT-OENT-ADV-UG-FPRO | \$5,324.00 | k | 31\% | \$3,673.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRTOENTENTUGFPF | FSEL: VRT-OENT-ENT-UG-FPRO | \$5,324.00 | k | 31\% | \$3,673.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRTOENTSTDUGFPF | FSEL:VRT-OENT-STD-UG-FPRO | \$3,272.50 | K | 31\% | \$2,258.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | VR7OISTSTDUGFPRI VR7OSTCADVUGFPF | RSEL: VRT-OIST-STD-UG-FPRO | $\$ 1,584.00$ $\$ 4.537 .50$ | K | 31\% | $\$ 1,092.96$ $\$ 3.130 .88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| 5 | VR7OSTCENTUGFPF | FSEL: VRT-OSTC-ENT-UG-FPRO | \$5,896.00 | k | 31\% | \$4,068.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR70stcstdugrpf | FSEL: VRT-OstC-Std-UG-FPRO | \$2,266.00 | k | 31\% | \$1,563.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR70stdcadvucpi | fsel: VR7-OSTDC-ADV-UG-FPRO | \$4,988.50 | k | 31\% | \$3,442.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRTOSTDCENTUGPF | fsEL: 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 | VR7ostdcstdugrf | fsel: VR7-ostdi-sto-ug-fPRo | \$2,722.50 | k | 31\% | \$1,878.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR7OSTDOADVUGPI | ISEL: VRT-OSTDO-ADV-UG--FPRO | \$2,838.00 | K | $31 \%$ $31 \%$ | \$1,958.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | VRTOSTDOENTUGPI | PSEL: VRT-OSTDO-ENT-UG-FPRO | \$4,196.50 | k | 31\% | \$2,895.59 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | VR7OSTDOSTDUGPIS |  | ( $\begin{array}{r}\text { \$566.50 }\end{array}$ | K | 31\% | ( $\begin{array}{r}\text { \$390.89 }\end{array}$ | \$0.00 $\$ 0.00$ | \$0.00 S000 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | Soiol CARAHSOFT |
| 5 | VRLIS40253GSSSF | SEL: VR-LIS40-25-3G-Sss-F | \$3,049.20 | k | 31\% | \$2,103.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRLIS40253PSSSF | SEL: VR-LIS40-25-3P-SSS-F | \$3,630.00 | k | 31\% | \$2,504.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VR-LIS40-25-F | SEL: VR-LIS40-25-F | \$5,500.00 | k | 31\% | \$3,795.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRLIS4025GSSSF | SEL: VR-LIS40-25-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 | VRLIS4025PSSSF | SEL: VR-LIS40-25-P-SSS-F | \$1,375.00 | K | 31\% | \$948.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | VRNIAENXCUGFPRC | CSEL: VR-NI-AENXC-UG-FPRO | \$229.90 | K | $31 \%$ $31 \%$ | - \$158.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| $5$ | VR-NI-ANX100-F VR-NI-ANX10-F | SEL: VR-N-ANX100-F SEL: VR -NI-ANX10-F | $\$ 2,750.00$ $\$ 275.00$ | K | 31\% | \$1,897.50 $\$ 18975$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | VRNIENX100F | SEL: VR-NI-ENX100-F | \$4,895.00 | k | 31\% | \$3,377.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRNIENX10F | SEL: VR-NI-ENX10-F | \$489.50 | k | 31\% | \$337.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VRNIENXCF | SEL: VR-NI-ENXC-F | \$2,414.50 | k | 31\% | \$1,666.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 5 | VRNIUGAENX100UG | ISEL: VR-NI-UG-AENX100-UG-F | \$2,359.50 | K | 31\% | \$1,628.06 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VRNIUGAENX1OUGF VRNIUGAENXCUGF | SEL: VR-N-UG-AENX10-UG-F SEL: VR-NIUG-AENXC-UG-F | - $\begin{array}{r}\text { \$236.50 }\end{array}$ | K | 31\% | \$163.19 $\$ 793.16$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CARAHSOFT 0.00 CARAHSOFT |
| 5 | vRostackadi | SEL:VR-OSTACK4-AD-F | \$544.50 | k | 31\% | \$375.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | VROSTACK4F | SEL:VR-OSTACK4-F | \$1,094.50 | k | 31\% | \$755.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | WS 14PLAYF | SEL: WS 14-PLAY-F | \$164.99 | k | 31\% | \$113.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | WS14PLAYUGF | SEL: WS14-PLAY-UG-F | \$87.99 | k | 31\% | \$60.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | WS14PROF | SEL: WS14-PRO-F | \$274.99 | k | 31\% | \$189.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | WS14PROUGF | SEL: WS14-PRO-UG-F | \$164.99 | k | 31\% | \$113.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | WS-PLAY-SUP-1PAK | SEL: WS-PLAY-SUP-1PAK | \$33.00 | k | 31\% | \$22.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | WS-PLAY-SUP-3PAK | SEL: WS-PLAY-SUP-3PAK | \$88.00 | k | 31\% | \$60.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | WS-PLAY-SUP-5PAK | SEL: WS-PLAY-SUP-5PAK | \$134.00 | k | 31\% | \$92.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CARAHSOFT |
| 5 | CEADC-BRNZ |  | $\$ 787.69$ $\$ 984.62$ | K | 31\% | \$543.51 $\$ 679.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CLOUDERA |
| 5 | CEADN-BRNZ | SEL Cloudera Analytic Brzz Node (10 min) | \$77,876.922 | k | 31\% | \$55,435.97 | \$0.00 | S0.00 $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | 0.00 CLOUDERA |
| 5 | CEADN-Gold | SEL Cloudera Analytic Gold Node (10 min) | \$9,846.15 | k | 31\% | \$6,793.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 Cloudera |
| 5 | CEBC-BRNZ-I | SEL Cloudera Basic Bronze TB ( 100 min ) | \$196.92 | k | 31\% | \$135.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 CLOUDERA |
| ${ }_{5}^{5}$ | CEBN-bRNZ-I | SEL Cloudera Basic Bronze Node (10 min) | \$1,969.23 | k | 31\% | \$1,358.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDERA |
| 5 | CESN-GOLD-I | SEL Cloudera Basic Gold Node (10 min) | \$2,461.54 | K | 31\% | \$1,698.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | CEDEC-BRNZ | SEL Cloudera Data Eng Brnz TB ( 100 min ) SEL Cloudera Data Eng Gold TB ( 100 min ) | $\$ 393.85$ | k k | 31\% | $\begin{aligned} & \$ 271.76 \\ & \$ 339.69 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CLOUDERA 0.00 CLOUDERA |
| 5 | ceden-brnz | SEL Cloudera Data Eng Brmz Node (10 min) | \$3,938.46 | k | 31\% | \$2,717.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 Cloudera |
| 5 | ceden-gold | SEL Cloudera Data Eng Gold Node (10 min) | \$4,923.08 | k | 31\% | \$3,396.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 Cloudera |
| 5 | CEDHC-brnz | SEL Cloudera EDHub Bronze TB ( 100 min ) | \$984.62 | k | 31\% | \$679.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 Cloudera |
| 5 | CEDHC-GOLD | SEL Cloudera EDHub Gold TB (100 min) | \$1,230.77 | k | 31\% | \$849.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDERA |
| 5 | CEDHN-BRNZ | SEL Cloudera EDHub Bronze Node (10 min) | \$9,846.15 | k | 31\% | \$6,793.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 Cloudera |
| 5 | CEDHN-GOLD | SEL Cloudera EDHub Gold Node (10 min) | \$12,307.69 | k | 31\% | \$8,492.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDERA |
| 5 | CEODC-BRNZ | SEL Cloudera Operatn Brrz TB ( 100 min ) | \$590.77 | k | 31\% | \$407.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDERA |
| 5 5 | CEODC-GOLD CEODN-BRNZ |  | $\$ 738.46$ $\$ 5,907.69$ | K k | $31 \%$ $31 \%$ | \% $\begin{array}{r}\$ 409.54 \\ \$ 4,076.31\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 CLOUDERA 0.00 cloudera |
|  | CEODN-GOLD | SEL Cloudera Operathl Gold Node (10 min) | \$7,384.62 | k | 31\% | \$5,095.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 Cloudera |
| 5 | 456-113-091 | Secure VM SecVM PSMC Sub 25-99-IB | \$59.00 | K | 31\% | \$40.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDIINK |
| 5 | 456-113-092 | Secure VM SecVM PSMC Sub $100-499=18$ Secure VM SecVM PSMC Sub 500-999 | \$48.00 |  | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDLINK |
| 5 | 456-113-093 | Secure VM SecVM PSMC Sub 500-999=1B | \$42.00 | k | 31\% | \$28.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 CLOUDLINK |
|  |  |  |  |  |  |  | Page 5 of 6 |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | 456-113-094 | Secure VM SecVM PSMC Sub 1000+=IB | \$32.00 | K | 31\% | \$22.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O CLOUDLINK |
| 5 | 456-113-095 | Secure VM SecVM Perretual 25-99=1B | \$1,425.00 | K | 31\% | \$983.25 | \$356.25 | \$327.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5 CLOUDLINK |
| 5 | 456-113-096 | Secure VM SecVM Perpetual 100-499=IB | \$1,175.00 | k | 31\% | \$810.75 | \$293.75 | \$270.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 25 CLOUDLINK |
| 5 | 456-113-097 | Secure VM SecVM Perpetual 500-999=IB | \$1,010.00 | k | 31\% | \$696.90 | \$252.50 | \$232.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$232 | 30 CLOUDLINK |
| 5 | 456-113-098 | Secure VM SecVM Perpetual 1000+=IB | \$775.00 | K | 31\% | \$534.75 | \$193.75 | \$178.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$178 | 25 CLOUDLINK |
| 5 | 456-113-099 | Secure VM SVM for CPSD HW per VM=IB | \$500.00 | K | 31\% | \$345.00 | \$125.00 | \$115.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1150 | (eom CLOUDLINK |
| 5 5 | 456-113-100 | Secure VM SVM for CPSD HW per socket=ZC Secure VM KMP Client Perpetual/IA | $\$ 5,000.00$ $\$ 8.000 .00$ | K | 31\% | $\$ 3,450.00$ $\$ 5.520 .00$ | \$1,250.00 $\$ 2.000 .00$ | \$1,150.00 \$1,840.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,150 | . 0 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 cloudink |
| 5 | 456-113-221 | Secure VM SecVM PSPlus Sub 25-99=IB | \$60.00 | k | 31\% | \$41.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 cloudink |
| 5 | 456-113-222 | Secure VM SecVM PSPlus Sub 100-499=1B | \$49.00 | k | 31\% | \$33.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 CLOUDLINK |
| 5 | 456-113-223 | Secure VM SecVM PSPlus Sub $500-999=1 \mathrm{~B}$ | \$42.00 | k | 31\% | \$28.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO CLOUDLINK |
| 5 | 456-113-224 | Secure VM SecVM PSPlus Sub 1000+=IB | \$32.00 | k | 31\% | \$22.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 CLOUDLINK |
| 5 | 458-001-000 | Secure VM SecVM Perpetual | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 CLOUDLINK |
| ${ }_{5}^{5}$ | 458-001-880 | Secure VM SecVM for CPD HW Perpetual | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O CLOUDLINK |
| 5 | 458-002-010 | Secure VM KMIP Client Perpetual | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 CLOUDLINK |
| 5 | 458-002-012 | Secure VM SecVM Perp HCP Bundle | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 CLOUDLINK |
| 5 | SH-458-000-168 | Secure VM SecVM Sub | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO CLOUDLINK |
| 5 | SH-458-000-255 | Secure VM SecVM 6.0 Sub HCP Bundle=IB | \$275.00 | k | 31\% | \$189.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO CLOUDLINK |
| 5 | DBMI-MCD-020 | SEL Migrate NAS-to-ssion Initial 50 | \$42,348.00 | k | 31\% | \$29,220.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DATA DOBI |
| 5 | DBML-MCD-021 | SEL Migrate NAS-t-I-Ision Addal 10 | \$66,499.00 | K | 31\% | \$4,477.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 DATA DOBI |
| 5 | DBMVNX-MCD-020 DBMVNX-MCD-021 | SEL Migrate NAS-to-VNXUUnity Initial 50 SEL Migrate NAS-o-VNX/Unity Addl 10 | \$42,348.00 | k | 31\% | \$29,220.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O0 DATA DOBI |
| 5 | LPE12000-E | SEL Migrate NAS-to-VNXUUNity Addl 10 SELECT SINGLE-PORT 8 CB FC PCI EXPRESs | \$6,489.00 | K | $31 \%$ $31 \%$ | $\$ 4,477.41$ $\$ 859.05$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (en DATA DOBI |
| 5 | LPE12002-E | SELECT DUAL-PORT 8GB FC PCI EXPRESS | \$1,660.00 | k | 31\% | \$1,145.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Emulex |
| 5 | LPE16000B-E | SEL SINGLE-PORT 16GB FC PCIEXPRESS | \$1,670.00 | k | 31\% | \$1,152.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 EMULEX |
| 5 | LPE16002B-E | SEL DUAL-PORT 16GB FC PCI EXPRESS | \$2,199.00 | k | 31\% | \$1,517.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 EMULEX |
| 5 | LPE31000-M6-E | SEL SINGLE-PORT 16GB FC PCIEXPRESS - 1 | \$1,670.00 | k | 31\% | \$1,152.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 EMULEX |
| 5 | A-HDF-AGT-100-1Y | SEL HDF Edge Agent Sub-100 Agents | \$100,000.00 | k | 31\% | \$69,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | A-HDF-AGT-10K-1Y | SEL HDF Edge Agent Sub- 10,000 Agents | \$2,000,000.00 | k | 31\% | \$1,380,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 HoRTONWORKS |
| 5 | A-HDF-AGT-1K-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 |  | . 00 HORTONWORKS |
| 5 5 | A-HDF-DIM-1Y A-HDF-EDG-10-1Y | Sel HDF Data in Motion Bundle | $\$ 700,000.00$ $\$ 10000000$ | K | 31\% | $\$ 483,000.00$ $\$ 6900000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 HORTONWORKS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | A-HDF-EDG-10-1Y <br> A-HDF-EDG-1Y | SEL HDF Edge Brnch Office Sub - 10 Nodes SEL HWX DataFlow Edge Pack 100 Devices | \$100,000.00 | k | 31\% | $\$ 69,000.00$ $\$ 207,000.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | . 00 HoRTONWORKS |
| 5 | A-HDF-EDG-25-1Y | SEL HDF Edge Brmch Office Sub - 25 Nodes | \$150,000.00 | k | 31\% | \$103,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | A-HDF-EFM-1Y | Sel HDF Ent Flow Mngt-16 Cores | \$72,000.00 | k | 31\% | \$49,680.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 HORTONWORKS |
| 5 | ${ }^{\text {A }}$ A-HDF-EMS-ESP-1Y | Sel HDF MNGT Services 1 Cluster | \$20,000.00 | k | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | A-HDF-ESP-1Y | Sel HDF Stream Processing 4 Nodes SEL HDP Ent. 4 Nodes or 50 TB Raw Stor | \$36,000.00 $\$ 16,000.00$ | K | $31 \%$ $31 \%$ | \$24,840.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 HoRTONWORKS |
| 5 | A-HDP-EPL-1Y | SEL HDP Ent. +4 Nodes or 50TB Raw Stor | \$28,800.00 | , | 31\% | \$19,872.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Hortonworks |
| 5 | A-HDP-JSS-6M | SEL HDP Jumpstart Sub. 200TB-6M sub. | \$48,000.00 | k | 31\% | \$33,120.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Hortonworks |
| 5 | A-HDP-SCH-1Y | SEL Solr Search | \$8,000.00 | k | 31\% | \$5,520.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 HoRTONWORKS |
| 5 | A-HWC-FLX-CNT-1Y | SEL FIX Sprt Contact - 1 yr - Required | \$15,385.00 | k | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 HORTONWORKS |
| 5 | A-HWC-FLXCRDTS | SEL HWX Connect FIX Crdts - 12 Credits | \$8,615.00 | k | 31\% | \$5,944.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | A-HWC-FLXPLN-1Y | SEL HWX Connect Flex Plan 1 Y | \$23,077.00 | k | 31\% | \$15,923.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Hortonworks |
| 5 | E-HDF-AGT-100-1Y | SEL HDF Edge Agent Sub-100 Agents | \$92,308.00 | k | 31\% | \$63,692.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 HORTONWORKS |
| 5 | E-HDF-AGT-10K-1Y | SEL HDF Edge Agent Sub- 10,000 Agents | \$1,846,154.00 | k | 31\% | \$1,273,846.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 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 |  | . 00 Hortonworks |
| 5 | E-HDF-DIM-1Y | Sel HDF Data in Motion Bundle | \$646,154.00 | k | 31\% | \$445,846.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 HORTONWORKS |
| 5 | E-HDF-EDG-10-1Y | SEL HDF Edge Brnch Office Sub - 10 Nodes | \$92,308.00 | k | 31\% | \$63,692.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 HORTONWORKS |
| 5 5 | E-HDF-EDG-1Y | SEL HWX DataFlow Edge Pack 100 Devices | \$276,923.00 | k | $31 \%$ $31 \%$ | \$191,076.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 HORTONWORKS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | E-HDF-EDG-25-1Y | SEL HDF Edge Brnch Office Sub - 25 Nodes Sel HDF Ent Flow Mngt- 16 Cores | \$138,462.00 $\$ 66,462.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | ${ }_{\text {¢ }} \$ 955,53858.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 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 |  | .00 hortonworks |
| 5 | E-HDF-ESP-1Y | Sel HDF Stream Processing 4 Nodes | \$33,231.00 | k | 31\% | \$22,929.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Hortonworks |
| 5 | E-HDP-ENT-1Y | SEL HDP Ent. 4 Nodes or 50TB Raw Stor | \$14,769.00 | k | 31\% | \$10,190.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | E-HDP-EPL-1Y | SEL HDP Ent. 4 Nodes or 50TB Raw Stor | \$26,585.00 | k | 31\% | \$18,343.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Hortonworks |
| 5 | E-HDP-JSS-6M | SEL HDP Jumpstart Sub. 200TB-6M sub. | \$46,154.00 | k | 31\% | \$31,846.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DO HORTONWORKS |
| 5 | E-HDP-SCH-1Y | SEL Solr Search | \$7,385.00 | k | 31\% | \$5,095.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DO HORTONWORKS |
| 5 | E-HWC-FLX-CNT-1Y E-HWC-FLXCRDTS | SEL FIX Sprt Contact-1 yr-Required SEL HWX Connect FIX Crats- 12 Credits | $\$ 18,462.00$ $\$ 10,338.00$ | k | 31\% | $\$ 1,738.78$ $\$ 7.133 .22$ | $\$ 0.00$ $\$ 0.00$ | S0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ |  | .00 HORTONWORKS |
| 5 | E-HWC-FLXPLN-1Y | SEL HWX Connect Flex Plan 1 Y | \$27,692.00 | k | 31\% | \$ $\$ 19,107.48$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ |  | Do HORTONWORKS |
| 5 | HDF-AGT-100-1Y | SEL HDF Edge Agent Sub-100 Agents | \$76,923.00 | k | 31\% | \$53,076.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 hortonworks |
|  | HDF-AGT-10k-1Y | SEL HDF Edge Agent Sub- 10,000 Agents | \$1,538,462.00 |  | 31\% | \$1,061,538.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 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 Hortonworks |
| 5 | HDF-DIM-1Y | Sel HDF Data in Motion Bundle | \$538,462.00 | k | 31\% | \$371,538.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 HORTONWORKS |
| 5 | HDF-EDG-10-1Y | SEL HDF Edge Brnch Office Sub - 10 Nodes | \$76,923.00 | k | 31\% | \$53,076.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | HDF-EDG-1Y | SEL HWX DataFlow Edge Pack 100 Devices | \$230,769.00 | k | 31\% | \$159,230.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .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 | \$0.00 |  | . 0 HORTONWORKS |
| 5 5 | HDF-EFM-1Y HDF-EMS-1Y | Sel HDF Ent Flow Mngt-16 Cores Sel HDF MNGT Senices 1 Cluster | \$55,385.00 | K | 31\% | \$388,215.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 HORTONWORKS |
| 5 5 | HDF-EMS-1Y HDF-ESP-1Y | Sel HDF MNGT Serices 1 Cluster Sel HDF Stream Processing 4 Nodes | \$15,385.00 | k k | 31\% | $\$ 10,615.65$ $\$ 19,107.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 HoRTONWORKS |
| 5 | HDP-ENT-1Y | SEL HDP Ent. 4 Nodes or 50TB Raw Stor | \$12,308.00 | k | 31\% | \$8,492.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Hortonworks |
| 5 | HDP-EPL-1Y | SEL HDP Ent. +4 Nodes or 50TB Raw Stor | \$22,154.00 | k | 31\% | \$15,286.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | HDP-JSS-6M | SEL HDP Jumpstart Sub. 200TB-6M sub. | \$46,154.00 | k | 31\% | \$31,846.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Hortonworks |
| 5 | HDP-SCH-1Y | SEL Solr Search | \$6,154.00 | k | 31\% | \$4,246.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 Hortonworks |
| 5 | HWC-FLEX-CNT-1Y | SEL FIx Sprt Contact -1 yr-Required | \$15,385.00 | K | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | DO HORTONWORKS |
| 5 | HWC-FLEXCREDITS HWC-FLEXPLAN-1Y | SEL HWX Connect F\|X Crats - 12 Credits | $\$ 8,615.00$ $\$ 23,077.00$ | k | $31 \%$ $31 \%$ | $\$ 5,944.35$ $\$ 15,923.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | DO HORTONWORKS .00 HORTONWORKS |
| 5 | 1YR-ENT-BUNDLE | SEL Catalog/Data Mgmt Starter for ENT | \$38,461.54 | k | 31\% | \$26,538.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Oo index Engines |
| 5 | 1YR-MM-BUNDLE | SEL Catalog/Data Mgmt Starter for MM | \$15,384.62 | k | 31\% | \$10,615.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 0 INDEX ENGINES |
| 5 | 30DAY-CC-PROMO | SEL IE Workshop 30 Day Single Server | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00 INDEX ENGINES |
|  |  |  |  |  |  |  | Page 6 of 6 |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | wTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | ${ }^{\text {6MONTH-CC-PROMCSEL I E Workshop Promo Single Server }}$ |  | \$15,385.00 | K | 31\% | $\qquad$ <br> $\$ 10.615 .65$ | \$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 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | ADU-1YR-00000010 | SEL 1YR 10-99 ADMIN USER LOGIN | \$1,923.08 | k | 31\% | \$1,326.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | ADU-3YR-00000001 | SEL 3YR 1-9 ADMIN USER LOGIN | \$6,230.77 | k | 31\% | \$4,299.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 000 INDEX ENGINES |
| 5 | ADU-3YR-000000010 | SEL 3RR 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 |  | S. 00 INDEX ENGINES |
| 5 | ADU-5YR-00000001 | SEL LYR 1-9 ADMIN USER LOGIN | \$9,230.77 | K | 31\% | \$6,369.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-1YR-000001000 | SEL SYR $10-99$ ADMIN USER LOGIN | -\$7,692.31 | k | 31\% | \$ \$1,30767.69 $\mathbf{1 0 , 6 1 5 9}$ | \$0.00 $\$ 0.00$ | S0.00 S000 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ |  | (e) |
| 5 | BCB-1YR-00005000 | SEL LY BU Catalog Bundle Up to 5 k Tapes | \$30,769.23 | k | 31\% | \$21,230.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-1YR-00010000 | SEL 1 Y BU Catalog Bundle Upto 10k Tapes | \$46,153.85 | k | 31\% | \$31,846.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-1YR-00025000 | SEL 1 Y BU Catalog Bundle Up to 25k Tapes | \$76,923.08 | k | 31\% | \$53,076.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-3YR-00001000 | SEL 3Y BU Catalog Bundle Up to 1 k Tapes | \$30,769.23 | k | 31\% | \$21,230.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 000 INDEX ENGINES |
| 5 | BCB-3YR-00005000 | SEL 3Y BU Catalog Bundle Up to 5 k Tapes | \$61,538.46 | k | 31\% | \$42,461.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-3YR-00010000 | SEL 3 Y BU Catalog Bundle Up to 10 k Tapes | \$92,307.69 | k | 31\% | \$63,692.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| ${ }_{5}^{5}$ | BCB-3YR-00025000 | SEL 3 Y BU Catalog Bundle Up to 25 k Tapes | \$153,846.15 | k | 31\% | \$106,153.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-5YR-00001000 | SEL 5Y BU Catalog Bundle Up to 1 k Tapes | \$46,153.85 | k | 31\% | \$31,846.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-5YR-00005000 | SEL 5Y BU Catalog Bundle Up to 5 k Tapes | \$92,307.69 | k | 31\% | \$63,692.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | BCB-5YR-00010000 | SEL LY 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 |  | . 000 INDEX ENGINES |
| 5 | BCB-5YR-00025000 | SEL LY BU Catalog Bundle U U to 25 k Tapes | \$230,769.23 | k | 31\% | \$159,230.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FMI-1YR-00000025 | SEL 1YR 25-49TB FILE METADATA INDEX | \$769.23 | K | 31\% | \$530.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FML-1YR-00000050 | SEL Y YR 50-99TB FLLE METADATA INDEX | $\$ 634.62$ $\$ 51923$ | K | 31\% | \$437.89 $\$ 35827$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 INDEX ENGINES |
| 5 | FMI-1YR-00000100 | SEL Y YR 100-249TB FILE METADATA INDEX | \$519.23 | K | 31\% | \$358.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 INDEX ENGINES |
| 5 5 | FMI-1YR-00000250 FMI-1YR-00000500 | SEL 1YR 250-499TB FILE METADATA INDEX SEL 1YR 500-999TB FILE METADATA INDEX | \$384.62 | K | $31 \%$ $31 \%$ | \$265.39 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 INDEX ENGINES S So INDEX ENGINES |
| 5 | FMI-1YR-00001000 | SEL 1YR 1000-1999TB FILE METADATA INDE | \$269.23 | k | 31\% | \$185.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FMI-3YR-00000025 | SEL 3YR 25-49TB 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-3YR-00000050 | SEL 3YR 50-99TB FILE METADATA INDEX | \$1,713.46 | k | 31\% | \$1,182.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 INDEX ENGINES |
| 5 | FMI-3YR-00000100 | SEL 3YR 100-249TB FLLE 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 | FMI-3YR-00000250 | SEL 3YR 250-499TB FILE METADATA INDEX | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FMI-3YR-00000500 | SEL 3YR 500-999TB FILE METADATA INDEX | \$882.69 | k | 31\% | \$609.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FMI-3YR-00001000 | SEL 3YR 1000-1999TB FLLE METADATA INDE | \$726.92 | k | 31\% | \$501.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FMM-5YR-00000025 | SEL 5YR 25-99TB FILE METADATA INDEX | \$3,076.92 | K | 31\% | \$2,123.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 INDEX ENGINES |
| 5 | FMI-5YR-00000050 | SEL 5YR 50-99TB FILE METADATA INDEX | $\$ 2,538.46$ $\$ 2.076 .92$ | K | 31\% | $\$ 1,751.54$ $\$ 1.433 .07$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (ex 0.00 INDEX ENGINES |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | FMI-5YR-00000100 FMI-5YR-00000250 | SEL 5YR 100-249TB FILE METADATA INDEX SEL 5YR 250-499TB FILE METADATA INDEX | $\begin{aligned} & \$ 2,076.92 \\ & \$ 1,538.46 \end{aligned}$ | k | 31\% | $\$ 1,433.07$ $\$ 1,061.54$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 500 INDEX ENGINES |
| 5 | FMI-5YR-00000500 | SEL 5YR 500-999TB FILE METADATA INDEX | \$1,307.69 | k | 31\% | \$902.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | FMI-5YR-00001000 | SEL LYR 1000-1999TB FLLE METADATA INDE | \$1,076.92 | K | 31\% | \$743.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCI-1YR-00001000 | SEL 1 YR 1000-1999 TAPE CATALOG INGEST | \$12.08 | k | 31\% | \$8.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 INDEX ENGINES |
| 5 | TCI-1YR-00002000 <br> TCI-1YR-00005000 | SEL 1YR 2000-4999 TAPE CATALOG INGEST SEL 1YR 5000-9999 TAPE CATALOG INGEST | $\$ 9.77$ $\$ 7.46$ | K | 31\% | \$6.74 $\$ 5.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  |
| 5 | TCI-1YR-000010000 | SEL 1 YR 10000-19999 TAPE CATALOG INGES | \$6.08 | , | 31\% | \$4.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCI-1YR-00020000 | SEL 1YR 2000-49999 TAPE CATALOG INGES | \$4.92 | k | 31\% | \$3.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCI-1YR-00050000 | SEL Y YR 50000-99999 TAPE CATALOG INGES | \$3.77 | k | 31\% | \$2.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 000 INDEX ENGINES |
| 5 | TCI-3YR-00001000 | SEL 3YR 1000-1999 TAPE CATALOG INGEST | \$24.15 | k | 31\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TC1-3YR-00002000 | SEL 3YR 2000-4999 TAPE CATALOG INGEST | \$19.54 | k | 31\% | \$13.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TC1-3YR-00005000 | SEL 3YR 5000-9999 TAPE CATALOG INGEST | \$14.92 | K | 31\% | \$10.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 5 | TCI-3YR-00010000 TCl-3YR-00020000 | SEL 3YR 10000-19999 TAPE CATALOG INGES SEL 3YR 20000-49999 TAPE CATALOG INGES | $\$ 12.15$ $\$ 9.85$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \end{aligned}$ | $\$ 8.38$ $\$ 6.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 INDEX ENGINES 0.00 INDEX ENGINES |
| 5 | TCI-3YR-00050000 | SEL 3YR 50000-99999 TAPE CATALOG INGES | \$7.54 | k | 31\% | \$5.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCl-5YR-00001000 | SEL 5YR 1000-1999 TAPE CATALOG INGEST | \$36.23 | k | 31\% | \$25.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TC1-5YR-00002000 | SEL 5YR 2000-4999 TAPE CATALOG INGEST | \$29.31 | k | 31\% | \$20.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCI-5YR-00005000 | SEL 5YR 5000-9999 TAPE CATALOG INGEST | \$22.38 | k | 31\% | \$15.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TC1-5YR-00010000 | SEL 5YR 10000-19999 TAPE CATALOG INGES | \$18.23 | k | 31\% | \$12.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| $5$ | TCl-5YR-00020000 TCl-SYR-00050000 | SEL 5YR 2000-49999 TAPE CATALOG INGES SEL 5YR 50000-99999 TAPE CATALOG INGES | \$14.77 $\$ 11.31$ | K | $31 \%$ $31 \%$ | $\$ 10.19$ $\$ 7.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  |
| 5 | TCR-1YR-00000010 | SEL 1YR 10-49 TAPE CATALOG REBUILD | \$96.15 | , | 31\% | \$66.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00000050 | SEL 1YR 50-99 TAPE CATALOG REBUILD | \$62.54 | k | 31\% | \$43.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00000100 | SEL 1YR 100-249 TAPE CATALOG REBUILD | \$48.08 | k | 31\% | \$33.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00000250 | SEL 1YR 250-499 TAPE CATALOG REBULL | \$38.46 | K | 31\% | \$26.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00000500 | SEL 1YR 500-999 TAPE CATALOG REBUILD | \$33.69 | k | 31\% | \$23.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00001000 | SEL 1YR 1000-1999 TAPE CATALOG REBUILL | \$24.15 $\$ 19.54$ | K | 31\% | \$16.66 | $\$ 0.00$ $\$ 0.00$ | S0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00005000 | SEL 1YR 5000-9999 TAPE CATALOG REBUILI | \$14.92 | k | 31\% | \$10.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-1YR-00010000 | SEL 1YR 10000-24999 TAPE CATALOG REBUI | \$12.15 | k | 31\% | \$8.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
|  | TCR-1YR-00025000 | SEL 1YR 2500-49999 TAPE CATALOG REBUI | \$9.23 | k | 31\% | \$6.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-3YR-00000010 | SEL 3 YR 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 |
| ${ }_{5}^{5}$ | TTR-3YR-00000050 | SEL 3YR 50-99 TAPE CATALOG REBULLD | \$93.81 | k | 31\% | \$64.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 000 INDEX ENGINES |
| 5 5 | TCR-3YR-00000100 | SEL 3YR 100-249 TAPE CATALOG REBULL | \$72.12 | K | 31\% | \$49.76 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (en 0.00 INDEX ENGINES |
| 5 | TCR-3YR-00000500 | SEL 3YR 500-999 TAPE CATALOG REBUILD | \$50.54 | k | 31\% | ${ }_{\text {\$34.87 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 INDEX ENGINES |
| 5 | TCR-3YR-00001000 | SEL 3YR 1000-1999 TAPE CATALOG REBUILI | \$36.23 | k | 31\% | \$25.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-3YR-00002000 | SEL 3YR 2000-4999 TAPE CATALOG REBUILI | \$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 | SEL 3YR 5000-9999 TAPE CATALOG REBUIL | \$22.38 | K | 31\% | \$15.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 INDEX ENGINES |
| 5 5 | TCR-3YR-00010000 TCR-3YR-00025000 | SEL 3YR 1000-24999 TAPE CATALOG REBUI SEL 3YR $25000-49999$ TAPE CATALOG REBUI | \$18.23 | K | 31\% | \$12.58 $\$ 9.56$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (ex 0.00 INDEX ENGINES |
|  | TCR-5YR-00000010 | SEL 5YR 10-49 TAPE CATALOG REBUILD | \$192.31 |  | 31\% | \$132.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
|  | TCR-5YR-00000050 | SEL 5YR 50-99 TAPE CATALOG REBUILD | \$125.08 | k | 31\% | \$86.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TTR-5YR-00000100 | SEL 5YR 100-249 TAPE CATALOG REBUILD | \$96.15 | k | 31\% | \$66.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 5 | TCR-5YR-00000250 TCR-5YR-00000500 | SEL 5YR 250-499 TAPE CATALOG REBULL SEL 5YR 500-999 TAPE CATALOG REBUILD | ${ }_{\$ 67.38}$ | K | 31\% | \$53.07 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | O <br> 00 INDEX ENGINES <br> 000 <br> INDEX ENGINES |
| 5 | TCR-5YR-00000500 | SEL 5YR 500-999 TAPE CATALOG REBUILD SEL 5 SR 1000-1999 TAPE CATALOG REBUIL | ${ }_{\text {\$487.31 }}$ | K | $31 \%$ $31 \%$ | \$464.49 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | S.00 INDEX ENGINES Soo INDEX ENGINES |
| 5 | TCR-5YR-00002000 | SEL 5YR 2000-4999 TAPE CATALOG REBUILI | \$39.08 | k | 31\% | \$26.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-5YR-00005000 | SEL 5YR 5000-9999 TAPE CATALOG REBUILC | \$29.85 | k | 31\% | \$20.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
|  |  |  |  |  |  |  | Page 7 of 6 |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | TCR-5YR-00010000 | SEL 5YR 10000-24999 TAPE CATALOG REBU | \$24.31 | K | 31\% | \$16.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TCR-5YR-00025000 | SEL 5YR 25000-49999 TAPE CATALOG REBUI | \$18.46 | K | 31\% | \$12.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TMI-1YR-00000010 | SEL 1YR 10-49 TAPE METADATA INDEX | \$384.62 | K | 31\% | \$265.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TML-1YR-00000050 | SEL 1YR 50-99 TAPE METADATA INDEX | \$250.00 | k | 31\% | \$172.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TMI-1YR-00000000 | SEL 1 YR 100-249 TAPE METADATA INDEX | \$192.31 | K | 31\% | \$132.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TMI-1YR-00000250 | SEL 1YR 250-499 TAPE METADATA INDEX | \$146.15 | K | 31\% | \$100.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 5 | TMM-1YR-00000500 TMI-1YR-00001000 | SEL 1 YR 500-999 TAPE METADATA INDEX SEL 1YR 1000-1999 TAPE METADATA INDEX | \$119.23 $\$ 96.62$ | K | 31\% | \$882.27 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 INDEX ENGINES 0.00 INDEX ENGINES |
| 5 | TMI-1YR-00002000 | SEL 1 1YR 2000-4999 TAPE METADATA INDEX | \$78.15 | k | 31\% | \$53.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TMI-1YR-00005000 | SEL 1YR 5000-9999 TAPE METADATA INDEX | \$59.69 | k | 31\% | \$41.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TML-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 | TM1-3YR-00000050 | SEL 3YR 50-99 TAPE METADATA INDEX | \$325.00 | k | 31\% | \$224.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TM1-3YR-00000100 | SEL 3YR 100-249 TAPE METADATA INDEX | \$250.00 | k | 31\% | \$172.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TM1-3YR-00000250 | SEL 3YR 250-499 TAPE METADATA INDEX | \$190.00 | k | 31\% | \$131.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| ${ }_{5}^{5}$ | TMI-3YR-00000500 | SEL 3YR 500-999 TAPE METADATA INDEX | \$155.00 | k | 31\% | \$106.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TML-3YR-00001000 | SEL 3YR 1000-1999 TAPE METADATA INDEX | \$125.60 | k | 31\% | \$86.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | TM1-3YR-00005000 | SEL 3YR 5000-9999 TAPE METADATA INDEX | \$77.60 | k | 31\% | \$53.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TM1-5YR-000000010 | SEL 5YR 10-49 TAPE METADATA INDEX | \$596.15 | k | 31\% | \$411.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TM1-5YR-00000050 | SEL 5YR 50-99 TAPE METADATA INDEX | \$387.50 | K | 31\% | \$267.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TMM-5YR-00000100 | SEL 5YR 100-249 TAPE METADATA INDEX | \$298.08 | K | 31\% | \$205.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TM1-5YR-00000250 | SEL 5YR 250-499 TAPE METADATA INDEX | \$226.54 | k | 31\% | \$156.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TMI-5YR-00000500 | SEL SYR 50 | \$184.81 | K | $31 \%$ $31 \%$ | \$127.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 INDEX ENGINES |
| 5 | TM1-5YR-00002000 | SEL 5YR 2000-4999 TAPE METADATA INDEX | \$121.14 | k | 31\% | \$83.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | TM1-5YR-00005000 | SEL 5YR 5000-9999 TAPE METADATA INDEX | \$92.52 | k | 31\% | \$63.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 INDEX ENGINES |
| 5 | IOM-SW1Y-0-10 | SEL IOMART SW YY 0-10 | \$538.00 | k | 31\% | \$371.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW1Y-1001+ | SEL IOMART SW 1Y 1001+ | \$183.00 | k | 31\% | \$126.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW1Y-11-50 | SEL IOMART SW 1Y 11-50 | \$431.00 | k | 31\% | \$297.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW1Y-151-250 | SEL IOMART SW Y Y 151-250 | \$323.00 | k | 31\% | \$222.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW $1 \mathrm{Y}-251-400$ | SEL IOMART SW Y Y 251-400 | \$269.00 | k | 31\% | \$185.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW 1Y-401-600 | SEL IMMART SW YY 401-600 | \$215.00 | K | 31\% | \$148.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 5 | IOM-SW1Y-51-150 | SEL IOMART SW 1Y 51-150 | \$377.00 $\$ 194.00$ | K | 31\% | $\$ 260.13$ $\$ 133.86$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 IOMART 0.00 IOMART |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | IOM-SW $1 \mathrm{Y}-601-1 \mathrm{~K}$ IOM-SW2Y-0-10 | SEL IOMART SW $1 Y$ Y 601-1000 SEL IOMART SW $2 \mathrm{Y} 0-10$ | \$194.00 | K | 31\% | \$133.86 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 IOMART 0.00 IOMART |
| 5 | IOM-SW2Y-1001+ | SEL IOMART SW 2 Y 1001+ | \$311.00 | k | 31\% | \$214.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW2Y-11-50 | SEL LOMART SW $2 Y$ 11-50 | \$732.00 | K | 31\% | \$505.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW2Y-151-250 |  | \$549.00 | k | 31\% | \$378.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 5 | IOM-SW2Y-251-400 | SEL IOMART SW 2Y 251-400 | \$458.00 | K | 31\% | ${ }_{\text {\$3216.02 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 IOMART 0.00 IOMART |
| 5 | IOM-SW2Y-51-150 | SEL IOMART SW $2 Y$ 51-150 | \$641.00 | K | 31\% | \$442.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW2Y-601-1K | SEL IOMART SW 2 Y 601-1000 | \$330.00 | k | 31\% | \$227.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW3Y-0-10 | SEL IOMART SW 3Y 0-10 | \$1,292.00 | k | 31\% | \$891.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW3Y-1001+ | SEL IOMART SW 3Y 1001+ | \$439.00 |  | 31\% | \$302.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW3Y-11-50 | SEL IOMART SW 3Y 11-50 | \$1,034.00 | k | 31\% | \$713.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW3Y-151-250 | SEL IOMART SW 3Y 151-250 | \$775.00 | K | 31\% | \$534.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 5 | IOM-SW3Y-251-400 IOM-SW3Y-401-600 | SEL IOMART SW 3 Y 251-400 SEL IOMART SW 3Y 401-600 | \$646.00 $\$ 517.00$ | K k | $31 \%$ $31 \%$ | \$445.74 $\$ 356.73$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 IOMART 0.00 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 | \$0.00 |  | 0.00 IOMART |
| 5 | IOM-SW3Y-601-1K | SEL IOMART SW 3Y 601-1000 | \$465.00 | k | 31\% | \$320.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMART |
| 5 | 34585 | STORCENTER IX4-100 6TB | \$1,875.00 | k | 31\% | \$1,293.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 IOMEGA |
| 5 | 90PCPSQLL1001 | SEL PC Perp SQL License 1 Unit | \$882.00 | k | 31\% | \$608.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1002 | SEL PC Perp SQL License $2-5$ Units | \$815.00 | k | 31\% | \$562.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1003 | SEL PC Perp SQL License 6-10 Units | \$681.00 | k | 31\% | \$469.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 5 | 90PCPSQLL 1004 | SEL PC Perp SQL License $11-20$ Units SEL PC Perp SoL License $21-35$ Units | $\$ 513.00$ $\$ 373.00$ | K | 31\% | $\$ 353.97$ $\$ 25737$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 KROLL 0.00 kROLL |
| 5 | ${ }^{\text {90PCPSQLLL1006 }}$ | SEL PC Perp SQL License 36-50 Units | \$301.00 | k | 31\% | \$207.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1007 | SEL PC Perp SQL License 51-100 Units | \$196.00 | k | 31\% | \$135.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1008 | SEL PC Perp SQL License 101-200 Units | \$147.00 | k | 31\% | \$101.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1009 | SEL PC Perp SQL License 201-300 Units | \$121.00 | k | 31\% | \$83.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1010 | SEL PC Perp SQL License 301-400 Units | \$105.00 | k | 31\% | \$72.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90 PCPSQLLI011 | SEL PC Perp SQL License 401-500 Units | \$96.00 | K | 31\% | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1012 90PCPSQLL1013 | SEL PC Perp SQL License 501-600 Units SEL PC Perp SQL License 601-700 Units | ${ }_{\$ 81.00}^{\$ 87.00}$ | K k | 31\% | \$60.03 $\$ 55.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 KROLL 0.00 KROLL |
| 5 | 90PCPSQLL1014 | SEL PC Perp SQL License 701-800 Units | \$77.00 | k | 31\% | \$53.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCPSQLL1015 | SEL PC Perp SQL License 801-900 Units | \$71.00 | k | 31\% | \$48.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| ${ }_{5}^{5}$ | 90 PCPSQLL1016 | SEL PC Perp SQL License 901-1000 Units | \$67.00 | k | 31\% | \$46.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 |  | SEL PC Perp SQL License 1001+ Units | $\$ 58.00$ |  | $31 \%$ | $\$ 40.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S000 |  |  | $\$ 0.00$ |  |  |  |
| 5 5 | 90PCREX1035U 90PCREX1U | SEL PC Perp EXPP License $11-35$ Units SEL PC Perp EXPP License 1 Unit | $\$ 691.00$ $\$ 1,797.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 476.79$ $\$ 1,239.93$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 KROLL 0.00 KROLL |
| 5 | 90PCREX210U | SEL PC Perp EXPP License 2-10 Units | \$1,048.00 |  | 31\% | \$723.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCREX3650U | SEL PC Perp EXPP License 36-50 Units | \$520.00 | k | 31\% | \$358.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCREX51U 90PCRSP1035URBS | SEL PC Perp EXPP License $51+$ Units SEL PC Perp SP+RBS Lic 11-35 TBs | ( $\begin{array}{r}\$ 439.00 \\ \$ 1988.00\end{array}$ | K | 31\% | \$ $\$ 302.91$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCRSPP 1035URBS 90PCRSP1URBS | SEL PC Perp SP+RES Lic 11-35 TBS SEL PC Perp SP+RBS Lic 1 TB | \$1,988.00 | K | $31 \%$ $31 \%$ | \$1,371.72 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 KROLL 0.00 KROLL |
|  | 90PCRSP210URBS | SEL PC Perp SP+RBS Lic 2-10 TBs | \$2,839.00 | k | 31\% | \$1,958.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
|  | 90PCRSP3650URBS | SEL PC Perp SP+RBS Lic 36-50 TBs | \$1,391.00 | k | 31\% | \$959.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 | 90PCRSP51URBS | SEL PC Perp SP+RBS Lic $51+$ TBs | \$1,113.00 | k | 31\% | \$767.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL |
| 5 5 | 90PCRTRIAL | SEL Kroll PC Trial License SEL 30 Day Free Trial of NTP Software M-A | $\$ 0.00$ $\$ 0.00$ | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 KROLL 0.00 NTP SOFTWARE |
| 5 5 | EMCMAEVAL | SEL SEL 30Day Free Trial of NTP S Sotware M-A Trial of NTP Software QFS | $\$ 0.00$ $\$ 0.00$ | k | 31\% | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 NTP SOFTWARE 0.00 NTP SOFTWARE |
| 5 | NTPSDFXB1TB | SELECT NTPS Defendex 10-807B License | \$601.33 | k | 31\% | \$414.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSDFXB2TB | SELECT NTPS Defendex 81-240TB License | \$570.67 | k | 31\% | \$393.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
|  |  |  |  |  |  |  | Page 8 of 6 |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LEVEL <br> PRICE 1 NET | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | NTPSDFXB3TB | SELECT NTPS Defendex 241-5007T License | \$540.00 | K | 31\% | \$372.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSDFXB4TB | SELECT NTPS Defendex 501-750TB License | \$509.33 | K | $31 \%$ | \$351.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 5 | NTPSDEXB5TB | SELECT NTPS Defendex 751-1024TB License | \$476.00 | K | 31\% | \$328.44 $\$ 34500$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB16TB | SELECT Archiver for ECS 10-807B Lic SELECT Archiver for ECS $81-240 T \mathrm{~T}$ Lic | \$500.00 | K | 31\% | \$345.00 $\$ 32202$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB18TB | SELECC Archiver for ECS 241 -500TB Lic | \$436.00 | k | 31\% | \$320.84 | \$8000 | \$5000 | \$0.00 | \$0.00 | \$0.00 | \$80.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB19TB | SELECT Archiver for ECS 501-750TB Lic | \$404.00 | k | 31\% | \$278.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB20TB | SELECT Archiver for ECS $751-1024$ TB Lic | \$372.00 | k | 31\% | \$256.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB21TB | SELECT Archiver for ECS 1025-1500тB Lic | \$340.00 | k | 31\% | \$234.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB22TB | SELECT Archiver for ECS 1501-20487B Lic | \$308.00 | K | 31\% | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB23TB | SELECT Archiver for ECS 2049-2500тB Lic | \$279.00 | k | 31\% | \$192.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSECSB24TB | SELECT Archiver for ECS 2501-3072TB Lic | \$245.00 | k | 31\% | \$169.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| ${ }_{5}^{5}$ | NTPSFAB1TB | SELECT NTPS FA 10-80TB License | \$600.33 | K | 31\% | \$414.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPPFAB2TB | SELECT NTP FA 81-240TT License | \$570.67 | K | 31\% | \$393.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFAB4TB | SELECT NTPS FA 501-750TB License | \$509.33 | k | 31\% | \$351.44 | \$8000 | \$5000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFAB5TB | SELECT NTPS FA 751-1024TB License | \$476.00 | k | 31\% | \$328.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFILEMGNT | SELECT NTPS FILE MGNT PROD | \$120.00 | k | 31\% | \$82.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFRB1TB | SELECT NTPS FR 10-80TB License | \$601.33 | k | 31\% | \$414.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFRB2TB | SELECT NTPS FR 81-240TB License | \$570.67 | k | 31\% | \$393.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFRB3TB | SELECT NTPS FR 241-500TB License | \$540.00 | k | 31\% | \$372.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFRB4TB | SELECT NTPS FR 501-750TB License | \$509.33 | k | 31\% | \$351.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSFRBSTB | SELECT NTPS FR 751-1024TB License | \$476.00 | k | 31\% | \$328.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSQFSB1TB | SELECT NTPS QFS 10-80TB License | \$601.33 | k | 31\% | \$414.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSQFSB2TB | SELECT NTPS QFS 81 1-240TB License | \$570.67 | k | 31\% | \$393.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSQFSB3TB | SELECT NTPS QFS 241-500TB License | \$540.00 | k | 31\% | \$372.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSQFSB4TB | SELECT NTPS QFS 501-750TB License | \$509.33 | k | 31\% | \$351.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSOFSBETB | SELECT NTPS QFS $751-1024$ TB License | \$476.00 | K | $31 \%$ $31 \%$ | \$328.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | NTPSVFMB10TB NTPSVFMB11TB | SELECT NTPS VFM 751-1024TB License SELECT NTPS VFM 1025-1500TB License | \$429.00 | k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$296.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 NTP SOFTWARE |
| 5 | NTPSVFMB12TB | SELECT NTPS VFM 1501-2048TB License | \$355.38 | k | 31\% | \$245.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSVFMB13TB | SELECT NTPS VFM 2049-2500TB License | \$321.54 | k | 31\% | \$221.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSVFMB14TB | SELECT NTPS VFM 2501-3072TB License | \$283.08 | k | 31\% | \$195.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSVFMB6TB | SELECT NTPS VFM 10-80TB License | \$577.00 | k | 31\% | \$398.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| ${ }_{5}^{5}$ | NTPSVFMBTTB | SELECT NTPS VFM 81-240TB License | \$538.00 | K | 31\% | \$3771.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 | NTPSVFMB8TB NTPSVFMB9TB | SELECT NTPS VFM 241-500TB License | \$503.00 | k | 31\% | \$347.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 NTP SOFTWARE |
| 5 5 | NTPSVFMB9TB A-PER-TO | SELECT NTPS VFM 501-750TB License SEL InfoArchive 1-5TB | ( $\begin{array}{r}\text { \$466.00 } \\ \$ 73,076.92\end{array}$ | K | 31\% | $\$ 321.54$ $\$ 50,423.07$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 NTP SOFTWARE |
| 5 | IA-PER-T1 | SEL InfoArchive 6-20TB | \$43,846.00 | k | 31\% | \$30,253.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 OPENTEXT |
| 5 | IA-PER-T2 | SEL InfoArchive 21-50TB | \$27,404.00 | k | 31\% | \$18,908.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | IA-PER-T4 | SEL InfoArchive 101-300тB | \$10,523.00 | k | 31\% | \$7,260.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 OPENTEXT |
| ${ }_{5}^{5}$ | IA-PER-T5 | SEL InfoArchive 301+TB | \$5,262.00 | K | 31\% | \$3,630.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 OPENTEXT |
| 5 5 | CQBEMC679 | SEL VSPEX Branded Dyn Cab 600x 1200 SEL VSPEX Branded Dyn Cab $600 \times 1200$ | $\$ 3,720.00$ $\$ 4.68600$ | K | $31 \%$ $31 \%$ | $\$ 2,566.80$ $\$ 32334$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PANDUIT |
| 5 | CQEE2679 | SEL LSPEX Branded Dy Cab 600x1200 | $\$ 4,686.00$ $\$ 13,366.00$ | k | 31\% | ${ }_{\text {¢ }} \$ 3,233.34 .54$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | CQSE4679 | SEL VSPEX Branded 1000VM 2 Dyn600x1200 | \$22,753.00 | k | 31\% | \$15,699.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | CQSEMCMPB679 | SEL VSPEX Branded 125VM BH 600x1200 Dyn | \$7,810.00 | k | 31\% | \$5,388.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | CQSEMCS6079 | SEL VSPEX Branded 50VM 600x1070 Dyn Sol | \$7,954.00 | k | 31\% | \$5,488.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | CQSEMCSC6079 CVPDUB | SEL VSPEX Branded 50 VM CH 600x1070 Dyn | $\$ 8,104.00$ $\$ 156.00$ | K | 31\% | \$5,591.76 | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PANDUIT |
| 5 | PEV12 | SEL 12 PATCHRUNNER ENHANCED VERTICA | \$1,018.00 | K | 31\% | \$107.64 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | PEV8 | SEL 8 PATCHRUNNER ENHANCED VERTICAI | \$910.00 | k | 31\% | \$627.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | PRD12 | SEL PATCHRNR 12 DUAL HINGE DR FOR 841 | \$451.00 | k | 31\% | \$311.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | Q1N231L2N30AHAO | SEL Network PDU,VERT, 30A,1P,208V,L6-30P SEL POU Vert 30A 3 -Delta L15-30P 208V | $\$ 1,350.00$ $\$ 1,409.00$ | k | $\begin{aligned} & 31 \% \\ & 011 \% \end{aligned}$ | \$931.50 $\$ 972.21$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PANDUIT 0.00 PANDUIT |
| 5 | Q1N2B1N3N30AHAO Q1N2B1P3N30AHA0 | SEL POU Vert 30A 3-Delta L15-30P 208V SEL Network PDU,VERT, $30 \mathrm{~A}, 3 \mathrm{P}, 208 \mathrm{~V}, \mathrm{L21-30P}$ | \$1,409.00 $\$ 1,455.00$ | K | 31\% |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PANDUUT |
| 5 | Q1N2B2P6М30АНА0 | SEL POU Vert 32A 3-WYE IEC60309 | \$4,042.00 | k | 31\% | \$2,788.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | Q1N2B3J2M30AHA0 | SEL Network PDU,VERT, 32A, 1P,230V,60309 | \$1,229.00 | k | 31\% | \$848.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | R4P36 | SEL 36 DEEP 4 POST RACK | \$1,564.00 | k | 31\% | \$1,079.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PANDUIT |
| 5 | PE1000019999SPRM | 1 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 | PE1000019999SSTD | SEL Puppet Ent 10K-19999 nodes Stnd Sub | \$118.46 | K | 31\% | \$81.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| ${ }_{5}^{5}$ | PE10002499SPRM | SEL Puppet Ent 1K-2499 nodes Prem Sub | $\$ 185.00$ $\$ 15231$ | K | $31 \%$ $31 \%$ | $\$ 127.65$ $\$ 105.09$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  |
| 5 | PE10002499SSTD PE100249SPRM | SEL Puppet Ent 11-2499 nodes Stnd Sub SEL Puppet Ent $100-249$ nodes Prem Sub | \$152.31 | k k | $31 \%$ $31 \%$ | \$105.09 $\$ 226.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PUPPET LABS 0.00 PUPPET LABS |
| 5 | PE100249SSTD | SEL Puppet Ent 100-249 nodes Stnd Sub | \$172.31 | k | 31\% | \$118.89 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 | PE2000049999SPRM | 1 SEL Puppet Ent 20K-49999 nodes Prem Sub | \$128.00 | k | 31\% | \$88.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 | PE2000049999SSTD | SEL Puppet Ent 20K-49999 nodes Stnd Sub | \$107.69 | k | 31\% | \$74.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 | PE25004999SPRM | SEL Puppet Ent 2.5K-4999 nodes Prem Sub | \$162.00 | k | 31\% | \$111.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 | PE25004999SSTD | SEL Puppet Ent 2.5K-4999 nodes Strd Sub | \$135.38 | k | 31\% | \$93.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 | PE250499SPRM | SEL Puppet Ent $250-499$ nodes Prem Sub | \$222.00 | K | 31\% | \$153.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 5 | PE250499SSTD | SEL Puppet Ent $250-499$ nodes Stnd Sub | $\$ 163.08$ $\$ 157.00$ | K | 31\% | \$112.53 $\$ 108.33$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PUPPET LABS |
| 5 | PE500099999PRM PE5000999SSTD | SEL Puppet Ent 5 K- 9999 nodes Prem Sub | \$157.00 | K | 31\% | \$108.33 $\$ 90.23$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PUPPET LABS 0.00 PUPPET LABS |
| 5 | PE500999SPRM | SEL Puppet Ent 500-999 nodes Prem Sub | \$195.00 | k | 31\% | \$134.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 | PE500999SSTD | SEL Puppet Ent 500-999 nodes Sthd Sub | \$156.92 | k | 31\% | \$108.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 PUPPET LABS |
| 5 5 | $\underset{\text { PIA-1 }}{\text { PEEBUNDLEDSPF }}$ | F SEL Puppet Ent Bundled-EHC Min Qty=3000 SEL STEELCNT APPINT AGENT (QTY 1-24) | $\$ 151.00$ $\$ 6,399.00$ | K k | $31 \%$ $31 \%$ | \$104.19 $\$ 4,415.31$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 PUPPETLABS 0.00 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 | SEL STEELCNT APPINT AGENT (QTY 50-99) | \$4,799.00 | K | 31\% | \$3,311.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 5 | ${ }_{\text {AlA }}^{\text {A }}$ - 5 | SEL STEELCNT APPINT AGENT (QTY 100-24¢ SEL STEELCNT APPINT AGENT (QTY 250-49c | $\$ 4,479.00$ $\$ 4.159 .00$ | k | $31 \%$ $31 \%$ | ${ }_{\text {\$ }}^{\$ 3,090.51}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | AIA-6 | SEL STEELCNT APPINT AGENT (QTY 500-999 | \$3,679.00 | k | 31\% | \$2,538.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { PRICE }}{\substack{\text { NVP LEVEL }}} \mid \text { NET }$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | AIA-7 | SEL STEELCNT APPINT AGENT (1000-2499) | \$3,519.00 | K | 31\% | \$2,428.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | AIA-8 | SEL STEELCNT APPINT AGENT (2500-4999) | \$3,200.00 | k | 31\% | \$2,208.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | AIA-9 | SEL STEELCNT APPINT AGENT (5000-99999) | \$2,880.00 | , | 31\% | \$1,987.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERRED |
| 5 | AIXBMX-40 | SEL AI Xprt BrwsrMetrix 10 MPgVV Views-Month | \$26,332.00 | k | 31\% | \$18,169.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 | AIXBMX-50 | SEL AI XprtBrwsrMetrix 100MPgViews-Month | \$223,871.00 | K | 31\% | \$154,470.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED 0.00 RIVERBED |
| 5 5 | AIXBMX-60 AIXBMX-70 |  | $\$ 882,332.00$ $\$ 1,846,148.00$ | K | $31 \%$ $31 \%$ |  | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 RIVEREED 0.00 RIVERBED |
| 5 | AlXCOL | SEL Appinternals Xpert Agent | \$3,932.00 | k | 31\% | \$2,713.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | AlxCon | SEL Applinternals Xpert Management Server | \$34,455.00 |  | 31\% | \$23,773.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-03300-B010 | SEL AppResponse 3300 | \$66,455.00 | k | 31\% | \$45,853.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-03800-B010 | SEL AppResponse 3800 | \$105,225.00 | k | 31\% | \$72,605.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-04300-B010 | SEL AppResponse 4300 | \$138,455.00 | k | 31\% | \$95,533.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-05100-B010 | SEL AppResponse 5100 | \$177,225.00 | k | 31\% | \$122,285.25 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 |  | 0.00 RIVERRED |
| 5 | ARXCXT10 | SEL CX-Tracer - 10 Servers | \$19,686.00 | K | 31\% | \$13,583.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 RIVEREED |
| 5 | ARXCXT100 | SEL CX-Tracer - 100 Servers | \$131,686.00 | K | 31\% | \$900,863.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | ARXDB | SEL ApPResponse DB Module | \$ ${ }^{\text {S }}$ | k | 31\% | \$277,65.25 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-DIR300-B010 | SEL AppResponse Director | \$52,055.00 | k | 31\% | \$35,917.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-EXP300-B010 | SEL AppResponse Expansion Chassis | \$68,302.00 | k | 31\% | \$47,128.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-SM-3000 | SEL Shark Modul for AppResp 3000 series | \$12,302.00 | k | 31\% | \$8,488.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-SM-4000 | SEL Shark Modul for AppResp 4000 series | \$22,025.00 | k | 31\% | \$15,197.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-SM-5000 | SEL Shark Modul for AppResp 5000 series | \$26,455.00 | k | 31\% | \$18,253.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-SM-6000 | SEL Shark Module for AppResp 6000 series | \$42,332.00 | k | 31\% | \$29,209.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-UCMM | SEL AppResponse UC Module | \$39,502.00 |  | 31\% | \$27,256.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARX-V2000 | SEL AppResponse v2000 | \$32,855.00 | k | 31\% | \$22,669.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARXVMON | SEL AppResponse VMon | \$14,517.00 | k | 31\% | \$10,016.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ARXVOITK | 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 |  | 0.00 RIVEREED |
| 5 | ARXVOI250 | SEL AppResponse VoIP Module $1-250$ Calls | $\$ 77.871 .00$ $\$ 13,16300$ | K | 31\% | $\$ 5,430.99$ $\$ 9.082 .47$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVEREED 0.00 RIVERBED |
| 5 5 | $\begin{aligned} & \text { ARXVOI500 } \\ & \text { ASENX } \end{aligned}$ | SEL AppResponse VoIP Module 1-500 Calls | \$13,163.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | \$9,082.47 $\$ 18,169.08$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$9.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVEREED 0.00 RIVERBED |
| 5 | ASESNMP | SEL AppSensor SNMP Adapter Pack | \$6,154.00 | k | 31\% | \$4,246.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ATXP | SEL AppTransaction Plus | \$109,286.00 | k | 31\% | \$75,407.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | ATXS | SEL AppTransaction Standard | \$77,655.00 | k | 31\% | \$53,581.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | СмС-- 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 | CMC-H-10-2 | SELECT 10 PACK CMC LICENSES (OTY 5-19) | \$2,462.00 | K | $31 \%$ $31 \%$ | \$1,698.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 | CMC-H-10-3 | SELECT 10 PACK CMC LICENSES (QTY 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 | CMC-H-10-4 CMC-H-10-5 | SELECT 10 PACK CMC LICENSES (QTY 45-94 SELECT 10 PACK CMC LICENSES (QTY 95-19 | $\$ 1,108.00$ $\$ 923.00$ | K k | $31 \%$ $31 \%$ | ${ }_{\text {\$ }} \mathbf{\$ 7 6 4 . 5 2}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVEREED 0.00 RIVERBED |
| 5 | СмС--Н-10-6 | SELECT 10 PACK CMC LICENSES (QTY 195+) | \$677.00 | k | 31\% | \$467.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CMC-S-10-1 | SELECT CMC-VE Licenses (Qty 0-9) | \$3,077.00 | k | 31\% | \$2,123.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | SELECT CMC-VE LICENSES (QTY 24-29) | \$1,477.00 | K | 31\% | \$1,019.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 | CMC-S-10-4 | SELECT CMC-VE LICENSES (QTY 50-99) | \$1,108.00 | k | 31\% | \$764.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 RIVEREED |
| 5 | CMC-S-10-5 CMC-S-10-6 | SEL CMC-VE Licenses (Qty 100-199) | $\$ 923.00$ $\$ 677.00$ | K | $31 \%$ $31 \%$ | \$636.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 5 | CMC-S-10-6 CMC-VE-NST | SEL CMC-VE Licenses ( $($ Aty $200+$ ) SEL VIRTUAL CMC LICENSE | $\$ 677.00$ $\$ 1,846.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$4467.13 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | CSK-CNCLICUSR1-1 | SEL SteelCentNetShkPckAnlyz1 ConcLic (1-4) | \$5,532.00 | k | 31\% | \$3,817.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CSK-CNCLICUSR1-2 | SEL SteelCentNetShkPckAnlyz1 ConcLicic(5-9) | \$4,425.00 | K | 31\% | \$ $\$ 3.053 .25$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | CSK-CNCLICUSR1-3 CSK-CNCLICUSR1-4 | SEL SteelCentNSharkPackAnaly1CncLic $10-24$ | $\$ 3,563.00$ $\$ 3,071.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 2,458.47 \\ & \$ 2,118.99 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$9.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 RIVERBED 0.00 RIVERBED |
| 5 | CSP-CNC-LICUSR-1 | SEL Pilot Concurrent User 1-4 | \$5,532.00 | k | 31\% | \$3,817.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CSP-CNC-LICUSR-2 | SEL Pilot Concurrent User 5-9 | \$4,425.00 | k | 31\% | \$3,053.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CSP-CNC-LICUSR-3 | SEL Pilot Concurrent User 10-24 | \$3,563.00 | k | 31\% | \$2,458.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| ${ }_{5}^{5}$ | CSP-CNC-LICUSR-4 | SEL Pilot Concurrent User 25+ | $\$ 3,071.00$ $\$ 868600$ |  | $31 \%$ $31 \%$ | $\$ 2,118.99$ $\$ 2.543$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVEREED 0.00 RIVERBED |
| 5 5 | CSP-LLC-USR-1 CSP-LIC-USR-2 | SEL CASCADE PILOT 11 USER 1-2 SEL CASCADE PILOT 1 USER 3-4 | $\$ 3,686.00$ $\$ 3,563.00$ | K k | 31\% | \$2,543.34 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | CSP-LIC-USR-3 | SEL CASCADE PILOT 1 USER 5-9 | \$2,938.00 | k | 31\% | \$2,027.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CSP-LIC-USR-4 | SEL CASCADE PILOT 1 USER 10-24 | \$2,791.00 | k | 31\% | \$1,925.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CSP-LIC-USR-5 | SEL CASCADE PILOT 1 USER 25-49 | \$2,651.00 | k | 31\% | \$1,829.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | CSP-LIC-USR-6 | SEL CASCADE PILOT 1 USER 50-99 | \$2,518.00 | K | 31\% | \$1,737.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 | CSP-LIC-USR-7 | SEL CASCADE PILOT 1 USER 100-99999 | \$2,140.00 | k | 31\% | \$1,476.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERRED |
| 5 | CSP-PE-LIC | SEL Cascade Pilot Personal Edition | \$1,594.00 | k | 31\% | \$1,099.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 RIVEREED |
| 5 5 | CX-255-B020 FPS-003 | SEL SteelHead CX255B020 with RiOS (TAA) | $\$ 2,209.00$ $\$ 3.077 .00$ | K | 31\% | \$1,524.21 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED |
| 5 | FPSS-003 |  | \$3,077.00 | K k | 31\% | $\$ 2,123.13$ $\$ 3,057.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | FPS-005 | SELFIPS2050/1555/3070/EX/SFED21/22/3100 | \$5,046.00 | k | 31\% | \$3,481.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | FPS-006 | SEL FIPS 5050/605015055/5070/SFED32/5100 | \$9,231.00 | K | 31\% | \$6,369.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 | FPS-007 | SEL FIPS License (SH7050/CX7055/CX7070) | \$18,462.00 | k | 31\% | \$12,738.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | FSYNC-001 | SEL FusionSync GCAzooo | \$3,077.00 | k | 31\% | \$2,123.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| ${ }_{5}^{5}$ | FSYNC-002 | SEL Fusionsync GCA 3000 | \$4,615.00 | K | 31\% | \$3,184.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 5 | FSYNC-003 FSYNC-004 | SEL FusionSync VGC 1000 SEL Fusionsync VGC 1500 | $\$ 1,846.00$ $\$ 3,077.00$ | K k | $31 \%$ $31 \%$ | \$1,273.74 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 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 | \$0.00 |  | 0.00 RIVERBED |
| 5 | HA-BUNDLE | SEL High Avail Bundle ( $25 \%$ ea adj LP) | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | INT-09600-B010 | SEL StellHead Interceptor 9600 Base | \$55,378.00 | K | 31\% | \$38,210.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVEREED |
| 5 5 | INT-09600-B010-C KIT-MEM1-1260 | SEL Steellead Interceptor 9600 Base-C | $\$ 55,378.00$ $\$ 246200$ | K | $31 \%$ $31 \%$ | \$38,210.82 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 RIVEREED 0.00 RIVERBED |
| 5 5 | KIT-MEM -1260 KIT-MEM2-1260 | SEL MEMORY UPGR LIC KIT EX1260 (TO 32G SEL MEMORY UPGR LIC KIT EX1260 (TO 64G | $\$ 2,462.00$ $\$ 9,846.00$ | K k | 31\% | \$1,698.78 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 RIVERBED 0.00 RIVERBED |
| 5 | L-CAP2260-CAA | SEL CAS ANALYTICS LIC FOR CAP-2260-B011 | \$49,225.00 | k | 31\% | \$33,965.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | L-CAP4260-CAA | SEL CAS ANALYTICS LICENSE FOR ENT PRC | \$86,148.00 | K | 31\% | \$59,442.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 5 | LIC-ADD-100MB LIC-ARX3300 | SEL License 100Mbps add on-VH only SEL AppResponse 3300 licenses | $\$ 4,923.00$ $\$ 7,385.00$ | k | 31\% | $\underset{\$ 5,095.65}{\$ 3,396.87}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVEREED 0.00 RIVERBED |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 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 | \$0.00 |  | OO RIVERBED |
| 5 | LIC-ARX4300 | SEL AppResponse 4300 licenses | \$15,385.00 | K | 31\% | \$10,615.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-ARX5100 | SEL AppResponse 5100 licenses | \$19,692.00 | k | 31\% | \$13,587.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-ARX6000 | SEL AppResponse 6000 licenses | \$28,314.00 | k | 31\% | \$19,536.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | LIC-ARXDIR 300 | SEL AppResponse Director 300 licenses SEL SDN Feature License for CAP-VE-100 | \$5,785.00 | k | 31\% | \$3,991.65 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | Soion RIVERBED |
| 5 | LIC-CAX-460-SDN | SEL SDN Feature License for CAX-460 | \$2,455.00 | k | 31\% | ${ }_{\text {\$1, }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-CXA-255-H | SEL License Steellead CX255-H | \$6,400.00 | k | 31\% | \$4,416.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-CXA-255-M | SEL License SteelHead CX255-M | \$3,938.00 | k | 31\% | \$2,717.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| ${ }_{5}^{5}$ | LIC-CXA-255-U | SEL License Steellhad CX255-U | \$249.00 | k | 31\% | \$169.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 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 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-CXA-570-L | SEL Lic SteelHead CX570L 10Mbps 275conn | \$985.00 | k | 31\% | \$679.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-CXA-570-M | SEL LLic SteelHead CX570M 10Mbps 450conn | \$3,446.00 | K | $31 \%$ $31 \%$ | \$2,377.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | S.00 RIVERBED |
| 5 | LIC-CXA-770-H | SEL Lic SteelHead CX7770H 30Mbps 2500conn | \$10,209.00 | k | 31\% | \$7,044.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | LLC-CXA-770-L | SEL Lic SteelHead CX770L 20Mbps 1000conn | \$1,594.00 | K | $31 \%$ $31 \%$ | \$1,099.86 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | Soi.00 RIVERBED |
| 5 | LIC-INT-09600 | SEL License Steelhead INT-9600 | \$6,154.00 | k | 31\% | \$4,246.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ |  | S.00 RIVERBED |
| 5 | LIC-SCAN-02170 | SEL SteelCentral NetShark 2170 license | \$4,923.00 | k | 31\% | \$3,396.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCAN-04170 | SEL SteelCentral NetShark 4170 license | \$9,231.00 | k | 31\% | \$6,369.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 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 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SCAN-SFED20 | SEL NetSharkVE SteelFusionEdge2100, 2200 | \$2,209.00 | k | 31\% | \$1,524.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCAN-SFED30 | SEL NetSharkVE SteelFusionEdge3100 | \$3,194.00 | k | 31\% | \$2,203.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SCAN-SFED40 | SEL NetSharkVE SteelFusionEdge 3200,5100 | \$6,148.00 | k | 31\% | \$4,242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SCC-1000 | SELLic SCCC 1000incl bundled20 Appliances | \$1,108.00 | k | 31\% | \$764.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SCFG-2270-F1 | SEL SteelCentralFlowGateway Lic 200K FPM | \$6,154.00 | k | 31\% | \$4,246.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCFG-2270-F2 | SEL SteelCentralFlowGateway Lic 400K FPM | \$27,077.00 | k | 31\% | \$18,683.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCFG-2270-F3 | SEL SteelCentrallow Gateway Lic 600K FPM | \$44,308.00 | K | 31\% | \$30,572.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | LIC-SCFG-2270-F4 | SEL SteelCentralFlowGateway Lic 800K FPM | $\$ 59,077.00$ $\$ 72.615 .00$ | K | 31\% | $\$ 40,763.13$ $\$ 50,104$ S | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 500 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | LIC-SCFG-2270-F5 | SEL SteelCentral Flow Gateway Lic 1M FPM SEL SteelCentral Flow Gateway Lic 2 M FPM | $\$ 72,615.00$ $\$ 121,846.00$ | k | $31 \%$ $31 \%$ | ${ }_{\text {\$84,073.74 }}{ }^{\text {S }}$, 10.35 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 5.00 RIVERBED |
| 5 | LIC-SCNE-470-F1 | SEL SteelCentral NetExpress Lic 15K FPM | \$2,462.00 | k | 31\% | \$1,698.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | LIC-SCNE-470-F2 | SEL SteelCentral NetExpress Lic 30K FPM | \$18,462.00 | k | 31\% | \$12,738.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5000 RIVERBED |
| 5 | LIC-SCNE-470-F3 | SEL SteelCentral NetExpress Lic 60K FPM | \$45,538.00 | k | 31\% | \$31,421.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SCNE-470-F4 | SEL SteelCentral NetExpress Lic 90K FPM | \$70,154.00 | k | 31\% | \$48,406.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 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 | LIC-SCNEVE470SDN | SEL SteelCentral SDN License SCNEVE470 | \$2,455.00 | k | 31\% | \$1,693.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LICSCNP04270UF1 | SEL SteelCentralNetProfilerEnterprULLic | \$4,923.00 | k | 31\% | \$3,396.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCNP-2270-F1 | SEL SteelCentralNetProfile Lic 200K FPM | \$12,923.00 | k | 31\% | \$8,916.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCNP-2270-F2 | SEL SteelCentralNetProfiler Lic 400 4 FPM SEL SteelCentralNetProfile Lic 600 KPM | $\$ 65,846.00$ $\$ 105.231 .00$ | K | 31\% | $\$ 45,433.74$ $\$ 72.60939$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ |  | 500 RIVERBED |
| 5 | LIC-SCNP-2270-F4 | SEL SteelCentralNetProfilier Lic | \$139,692.00 | K | 31\% | \$96,387.48 | \$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ |  | Soo RIVERBED |
| 5 | LIC-SCNP-2270-F5 | SEL SteelCentral NetProfiler Lic 1M FPM | \$168,000.00 | k | 31\% | \$115,920.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCNP2270-SDN | SEL SteelCentral SDN Lic SCNP-02270-B010 | \$6,148.00 | k | 31\% | \$4,242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LICSCNP4270AN-F1 | SEL SteelCentrNetProfilerEntANLic1MFPM | \$18,831.00 | k | 31\% | \$12,993.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LICSCNP4270DB-F1 | SEL SteelCentralNetProfierEnterpr DBLic | \$7,877.00 | k | 31\% | \$5,435.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCNP42700PPF1 | SEL SteelCentralNetProfilierEnterpr DPLic | \$6,523.00 | k | 31\% | \$4,500.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | LIC-SCNP4270EXF1 | SEL SteelCentrNetProfilerEntEXLic1MFPM | $\$ 18.831 .00$ $\$ 614800$ | k | 31\% | \$12.993.39 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | LIC-SCNP4270-SDN | SEL SteelCentralNetProfilerEnterprSDNLLic SEL SDN License for SCNP-VE-SDN | $\$ 6,148.00$ $\$ 6,148.00$ | K | $31 \%$ $31 \%$ | ${ }_{\$ 4,242.12}^{\$ 4.242 .12}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S 0.00 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 |  | 500 RIVERBED |
| 5 | LIC-SCPS-004 | SEL SCPS License on $755 / 770$ Series | \$4,302.00 | K | 31\% | \$2,968.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SCPS-006 | SEL SCPS Lic EX1160/SFED2100/2200 | \$10,455.00 | k | 31\% | \$7,213.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 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 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SCPS-007 | SEL SCPS Lic 1260/1360/SFED3100/3200 | \$15,378.00 | K | 31\% | \$10,610.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | LIC-SCPS-008 LIC-SCPS-009 | SEL SCPS License on 1555/3070 Series SEL SCPS License on 5055/5070 Series | \$10,455.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{array}{r} \$ 7,213.95 \\ \$ 10,610.82 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | . 00 RIVERBED .00 RIVERBED |
| 5 | LIC-SCPS-010 | SEL SCPS License 7055/7070/DX8000 Series | \$40,609.00 | k | 31\% | \$28,020.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5000 RIVERBED |
| 5 | LIC-SFCR-3500-C1 | SEL LIC SFCR $3500, \mathrm{C} 1,25$ 2TB, 150LUNs | \$9,225.00 | k | 31\% | \$6,365.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SFCR-3500-C2 | SEL LIC SFCR 3500, C2, 50TB, 200 LUNs | \$19,071.00 | k | 31\% | \$13,158.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| ${ }_{5}^{5}$ | LIC-SFCR-3500-C3 | SEL LIC SFCR3500, C3, 100 TB, 300 LUNs | \$46,148.00 | K | $31 \%$ $31 \%$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  |  |
| 5 5 | LIC-SFED-2100-W0 | SEL SFED2100, BlockStream Only, Lic W0 SEL LIC SFED2100 W1 1500cxns, 20 Mbps | \$0.00 $\$ 4,923.00$ | K | 31\% | $\begin{array}{r} \$ 0.00 \\ \$ 3,396.87 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | . 00 RIVERBED 0.00 RIVERBED |
| 5 | LIC-SFED-2100-W2 | SEL LIC SFED2100 W2 2500 cxns, 30Mbps | \$14,769.00 | k | 31\% | \$10,190.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | LIC-SFED-2100-W3 | SEL LIC SFED2100 W3 5000 cxns, 50Mbps | \$29,538.00 | k | 31\% | \$20,381.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SFED-2200-W0 | SEL SFED2200, BlockStream Only, Lic Wo | \$0.00 | , | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 | LIC-SFED-2200-W1 LIC-SFED-2200-W2 | SEL LIC SFED2200 W1 15000 cxns , 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30 Mbps | $\$ 6,154.00$ $\$ 1230800$ | k | 31\% | $\$ 4,246.26$ $\$ 8.492 .52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 500 RIVERBED |
| 5 | LIC-SFED-2200-W3 | SEL LIC SFED2200 W3 5000 cxns, 50 Mbps | \$30,769.00 | k | 31\% | \$21,230.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ |  | 5.00 RIVERBED |
| 5 | LIC-SFED-3100-W0 | SEL LIC SFED3100 Wo BlockStream 30Mbps | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SFED-3100-W1 | SEL LIC SFED3100 W1 2500 cxns, 30Mbps | \$12,308.00 | k | 31\% | \$8,492.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SFED-3100-W2 | SEL LIC SFED3100 W2 5000 cxns, 50Mbps | \$24,615.00 | K | 31\% | \$16,984.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | LIC-SFED-3100-W3 LIC-SEED-3200-W0 | SEL LIC SFED 3100 W3 10000 cxns, 100Mbps SEL LIC SFED3200 WO BlockStream 30Mbps | \$33,846.00 ${ }_{\text {S0.00 }}$ | K | 31\% | \$23,353.74 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 500 RIVERBED |
| 5 | LIC-SFED-3200-W1 | SEL LIC SFED3200 W 12500 cxns, 30Mbps | \$9,846.00 | k | 31\% | \$6,793.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SFED-3200-W2 | SEL LIC SFED 3200 W2 5000 cxns, 50Mbps | \$27,077.00 | k | 31\% | \$18,683.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | LIC-SFED-3200-W3 | SEL LIC SFED 3200 W3 10000 cxns, 100Mbps | \$39,385.00 | K | 31\% | \$27,175.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 RIVERBED |
| 5 5 | LIC-SFED-5100-W0 | SEL LIC SFED5100 W0 BlockStream 50Mbps SEL LIC SFED5100 W1 5000 cxns, 50 Mbps | $\$ 0.00$ $\$ 18,462.00$ | k | $31 \%$ $31 \%$ | \$0.00 $\$ 12,738.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 000 RIVERBED 0.00 RIVERBED |
| 5 | LIC-SFED-5100-W2 | SEL LIC SFED5100 W2 10000 cxns, 100Mbps | \$30,769.00 | k | 31\% | \$21,230.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | M-LICSCAN-SFED20 | SEL SuppriNSharkVE StFusionEdg2 100 , 2200 | \$317.00 | k | 31\% | ${ }_{\text {\$1218.73 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 | NIC-001-2TX | SEL 2PORT1GEE TX COPPER NIC-VSH USE | \$1,838.00 | k | 31\% | \$1,268.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | NIC-002-4TX | SEL 4PORT1GBE TXCOPPER NIC EX560/760/ | \$3,992.00 | K | 31\% | \$2,754.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| ${ }_{5}^{5}$ | NIC-003-4TX | SEL P P 1GBE TX NIC CX:EX (SPARE) | \$3,992.00 | K | 31\% | \$2,754.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 RIVERBED |
| 5 | NIC-003-4TX-C | SEL LP1GBE TX COPPER NIC | \$3,194.00 | k | 31\% | \$2,203.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERRED |
| 5 | NIC-003-4TXEC | SEL EVAL 4-PORT 1GBE TX COPPER NIC | \$3,194.00 | k | 31\% | \$2,203.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | NIC-004-4SX | SEL LP 1GRE SX MULT MDE NIC-CX:EX(SPAF | \$19,992.00 | k | 31\% | \$13,794.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | ${ }_{\text {NIC-004-4SX-C }}^{\text {NIC-005-4LX }}$ | SEL 4-PORT 1GBE SX MULTI MODE FIBER NI SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPAF | \$15,994.00 | , | $31 \%$ $31 \%$ | \$11,035.86 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 500 RIVERBED |
| 5 | NIC-005-4LX-C | SEL 4-PORT 1GBE LX SINGLE MODE FIBER | \$18,455.00 | k | 31\% | \$12,733.95 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | Soo RIVERBED |
| 5 | NIC-007-2LR | SEL 2 -port 10GbE LR Fiber NIC- Gen 2 Spr | \$26,146.00 | k | 31\% | \$18,040.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NIC-007-2LR-C | SEL 2-port 10GbE LR Fiber NIC-Gen 2 | \$20,917.00 | k | 31\% | \$14,432.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | NIC-008-2SR | SEL 2P10GbE SR MultiModeFiberNic-Gen2Spr | \$20,762.00 | k | 31\% | \$14,325.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVEREED |
| 5 | NIC-009-2XF | SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S | \$19,992.00 | k | 31\% | \$13,794.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | NIC-009-2XF-C NIC-01G-2LX | SEL 2 -PORT 10G FIBER (LR; SR) SFP+ SEL 2 -PORT 1 GBE LXNIC ( $\times \times 50$ SPARE | $\$ 15.994 .00$ $\$ 7.495 .00$ | K | 31\% | $\$ 11,035.86$ $\$ 5.171 .55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | coo RIVERBED 0.00 RIVERBED |
| 5 | NIC-01G-2LX-C | SEL 2-PORT 1GBE LX NIC ( $\times \times 50$ ) ADD-ON | \$9,954.00 | k | 31\% | \$6,868.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | NIC-01G-2SX | SEL 2-PORT 1GBE SX NIC (XX50) SPARE | \$6,495.00 | k | 31\% | \$4,481.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NIC-01G-2SX-C | SEL 2-PORT 1 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 |  | 9.00 RIVERBED |
| 5 | NIC-01G-4LX | SEL 4-PORT 1GBE LX NIC (XX50) SPARE | \$14,995.00 | k | 31\% | \$10,346.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 900 RIVERBED |
| 5 | NIC-016-4LX-C | SEL 4-PORT 1GBE LX NIC ( $\times$ X50) ADD-ON | \$19,915.00 | k | 31\% | \$13,741.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | NIC-01G-4X | SEL 4-PORT 19BE SX NIC ( $\times \times 550$ ) SPARE | \$12,495.00 $\$ 1725900$ | K | $31 \%$ $31 \%$ | \$88,621.55 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (eon RIVERBED |
| 5 5 | ${ }_{\text {NIC-019-4SX-C }}^{\text {NIC-01G-4TX }}$ | SEL 4-PORT 1GBE SX NIC ( $\times$ ( 500 ) ADD-ON SEL 4-PORT 1 GBE TX NIC ( $\times$ 500) SPARE | $\$ 17,259.00$ $\$ 2,595.00$ | k | $31 \%$ $31 \%$ | \$11,908.71 $\$ 1,790.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | ${ }_{\text {NIC }} \mathrm{NCOOTG-4T-4TX}$ | SEL 4-PORT 1GBE TX NIC ( $\times \times 500$ ADD-ON | \$ \$2,9465.00 | k | 31\% | \$2,377.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NIC04-4SX-E-C | SEL EVAL 4P 1GBE SX MULT M Mode fiber ni | \$15,994.00 | k | 31\% | \$11,035.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | NIC05-4LX-E-C | SEL EVAL 4P 1GBE LX SINGLEMODE FIBER ! | \$18,455.00 | k | 31\% | \$12,733.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NIC-1-001G-2LXBP | SEL Dual 1 GbE Fiber LX | \$9,225.00 | k | 31\% | \$6,365.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 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 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | NIC-1-001G-4LXBP | SEL Quad 1 GbE Fiber LX | \$18,455.00 | K | 31\% | \$12733.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | NIC1-001G-4SFP-C | SEL Quad 1 GbE Fiber SFP | $\$ 10,455.00$ $\$ 2.086 .00$ | K | 31\% | \$ \$7,213.95 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (0) 0 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | N/C-1-001G-4TX NIC-1-001G-4TXBP | SEL Quad 1 GbE Copper Base-T SEL Quad 1 Gbe Copper Base-T | $\$ 2,086.00$ $\$ 2,702.00$ | k | $31 \%$ $31 \%$ | $\$ 1,439.34$ $\$ 1,864.38$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 5000 RIVERBED |
| 5 | NIC-1-001G-4TX-C | SEL Quad 1 GbE Copper Base-T | \$2,086.00 | k | 31\% | \$1,439.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NIC-1-010G-2LRBP | SEL Dual 10 GbE Fiber LR | \$20,917.00 | k | 31\% | \$14,432.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 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 |  | 9.00 RIVERBED |
| 5 | NIC1-010G-2SFPPC | SEL Dual 10 GbEF Fiber SFP+ | \$11,686.00 | k | 31\% | \$8,063.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | NIC-1-010G-2SRBP | SEL Dual 10 GbE Fiber SR | \$16,609.00 | K | 31\% | \$11,460.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NICC1-010G-4SFPPC | SEL Quad 10 GbEF Fiber SPP+ | \$17,840.00 | k | 31\% | \$ $\$ 12,309.60$ | \$0.00 | \$5000 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ |  | 0.00 RIVERBED |
| 5 | NIC-1-010G-4TX | SEL Quad 10 GbE Copper Base-T | \$6,148.00 | k | 31\% | \$4,242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | NIC-1-010G-4TX-C | SEL Quad 10 GbE Copper Base-T | \$6,148.00 | k | 31\% | \$4,242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | NIC-10G-2LR-C | SEL 2-PORT 10GBE LR NIC ADD ON | \$22,570.00 | k | 31\% | \$15,573.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | NIC-10G-2SR-C | SEL 2-PORT 10GBE SR MM NIC ADD ON | \$17.922.00 | k | 31\% | \$12,366.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | NIC-CSK210G-C NIC-CSK-2TX-C | SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ؛ SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADt | $\$ 15,994.00$ $\$ 2,455.00$ | k k | $31 \%$ $31 \%$ | \$11,035.86 $\$ 1,693.95$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | NIC-CSK-4TX-C | SEL 4PORT 1GBE TX CAPTURE NIC-CSK Adt | \$3,686.00 |  | 31\% | \$2,543.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | PWS-001-C | SELECT ADD ON POWER SUPPLY FOR SH10 | \$400.00 | k | 31\% | \$276.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SAN-001-C | SEL SAN ATTACHED STORAGE CONN (CAP; | \$18,455.00 | k | 31\% | \$12,733.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | SCAN-2170-B010-C | SEL L U8TBBaseSteelCentNetSharkappl2170-C | \$25,846.00 | k | 31\% | \$17,833.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCAN-4170-B010-C SCAN-66170-B010-C |  | \$899,231.00 | 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 2UBaseStICentNetShark6170Creq1SCANS | $\$ 80,000.00$ $\$ 61538.00$ | K | 31\% | $\$ 55,200.00$ $\$ 42.461 .22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 RIVERBED |
| 5 | SCAN-SU-487B |  | \$123,077.00 | k | 31\% | \$84,923.13 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 | SCC-01000-BASE | SELSteelCentral Controller1000 Appliance | \$9,963.00 | k | 31\% | \$6,874.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCC-HWA-MGT-10-1 | SEL SCC Add StHd Mgnt Lic 10-pack (1-4) | \$3,077.00 | K | 31\% | \$2,123.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | SCC-HWA-MGT-10-2 <br> SCC-HWA-MGT-10-3 | SEL SCC Add StHd Mgnt Lic 10-pack (5-19) | $\$ 2,462.00$ $\$ 1.477 .00$ | k | $31 \%$ $31 \%$ | \$1,698.78 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | SCC-HWA-MGT-10-4 | SEL SCC Add Sthd Mgnt Lic 10-pk (20-44) |  | K | 31\% | \$1,019.13 | \$0.00 | S0.00 \$00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
|  | SCC-HWA-MGT-10-5 | SEL SCC Add Sthd Mgnt Lic 10-pk (95-194) | \$923.00 | k | 31\% | \$636.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | SCC-HWA-MGT-10-6 | SEL SCC Add StHd Mgnt Lic 10-pk (195 up) | \$677.00 | k | 31\% | \$467.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCFG-02270-B010 | SEL SteelCentri Fow Gatewy SCFG2270B010 | \$24,609.00 | k | 31\% | \$16,980.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | SCFG-VE-F1 | SEL SteelCentralFlow GatewayVirEd, 15KFPM | \$3,686.00 | k | 31\% | \$2,543.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCFG-VE-F10 | SEL SteelCentriFIow Gateway VirEdit,2MFPM | \$129,225.00 | K | 31\% | \$89,165.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 500 RIVERBED |
| 5 5 | SCFG-VE-F2 SCFG-VE-F3 |  | $\$ 77.378 .00$ $\$ 1230200$ | K | $31 \%$ $31 \%$ | $\$ 5,090.82$ $\$ 8.8888$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (i.00 RIVERBED |
| 5 5 | SCFG-VE-F3 SCFG-VE-F4 | SEL SteelCentralFow GatewayVVIFd, 60KFPM SEL SteelCentralFow GatewayVirEd, 90 KFPM | $\$ 12,302.00$ $\$ 18,455.00$ | k k | 31\% | $\$ 8,488.38$ $\$ 12,733.95$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | SCFG-VE-F5 | SEL SteelCentralFowGatewayVirEd, 200 KFPM | \$22,148.00 | k | 31\% | \$15,282.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCFG-VE-F6 | SEL SteelCentralFow GatewayViriEd,400KFPM | \$40,609.00 | k | 31\% | \$28,020.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | SCFG-VE-F7 | SEL SteelCentralFowGatewayVVirEd,600KFPM | \$59,071.00 | k | 31\% | \$40,758.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCFG-VE-F8 | SEL SteelCentralFlow Gateway VirEd, 8000KFPM | \$73,840.00 | k | 31\% | \$50,949.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCFG-VE-F9 | SEL SteelCentriFlow GatewayVirEdit, 1MFPM | \$86,148.00 | k | 31\% | \$59,442.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCNE-470-B010-C | SEL SteelCentral NetExpress SCNE470-B10C | \$27,071.00 | k | 31\% | \$18,678.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | SCNE-VE-00470-F1 SCNE-VE-00470-F2 | SEL SteelCentralNetExpresssVireditit 15KFPM SEL SteelcentraiNetExpressViredit.30KFPM | $\$ 24,609.00$ $\$ 40.699 .00$ | K | 31\% | \$16,980.21 $\$ 28.020 .21$ | $\$ 0.00$ $\$ 0.00$ | S0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 000 RIVERBED |
| 5 | SCNE-VE-00470-F3 | SEL SteelCentralNetExpressVVirEdit,60KFPM | \$66,455.00 | k | 31\% | \$45,853.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCNE-VE-00470-F4 | SEL SteelCentralNetExpressVirEdit,90KFPM | \$91,071.00 | k | 31\% | \$62,838.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 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 |  | 9.00 RIVERBED |
| 5 | SCNP-02270-B010 | SEL SteelCentri NetProfiler SCNP22708010 | \$116,302.00 | k | 31\% | \$80,248.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| ${ }_{5}^{5}$ | SCNP-2270-B10-C | SEL SteelCentrall etProfiler SCNP2270810C | \$116,302.00 | k | 31\% | \$80,248.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCNP-4270-AN-B30 | SEL SteelCentriNetProfir EnterpraNM odule | \$169,471.00 |  | 31\% | \$116,934.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 500 RIVERBED |
| 5 | SCNP-4270-AD-B20 | SEL SteelCentNetProf Ent AnalysisMod Cfg SEL SteelCentriNetProfirEnterprDBModule | $\$ 1699,471.00$ $\$ 70,886.00$ | K | 31\% | \$16,934.99 $\$ 48,911.34$ | \$ $\$ 0.00$ | S0.00 \$0.00 | \$ ${ }_{\text {So.00 }}$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCNP-4270-DP-B50 | SEL SteelCntl Dispatch Enterprise Profir | \$58,702.00 | k | 31\% | \$40,504.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | SCNP-4270-EX-B40 | SEL SteelCentNetProfEntSCNP4270 Exp Mod | \$169,471.00 | K | 31\% | \$116,934.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 RIVERBED |
| 5 | SCNP4270EX-B40-C | SEL SteelCentNetPrfriEntSCNP4270ExpMdCfg | \$199,471.00 | K | 31\% | \$116,934.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERRED |
| 5 | SCNP-4270-Ul-B10 | SEL SteelCentiNetProf Ent U M Module | \$52,917.00 | k | 31\% | \$36,512.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 | SCNPVE-F1 |  | \$11,071.00 | k | 31\% | \$7,638.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | SCNP-VE-F10 SCNP-VE-F2 | SEL SteelCentralNetProfilerVirEdit,2MFPM | \$406,148.00 $\$ 22.148 .00$ | k | 31\% | \$280,242.12 $\$ 15.282 .12$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (eon RIVERBED |
| 5 | SCNP-VE-F-F3 | SEL SteelcentriN(NetProfilierViraditi,60KFPM | \$41,840.00 | k | 31\% | \$28,869.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCNP-VE-F4 | SEL SteelCentriNetProfilerViriEdit,90KFPM | \$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 | SEL SteelCentralNetProfilierVirEd,200KFPM | \$92,302.00 | k | 31\% | \$63,688.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCNP-VE-F6 | SEL SteelCentralNetProfilierVirEd,400KFPM | \$135,378.00 | k | 31\% | \$93,410.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SCNP-VE-F7 |  | \$196,917.00 | k | 31\% | \$135,872.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVEREED |
| 5 | SCNP-VE-F8 | SEL SteelCentralNetProfilierVired, 800KFPM | \$233,840.00 | k | 31\% | \$161,349.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SCNP-VE-F9 SCPRTL-FNDTN | SEL SteelCentralNetProfilerVirEdit, 1MFPM SEL SteelCentral Portal | $\begin{array}{r}\$ 270,763.00 \\ \$ 61,532.00 \\ \hline\end{array}$ | k | 31\% | \$186,826.47 $\$ 42.457 .08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | coo RIVERBED 0.00 RIVERBED |
| 5 | SCPS-001 | SEL SCPS on Steelhead 250 Series | \$1,225.00 | k | 31\% | \$4845.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCPS-004 | SEL SCPS on Steelhead 2050 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 | 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 |  | 9.00 RIVERBED |
| 5 | SCPS-006 | SEL SCPS on Steelhead 6050 Series | \$30,148.00 | k | 31\% | \$20,802.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 900 RIVERBED |
| 5 | SCPS-007 | SEL SCPP on Steelhead 7050 Series | \$40,609.00 | k | 31\% | \$28,020.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCPS-01A | SEL SCPS on Steelhead 150 Series | $\$ 1,225.00$ $\$ 245500$ | K | $31 \%$ $31 \%$ | ( $\begin{array}{r}\text { \$845.25 } \\ \$ 1693.95\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (eon 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 | $31 \%$ $31 \%$ | \$1,693.95 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 500 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 | SCPS-VSH-001 | SEL SCPS on Virtual Steelhead 250 Series | \$1,225.00 | k | 31\% | \$845.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | SCPS-VSH-002 | SEL SCPS on Virtual Steilhead 550 Series | \$2,455.00 | k | 31\% | \$1,693.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 9.00 RIVERBED |
| 5 | SCPS-VSH-004 | SEL SCPS on Virtual Steelhd 2050 Series | \$10,455.00 | k | 31\% | \$7,213.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SCPS-VSH-01A | SEL SCPS on Virtual Steelhead 150 Series | \$1,225.00 | K | 31\% | \$845.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | SFCR-3500-B010 | SEL SteelFusion Core, SFCR3500 | $\$ 40,000.00$ $\$ 400000$ | K | 31\% | $\$ 27,600.00$ $\$ 27.600$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (0) 0 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SFCR-3500-B010-C <br> SFED-2100-B010 | SEL SteelFusion Core, SFCR3500 SEL SteelFusion Edge SFED 2100 | \$40,000.00 | k | $31 \%$ $31 \%$ | \$27,600.00 \$13,583.34 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 5.00 RIVERBED |
| 5 | SFED-2100-B010-C | SEL SteelFusion Edge SFED 2100-C | \$19,686.00 | k | 31\% | \$13,583.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SFED-2200-B010 | SEL SteelFusion Edge SFED 2200 | \$30,763.00 | k | 31\% | \$21,226.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SFED-2200-B010-C | SEL SteelFusion Edge SFED 2200-C | \$30,763.00 | k | 31\% | \$21,226.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SFED-3100-B010 | SEL SteelFusion Edge SFED 3100 | \$49,225.00 | k | 31\% | \$33,965.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SFED-3100-B010-C | SEL SteelFusion Edge SFED 3100-C | \$49,225.00 | K | 31\% | \$33,965.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 5 | SFED-3200-B010 <br> SFED-3200-B010-C | SEL SteelFusion Edge SFED 3200 <br> SEL SteelFusion Edge SFED 3200-C | \$73,840.00 \$73,840.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$50,949.60 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | SFED-5100-B010 | SEL SteelFusion Edge SFED 5100 | \$116,917.00 | k | 31\% | \$80,672.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | SFED-5100-B010-C | SEL SteelFusion Edge SFED 5100-C | \$116,917.00 | k | 31\% | \$80,672.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 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 |  | 9.00 RIVERBED |
| 5 | SFP-004-SR | SEL Short Reach 10GbE SFP+ module | \$1,046.00 | k | 31\% | \$721.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SFP-000-TX | SEL Copper 16bE SFP module | \$661.00 | K | 31\% | \$424.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 | SFP-006-LX | SEL Long haul 1 GbE fiber SFP module | \$732.00 | K | 31\% | \$505.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | SFP-007-SX | SEL Short haul 1 GbE fiber SFP module | $\$ 486.00$ $\$ 244900$ | k | 31\% | - $\begin{array}{r}\text { \$335.34 } \\ \$ 168981\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SMC-U-10-1 <br> SMC-U-10-10 | SELECT 10 SH MOBILE USER LIC (0-1) SELECT 10 SH MOBILE USER LIC (1001-2000; | $\$ 2,449.00$ $\$ 1,452.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | $\$ 1,689.81$ $\$ 1,01.88$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | SMC-U-10-11 | SELECT 10 SH MOBILE USER LIC (2001-5000; | \$1,415.00 | k | 31\% | \$976.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SMC-U-10-2 | SELECT 10 SH MOBILE USER LIC (2-3) | \$2,425.00 | k | 31\% | \$1,673.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | SMC-U-10-3 | SELECT 10 SH MOBILE USER LIC (4-10) | \$2,400.00 | K | 31\% | \$1,656.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | SMC-U-10-4 SMC | SELECT 10 SH MOBILE USER LIC (11-25) | $\$ 2,055.00$ $\$ 2.031 .00$ | k | 31\% | $\$ 1,417.95$ $\$ 1401.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (0.00 RIVERBED |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SMC-U-10-5 | SELECT 10 SH MOBILE USER LIC (26-50) SELECT 10 SH MOBILE USER LIC (51-100) | $\$ 2,031.00$ $\$ 1,969.00$ | K | 31\% | $\$ 1,401.39$ $\$ 1,358.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | Soo RIVERBED |
| 5 | SMC-U-10-7 | SELECT 10 SH MOBILE USER LIC (101-200) | \$1,908.00 | k | 31\% | \$1,316.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | SMC-U-10-8 | SELECT 10 SH MOBILE USER LIC (201-500) | \$1,538.00 | K | 31\% | \$1,061.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SMC-U-10-9 <br> SMC-VRT-V100 | SELECT 10 SH MOBILE USER LLC (501-1000) | $\begin{aligned} & \$ 1,477.00 \\ & \$ 7,378.00 \end{aligned}$ | K k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$ ${ }_{\text {\$5,01990.82 }}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 000 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 RIVERBED 0.00 RIVERBED |
| 5 | TRC-1-SFP-LX-C | SEL SFP - 1GbELX | \$277.00 | k | 31\% | \$191.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | TRC-1-SFPP-DAC-C | SEL 10GbE DAC Twinax | \$302.00 | k | 31\% | \$208.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | TRC-1-SFPP-LR | SEL SFP+-10GbE LR | \$1,471.00 | k | 31\% | \$1,014.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| ${ }_{5}^{5}$ | TRC-1-SFPP-LR-C |  |  |  | $31 \%$ |  |  |  |  |  | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  |  |  |
| 5 5 | TRC-1-SFPP-SR | SEL SFP+ - 10GbE SR SEL SFP+ - 10GbE SR | $\begin{aligned} & \$ 855.00 \\ & \$ 855.00 \end{aligned}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 589.95$ $\$ 589.95$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 RIVERBED 0.00 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 |  | 9.00 RIVERBED |
| 5 | UCXPL-T-P | SEL STEELCNTRL UCEXPENTPHONELIC-BAs | \$37.00 | k | 31\% | \$25.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 5 | U-SFCR $3500-\mathrm{Cl} 1$-C2 | SEL Upgrade LIC-SFCR-03500-C1 to C2 SEL Upgrade LIC-SFCR-03500-C1 to ${ }^{\text {C }}$ ( | \$11,323.00 | K | 31\% | $\$ 77.812 .87$ $\$ 29,298.78$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S00 RIVERBED |
| 5 | U-SFCR3500-C2-C3 | SEL Upgrade LIC-SFCR-03500-C2 to C3 | \$31,138.00 | k | 31\% | \$21,485.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |
| 5 | U-SFED2100-W0-W1 | SEL Upgrade LIC-SFED-02100-W0 to W1 | \$5,662.00 | k | 31\% | \$3,906.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | U-SFED2100-WO-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 |  | 9.00 RIVERBED |
| 5 | U-SFED2100-W0-W3 | SEL Upgrade LIC-SFED-02100-Wo to W3 | \$33,969.00 | K | 31\% | \$23,438.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 | U-SFED2100-W1-W2 | SEL Upgrade LIC-SFED-02100-W1 to W2 | \$11,323.00 | K | 31\% | \$ $\$ 7.812 .87$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 RIVERBED |
| 5 5 | U-SFED210-W1-W3 U-SFED2100-W2-W3 | SEL Upgrade LIC-SFED-02100-W1 to W3 | $\$ 28,308.00$ $\$ 16.985 .00$ | k | 31\% | \$19,532.52 | $\$ 0.00$ $\$ 0.00$ | S0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 RIVERBED 000 RIVERBED |
| 5 | U-SFED2200-W0-W1 | SEL Upgrade LIC-SFED-02200-W0 to W1 | \$7,077.00 | k | 31\% | \$4,883.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 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 |  | 5.00 RIVERBED |
| 5 | U-SFED2200-WO-W3 | SEL Upgrade LIC-SFED-02200-W0 to W3 | \$35,385.00 | k | 31\% | \$24,415.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | U-SFED2200-W1-W2 | SEL Upgrade LIC-SFED-02200-W1 to W2 | \$7,077.00 | k | 31\% | \$4,883.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 RIVERBED |
| 5 | U-SFED2200-W1-W3 | SEL Upgrade LIC-SFED-02200-W1 to W3 | \$28,308.00 | k | 31\% | \$19,532.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 9.00 RIVERBED |
| 5 | U-SFED220-W2-W3 | SEL Upgrade LIC-SFED-02200-W2 to W3 | \$21,231.00 | k | 31\% | \$14,649.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 RIVERBED |
| 5 | U-SFED3100-WO-W1 | SEL Upgrade LIC-SFED-03300-W0 to W1 | \$14,154.00 | K | 31\% | - $\$ 99,7632.52$ | \$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 |  | 9.00 RIVERBED |
| 5 | U-SFED3100-W0-W3 | SEL Upgrade LIC-SFED-03100-W0 to W3 | \$38,923.00 | k | 31\% | \$26,856.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 RIVERBED |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENHLP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 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 | SB365-10001 | SEL Spanning O365 Base 10001+ | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-10001-3Y | SEL Spanning 3Y O365 Base 10001+ | \$64.80 | k | 31\% | \$44.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 SPANNING |
| 5 | SB365-10001-P | SEL Spanning O365 Base 10001+PRORTD | \$2.00 | k | 31\% | \$1.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-1-3Y | SEL Spanning 3Y O365 Base 1-500 | \$129.60 | k | 31\% | \$89.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-1-3Y-P | SEL Spanning 3Y O365 Base 1-500 PRORTD | $\$ 3.60$ $\$ 4.00$ | K | 31\% | \$2.48 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 5 | ${ }_{\text {SB365-1-P }}^{\text {SB }}$ | SEL Spanning O365 Base 1-500 PRORATION | $\$ 4.00$ $\$ 33.60$ | K k | $31 \%$ $31 \%$ | \$23.76 $\$ 23.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 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 | SB365-2001-3Y-P | SEL Spanning 3 O 0365 Base 2001-5KPRORTD | \$2.52 | k | 31\% | \$1.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-2001-P | SEL Spanning O 365 Base 2001-5000 PRORTD | \$2.80 | k | 31\% | \$1.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-5001 | SEL Spanning O365 Base 5001-10000 | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-5001-3Y | SEL Spanning 3Y O365 Base 5001-10000 | \$77.76 | K | $31 \%$ $31 \%$ | \$533.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-5001-3Y-P | SEL Spanning 3Y O365Base5001-10K PRORTL | \$2.16 | k | 31\% | \$1.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 5 | ${ }_{\text {SB365-5001-P }}^{\text {SB35-501-P }}$ | SEL Spanning 0365 Base 5001-10000 PRORTT SEL Spanning O365 Base 501-2000 | $\$ 2.40$ $\$ 38.40$ | K | 31\% | $\$ 1.66$ $\$ 26.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 | SB365-501-3Y | SEL Spanning 3Y O365 Base 501-2000 | \$103.68 | k | 31\% | \$771.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-501-3Y-P | SEL Spanning 3 Y O365 Base 501-2K PRORTD | \$2.88 | k | 31\% | \$1.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB365-501-P | SEL Spanning O365 Base 501-2K PRTD | \$3.20 | k | 31\% | \$2.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB4GS-1 | SEL Spanning GSuite 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 | SB4GS-10001 | SEL Spanning GSuite Base 10001+ | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB4GS-10001-3Y | SEL Spanning 3 GS Guite Base 10001+ | \$64.80 | K | $31 \%$ $31 \%$ | \$44.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 5 | SB4GS-10001-3Y-P SB4GS-10001-P | SEL Spanning 3Y GSte Base 10001+ PRORTD SEL Spanning GSuiteBase 10001+ PRORTD | $\$ 1.80$ $\$ 2.00$ | k | 31\% | $\$ 1.24$ $\$ 1.38$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 | SB4GS-1-3Y | SEL Spanning YY GSuite Base 1-500 | \$129.60 | k | 31\% | \$89.42 | \$0.00 | \$5000 | \$0.00 | \$0.00 | \$0.00 | \$8000 |  | 0.00 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 | SB4GS-1-P | SEL Spanning GSuite Base 1-500 PRORATED | \$4.00 | k | 31\% | \$2.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB4GS-2001 | SEL Spanning GSuite Base 2001-5000 | \$33.60 | k | 31\% | \$23.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | 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 | $31 \%$ $31 \%$ | $\$ 1.74$ $\$ 1.93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 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 |  | 0.00 SPANNING |
| 5 | SB4GS-5001-3Y | SEL Spanning 3Y GSuite Base 5001-10 K | \$77.76 | k | 31\% | \$53.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB4GS-5001-3Y-P | SEL Spanning 3Y GSteBase5001-10K PRORTD | \$2.16 | k | 31\% | \$1.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 SPANNING |
| 5 | SB4GS-501 | SEL Spanning GSuite Base 501-2000 SEL Spanning 3Y GSuite Base 501-2000 | $\$ 38.40$ $\$ 103.68$ | K | $31 \%$ | $\$ 26.50$ $\$ 71.54$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 | SB4GS-501-3Y-P | SEL Spanning 3Y GSte Base 501-2K PRORTD | \$2.88 | k | 31\% | \$1.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SB4GS-501-P | SEL Spanning GSuite Base 501-2000 PRORTD | \$3.20 | k | 31\% | \$2.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-1 | SEL Spanning BU Salesforce 1-50 | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-1001 | SEL Spanning BU Salesforce 1001-5000 | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-1001-3Y | SEL Spanning BU 3Y Salesforce 1001-5000 | \$77.76 | k | 31\% | \$53.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-1001-3Y-P | SEL Spanning BU 3Y SFDC 1001-5K PRTD SEL Spanning BU 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 | SEL Spanning BU SFDC 1001-5K PRTD | $\$ 2.40$ $\$ 129.60$ | K | 31\% | $\$ 1.66$ $\$ 894$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING |
| 5 | SBSF-1-3Y-P | SEL Spanning BU 3Y SEDC 1 1-50 PRTD | \$129.60 | k | 31\% | S89.42 $\$ 2.48$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-1-P | SEL Spanning BU SFDC 1-50 PRTD | \$4.00 | k | 31\% | \$2.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-201 | SEL Spanning BU Salesforce 201-1000 | \$33.60 | K | 31\% | \$23.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SBSF-201-3Y SBSF-201-3Y-P | SEL Spanning BU 3Y Salesforce 201-1000 SEL Spanning BU 3 SFDC 201-1000 PRORTD | $\$ 90.72$ $\$ 2.52$ | K | $31 \%$ $31 \%$ | \$62.60 $\$ 1.74$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 | SBSF-201-P | SEL Spanning BU SFDC 201-1000 PRTD | \$2.80 | k | 31\% | \$1.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 SPANNING |
| 5 | SBSF-5001-3Y | SEL Spanning BU 3Y Salesforce 5001+ | \$64.80 | k | 31\% | \$44.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-5001-3Y-P | SEL Spanning BU Y Y SFDC 5001+ PRTD | \$1.80 |  | $31 \%$ $31 \%$ | \$1.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 5 | $\begin{aligned} & \text { SBSF-5001-P } \\ & \text { SBSF-51 } \end{aligned}$ | SEL Spanning BU SFDC 5001+ PRTD | $\begin{array}{r} \$ 2.00 \\ \$ 38.40 \end{array}$ | K k | 31\% | \$1.38 $\$ 26.50$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPANNING 0.00 SPANNING |
| 5 | SBSF-51-3Y | SEL Spanning BU 3 Y Salesforce 51-200 | \$103.68 | k | 31\% | \$71.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
|  | SBSF-51-3Y-P | SEL Spanning BU 3Y SFDC 51-200 PRTD | \$2.88 | k | 31\% | \$1.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 | SBSF-51-P | SEL Spanning BU SFDC 51-200 PRTD | \$3.20 | K | 31\% | \$2.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPANNING |
| 5 5 | 3136SL 5500 L |  | $\$ 5.00$ $\$ 8400$ | k | $31 \%$ $31 \%$ | $\$ 3.45$ $\$ 5796$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPECTRALOGIC |
| 5 | 5500SL 6349 |  | $\$ 84.00$ $\$ 208.00$ | K | 31\% | \$143.52 | \$ $\$ 0.00$ | S0.00 $\$ 000$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 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 | ${ }^{68045 L}$ | SEL: CORD,POWER,220V,S.SAFRICA-INDIA | \$55.00 | K | 31\% | \$37.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{68055 L}$ | SEL: CORD,POWER,220VVK | \$46.00 | k | 31\% | \$31.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{6}^{68065 L}$ | SEL: CORD,POWER,220V,ISRAEL SEL: CORDPOWER,220V JAPAN | \$355.00 | K | 31\% | \$24.15 $\$ 55.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 6808SL | SELL: CORD,POWER, 220V, EUROPE | \$36.00 | k | 31\% | ${ }_{\text {S } 24.84}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 | 7029SL | SEL: CORD SET,4.5M,NEMA L6-30P | \$74.00 | , | 31\% | \$51.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 7741SL | SEL: CORD,Power,S. AFRICA | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 8147SL | SEL: CORD SET,2.5M,NEMA5-15,IEC C19 | \$76.00 | k | 31\% | \$52.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 8289SL | SEL: CORD,PWR, NS-15 C13,14AWG,2M | \$9.00 | k | 31\% | \$6.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{82965 L}$ | SEL: CORD,POWER,C14-C13,16AWG,6FT | \$66.00 |  | 31\% | \$ $\$ 4.14$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{8665 S L}^{\text {8297S }}$ | SEL: CORD,POWER,C14-C19, 14AWG,6FT SEL: CORD,POWER,60309-C19,15FT | $\$ 21.00$ $\$ 109.00$ | K k | 31\% | $\$ 14.49$ $\$ 75.21$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 8840SL | SEL: CABLE;EX;SAS;SFF8088-SF8088;2M | \$194.00 | k | 31\% | \$133.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |
| ${ }_{5}^{5}$ | 90990740 | SEL: RAMP,PYTHON,ADJUSTABLE | \$1.00 | k | 31\% | \$0.69 \$2415 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | 90943365 90943366 | SEL: ASY,EDBA,SINGLE,PYTHON SEL: | $\$ 35.00$ $\$ 69.00$ | K k | $31 \%$ $31 \%$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 90949024 | SELL: FRU:LTO TERAPK COVER:NO MEDIA | \$395.00 | k | 31\% | \$272.55 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949024-A | SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
|  |  |  |  |  |  |  | Page 15 of |  |  |  |  |  |  |  |


| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORYCODE | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { NVP LEVEL } 1 \text { NET }}{\text { PRICE }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL |  |
| 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 | 90949030-F | 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 | 90949030 FIN-D | SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN | \$1,112.00 | k | 31\% | \$767.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 SPECTRALOGIC |
| 5 | $90949030 \mathrm{FIN-F}$ | SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN | \$1,38.00 | K | $31 \%$ $31 \%$ | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPECTRALOGIC |
| 5 5 | 90949030-J-D 90949030т 380 J | SEL: CHAMB-SLOT KEY;DIS;TFIN:ENT SEL: CHAMB/LOT KEY ENABLE,T380 ENT | \$1,112.00 | K k | $31 \%$ $31 \%$ | \$ $\$ 1.127 .28 .15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 90949030 T380J-F | SEL: UPG, CHAMB/SLOT KEY, T380,ENT | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949030т950-J | SEL: CHAMB/SLOT KEY ENABLE,T950 ENT | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949030T950-JF | SEL: UPG,CHAMB/SLOT KEY,T950,ENT | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949030TFIN | SEL: Chamber-slot key enable;TFIN | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949030 TFIN-J | SEL: CHAMB-SLOT KEY EnAbLe,TFIN ENT | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949030TFIN-J.F | SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT | \$1,635.00 | k | 31\% | \$1,128.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949048 | SEL: FRU;TERAPACK W-O COVER:LTO | \$368.00 | k | 31\% | \$253.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949099 | SEL: T950;ENCRYPTION;PROFESSIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949099-F | SEL: T950;ENCRYPTION;PROFESSIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949099FIN-F | SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949099TFIN | SEL: TFIN:ENCRYPTION;PROFESSIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949106 | SEL: FRU;TAPE;CLEAN; LTO;W-BCOD;CUST | \$56.00 | k | 31\% | \$38.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949112 T200 | SEL: $\mathrm{FRU} \mathbf{5}$-5-12V PWR SUPPLY:ROHS:T200 | \$3,877.00 | K | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949112 T 380 | SEL: FRU;5-12V PWR SUPPLY;ROHS; 3880 | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949112 T680 | SEL: FRU;5-12V PWR SUPPLY;ROHS;T680 | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949112T68-F | SEL: FRU;5-12V PWR SUPPLY;ROHS;T680 | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949118 | SEL: FRU,TRANSPORTER,PYTH | \$19,615.00 | K | $31 \%$ $31 \%$ | \$13,534.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 90949120 <br> 90949120T68-F | SEL: FRU:DBA;PYTHON:ROHS ONLY SEL: | $\$ 6,148.00$ $\$ 6,092.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 4,242.12$ $\$ 4,203.48$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 90949132 | SEL: FRU:N 1 PWR SUPPLIES;ROHS ONLY | \$9,138.00 | k | 31\% | \$6,305.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949135 | SEL: TAPES;TERAPACK;CUST;LTO-4 | \$522.00 | k | 31\% | \$360.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949156SL | SEL: CLN TPS X5,W TPK,BCD,CERT | \$328.00 | k | 31\% | \$226.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949157SL | SEL: CLN TPS X10,W TPK,BCD, CERT | \$596.00 | k | 31\% | \$411.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949166 | SEL: FRU;5-12V PWRSUP;8AMP;ROHS | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | 90949166-F 90949166FIN-F | SEL: FRU;5-12V PWRSUP;8AMPFUSE:ROHS SEL: FRU-UPP5-512VPWRSUP:8AP:ROH:FIN | $\$ 3,877.00$ $\$ 3877.00$ | K | 31\% | \$2,675.13 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPECTRALOGIC |
| 5 | 90949166 TFIN | SEL: FRU; 5 -12VPWRSUP;8AMP;ROHS;TFIN | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949170SL | SEL: FRU,MAINT TAPES, 10-TPK, CERT | \$596.00 | k | 31\% | \$411.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949171SL | SEL: FRU,MAINT TAPES, 10 -TPK,CUST | \$596.00 | k | 31\% | \$411.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949175SL | SEL: FRU,MAINT TAPES,5-TPK,CERT | \$328.00 | k | 31\% | \$226.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{90949191}$ | SEL: TAPES;20;WO-TPK:CUST:LTO-4 | \$997.00 | K | 31\% | \$687.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 909492219 | SEL: TAPES;20;WO-TPK;CERT;LTO-5 | \$922.00 | K | 31\% | \$636.18 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 90949221 90949222 | SEL: TAPES;TERAPACK;CERT:LTO-5 | \$495.00 $\$ 495.00$ | K | 31\% | \$341.55 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{9} 90949258$ | SEL: FRU:VAX;BUMPER;T950 | \$455.00 | k | 31\% | \$337.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8000 |  | 0.00 SPECTRALOGIC |
| 5 | 90949259 | SEL: SLS;SW KEY;DIRECT-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 | 90949259-F | SEL: FRU;SLS SW-KEY;DIRECT-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 |
|  | 90949261 | SEL: FRU;TAPE;LTO-5;CERTIFIED | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949264 | SEL: TAPES;TRPK;CERT;LTO5 WORM;T950 | \$588.00 | k | 31\% | \$405.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949266 |  | \$588.00 | k | 31\% | \$405.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949294 90949295 | SEL: TAPES:TPK;CERT; 3592 JC SEL: TAPES TPK:CUST 3592 Jc | $\$ 3,005.00$ $\$ 3.00500$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 2,073.45$ $\$ 2.073 .45$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPECTRALOGIC |
| 5 | ${ }_{9} 909492988$ | SEL: FRU HP TRANSPORTER | \$32,692.00 | k | 31\% | S $\$ 22,557.48$ | \$8000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 SPECTRALOGIC |
| 5 | 90949305-A | SEL: ACCESS TPK; W-O CVR;NO MED;3592 | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949310SPL | SEL: FRU,MAINT TPK, 9-TPS,CERT,3592 | \$2,382.00 | k | 31\% | \$1,643.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949311积 | SEL: FRU,MAINT TPK, 9-TPS,CUST, 3592 | \$2,382.00 | k | 31\% | \$1,643.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{9094939325 P L}$ | SEL: FRUUMANT TPS, 5-TPK,CERT,3592 | \$1,352.00 | K | 31\% | \$932.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949334 | SEL: FRU,TRANSPORTER, ENT | \$19,615.00 | k | 31\% | \$13,534.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | 90949349 | SEL: TAPES;TPK;NO CVR;CERT;LTO-5 | $\$ 489.00$ $\$ 489.00$ | K | 31\% | ${ }_{\text {\$ }}{ }_{\text {\$337.41 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPECTRALOGIC |
| 5 | ${ }_{9} 909493557$ | SELL FRU:UPG; PRECTRA LS:GEN III | \$2,520.00 | k | 31\% | \$1,738.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949371 | SEL: FRU,CABLES, T950,EXP,UPGRADE | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949374SL | SEL: TAPES,LTO5,CUST, 10,CASE,NOTPK | \$468.00 | k | 31\% | \$322.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949375SL | SEL: TAPES,LTO5,10,CERT,CASE,NOTPK | \$468.00 | k | 31\% | \$322.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949382-F | SEL: FRU,UPG,LTO-6,FC,FH,T950 | \$17.598.00 | k | 31\% | \$12,142.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{9}^{909493882720-F}$ | SEL: FRU,UPG,LTO-6,FC,FH,T200 SEL: | \$17.598.00 | K | 31\% | \$12,142.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{9}^{\text {9099493822TT68-F }}$ |  | \$17.598.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | \$12,142.62 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 90949382TFl-F | SEL: FRU,UPG,LTO-6,FC,FH,TFIN | \$18,242.00 | k | 31\% | \$12,586.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949396 | SEL: TAPES,TERAPACK,CERT,LTO-6 | \$723.00 | k | 31\% | \$498.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949397 | SEL: TAPES, TTRAPACK,CUST,LTO-6 | \$723.00 | k | 31\% | \$498.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | 90949398 90949399 |  | \$716.00 | K | $31 \%$ $31 \%$ | \$494.04 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 90949404 | SEL: TAPES, 20 TERAPACKS,CERT,LTO-6 | \$14,319.00 | k | 31\% | \$9,880.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949405 | SEL: TAPES, 20 TERAPACKS,CUST,LTO-6 | \$14,319.00 | k | 31\% | \$9,880.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949406 | SEL: TAPES, 20 TPRS,NO CVR,CERT,LTO6 | \$14,185.00 | K | 31\% | \$9,787.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | 90949408 90949410 | SEL: TAPES,20,WO-TPK,CERT,LTO-6 SEL: | \$1,379.00 | K | 31\% | \$951.51 | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 000 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 90949412 | SEL: TAPES,LTO6, 10,CERT,CASE,NOTPK | \$727.00 | k | 31\% | \$501.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949414SL | SEL: TAPES,TRPK,CUST,LTO6 WORM, T950 | \$869.00 | k | 31\% | \$599.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949415SL | SEL: TAPES,TRPK,CERT,LTO6 WORM, T950 | \$869.00 | k | 31\% | \$599.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949437 | SEL: FRU,SPECTRA LS,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 | ${ }^{90949439}$ | SEL:FRU,EDBA,PYTHON | \$6,148.00 | K | 31\% | \$4,242.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949439TFIN | SEL: FRU,EDBA,TFIN | \$6,092.00 | k | 31\% | \$4,203.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{9}^{9099494442}$ | SEL FRU,LTO-6,FC, FH,IMPACT | \$17.598.00 | K | $31 \%$ $31 \%$ | \$12,142.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949442T200 | SEL UPG,FRUU,LTO-6,FC,FAH,IMPACT | \$17,598.00 | k | 31\% |  | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE }}}{ }$ NET | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | 90949720 | SEL: FRU,TAPE,LTOG,BAFE,WORM,CUSTOM | \$87.00 | , | 31\% | \$60.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949721 | SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT | \$87.00 | k | 31\% | \$60.03 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949723 | SEL: FRU,TAPE,LTO-7,WORM,CERT | \$207.00 | k | 31\% | \$142.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{9}^{90949724}$ |  | $\$ 207.00$ $\$ 2.05300$ | K | $31 \%$ $31 \%$ | \% $\begin{array}{r}\text { \$142.83 } \\ \$ 141657\end{array}$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 90949725 | SEL: TPS,LTO-7, CERT,WORM,CASE10 | \$2,053.00 | K | 31\% | \$1,416.57 | ${ }^{\$ 0.00}$ | \$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: | $\$ 861.00$ $\$ 2.053 .00$ | K | 31\% | $\$ 594.09$ $\$ 1.416 .57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC Soo SPECTRALOGIC |
| 5 | 90949739 | SEL: FRU;24V POW SUP;8AMPFUSE;ROHS | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5000 | \$0.00 |  | S0.00 SPECTRALOGIC |
| 5 | 90949740 | SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH | \$3,877.00 | k | 31\% | \$2,675.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949743 | SEL: FRU; $\mathrm{N+1}$ PWR SUPPLIES;ROHS ONLY | \$9,138.00 | k | 31\% | \$6,305.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949744 | 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-F |  | \$46,385.00 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$32,005.65 | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 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 | SEL: UPG,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 | 90949745TFIN-F | SEL: FRU,TS1155,DRIVE,TFIN,ENT,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 | 90949769 | SEL:PREPUR,NEW,LTO-8,FC, T950 | \$8,385.00 | k | 31\% | \$5,785.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949771 | SEL:PREPUR,NEW,LTO-8,FC,TFIN | \$8,385.00 | k | 31\% | \$5,785.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949772 | SEL:PREPUR,UPG,LTO-8,FC,ADAPT,T950 | \$8,385.00 | k | 31\% | \$5,785.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90949773 | SEL:PREPUR,UPG,LTO-8,FC,ADAPT,TFIN | \$8,385.00 | k | 31\% | \$5,785.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959034 | SEL: FRU;T120;COD;5 SLOT KEY | \$647.00 | k | 31\% | \$446.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{909599044}^{\text {909 }}$ |  | \$647.00 | K | 31\% | \$446.43 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{909599042-F}$ | SEL: FRU;SLS:SOFTWARE;DIRECT;T120 | ${ }_{\$ 6,538.00}$ | K | 31\% | \$4,5511.22 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ |  | S0.00 SPECTRALOGIC |
| 5 | 90959209 | SEL: T120;ENCRYPTION;PROFESSIIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959209-F | SEL: T120;ENCRYPTION;PROFESSIIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959226 | SEL: FRU; 1 POWER PACK;ROHS ONLY | \$2,769.00 | k | 31\% | \$1,910.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959245 | SEL: TAPES:TERAPACK;CUSTT:LTT-5;T120 | \$452.00 | k | 31\% | ${ }_{\text {\$311. }}$ \$38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{90959257}$ | SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120 | \$446.00 | k | 31\% | \$307.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{9}^{90995926261-F}$ |  | $\$ 9,462.00$ $\$ 9.46200$ | K | 31\% | $\$ 6,528.78$ $\$ 652878$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 90959261-F 90959262 | SELL: FRU,LTO-6,HH,FC,UPGRD,T120 SEL: | $\$ 9,462.00$ $\$ 7,569.00$ | K k | 31\% | ${ }_{\$ 5,222.61}^{\$ 6.528 .78}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 90959262-F | SEL: FRU,LTO-6,HH,SAS,UPGRD,T120 | \$7,569.00 | k | 31\% | \$5,222.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 | 90959268 | SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120 | \$629.00 | k | 31\% | \$434.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959272 | SEL: TAPES,TERAPACK,CERT,LTO-6,T120 | \$636.00 | k | 31\% | \$438.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959274 | SEL: TAPES,TPK,CERT,LTO-6, T120,MP | \$573.00 | k | 31\% | \$395.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{909599276}$ | SEL: TPK,NOCVR,CERT,LTOO, T120,MP | \$566.00 | K | 31\% | $\$ 390.54$ $\$ 130523$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{909592955}$ | SEL: FRU,LTO-7, HH,FC,T120 | \$19,428.00 | k | 31\% | \$13,405.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{909599295-F}^{\text {909 }}$ | SEL: UPG,LTO-7,7H,FC,T120 SEL: FRULTO-7H,SAS T120 | \$19,554.00 | K | 31\% | \$13,492.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | ${ }_{\text {909599296-F }}$ | SEL: UPG,LTO-7,HC, ASS,T120 | \$17,535.00 | k | 31\% | \$12,099.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 SPECTRALOGIC |
| 5 | 90959297 | SEL: TPK,LTO-7,CERT, 120,NCVR | \$1,548.00 | k | 31\% | \$1,068.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959298 | SEL: TPK,LTO-7,CUST,120,NCVR | \$1,548.00 | k | 31\% | \$1,068.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90959299 | SEL: TPK,LTO-7,CERT,WORM, 120 | \$1,716.00 | K | 31\% | \$1,184.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{909593930}$ | SEL: TPK,LTO-7,CUST, WORM, 120 | \$1,716.00 | K | 31\% | \$1,184.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 5 | ${ }_{90959301}^{9095930}$ |  | $\$ 1,555.00$ $\$ 1.555 .00$ | K K | 31\% | \$1,072.95 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{9} 909593917$ | SEL:PREPUR, | \$7,000.00 | k | 31\% | \$4,830.00 | \$9000 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 SPECTRALOGIC |
| 5 | 90959318 | SEL:PREPUR,LTO-8,SAS,HH,T120 | \$6,077.00 | k | 31\% | \$4,193.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90979018 | SEL: FRU;SLS;SOFTWARE;DIRECT;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 | 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 | SEL: T50,ENCRYPTION,PROFESSIIONAL | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{909997971}^{909743--1}$ | SEL. T50:ENCRYPTION;PROFESSIONAL | \$6,538.00 | K k | $31 \%$ $31 \%$ | \$4,511.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | O.00 SPECTRALOGIC |
| 5 | 90979471-F | SEL: FRU;UPGRD;POWER SUPPLY;T50E | \$1,149.00 | k | 31\% | \$792.81 | ${ }_{\text {S0. }}$ | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90979473 | SEL: FRU;SLOT CARTRIDGE SLED;T50E | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90979476 | SEL: COD-KEY;5 SLOT; 750 E | \$647.00 | k | 31\% | \$446.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{90979476 U-F}^{\text {909 }}$ | SEL: FRU,COD-KEY, 5 SLOT,T50E SEL: COD-KEY 1 SLOT T50E | $\$ 647.00$ $\$ 129.00$ | K | 31\% | \$446.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{90979478-\mathrm{F}}^{9097947}$ |  | \$129.00 | k | 31\% | \$899.01 | $\$ 0.00$ $\$ 0.00$ | \$0.00 \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | ( 0.00 SPECTRALOGIC |
| 5 | 90979510 | SEL: FRU,LTO-6,FC,HH,T50E | \$9,462.00 | k | 31\% | \$6,528.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 | 90979510-F | SEL: FRU,UPG,LTO-6,FC,HH,T50E | \$9,462.00 | k | 31\% | \$6,528.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90979511 | SEL: FRU,LTO-6,SAS, Hh, T50E | \$7,569.00 | k | 31\% | \$5,222.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{\text {909979523 }} 9$ | SEL:FRU,UPG,LTO-6,SAS, HH, T50E | \$77.599.00 | k | 31\% | \$5,222.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 90979523 | SEL: FRU,LTO-7,FC, HH,T50E | \$10,975.00 | k | 31\% | \$7,572.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{9}^{9097995932-F}$ | SEL: UPG,LTO-7,7,H,FC, T50E | \$10,975.00 | K | 31\% | \$7,572.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 SPECTRALOGIC |
| 5 | ${ }_{90999524-\mathrm{F}}^{9097952}$ | SEL: FRU,LTO-7,SAS,HH,T50E | \$10,092.00 | K k | 31\% | ${ }_{\$ 6,963.48}^{\$ 6,963}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (0.00 SPECTRALOGIC |
| 5 | 90979532 | SEL:PREPUR,LTO-8,SAS,HH,T50E | \$5,769.00 | k | 31\% | \$3,980.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{909799533}$ | SEL:PREPUR,LTO-8,FC,HH,T50E | \$6,846.00 | K | 31\% | \$4,723.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{91019814 \text { T200 }}$ | SEL: CHAMBER-SLOT KEY ENABLE; ${ }^{\text {a }}$ S 200 SEL: CHAMBER-SLOT KEY ENABLE:T200 | $\$ 1,308.00$ $\$ 130800$ | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 SPECTRALOGIC |
| 5 5 | ${ }_{910191981414380}$ | SEL: CHAMBER-SLOT KEY ENABLE:T200 | $\$ 1,308.00$ $\$ 1,308.00$ | K k | $31 \%$ $31 \%$ | $\$ 902.52$ $\$ 902.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 91019814 T38-F | SEL: FRU:CHAMBER-SLOT KEY;T380 | \$1,308.00 |  | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 | 91019814 T680 | SEL: CHAMBER-SLOT KEY ENABLE;T680 | \$1,308.00 | k | 31\% | \$902.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 91019814 T68-F | SEL: FRU:CHAMBER-SLOT KEYYTG80 | \$1,308.00 | K | 31\% | \$ $\$ 902.52$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{910191981616-F}$ | SEL: ENCRYPTION:PRO;T200-380-680 SEL: | \$6,538.00 | K k | $31 \%$ $31 \%$ | ${ }_{\$ 4,5111.22}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 91019817 | SEL: SLS SFTWR KEY;Q1P-RIM-CONN;BOA | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 0.00 SPECTRALOGIC |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE }}}{ }$ NET | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT Enh mnt Lp | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 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 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 91019818-F | SEL: FRU:SLS SFTWR-KEY;DIRECT;T200 | \$6,538.00 | k | 31\% | \$4,511.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 91019824 | SEL: RACK; STANDARD 19 INCH | \$4,015.00 | k | 31\% | \$2,770.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{910109832}$ | SEL: SLS SW KEY:DIRECTCONN;T380-680 SEL FRU-SLS SWW-KEY-DRECT $380-680$ | $\$ 6,538.00$ $\$ 6.53800$ | K | $31 \%$ $31 \%$ | \$4,511.22 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC |
| 5 | 91019832-F | SEL: FRU;SLS SW-KEY;DIRECT;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 5 | ${ }_{910198877}$ |  | $\$ 8,385.00$ $\$ 8.385 .00$ | K | 31\% | ${ }_{\text {\$5,785.65 }}^{\$ 5,785.65}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC Soo SPECTRALOGIC |
| 5 | 9198 | SEL: CNTR,SPP,8GB, 850NM, OPTICAL | ${ }_{\text {\$ }}$ \$633.00 | k | 31\% | \$\$181.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5000 | \$0.00 |  | S0.00 SPECTRALOGIC |
| 5 | 9313 | SEL: CABLEOPTICAL50ULC-LC10M | \$187.00 | k | 31\% | \$129.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 9314 | SEL: CABLE,OPTICAL,50U,LC-LC,20M | \$235.00 | k | 31\% | \$162.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | 9317 | SEL: CABLE,OPTICAL,LC-LC,50M | \$291.00 | k | 31\% | \$200.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{\text {T120-6HA-2-50 }}$ | SEL: T120BUNDLE 2 LTO-6 HH SAS 30S | \$337,890.00 | K k | 31\% | \$26,144.10 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | T120-6HA-3-50 | SEL: T120BUNDLE,3 LTO-6, HH,SAS,50S | \$50,019.00 | k | 31\% | \$34,513.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-6HA-4-50 | SEL: T120BUNDLE,4 LTO-6, HH,SAS,50S | \$61,788.00 | k | 31\% | \$42,633.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-6-H-F-2-30 | SEL: T120BUNDLE 2 LTO-6 HH FC 30S | \$43,088.00 | k | 31\% | \$29,730.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-6HF-2-50 | SEL: T120BUNDLE,2 LTO-6, HH,FC,50S | \$44,396.00 | k | 31\% | \$30,633.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-6HF-3-50 | SEL: T120BUNDLE, 3 LTO-6, HH,FC,50S | \$56,198.00 | k | 31\% | \$38,776.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-6HF-4-50 | SEL: T120BUNDLE,4 LTO-6, HH,FC,50S | \$68,556.00 | k | 31\% | \$47,303.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7-H-A-2-30 | SEL: T120BUNDLE, 2 LTO-7, HH,SAS,30S | \$39,885.00 | k | 31\% | \$27,520.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7--H-A-2-50 | SEL: T120BUNDLE, 2 LTO-7,HH,SAS,50S | \$39,885.00 | k | 31\% | \$27,520.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7--H-A-3-50 | SEL: T120BUNDLE, 3 LTO-7,HH,SAS,50S | \$52,177.00 | k | 31\% | \$36,002.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7-- --A-4-50 | SEL: T120BUNDLE, 4 LTO-7,HH,SAS,50S | \$63,423.00 | k | 31\% | \$43,761.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7-H-F-F-2-30 | SEL: T120BUNDE, 2 LTO-7,HH,FC, 30S | \$455,638.00 | k | 31\% | \$314,490.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7--H-F-2-50 | SEL: T120BUNDLE,2 LTO-7, HH,FC,50S | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T120-7-H-F-3-50 T120-7-H-F-4-50 | SEL: T120BUNDLE, 3LTO-7,HH,FC,50S | \$588,192.00 | K | 31\% | \$40,152.48 $\$ 48834.65$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 SPECTRALOGIC |
| 5 | T120-7-H-F-4-50 T200-DBA-1 | SEL: T120BUNDLE,4 4 LTO-7,HH,FC,50S SEL: T200:BASE UNIT W-1 1 DBA | $\$ 70,485.00$ $\$ 47.574 .00$ | K k | 31\% | $\$ 48,634.65$ $\$ 32.826 .06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC Soin SPECTRALOGIC |
| 5 | T200-DBA-2 | SEL: T200:BASE UNIT W-2 DBA | \$54,112.00 | k | 31\% | \$327.337.28 | S0.00 | \$0.00 | \$5000 | \$8000 | \$0.00 | \$ ${ }_{\text {So }}$ |  | 0.00 SPECTRALOGIC |
| 5 | T380-DBA-1 | SEL: T380;BASE UNIT W-1 DBA | \$67,189.00 | k | 31\% | \$46,360.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 SPECTRALOGIC |
| 5 | T380-DBA-2 | SEL: T380;BASE UNIT W-2 2 DBA | \$73,074.00 | k | 31\% | \$50,421.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T380-DBA-3 | SEL: T380;BASE UNIT W-3 3 DBA | \$78,958.00 | k | 31\% | \$54,481.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }^{\text {T380-J-DBA-1 }}$ | SEL: T380 ENT, BASE UNIT W-1 DBA | \$67,189.00 | k | 31\% | \$46,360.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T380-J-DBA-2 | SEL: T380 ENT,BASE UNIT W-2 DBA | \$73,074.00 | k | 31\% | \$50,421.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T380-J-DBA-3 | SEL: T380 Ent, BASE UNIT W-3 3 DBA | \$78,958.00 | k | 31\% | \$54,481.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T50E-7-H-A-1-10 | SEL: T50E,LTO-7, $\mathrm{HH}, \mathrm{SAS}, 1 \mathrm{DR}, 10 \mathrm{~S}$ | \$16,346.00 | k | 31\% | \$11,278.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | ${ }_{\text {T }}^{\text {T50E-7-7-A-A-2-25 }}$ |  | \$24,715.00 $\$ 20,269.00$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 17,053.35$ $\$ 13,985.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 SPECTRALOGIC |
| 5 | T50E-7-H-F-2-25 | SEL: T50E,LTO-7,HH,FIBRE,20R,25S | \$28,769.00 | k | 31\% | \$19,850.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T680-DBA-1 | SEL: T680;BASE UNIT W-1 1 DBA | \$102,366.00 | k | 31\% | \$70,632.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T680-DBA-2 | SEL: T680;BASE UNIT W-2 2 DBA | \$108,251.00 | k | 31\% | \$74,693.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T680-DEA-3 | SEL: T680;BASE UNIT W- 3 DBA | \$114,135.00 | k | 31\% | \$78,753.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 | T9502FRMEXP | SEL: 99502 FRAME HAX EXPANSION KIT | \$0.00 |  | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T9503FRMEXP | SEL: T950 3 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 | T9504FRMEXP | SEL: T950 4 FRM 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 | 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 | SEL: T950 6 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 | T9508FRMEXP | SEL: 99508 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 | ${ }_{\text {T }}^{\text {T95081D }}$ | SEL: T950B WITH 1 DBA | \$112,655.00 | K | 31\% | \$77,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | T950B3D3T <br> T950B3D3TDVXP |  | \$112,658.00 \$49,758.00 | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$ ${ }_{\text {\$37,7,734.02 }}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 SPECTRALOGIC |
| 5 | т95овздзтDх-F | 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 |  | O.00 SPECTRALOGIC |
| 5 | T950B6DODVXP | SEL: T950 DRV EXP 6D OT | \$63,292.00 | k | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 SPECTRALOGIC |
| 5 | T950B6DOT | SEL: T950 W-6 DBA'S \& 0 TBA'S | \$128,808.00 | k | 31\% | \$88,877.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T95086Dotdx-F | SEL: T950 DRV EXP 6D OT | \$63,292.00 | k | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 SPECTRALOGIC |
| 5 | T9508-J-3D | SEL: T950B ENT 3 DBA | \$112,658.00 | k | 31\% | \$77,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | ${ }_{\text {T }}^{\text {T950BJ3DDVVXPF }}$ | SEL: T950B ENT DRV EXP 3DEA SEL: FRU, T950 ENT DRV EXP 3DBA | \$499,758.00 | K k | $31 \%$ $31 \%$ | \$34,333.02 ${ }_{\text {\$34,333.02 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | T950B-J-6D | SEL: T950B ENT 6 DBA | \$128,808.00 | k | 31\% | \$88,877.52 | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950B-J6DDVXP | SEL: T950b ENT DRV EXP 6DBA | \$63,292.00 | k | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950BJ6DDVXPF | SEL: FRU,T950B ENT DRV EXP 6DBA | \$63,292.00 | k | 31\% | \$43,671.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950B-JMEDEXF | SEL: FRU, T950 ENT MEDIA EXP FRAME | \$26,023.00 | k | 31\% | \$17,955.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950BJMEDIAEX | SEL: T950B ENT MEDIA EXP | \$26,023.00 | k | 31\% | \$17,955.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950BJMULTITID | SEL: T9500 ENT,MULTT, 1 DBA | \$12,658.00 | k | 31\% | \$777,74.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950BJMULTIIS T9503MMULTICD |  | \$112,658.00 $\$ 128,808.00$ | K | 31\% | \$ ${ }_{\text {\$78,77,747.02 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | 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 |  | 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 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950BMEDBULK | SEL: T950,LEFT,MED,EX,FRAME,W-BULK | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
|  | T950BMEDEX-F | SEL: T950 MEDIA ONLY EXPANSN FRAME | \$26,023.00 | k | 31\% | \$17,955.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T9908MEDIAEXP | SEL: T950 MEDA ONLY EXPANSN FRAME | \$266,023.00 | K | 31\% | \$17.955.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 5 | T9508MEDLELKJ | SEL: T950B ENT BULK TAP SEL: T950,MULTI,WITH 1 DBA | $\$ 45,769.00$ $\$ 112,658.00$ | K | $31 \%$ $31 \%$ | \$31,580.61 $\$ 77,734.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPECTRALOGIC 0.00 SPECTRALOGIC |
| 5 | T9508MULT3D3T | SEL: : T950,MULTI, W-3 DBA'S \& 3 TBA' | \$112,658.00 | k | 31\% | \$77,734.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | T950BMULT6DOT | SEL: T950,MULTT,W-6DBA'S \& OTBA'S | \$128,808.00 | k | 31\% | \$88,877.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | TFIN3D3T | SEL: TFIN W- 3 DBA'S \& 3 TBA'S | \$122,923.00 | , | 31\% | \$84,816.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | TFIN3D3TDVX-F | SEL: TFIN:UPG:DRV EXP 3D 3T | \$557.538.00 | K | 31\% | \$399701.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | TFIN6DOT |  | \$ $\$ 14275,5388.00$ | K | 31\% | \$939,351.22 | \$0.00 | S0.00 $\$ 000$ | \$8000 | \$0.00 | \$0.00 $\$ 000$ | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | TFIN6DOTDVX-F | SEL: TFIN:UPG;DRV EXP 6D OT | \$73,231.00 | k | 31\% | \$50,529.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |
| 5 | TFin6Dotdvx | SEL: TFIN DRV EXP 6D OT | \$73,231.00 | k | 31\% | \$50,529.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPECTRALOGIC |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT W/MC PREM MNT LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | TFINBSB-LEFT | SEL: TFIN BULK SERV BAY;LEFT | \$56,846.00 | K | 31\% | \$40,603.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINBSBLFT-F | SEL: FRU;TFIN BULK SV BAY;LEFT | \$58,846.00 | k | 31\% | \$40,603,74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 ROB | \$91,538.00 | k | 31\% | \$63,161.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFIN-J3D3S | SEL: TFIN ENT 3D 3S | \$122,923.00 | K | 31\% | \$84,816.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJ3D3SDVXP | SEL: TFIN ENT DRV EXP 3D 3 ${ }^{\text {S }}$ | \$577,538.00 | K | 31\% | \$39,701.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 5 | TFINJ3D3SDX-F | SEL: FRU:TFIN ENT DRV EXP 3D 3S SEL: TFIN ENT 6 O OS | \$142,5388.00 | K | 31\% | \$999,701.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPECTRALOGIC \$0.00 SPECTRALOGIC |
| 5 | TFINJ6Dosdvx | SEL: TFIN ENT DRV EXP 6D os | \$73,231.00 | k | 31\% | \$50,529.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJ6DOSDX-F | SEL: FRU; ${ }^{\text {dFIN }}$ ENT DRV EXP 6D os | \$73,231.00 | k | 31\% | \$50,529.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJBSBLEFT | SEL: TFIN ENT BULK SERV BAY;LEFT | \$58,846.00 | k | 31\% | \$40,603.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJBSBLFT-F | SEL: FRU;TFIN ENT BULK SV BAY;LEFT | \$58,846.00 | k | 31\% | \$40,603.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJBSBRGT-F | SEL: FRU:TFIN ENT BULK SVV 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 5 | TFIN-J-BSB-RIGHT | SEL: TFIN ENT BULK SERV BAY,RGT W/ROBC SEL: FRUTTFIN ENT MEDIA EXP FRAME | \$91.538.00 | K | $31 \%$ $31 \%$ | \$63,161.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPECTRALOGIC |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | TFINJMEDEX-F TFINJMEDIAEXP | SEL: FRU;TFIN ENT MEDIA EXP FRAME SEL: TFIN ENT MEDIA EXP | \$26,154.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | \$18,046.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | $\$ 0.00$ SPECTRALOGIC $\$ 0.00$ 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 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJSBLEFT-F | SEL: FRU;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 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINJSBRGT-F | SEL: FRU;TFIN ENT SERV BAY;RIGHT | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFIN-J-SB-RIGHT | SEL: TFIN ENT SERV BAY,RIGHT WITH ROBC | \$78,462.00 | k | 31\% | \$54,138.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINMEDEX-F | SEL: TFIN:UPG;MEDIA EXP | \$26,154.00 | K | 31\% | \$18,046.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | TFINMEDIAEXP | SEL: TFIN MEDIA EXP SEL: TFIN SERV BAY:LEFT | \$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 | TFINSB-LEFT | SEL : TFIN SERV BAY:LEFT SEL: TFIN:UPG;SERV BAY:LEFT | \$455,769.00 | K | $31 \%$ $31 \%$ | ${ }_{\text {\$31, }}{ }^{\text {S31,580.61 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPECTRALOGIC |
| 5 | TFIN-SB-RIGHT | SEL: TFIN 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 | TFINSBRIGHT-F | SEL: TFIN;UPG;SERV BAY;RIGHT | \$45,769.00 | k | 31\% | \$31,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPECTRALOGIC |
| 5 | ESP-100-199AN-D | SEL Splunk Ent Sec Perp Lic 100-199GBAN | \$721.15 | k | 31\% | \$497.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-100-199AP-D | SEL Splunk Ent Sec Perp Lic 100-199GBAP | \$865.38 | k | 31\% | \$597.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-100-199US-D | SEL Splunk EntSecPerpLic 100-199GB/day US | \$576.92 | k | 31\% | \$398.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-1K-1999AN-D | SEL Splunk Ent Sec Perp Lic 1K-1999GBAN | \$432.69 | k | 31\% | \$298.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 | ESP-1K-1999EM-D | SEL Splunk Ent Sec Perp Lic 1k-1999GBEM | \$398.08 | k | 31\% | \$274.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 5 | ESP-1K-1999US-D | SEL Splunk Ent Sec Perp 1K-1999GB/dayUS | $\$ 346.15$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & \begin{array}{l} 31 \% \\ 31 \% \end{array} \end{aligned}$ | $\$ 238.84$ $\$ 373.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | $\$ 0.00$ SPLUNK |
| 5 | ESP-200-499AP-D | SEL Splunk Ent Sec Perp Lic 200-499GBAP | \$649.04 | k | 31\% | \$447.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-200-499EM-D | SEL Splunk Ent Sec Perp Lic 200-499GBEM | \$497.60 | k | 31\% | \$343.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-200-499US-D | SEL Splunk EntsecPerpLic 200-499GB/day Us | \$432.69 | k | 31\% | \$298.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-2K-4999AN-D | SEL Splunk Ent Sec Perp Lic 2k-4999GBAN | \$317.31 | k | 31\% | \$218.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-2K-4999AP-D | SEL Splunk Ent Sec Perp Lic 2k-4999GBAP | \$475.96 | k | 31\% | \$328.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-2K-4999EM-D | SEL Splunk Ent Sec Perr Lic 2K-4999GBEM | \$364.90 | k | 31\% | \$251.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESP-2K-4999US-D | SEL Splunk Ent Sec Perp 2K-4999GB/day US | \$317.31 | K | $31 \%$ $31 \%$ | \$218.94 $\$ 32344$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 5 | ESP-500-999AN-D | SEL Splunk Ent Sec Perp Lic 500-999GBAN SEL Splunk Ent Sec Perp Lic $500-999 G B A P$ | \$468.75 | K k | 31\% | \$323.44 $\$ 388.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 SPLUNK \$0.00 SPLUNK |
| 5 | ESP-500-999EM-D | SEL Splunk Ent Sec Perp Lic 500-999GBEM | \$431.25 | k | 31\% | \$297.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-500-999US-D | SEL Splunk Ent Sec Perp 500-999GB/day US | \$375.00 | k | 31\% | \$258.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-50-99AP-D | SEL Splunk Ent Sec Perp Lic 50-99GBAP | \$1,384.62 | k | 31\% | \$955.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESP-50-99EM-D | SEL Splunk Ent Sec Perp Lic 50-99GBEM | \$1,061.54 | K | 31\% | \$732.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESP-50-99US-D | SEL Splunk Ent Sec Perp Lic 50-99GBday ${ }^{\text {che }}$ | ${ }_{\$ 576.92}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$636.93 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 | ESPU-100-199AP-D | SEL Splunk ES Perp UPG 100-199GB/dayAP | \$865.38 | k | 31\% | \$597.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-100-199US-D | SEL Splunk ES Perp UPG 100-199GB/day US | \$576.92 | k | 31\% | \$398.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESPU-1K-1999AN-D | SEL Splunk ES Perp UPG 1k-1999GBB/dayAN | $\$ 346.15$ $\$ 51923$ | K | 31\% | \$238.84 $\$ 35827$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | ESPU-1K-1999AP-D | SEL Splunk ES Perp UPG 1-1-1999GB/dayAP SEL Splunk ES Perp UPG 1 -1999GB/dayEM | \$599.23 $\$ 398.08$ | K | 31\% | \$358.27 $\$ 274.68$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$80.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-1K-1999US-D | SEL Splunk ES Perp UPG 1 K -1999GB/day ${ }^{\text {d }}$ | \$346.15 | k | 31\% | \$238.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-200-499AN-D | SEL Splunk ES Perp UPG 200-499GB/dayAN | \$432.69 | k | 31\% | \$298.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-200-499AP-D | SEL Splunk ES Perp UPG 200-499GB/dayAP | \$649.62 | k | 31\% | \$448.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESPU-200-499EM-D ESPU-20-499US-D | SEL Splunk ES Perp UPG $200-499 \mathrm{GB/day}$ EM SEL S | \$497.31 $\$ 432.69$ | K | $31 \%$ $31 \%$ | $\$ 343.14$ $\$ 29856$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | ESPU-2K-4999AN-D | SEL Splunk ES Perp UPG 2K-4999GB/dayAN | \$317.31 | k | 31\% | \$218.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 |  | \$0.00 SPLUNK |
| 5 | ESPU-2K-4999US-D | SEL Splunk ES Perp UPG 2K-4999GB/day | \$317.31 | k | 31\% | \$218.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESPU-500-999AN-D <br> ESPU-500-999AP-D | SEL Splunk ES Perp UPG $500-999 \mathrm{GB/day}$ AN SEL Solunk ES Perp UPG $500-999 \mathrm{BB}$ /dayAP | \$375.00 | K | 31\% | \$258.75 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | ESPU-500-999EM-D | SEL Splunk ES Perp UPG 500-999GB/dayEM | \$431.54 | k | 31\% | \$297.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-500-999US-D | SEL Splunk ES Perp UPG 500-999GB/day US | \$375.00 | k | 31\% | \$258.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-50-99AN-D | SEL Splunk ES Perp UPG 50-99GB/dayAN | \$923.08 | k | 31\% | \$636.93 | \$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 $50-99 \mathrm{~GB} /$ /day AP | \$1,384.62 | k | 31\% | \$955.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-50-99EM-D | SEL Splunk ES Perp UPG 50-99GB/day EM | \$1,061.54 | k | 31\% | \$732.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESPU-50-99US-D | SEL Splunk ES Perp UPG 50-99GB/day US | \$923.08 | K | 31\% | \$636.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-100-199AP-D | SEL Splunk Ent Sec Term ESUP 100-199GBAN SEL Splunk Ent Sec Term ESUP 100-199GBAP | \$288.46 | k | 31\% | \$238.84 | \$0.00 | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-100-199EM-D | SEL Splunk Ent Sec Term ESUP100-199GBEM | \$265.38 | k | 31\% | \$183.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-100-199US-D | SEL Splunk Ent Sec Term ESUP100-199GBUS | \$230.77 | K | 31\% | \$159.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESTE-1K-1999AN-D | SEL Splunk Ent Sec Term ESUP 1K-199GBAN SEL Solunk Ent Sec Term ESUP1K-199GBAP | \$194.71 | K | $31 \%$ $31 \%$ | \$ ${ }^{\mathbf{S 1 3 4 4} 35} \mathbf{\$ 1 6 1 . 2 2}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK \$0.00 SPLUNK |
| 5 | ESTE-1K-1999EM-D | SEL Splunk Ent Sec Term ESUP1K-199GBEM | \$179.13 | k | 31\% | \$123.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-1K-1999US-D | SEL Splunk Ent Sec Term ESUP1K-199GBUS | \$155.77 | k | 31\% | \$107.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-200-499AN-D | SEL Splunk Ent Sec Term ESUP200-499GBAN | \$223.56 | k | 31\% | \$154.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT W/MC PREM MNT LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | ESTE-200-499AP-D | SEL Splunk Ent Sec Term ESUP200-499GBAP | \$268.27 | K | 31\% | \$185.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-200-499EM-D | SEL Splunk Ent Sec Term ESUP200-499GBEM | \$205.67 | k | 31\% | \$141.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-200-499US-D | SEL Splunk Ent Sec Term ESUP200-499GBUS | \$178.85 | k | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-2K-4999AN-D | SEL Splunk Ent Sec Term ESUP2K-4999GBAN | \$187.50 | k | 31\% | \$129.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-2K-4999AP-D | SEL Splunk Ent Sec Term ESUP2K-4999GBAP | \$225.00 | K | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-2K-4999EM-D | SEL Splunk Ent Sec Term ESUP2K-4999GBEM | \$172.50 | , | 31\% | \$190.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-2K-4999US-D | SEL Splunk Ent Sec Term ESUP2K-4999GBUS | \$150.00 | k | 31\% | \$103.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-500-999AN-D | SEL Splunk Ent Sec Term ESUP500-999GBAN | \$201.92 | K | $31 \%$ $31 \%$ | \$139.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ |  | \$0.00 SPLUNK |
| 5 5 | ESTE-500-999AP-D <br> ESTE-500-999EM-D | SEL Splunk Ent Sec Term ESUP500-999GBAP SEL Solunk Ent Sec Term ESUP500-999GBEM | \$242.31 | K | $31 \%$ $31 \%$ | \$167.19 $\$ 128.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 | ESTE-500-999US-D | SEL Splunk Ent Sec Term ESUP500-999GBUS | \$161.54 |  | 31\% | \$111.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-50-99AN-D | SEL Splunk Ent Sec Term ESUP50-99GBAN | \$461.54 | k | 31\% | \$318.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-50-99AP-D | SEL Splunk Ent Sec Term ESUP50-99GBAP | \$553.85 | k | 31\% | \$382.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-50-99EM-D | SEL Splunk Ent Sec Term ESUP50-99GBEM | \$424.62 | k | 31\% | \$292.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTE-50-99US-D | SEL Splunk Ent Sec Term ESUP50-99GBUS | \$369.23 | k | 31\% | \$254.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-100-199AN-D | SEL Splunk Ent Sec Term GSUP100-199GBAN | \$324.52 | K | 31\% | \$223.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESTG-100-199AP-D | SEL Splunk Ent Sec Term GSUP100-199GBAP | \$389.42 $\$ 29856$ | K | $31 \%$ $31 \%$ | \$268.70 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ESTG-100-199EM-D ESTG-100-199US-D | SEL Splunk Ent Sec Term GSUP100-199GBEM SEL Splunk Ent Sec Term GSuP100-199GBUS | \$298.56 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | \$206.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK \$0.00 SPLUNK |
| 5 | ESTG-1K-1999AN-D | SEL Splunk Ent Sec Term GSUP1K-199GBAN | \$216.35 | k | 31\% | \$149.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-1K-1999AP-D | sEL Splunk Ent Sec Term GSUP1K-199GBAP | \$259.62 | k | 31\% | \$179.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-1K-1999EM-D | SEL Splunk Ent Sec Term GSUP1K-199GBEM | \$199.04 | k | 31\% | \$137.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-1K-1999US-D | SEL Splunk Ent Sec Term GSUP1K-199GBUS | \$173.08 | k | 31\% | \$119.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-200-499AN-D | SEL Splunk Ent Sec Term GSUP200-499GBAN | \$252.40 | K | 31\% | \$174.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESTG-200-499AP-D ESTG-200-499EM-D | SEL Splunk Ent Sec Term GSUP200-499GBAP | \$302.88 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & 31 \% \end{aligned}$ | \$208.99 $\$ 160.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | \$0.00 SPLUNK S0.00 SPLUNK |
| 5 | ESTG-200-499US-D | SEL Splunk Ent Sec Term GSUP200-499GBUS | \$201.92 | k | 31\% | \$139.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-2K-4999AN-D | SEL Splunk Ent Sec Term GSUP2K-4999GBAN | \$209.13 | k | 31\% | \$144.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-2K-4999AP-D | SEL Splunk Ent Sec Term GSUP2K-4999GBAP | \$250.96 | k | 31\% | \$173.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-2K-4999EM-D | SEL Splunk Ent Sec Term GSUP2K-4999GBEM | \$192.40 | K | $31 \%$ $31 \%$ | \$132.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ESTG-2K-4999US-D ESTG-500-999AN-D | SEL Splunk Ent Sec Term GSUP2K-4999GBUS SEL Solunk Ent Sec Term GSUP500-999GBAN | \$167.31 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 115.44$ $\$ 154.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | \$0.00 SPLUNK |
| 5 | ESTG-500-999AP-D | SEL Splunk Ent Sec Term GSUP500-999GBAP | \$268.27 | k | 31\% | \$185.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-500-999EM-D | SEL Splunk Ent Sec Term GSUP500-999GBEM | \$205.67 | k | 31\% | \$141.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTG-500-999US-D | SEL Splunk Ent Sec Term GSUP500-999GBUS | \$178.85 | k | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-ES-1000AN-D | SEL Splunk ES TermUPG ESup Buck \$1000AN | \$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-1000AP-D | SEL Splunk ES TermUPG ESup Buck \$1000AP | \$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-1000EM-D | SEL Splunk ES TermuPG ESup 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 | ESTU-ES-1000US-D | SEL Splunk ES TermUPG ESup Buck \$1000US | \$1,000.00 | K | $31 \%$ $31 \%$ | \$690.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ESTU-ES-100AN-D | SEL Splunk ES TermuPG ESup Buck \$100AN SEL Splunk ES TermUPG ESup Buck \$ $100 A P$ | \$100.00 $\$ 100.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$699.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 SPLUNK \$0.00 SPLUNK |
| 5 | ESTU-ES-100EM-D | SEL Splunk ES TermUPG ESup Buck \$100EM | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-ES-100US-D | SEL Splunk ES TermuPG ESup 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 | ESTU-ES-1AN-D ESTU-ES-1AP-D | SEL Splunk ES TermuPG ESup Buck \$1AN SEL Splunk ES TermuPG ESup Buck \$1AP | \$1.00 | k | 31\% | $\begin{aligned} & \$ 0.69 \\ & \$ 0.69 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK S0.00 SPLUNK |
| 5 | ESTU-ES-1EM-D | SEL Splunk ES TermUPG ESup Buck \$1EM | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-ES-1US-D | SEL Splunk ES TermUPG ESup Buck \$1US | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-GS-1000AN-D | SEL Splunk ES TermUPG GSup Buck \$1000AN | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-GS-1000AP-D | SEL Splunk ES TermUPG GSup Buck \$1000AP | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-GS-1000EM-D | SEL Splunk ES TermUPG GSup 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 | ESTU-GS-1000US-D | SEL Splunk ES TermUPG GSup 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-GS-100AN-D | SEL Splunk ES Termupg Gsup Buck \$100AN | \$100.00 | K | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ESTU-GS-100AP-D ESTU-GS-100EM-D | SEL Splunk ES TermUPG GSup Buck \$100AP SEL Splunk ES TermUPG GSup Buck \$100EM | $\$ 100.00$ $\$ 100.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\$ 69.00$ $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | ESTU-GS-100US-D | SEL Splunk ES TermUPG GSup Buck \$100us | \$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 GSup Buck \$1AN | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-GS-1AP-D | SEL Splunk ES TermUPG GSup Buck \$1AP | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ESTU-GS-1EM-D | SEL Splunk ES TermUPG GSup Buck \$1EM | \$1.00 | k | 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 GSup Buck \$1US | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-100GB-AN-D | SEL Splunk EXCH Perr Lic 51-100GB/dayAN | \$108,173.08 | k | 31\% | \$74,639.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | EXP-100GB-AP-D | SEL Splunk EXCH Perp Lic 51-100GB/dayAP | \$129,807.69 | K | $31 \%$ $31 \%$ | \$899,567.31 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | EXP-100GB-US-D | SEL Splunk EXCH Perp Lic 51-100GB/day ${ }^{\text {a }}$ | \$88,538.46 | k | 31\% | \$59,711.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-101GB-AN-D | SEL Splunk EXCH Perp Lic > 100+GB/dayAN | \$201,923.08 | k | 31\% | \$139,326.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-101GB-AP-D | SEL Splunk EXCH Perp Lic > 100+GB/dayAP | \$242,307.69 | k | 31\% | \$167,192.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-101GB-EM-D | SEL Splunk EXCH Perp Lic > 100+GB/dayEM | \$185,769.23 | K | 31\% | \$128,180.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | EXP-101GB-US-D |  | \$ ${ }^{\text {S161.538.46 }} \mathbf{\$ 1 8 . 0 8 8 . 8 5}$ | K | 31\% | \$111.461.54 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | EXP-10GB-AP-D | SEL Splunk EXCH Perp Lic 6-10GB/dayAP | \$21,634.62 | k | 31\% | \$14,927.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-10GB-EM-D | SEL Splunk EXCH Perp Lic 6-10GB/day EM | \$16,586.54 | k | 31\% | \$11,444.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-10GB-US-D | SEL Splunk EXCH Perp Lic 6-10GB/day ${ }^{\text {d }}$ | \$14,423.08 | k | 31\% | \$9,951.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | EXP-20GB-AN-D | SEL Splunk EXCH Perp Lic 11-20GB/dayAN | ${ }_{\text {\$ }}{ }^{\text {S38,494231 }}$ | K | $31 \%$ $31 \%$ | \$22,391.82 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK \$0.00 SPLUNK |
| 5 | EXP-20GB-EM-D | SEL Splunk EXCH Perp Lic 11-20GB/dayEM | \$29,855.77 | k | 31\% | \$20,600.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-20GB-US-D | SEL Splunk EXCH Perp Lic 11-20GB/day US | \$25,961.54 | k | 31\% | \$17,913.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-50GB-AN-D | SEL Splunk EXCH Perp Lic 21-50GB/dayAN | \$68,509.62 | k | 31\% | \$47,271.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-50GB-AP-D | SEL Splunk EXCH Perp Lic $21-50 \mathrm{~GB}$ /dayAP | \$82,211.54 | k | 31\% | \$56,725.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | EXP-50GB-US-D | SEL Splunk EXCH Perp Lic 21-50GB/day ${ }^{\text {a }}$ | $\$ 54,807.69$ $\$ 10.817 .31$ | K | $31 \%$ $31 \%$ | $\$ 377.817 .31$ $\$ 7.463 .94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK \$0.00 SPLUNK |
| 5 | EXP-5GB-AP-D | SEL Splunk EXCH Perp Lic 3 -5GB/dayAP | \$12,980.77 | k | 31\% | \$8,956.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-5GB-EM-D | SEL Splunk EXCH Perp Lic 3-5GB/dayEM | \$9,951.92 |  | 31\% | \$6,866.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | EXP-5GB-US-D | SEL Splunk EXCH Perr Lic 3-5GB/day US | \$8,653.85 | k | 31\% | \$5,971.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LEVEL <br> PRICE$\|$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS W/MC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | EXTE-100GB-AN-D | SEL Splunk EXCH Term ESUP 51-100GB/dayAI | \$43,269.23 | K | 31\% | \$29,855.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-100GB-AP-D | SEL Splunk EXCH Term ESUP 51-100GB/dayAI | \$51,923.08 | k | 31\% | \$35,826,93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-100GB-EM-D | SEL Splunk EXCH Term ESUP 51-100GB/day EI | \$39,807.69 | k | 31\% | \$27,467.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-100GB-US-D | SEL Splunk EXCH Term ESUP 51-100GB/dayU: | \$34,615.38 | k | 31\% | \$23,884,61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-101GB-AN-D | SEL Splunk EXCH Term ESUP > 100+GB/dayAN | \$107,668.27 | k | 31\% | \$74,291.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-101GB-AP-D | SEL Splunk EXCH Term ESUP > 100+GB/dayAF | \$129,201.92 | k | 31\% | \$89,149.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-101GB-EM-D | SEL Splunk EXCH Term ESUP > 100+GB/dayEn | \$99,054.81 | k | 31\% | \$68,347.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-101GB-US-D | SEL Splunk EXCH Term ESUP > $100+$ GB/day ${ }^{\text {c }}$ | \$86,134.62 | k | 31\% | \$59,432.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-10GB-AN-D | SEL Splunk EXCH Term ESUP 6-10GB/dayAN | \$7,211.54 | k | 31\% | \$4,975.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | EXTE-10GB-AP-D | SEL Splunk EXCH Term ESUP 6-10GB/dayAP | ${ }_{\text {¢ }}^{\$ 8,653.85}$ | K | $31 \%$ $31 \%$ | $\$ 5,971.16$ $\$ 4.57789$ | \$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 |
| 5 5 | EXTE-10GB-EM-D EXTE-10GB-US-D | SEL Splunk EXCH Term ESUP 6-10GB/dayEM SEL Splunk EXCH Term ESUP 6-10GB/dayUS | \$6,634.62 | K k | $31 \%$ $31 \%$ | $\$ 4,577.89$ $\$ 3,980.77$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | EXTE-20GB-AN-D | SEL Splunk EXCH Term ESUP $11-20 \mathrm{~GB}$ /day ${ }^{\text {a }}$ | \$ $12,980.77$ | k | 31\% | ${ }_{\$ 8,956.73}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-20GB-AP-D | SEL Splunk EXCH Term ESUP 11-20GB/dayAP | \$15,576.92 | k | 31\% | \$10,748.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-20GB-EM-D | SEL Splunk EXCH Term ESUP 11-20GB/dayEM | \$11,942.31 | k | 31\% | \$8,240.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-20GB-US-D | SEL Splunk EXCH Term ESUP 11-20GB/day US | \$10,384.62 | k | 31\% | \$7,165.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-50GB-AN-D | SEL Splunk EXCH Term ESUPP 21-50GB/dayAN | \$27,403.85 | k | 31\% | \$18,908.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-50GB-AP-D | SEL Splunk EXCH Term ESUP 21-50GB/dayAP | \$32,884.62 |  | 31\% | \$22,690.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| $5$ | EXTE-50GB-EM-D EXTE-50GB-US-D | SEL Splunk EXCH Term ESUP $21-50 \mathrm{~GB} /$ day ${ }^{\text {EM }}$ | \$25,211.54 | K | 31\% | \$17,395.96 $\$ 15,126.93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPLUNK |
| 5 | EXTE-5GB-AN-D | SEL Splunk EXCH Term ESUP 3 3-5GB/day | \$21,923.08 $\$ 4,326.92$ | k | 31\% | + ${ }_{\text {\$2, } 285.57}$ | \$0.00 | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | EXTE-5GB-AP-D | SEL Splunk EXCH Term ESUP 3-5GB/dayAP | \$5,192.31 | K | 31\% | \$3,582.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTE-5GB-EM-D | SEL Splunk EXCH Term ESUP 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 | EXTE-5GB-US-D | SEL Splunk EXCH Term ESUP 3-5GB/day ${ }^{\text {d }}$ | \$3,461.54 | k | 31\% | \$2,388.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-100GB-AN-D | SEL Splunk EXCH Term GSUP 51-100GB/dayA | \$48,677.88 | k | 31\% | \$33,587.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTGG-100GB-AP-D | SEL Splunk EXCH Term GSUP 51-100GB/dayA | \$584,413.46 | k | 31\% | \$40,305.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | EXTG-100GB-EM-D | SEL Splunk EXCH Term GSUP 51-100GB/dayE SEL Splunk EXCH Term GSuP 51-100GB/day | \$44,783.65 | k | 31\% | \$30,900.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | EXTG-101GB-AN-D | SEL Splunk EXCH Term Gsup > $100+G B /$ /day ${ }^{\text {ar }}$ | \$121,153.85 | k | 31\% | \$26,870.19 | \$80.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | EXTG-101GB-AP-D | SEL Splunk EXCH Term GSUP > 100+GB/dayAF | \$145,384.62 | k | 31\% | \$100,315.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-101GB-EM-D | SEL Splunk EXCH Term GSUP > 100+GB/dayEn | \$111,461.54 | k | 31\% | \$76,908.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-101GB-US-D | SEL Splunk EXCH Term GSUP > 100+GB/dayUs | \$96,923.08 | k | 31\% | \$66,876.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-10GB-AN-D | SEL Splunk EXCH Term GSUP 6 -10GB/dayAN | \$8,112.98 | k | 31\% | \$5,577.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-10GB-AP-D | SEL Splunk EXCH Term GSUP 6 -10GB/dayAP | \$9,735.58 | k | 31\% | \$6,717.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-10GB-EM-D | SEL Splunk EXCH Term GSUP 6-10GB/dayEM | \$7,463.94 | k | 31\% | \$5,150.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-10GB-US-D | SEL Splunk EXCH Term GSUP 6 -10GB/day US | \$6,490.38 | k | 31\% | \$4,478.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-20GB-AN-D | SEL Splunk EXCH Term GSUP 11-20GB/dayAN | \$14,603.37 | K | 31\% | \$10,076.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | EXTG-20GB-AP-D | SEL Splunk EXCH Term GSUP 11-20GB/dayAP | \$17,524.04 | K | $31 \%$ $31 \%$ | $\$ 12,091.59$ $\$ 927022$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPLUNK |
| 5 | EXTG-20GB-EMS-D | SEL Splunk EXCH Term GSUP 11-20GB/dayEN | \$131,435.10 | K | 31\% | $\$ 9,270.22$ $\$ 8,061.06$ | \$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 |
| 5 | EXTG-50GB-AN-D | SEL Splunk EXCH Term GSUP 21-50GB/dayAN | \$30,829.33 | k | 31\% | \$21,272.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-50GB-AP-D | SEL Splunk EXCH Term GSUP 21-50GB/dayAP | \$36,995.19 | k | 31\% | \$25,526.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-50GB-EM-D | SEL Splunk EXCH Term GSUP 21-50GB/dayEN | \$28,362.98 | k | 31\% | \$19,570.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-50GB-US-D | SEL Splunk EXCH Term GSUP 21-50GB/day | \$24,663.46 | k | 31\% | \$17,017.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-5GB-AN-D | SEL Splunk EXCH Term GSUP 3-5GB/dayAN | \$4,867.79 | k | 31\% | \$3,358.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-5GB-AP-D | SEL Splunk EXCH Term GSUP 3 -5GB/dayAP | \$5,841.35 | k | 31\% | \$4,030.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-5GB-EM-D | SEL Splunk EXCH Term GSUP 3 -5GB/day ${ }^{\text {a }}$ | \$4,478.37 | k | 31\% | \$3,090.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | EXTG-5GB-US-D | SEL Splunk EXCH Term GSUP 3 -5GB/day | \$3,894.23 | k | 31\% | \$2,687.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-100-249AN-D HUTE-100-249AP-D | SEL Splunk-Hadoop Term +Esup100-249NdAN | \$3,807.69 | k | 31\% | \$2,627.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | (e.00 SPLUNK |
| 5 | HUTE-100-249AP-D HUTE-100-249EM-D | SEL Splunk-Hadoop Term +Esup 100-249NdAP SEL Splunk-Hadoop Term + 5 Sup100-24NdEM | \$4,569.23 $\$ 3.503 .08$ | K | 31\% | ${ }_{\text {\$ }} \mathbf{\$ 2 , 1 5 1 7 . 7 7}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | HUTE-100-249US-D | SEL Splunk-Hadoop Term +Esup100-249NdUS | \$3,046.15 | k | 31\% | \$2,101.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-10-24AN-D | SEL Splunk-Hadoop Term +Esup 10-24NdAN | \$4,326.92 | k | 31\% | \$2,985.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-10-24AP-D | SEL Splunk-Hadoop Term +Esup $10-24 \mathrm{NdAP}$ | \$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 | SEL Splunk-Hadoop Term +Esup 10-24NdEM | \$3,980.77 | k | 31\% | \$2,746.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-10-24US-D HUTE-250-499AN-D | SEL Splunk-Hadoop Term +Esup10-24NdUS | \$3,461.54 $\$ 3,461.54$ | K | 31\% | \$2,388.46 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | HUTE-250-499AP-D | SEL Splunk-Hadoop Term +Esup250-499NdAP | \$4,153.85 | k | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-250-499EM-D | SEL Splunk-Hadoop Term +Esup250-499NdEM | \$3,184.62 | k | 31\% | \$2,197.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-250-499US-D | SEL Splunk-Hadoop Term +Esup250-499NdUS | \$2,769.23 | k | 31\% | \$1,910.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-25-49AN-D | SEL Splunk-Hadoop Term +Esup25-49NdAN | \$4,153.85 | k | 31\% | \$2,866.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-25-49AP-D | SEL Splunk-Hadoop Term +Esup 25-49NdAP | \$4,984.62 | k | 31\% | \$3,439.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-25-49EM-D | SEL Splunk-Hadoop Term +Esup 25-49NdEM | $\$ 3,821.54$ $\$ 3238$ | K | 31\% | \$2,636.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | O.00 SPLUNK |
| 5 | HUTE-25-49US-D HUTE-50-999AN-D | SEL Splunk-Hadoop Term +Esup25-49NdUS SEL Splunk-Hadoop Term + 5 Sup $500-999 \mathrm{NdAN}$ | $\$ 3,323.08$ $\$ 3,028.85$ | k | 31\% | $\$ 2,292.93$ $\$ 2.089 .91$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | HUTE-500-999AP-D | SEL Splunk-Hadoop Term +Essup 500-9999NAAP | ${ }_{\$ 3,334.62}$ | K | 31\% | $\$ 2,089.91$ $\$ 2,507.89$ | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-500-999EM-D | SEL Splunk-Hadoop Term +Esup500-999NdEM | \$2,786.54 | k | 31\% | \$1,922.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-500-999US-D | SEL Splunk-Hadoop Term +Esup500-999NdUS | \$2,423.08 | k | 31\% | \$1,671.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-50-99AN-D | SEL Splunk-Hadoop Term +Esup $50-99 \mathrm{NdAN}$ | \$3,980.77 | k | 31\% | \$2,746.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-50-99AP-D | SEL Splunk-Hadoop Term +Esup50-99NdAP | \$4,776.92 | k | 31\% | \$3,296.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTE-50-99EM-D | SEL Splunk-Hadoop Term +Esup $50-99 \mathrm{NdEM}$ | \$3,662.31 | k | 31\% | \$2,526.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| ${ }_{5}^{5}$ | HUTE-50-99US-D | SEL Splunk-Hadoop Term +Esup $50-99$ NdUS | \$3,184.62 | K | 31\% | \$2,197.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | HUTG-100-249AN-D HUTG-10-249AP-D | SEL Splunk-Hadoop Term +Gsup100-249NdAN SEL Splunk-Hadoop Term +Gsup100-249NdAP | ${ }_{\text {\$ }}^{\$ 4,2840.238}$ | K | 31\% | ${ }_{\$ 3,546.86}^{\$ 2,96.12}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | HUTG-100-249EM-D | SEL Splunk-Hadoop Term +Gsup 100-249NdEM | \$3,941.54 | k | 31\% | \$2,719.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-100-249US-D | SEL Splunk-Hadoop Term +Gsup 100-249NdUS | \$3,426.92 | k | 31\% | \$2,364.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-10-24AN-D | SEL Splunk-Hadoop Term +Gsup10-24NdAN | \$4,868.08 | k | 31\% | \$3,358.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | HUTG-10-24AP-D HUTG-10-24EM-D | SEL Splunk-Hadoop Term +Gsup10-24NAP SEL Splunk-Hadoop Term +Gsup10-24NdEM | $\$ 5,841.92$ $\$ 4,478.08$ | K | $31 \%$ $31 \%$ | $\$ 4,030.92$ $\$ 3.089 .88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 5 | HUTG-10-24EM-D HUTG-10-24US-D | SEL Splunk-Hadoop Term +Gsup10-24NdEM SEL Splunk-Hadoop Term + Gsup $10-24 \mathrm{NaUS}$ | \$4,478.08 $\$ 3,994.23$ | K k | 31\% | ${ }_{\$ 2,687.02}^{\$ 3,0898}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | HUTG-250-499AN-D | SEL Splunk-Hadoop Term +Gsup250-499NdAN | \$3,894.23 | k | 31\% | \$2,687.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | HUTG-250-499AP-D HUTG-250-499EM-D | SEL Splunk-Hadoop Term +Gsup250-499NdAP SEL Splunk-Hadoop Term +Gsup250-499NdEM | \$4,673.08 $\$ 3.582 .69$ | K | 31\% | \$3,224.43 $\$ 2.472 .06$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
|  | HUTG-250-499EM-D | SEL Splunk-Hadoop Term +Gsup250-499NaEM |  |  |  |  |  |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LeVEL 1 NET <br> PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | HUTG-250-499US-D | SEL Splunk-Hadoop Term +Gsup250-499NdUS | \$3,115.38 | K | 31\% | \$2,149.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-25-49AN-D | SEL Splunk-Hadoop Term +Gsup25-49NdAN | \$4,673.08 | K | 31\% | \$3,224.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-25-49AP-D | SEL Splunk-Hadoop Term +Gsup25-49NdAP | \$5,607.69 | k | 31\% | \$3,869.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | HUTG-25-49EM-D | SEL Splunk-Hadoop Term + Gsup25-49NdEM SEL Splunk-Hadoop Term + Gsup $25-49 \mathrm{NdUS}$ | $\$ 4,299.23$ $\$ 3788.4$ | K | $31 \%$ $31 \%$ | \$2,966.47 $\$ 2.579 .54$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 5 | HUTG-25-49US-D HUTG-500-999AN-D | SEL Splunk-Hadoop Term +Gsup25-49NdUS <br> SEL Splunk-Hadoop Term +Gsup500-999NdAN | $\$ 3,738.46$ $\$ 3.403 .85$ | K | $31 \%$ $31 \%$ | $\$ 2,579.54$ $\$ 2,348.66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | HUTG-500-999AP-D | SEL Splunk-Hadoop Term +Gsup500-999NdAP | \$4,084.62 | k | 31\% | \$2,818.39 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | O.OO SPLUNK |
| 5 | HUTG-500-999EM-D | SEL Splunk-Hadoop Term +Gsup500-999NdEM | \$3,131.54 | k | 31\% | \$2,160.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-500-999US-D | SEL Splunk-Hadoop Term +Gsup500-999NaUS | \$2,723.08 | k | 31\% | \$1,878.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-50-99AN-D | SEL Splunk-Hadoop Term +Gsup50-99NdAN | \$4,478.08 | k | 31\% | \$3,089.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-50-99AP-D | SEL Splunk-Hadoop Term +Gsup50-99NdAP | \$5,374.62 | k | 31\% | \$3,708.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-50-99EM-D | SEL Splunk-Hadoop Term +Gsup50-99NdEM | \$4,120.38 | k | 31\% | \$2,843.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | HUTG-50-99US-D | SEL Splunk-Hadoop Term +Gsup50-99NdUS | \$3,582.69 | k | 31\% | \$2,472.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-100-1999N-D | SEL Splunk ITSI Perp Licioo-199GB/dayAN | \$8665.38 | K | $31 \%$ $31 \%$ | \$597.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | 0.00 SPLUNK |
| ${ }_{5}^{5}$ | ITP-100-199AP-D | SEL Splunk ITSI Perp Lic 100-199GB/dayAP | \$1,038.46 | K | 31\% | \$716.54 | \$0.00 | \$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 Lic 100-199GB/dayEM SEL Solunk ITSI Perp Lic100-199GB/day | ${ }_{\text {\$ }}^{\text {\$796.15 }}$ | K | $31 \%$ $31 \%$ | \$549.34 $\$ 477.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITP-1K-1999AN-D | SEL Splunk ITSI Perp Licic-1999GB/dayAN | \$432.69 | k | 31\% | \$298.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-1K-1999AP-D | SEL Splunk ITSI Perp Lic1K-1999GB/dayAP | \$519.23 | k | 31\% | \$358.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-1K-1999EM-D | SEL Splunk ITSI Perp Lic1K-1999GB/dayEM | \$398.08 | k | 31\% | \$274.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-1K-1999US-D | SEL Splunk ITSI Perp Licik-1999GB/day US | \$346.15 | k | 31\% | \$238.84 | \$0.00 | \$0.00 | \$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 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-200-499AP-D | SEL Splunk ITSI Perp Lic200-499GB/dayAP | \$778.85 | k | 31\% | \$537.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-200-499EM-D | SEL Splunk ITSI Perp Lic200-499GB/dayEM | \$597.69 | k | 31\% | \$412.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-200-499US-D | SEL Splunk ITSI Perp Lic200-499GB/day ${ }^{\text {d }}$ | \$519.23 | k | 31\% | \$358.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-2K-4999AN-D | SEL Splunk ITSI Perp Lic2K-4999GB/dayAN | \$317.31 | k | 31\% | \$218.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-2K-4999AP-D | SEL Splunk ITSI Perp Lic2K-4999GB/dayAP | \$475.96 | k | 31\% | \$328.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-2K-4999EM-D | SEL Splunk ITSI Perp Lic2K-4999GB/dayEM | \$364.90 | k | 31\% | \$251.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| ${ }_{5}^{5}$ | ITP-2K-4999US-D | SEL Splunk ITSI Perp Lic2k-4999GB/day | \$317.31 | K | $31 \%$ $31 \%$ | \$218.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ITP-500-999AN-D | SEL Splunk ITSI Perp Lic500-999GB/dayAN SEL Splunk ITSI Perp Lic500-999GB/dayAP | \$468.46 $\$ 563.08$ | k | $31 \%$ $31 \%$ | \$323.24 $\$ 388.53$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITP-500-999EM-D | SEL Splunk ITSI Perp Lic500-999GB/dayEM | \$431.54 | k | 31\% | \$297.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-500-999US-D | SEL Splunk ITSI Perp Lic500-999GB/day US | \$375.00 | k | 31\% | \$258.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-50-99AN-D | SEL Splunk ITSI Perp Lic50-99GB/dayAN | \$1,370.77 | k | 31\% | \$945.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-50-99AP-D | SEL Splunk ITSI Perp Lic50-99GB/dayAP | \$1,644.23 | k | 31\% | \$1,134.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-50-99EM-D | SEL Splunk ITSI Perp Lic50-99GB/dayEM | \$1,261.15 | K | 31\% | \$870.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITP-50-99US-D | SEL Splunk ITSI Perp Lic50-99GB/day US SEL Solunk ITS Per UPG100-199GB/dayAN | \$1,096.15 | K | 31\% | $\$ 756.34$ $\$ 597.11$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | ITPU-100-199AP-D | SEL Splunk ITSI Perp UPG 100-199GB/dayAP | \$1,038.46 | k | 31\% | \$716.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-100-199EM-D | SEL Splunk ITSIPerp 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/day US | \$692.31 | k | 31\% | \$477.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-1K-1999AN-D | SEL Splunk ITSIPerp UPG1K-1999GB/dayAN | \$432.69 | k | 31\% | \$298.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-1K-1999AP-D | SEL Splunk ITSIPerp UPG1K-1999GB/dayAP | \$519.23 | k | 31\% | \$355.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| $5$ | ITPU-1K-1999EM-D | SEL Splunk ITSI Perp UPG1K-1999GB/dday | \$398.08 | k k | 31\% | \$274.68 $\$ 238.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITPU-200-499AN-D | SEL Splunk ITSI Perp UPG200-499GB/dayAN | \$649.62 | k | 31\% | \$448.24 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-200-499AP-D | SEL Splunk ITSIPerp UPG200-499GB/dayAP | \$778.85 | k | 31\% | \$537.41 | \$0.00 | \$0.00 | \$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 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-200-499US-D | SEL Splunk ITSI Perp UPG200-499GB/dayUS | \$519.23 | k | 31\% | \$355.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| $5$ | 1TPU-2K-4999AN-D | SEL Splunk ITSI Perp UPG2K-4999GB/dayAN SEL Splunk ITSI Perp UPG2K-4999GB/dayAP | \$317.31 $\$ 476.54$ | K k | $31 \%$ $31 \%$ | \$218.94 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITPU-2K-4999EM-D | SEL Splunk ITSI Perp UPG2K-4999GB/dayEM | \$364.62 | k | 31\% | \$251.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-2K-4999US-D | SEL Splunk ITSI Perp UPG2K-4999GB/day US | \$317.31 | K | 31\% | \$218.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-500-999AN-D | SEL Splunk ITSI Perp UPG500-999GB/dayAN | \$468.46 | k | 31\% | \$323.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-500-999AP-D | SEL Splunk ITSI Perp UPG500-999GB/dayAP |  |  | 31\% |  | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ITPU-500-999EM-D ITPU-500-999US-D | SEL Splunk ITSI Perp UPG500-999GB/dayEM SEL Splunk ITSI Perp UPG500-999GB/dayUS | $\$ 431.54$ $\$ 375.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | $\begin{aligned} & \$ 297.76 \\ & \$ 258.75 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITPU-50-99AN-D | SEL Splunk ITSI Perp UPG50-99GB/dayAN | \$1,370.77 | , | 31\% | \$945.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-50-99AP-D | SEL Splunk ITSI Perp UPG50-99GB/dayAP | \$1,644.23 | k | 31\% | \$1,134.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITPU-50-99EM-D | SEL Splunk ITSI Perp UPG50-99GB/day EM | \$1,261.15 | k | 31\% | \$870.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| ${ }_{5}^{5}$ |  |  |  |  | $31 \%$ |  |  | $\$ 0.00$ $\$ 0.00$ |  |  | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  |  |  |
| 5 5 | ITTE-100-199AN-D ITTE-100-199AP-D | SEL Splunk ITSI Term ESUP100-199GB/dayAN SEL Splunk ITSI Term ESUP100-199GB/dayAP | ${ }_{\$}^{\$ 344.15}$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 238.84 \\ & \$ 286.61 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 90.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 SPLUNK 0.00 SPLUNK |
|  | ITTE-100-199EM-D | SEL Splunk ITSI Term ESUP100-199GB/dayEM | \$318.46 |  | 31\% | \$219.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-100-199US-D | SEL Splunk ITSI Term ESUP100-199GB/day US | \$276.92 | k | 31\% | \$191.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-1K-1999AN-D | SEL Splunk ITSI Term ESUP1K-1999GB/dayAN SEL Solunk ITSI Term ESUP1K-1999GB/dayAP | \$195.00 | K | $31 \%$ $31 \%$ | \$134.55 $\$ 161.62$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | ITTE-1K-1999EM-D | SEL Splunk ITSI Term ESUP1K-1999GB/dayEM | \$178.85 | , | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-1K-1999US-D | SEL Splunk ITSI Term ESUP1K-1999GB/day US | \$155.77 | K | 31\% | \$107.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-200-499AN-D | SEL Splunk ITSI Term ESUP200-499GB/dayAN | \$266.54 |  | 31\% | \$183.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-200-499AP-D | SEL Splunk ITSI Term ESUP200-499GB/dayAP | \$320.77 | k | 31\% | \$221.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-200-499EM-D | SEL Splunk ITSI Term ESUP200-499GB/dayEM SEL Splunk ITSI Term ESUP200-499GB/day | \$245.77 | k k | 31\% | \$169.58 $\$ 147.29$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITTE-2K-4999AN-D | SEL Splunk ITSI Term ESUP2K-4999GB/dayAN | \$187.50 | k | 31\% | \$129.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-2K-4999AP-D | SEL Splunk ITSI Term ESUP2K-4999GB/dayAP | \$225.00 | K | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-2K-4999EM-D | SEL Splunk ITSI Term ESUP2K-4999GB/dayEM | \$172.50 | k | 31\% | \$199.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-2K-4999US-D | SEL Splunk ITSI Term ESUP2K-4999GB/dayUS | \$150.00 | K | 31\% | $\$ 103.50$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | ITTE-500-999AN-D | SEL Splunk ITSI Term ESUP500-999GB/dayAN SEL Splunk ITSI Term ESUP500-999GB/dayAP | \$201.92 | k | $31 \%$ $31 \%$ | $\begin{aligned} & \$ 139.32 \\ & \$ 167.19 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK 0.00 SPLUNK |
| 5 | ITTE-500-999EM-D | SEL Splunk ITSI Term ESUP500-999GB/dayEM | \$185.77 | k | 31\% | \$128.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-500-999US-D | SEL Splunk ITSI Term ESUP500-999GB/day US | \$161.54 | k | 31\% | \$111.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-50-99AN-D | SEL Splunk ITSI Term ESUP50-99GB/dayAN | \$548.08 | k | 31\% | \$378.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | ITTE-50-99AP-D | SEL Splunk ITSI Term ESUP50-99GB/dayAP | \$657.69 | K | 31\% | \$453.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \substack{\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }} \\ \hline \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT W/MC PREM MNT LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | ITTE-50-99EM-D | SEL Splunk ITSI Term ESUP50-99GB/dayEM | \$504.23 | K | 31\% | \$347.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | 1 ITE-50-99US-D | SEL Splunk ITSI Term ESUP50-99GB/day US | \$438.46 | k | 31\% | \$302.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-100-199AN-D | SEL Splunk ITSI Term GSUP 100-199GB/dayAN | \$390.00 | k | 31\% | \$269.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-100-199AP-D | SEL Splunk ITSI Term GSUP100-199GB/dayAP | \$467.31 | k | 31\% | \$322.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-100-199EM-D | SEL Splunk ITSI Term GSUP 100-199GB/dayEM | \$358.85 | K | 31\% | \$247.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-100-199US-D | SEL Splunk ITSI Term GSUP 100-199GB/day US | \$311.54 | , | 31\% | \$214.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-1K-1999AN-D | SEL Splunk ITSI Term GSUP 1K-1999GB/dayAN | \$216.35 | k | 31\% | \$149.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-11-1999AP-D | SEL Splunk ITSI T Trm GSUP 1 K-1999GB/dayAP | \$259.62 | k | 31\% | \$179.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-1K-1999EM-D | SEL Splunk ITSI Term GSUP1K-1999GB/dayEN | \$199.04 | k | 31\% | \$137.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | ITTG-1K-1999US-D | SEL Splunk ITSI Term GSUP 1 K-1999GB/day SEL Splunk ITSI Term GSUP $200-499 G B /$ day | \$173.08 | K | $31 \%$ $31 \%$ | \$19,43 $\$ 208.99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 | ITTG-200-499AP-D | SEL Splunk ITSI Term GSUP200-499GB/dayAP | \$363.46 | k | 31\% | \$250.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-200-499EM-D | SEL Splunk ITSI Term GSUP200-499GB/dayEM | \$278.65 | k | 31\% | \$192.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-200-499US-D | SEL Splunk ITSI Term GSUP200-499GB/day US | \$242.31 | k | 31\% | \$167.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-2K-4999AN-D | SEL Splunk ITSI Term GSUP2K-4999GB/dayAN | \$209.13 | k | 31\% | \$144.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-2K-4999AP-D | SEL Splunk ITSI Term GSUP2K-4999GB/dayAP | \$250.96 | k | 31\% | \$173.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-2K-4999EM-D | SEL Splunk ITSI Term GSUP2K-4999GB/dayEN | \$192.40 | k | 31\% | \$132.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-2k-4999US-D | SEL Splunk ITSI Term GSUP2K-4999GB/day US | \$167.31 | k | 31\% | \$15.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ITTG-500-999AN-D | SEL Splunk ITSI Terr GSUP500-999GB/dayAN | \$223.56 | k | 31\% | \$154.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-500-999EM-D | SEL Splunk ITSI Term GSUP500-999GB/dayEM | \$205.67 | k | 31\% | \$141.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTG-500-999US-D | SEL Splunk ITSI Term GSUP500-999GB/day US | \$178.85 | k | 31\% | \$123.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-1000AN-D | SEL Splunk IT TermUPG ESup Buck \$1000AN | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-1000AP-D | SEL Splunk IT TermUPG ESup Buck \$1000AP | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-1000EM-D | SEL Splunk IT TermUPG ESup 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 | ITTU-ES-1000US-D | SEL Splunk IT TermUPG ESup Buck \$1000US SEL Solunk IT Termupg ESup Buck \$100AN | $\$ 1,000.00$ $\$ 100.00$ | K | $31 \%$ $31 \%$ | $\$ 690.00$ $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK \$0.00 SPLUNK |
| 5 | ITTU-ES-100AP-D | SEL Splunk IT TermUPG ESup Buck \$100AP | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-100EM-D | SEL Splunk IT TermuPG ESup Buck \$100EM | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-100US-D | SEL Splunk IT Termupg ESup Buck \$100us | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-1AN-D | SEL Splunk IT TermuPG ESup Buck \$1AN | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-ES-1AP-D | SEL Splunk IT TermuPG ESup Buck \$1AP | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | ITTU-ES-1EM-D | SEL Splunk IT TermuPG ESup Buck \$1EM | $\$ 1.00$ $\$ 100$ | K | $31 \%$ $31 \%$ | $\$ 0.69$ $\$ 0.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 5 | ITTU-ES-1US-D | SEL Splunk IT TermUPG ESup Buck \$1US <br> SEL Splunk IT TermUPG GSup Buck \$1000AN | $\begin{array}{r} \$ 1.00 \\ \$ 1,000.00 \end{array}$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | $\$ 0.69$ $\$ 690.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | ITTU-GS-1000AP-D | SEL Splunk IT TermUPG GSup Buck \$1000AP | \$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-1000EM-D | SEL Splunk IT TermUPG GSup 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 | 1 ITU-GS-1000US-D | SEL Splunk IT TermUPG GSup 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 GSup Buck \$100AN | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-GS-100AP-D | SEL Splunk IT TermuPG GSup Buck \$100AP | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-GS-100EM-D | SEL Splunk IT TermUPG GSup Buck \$100EM | \$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-100US-D | SEL Splunk IT TermUPG GSup Buck \$100US | \$100.00 | K | $31 \%$ $31 \%$ | \$69.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 5 | ITTU-GS-1AN-D | SEL Splunk IT TermUPG GSup Buck \$1AN SEL Splunk IT TermUPG GSup Buck \$1AP | $\$ 1.00$ $\$ 1.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 0.69$ $\$ 0.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK \$0.00 SPLUNK |
| 5 | ITTU-GS-1EM-D | SEL Splunk IT TermuPG GSup Buck \$1EM | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | ITTU-GS-1US-D | SEL Splunk IT TermuPG GSup Buck \$1US | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-100-199AN-D | SEL Splunk Ent Perp Lic 100-199GB/day AN | \$2,163.46 | k | 31\% | \$1,492.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-100-199AP-D | SEL Splunk Ent Perp Lic 100-199GB/day AP | \$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-100-199EM-D | SEL Splunk Ent Perp Lic 100-199GB/day EM SEL Solunk Ent Pero Lic 100-199GB/day US | \$ $\$ 1.990 .38$ | K | 31\% | \$1,373.36 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | SEP-100-199US-D | SEL Splunk Ent Perp Lic 100-199GB/day US SEL Splunk Ent Perp Lic 1k-1999GB/day AN | \$1,730.77 | K | 31\% | $\$ 1,194.23$ $\$ 1,194.23$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$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 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-1K-1999EM-D | SEL Splunk Ent Perp Lic 1K-1999GB/day EM | \$1,592.31 | k | 31\% | \$1,098.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-1K-1999US-D | SEL Splunk Ent Perp Lic 1K-1999GB/day US | \$1,384.62 | k | 31\% | \$955.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | SEP-200-499AN-D | SEL Splunk Ent Perp Lic 200-499GB/day AN | \$2,019.23 | K | $31 \%$ $31 \%$ | \$1,393.27 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | SEP-200-499EM-D | SEL Splunk Ent Perp Lic 200-499GBB/day EM | \$ $\$ 1,8557.69$ | k | 31\% | \$ $\$ 1,281.81$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-200-499US-D | SEL Splunk Ent Perp Lic 200-499GB/day US | \$1,615.38 | k | 31\% | \$1,144.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-2K-4999AN-D | SEL Splunk Ent Perp Lic 2K-4999GB/dayAN | \$1,586.54 | k | 31\% | \$1,044.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-2K-4999AP-D | SEL Splunk Ent Perp Lic 2K-4999GB/dayAP | \$1,903.85 | k | 31\% | \$1,313.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | SEP-2K-4999EM-D | SEL Splunk Ent Perp Lic 2K-4999GB/dayEM | \$1,459.62 | K | $31 \%$ $31 \%$ | \$1,007.14 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK $\$ 0.00$ SPLUNK |
| 5 | SEP-500-999AN-D | SEL Splunk Ent Perp Lic 500-999GB/day AN | \$1,875.00 | k | 31\% | \$1,293.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-500-999AP-D | SEL Splunk Ent Perp Lic 500-999GB/day AP | \$2,250.00 | k | 31\% | \$1,552.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-500-999EM-D | SEL Splunk Ent Perr Lic 500-999GB/day EM | \$1,725.00 | k | 31\% | \$1,190.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-500-999US-D | SEL Splunk Ent Perp Lic 500-999GB/day US | \$1,500.00 | k | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 5 | SEP-50-99AN-D | SEL Splunk Ent Perp Lic 50-99GB/day AN | $\$ 2,740.38$ $\$ 3.288 .46$ | K | 31\% | \$1,890.86 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 | SEP-50-99EM-D | SEL Splunk Ent Perp Lic 50-99GB/day EM | \$2,521.15 | k | 31\% | \$1,739.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEP-50-99US-D | SEL Splunk Ent Perp Lic $50-99 \mathrm{~GB}$ /day US | \$2,192.31 | k | 31\% | \$1,512.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-100-199AN-D | SEL Splunk Ent Perp UPG 100-199GB/dayAN | \$2,163.46 | k | 31\% | \$1,492.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-100-199AP-D | SEL Splunk Ent Perp UPG 100-199GB/dayAP | \$2,596.15 | k | 31\% | \$1,791.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-100-199EM-D | SEL Splunk Ent Perp UPG 100-199GB/day EM | \$1,990.38 | k | 31\% | \$1,373.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-100-199US-D | SEL Splunk Ent Perp UPG 100-199GB/dayUS | \$1,730.77 | K | 31\% | \$1,194.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-1K-1999AN-D | SEL Splunk Ent Perp UPG 11-1999GBB/dayAN | \$1,730.77 | K | 31\% | \$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 SPLUNK |
| 5 | SEPU-1K-1999EM-D | SEL Splunk Ent Perp UPG 1K-1999GB/day EM | \$1,592.31 | k | 31\% | \$1,098.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-1K-1999US-D | SEL Splunk Ent Perp UPG 1-19-1999GB/day US | \$1,384.62 | k | 31\% | \$955.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-200-499AN-D | SEL Splunk Ent Perp UPG 200-499GB/dayAN | \$2,019.23 | k | 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/ddayAP SEL Splunk Ent Perp UPG $200-499 \mathrm{~B}$ /day | $\$ 2,423.08$ $\$ 1.857 .69$ | K | $31 \%$ $31 \%$ | \$1,671.93 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SPLUNK |
| 5 | SEPU-200-499US-D | SEL Splunk Ent Perp UPG 200-499GB/day | \$1,615.38 | k | 31\% | \$1,114.61 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |
| 5 | SEPU-2K-4999AN-D | SEL Splunk Ent Perp UPG 2K-4999GB/dayAN | \$1,586.54 | k | 31\% | \$1,094.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SPLUNK |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { NVP LEVEL } 1 \text { NET }}{\text { PRICE }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | SEPU-2K-4999AP-D | SEL Splunk Ent Perp UPG 2K-4999GB/dayAP | \$1,903.85 | K | 31\% | \$1,313.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SEPU-2K-4999EM-D | SEL Splunk Ent Perp UPG 2 2-4999GB/dayEM | \$1,459.62 | k | 31\% | \$1,007.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SEPU-2K-4999US-D | SEL Splunk Ent Perp UPG 2K-4999GB/day US | \$1,269.23 | k | 31\% | \$875.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SEPU-500-999AN-D | SEL Splunk Ent Perp UPG 500-999GB/dayAN | \$1,875.00 | k | 31\% | \$1,293.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SEPU-500-999AP-D SEPU-500-999EM-D | SEL Splunk Ent Perp UPG 500-999GB/dday ${ }^{\text {a }}$ | $\$ 2,250.00$ $\$ 1725.00$ | K | 31\% | $\$ 1.552 .50$ $\$ 1.190 .25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S.00 SPLUNK |
| 5 | SEPU-500-999US-D | SEL Splunk Ent Perp UPG 500-999GB/day ${ }^{\text {a }}$ | \$1,500.00 | k | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 SPLUNK |
| 5 | SEPU-50-99AN-D | SEL Splunk Ent Perp UPG 50-99GB/dayAN | \$2,740.38 | k | 31\% | \$1,890.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SEPU-50-99AP-D | SEL Splunk Ent Perp UPG 50-99GB/dayAP | \$3,288.46 | k | 31\% | \$2,269.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SEPU-50-99EM-D | SEL Splunk Ent Perp UPG 50-99GB/day EM | \$2,521.15 | k | 31\% | \$1,739.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SEPU-50-99US-D | SEL Splunk Ent Perp UPG 50-99GB/day US | \$2,192.31 | k | 31\% | \$1,512.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-100-199AN-D | SEL Splunk Ent TermL ESUP 100-199GB/dayAN | \$865.38 | K | 31\% | \$577.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SETE-100-199AP-D | SEL Splunk Ent TermL ESUP 100-199GB/dayAP SEL Solunk Ent TermL ESUP $100-1996 B /$ dayEN | $\$ 1,038.46$ $\$ 796.15$ | K | $31 \%$ $31 \%$ | \$716.54 $\$ 549.34$ | $\$ 0.00$ $\$ 0.00$ | S0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S.00 SPLUNK |
| 5 | SETE-100-199US-D | SEL Splunk Ent TermL ESUP100-199GB/day US | \$692.31 | k | 31\% | \$ $\$ 477.69$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 SPLUNK |
| 5 | SETE-1K-1999AN-D | SEL Splunk Ent TermL ESUP1K-1999GB/dayAN | \$778.85 | k | 31\% | \$537.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 SPLUNK |
| 5 | SETE-1K-1999AP-D | SEL Splunk Ent TermL ESUP1K-1999GB/dayAF | \$934.62 | k | 31\% | \$644.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-1K-1999EM-D | SEL Splunk Ent TermL ESUP1K-1999GB/dayEN | \$716.54 | k | 31\% | \$494.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-1K-1999US-D | SEL Splunk Ent TermL ESUP1K-1999GB/day ${ }^{\text {S }}$ | \$623.08 | k | 31\% | \$429.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-200-499AND | SEL Splunk Ent TermL ESUPP200-499GB/dayAN | \$836.54 | K | $31 \%$ $31 \%$ | \$577.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SETE-200-499AP-D SETE-200-49EM-D | SEL Splunk Ent TermL ESUP200-499GB/dayAP SEL Solunk Ent TermL ESUP $200-499 G B / d a y E N$ | $\$ 1,033.85$ $\$ 769.62$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$692.66 $\$ 531.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 80.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 5.00 SPLUNK |
| 5 | SETE-200-499US-D | SEL Splunk Ent TermL ESUP200-499GB/day US | \$669.23 | K | 31\% | \$461.77 | \$0.00 | \$5000 | \$0.00 | \$0.00 | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S.00 SPLUNK |
| 5 | SETE-2K-4999AN-D | SEL Splunk Ent TermL ESUP2K-4999GB/dayAN | \$750.00 | k | 31\% | \$517.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S.00 SPLUNK |
| 5 | SETE-2K-4999AP-D | SEL Splunk Ent TermL ESUP2K-4999GB/dayAF | \$900.00 | k | 31\% | \$621.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-2K-4999EM-D | SEL Splunk Ent TermL ESUP2K-4999GB/dayEN | \$690.00 | k | 31\% | \$476.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-2K-4999US-D | SEL Splunk Ent TermL ESUP2K-4999GB/dayUS | \$600.00 | k | 31\% | \$444.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETE-500-999AN-D | SEL Splunk Ent TermL ESUP500-999GB/dayAN | \$807.69 | k | 31\% | \$557.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SETE-500-999AP-D | SEL Splunk Ent TermL ESUP500-999GB/dayAP | $\$ 969.23$ $\$ 74308$ | K | $31 \%$ $31 \%$ | \$668.77 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S.00 SPLUNK |
| 5 5 | SETE-500-999EM-D <br> SETE-500-999US-D | SEL Splunk Ent TermL ESUP500-999GB/dayEN SEL Splunk Ent TermL ESUP500-999GB/dayUS | \$743.08 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$512.73 $\$ 445.84$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 5.00 SPLUNK |
| 5 | SETE-50-99AN-D | SEL Splunk Ent TermL ESUP50-99GB/dayAN | \$1,096.15 | k | 31\% | \$756.34 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | S.00 SPLUNK |
| 5 | SETE-50-99AP-D | SEL Splunk Ent TermL ESUP50-99GB/dayAP | \$1,315.38 | k | 31\% | \$907.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 SPLUNK |
| 5 | SETE-50-99EM-D | SEL Splunk Ent TermL ESUP50-99GB/dayEM | \$1,008.46 | k | 31\% | \$695.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 SPLUNK |
| 5 | SETE-50-99US-D | SEL Splunk Ent TermL ESUP50-99GB/day US | \$876.92 | k | 31\% | \$605.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5.00 SPLUNK |
| 5 | SETG-100-199AN-D | SEL Splunk Ent TermL GSUP 100-199GB/dayAN | \$973.85 | k | 31\% | \$671.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-100-199AP-D | SEL Splunk Ent TermL GSUP100-199GB/dayAF | \$1,168.85 | k | 31\% | \$806.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-100-199EM-D | SEL Splunk Ent TermL GSUP100-199GB/dayEN | \$895.38 | k | 31\% | \$617.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| ${ }_{5}^{5}$ | SETG-100-199US-D | SEL Splunk Ent TermL GSUP 100-199GB/day | \$778.85 | K | 31\% | \$537.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-1K-1999EM-D | SEL Splunk Ent TermL GSUP 1K-1999GB/dayEn | \$796.15 | k | 31\% | \$549.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 SPLUNK |
| 5 | SETG-1K-1999US-D | SEL Splunk Ent TermL GSUP1K-1999GB/day | \$692.31 | k | 31\% | \$477.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-200-499AN-D | SEL Splunk Ent TermL GSUP200-499GB/dayAN | \$937.50 | k | 31\% | \$646.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-200-499AP-D | SEL Splunk Ent TermL GSUP200-499GB/dayAF | \$1,125.00 | k | 31\% | \$776.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-200-499EM-D | SEL Splunk Ent TermL GSUP200-499GB/dayEN | \$862.50 | k | 31\% | \$595.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-200-499US-D | SEL Splunk Ent TermL GSUP200-499GB/day US | \$750.00 | k | 31\% | \$517.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-2K-4999AN-D | SEL Splunk Ent TermL GSUP2K-4999GB/dayA | $\$ 829.33$ $\$ 99519$ | K | $31 \%$ $31 \%$ | \$572.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SETG-2K-4999AP-D SETG-2K-4999EM-D | SEL Splunk Ent TermL GSUP2K-4999GB/dayAF SEL Splunk Ent TermL GSUP2K-4999GB/dayEn | \$995.19 | k k | $31 \%$ $31 \%$ | \$686.68 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | SETG-2k-4999US-D | SEL Splunk Ent TermL GSUP2K-4999GB/dayUs | \$663.46 | k | 31\% | \$457.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-500-999AN-D | SEL Splunk Ent TermL GSUP500-999GB/dayAA | \$901.44 | k | 31\% | \$621.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETG-500-999AP-D | SEL Splunk Ent TermL GSUP500-999GBB/dayAF | \$1,081.73 | k | 31\% | \$747.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SETG-500-999EM-D | SEL Splunk Ent TermL GSUP500-999GB/dayEN | \$829.33 | K | 31\% | \$572.24 $\$ 49759$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S.00 SPLUNK |
| 5 5 | SETG-500-999US-D |  | $\$ 721.15$ $\$ 1,00000$ | K k | 31\% | \$497.59 | \$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 |
| 5 | SETU-ES-1000AP-D | SEL Splunk Ent TermUPG ESup Buck \$1000AP | \$1,000.00 | k | 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 ESup 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 | SETU-ES-1000US-D | SEL Splunk Ent TermUPG ESup Buck \$1000US | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ S000 | $\$ 0.00$ $\$ 0.00$ |  | .00 SPLUNK |
| 5 5 | SETU-ES-100AN-D SETU-ES-100AP-D | SEL Splunk Ent TermUPG ESup Buck \$100AN SEL Splunk Ent TermUPG ESup Buck \$100AP | $\$ 100.00$ $\$ 100.00$ | K | $31 \%$ $31 \%$ | $\$ 69.00$ $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | SETU-ES-100EM-D | SEL Splunk Ent TermuPG ESup Buck \$100EM | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 SPLUNK |
| 5 | SETU-ES-100US-D | SEL Splunk Ent TermUPG ESup 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 | SEL Splunk Ent TermUPG ESup Buck \$1AN | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-ES-1AP-D | SEL Splunk Ent TermUPG ESup Buck \$1AP | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-ES-1EM-D | SEL Splunk Ent TermuPG ESup Buck \$1EM | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-ES-1US-D | SEL Splunk Ent TermUPG ESup Buck \$1US | $\$ 1.00$ $\$ 10000$ | K | 31\% |  | \$0.00 |  | \$0.00 |  |  |  |  | 5.00 SPLUNK |
| 5 5 | SETU-GS-1000AN-D | SEL Splunk Ent TermUPG GSup Buck \$1000AN SEL Splunk Ent TermuPG Gsup Buck \$1000AP | $\$ 1,000.00$ $\$ 1,00000$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | \$690.00 $\$ 690.00$ | ${ }_{\$ 0.00}{ }^{\text {a }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | SETU-GS-1000EM-D | SEL Splunk Ent TermUPG GSup Buck \$1000EN | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-GS-1000US-D | SEL Splunk Ent TermUPG GSup 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 | SETU-GS-100AN-D | SEL Splunk Ent TermUPG GSup Buck \$100AN | \$100.00 | k | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 5 | SETU-GS-100AP-D | SEL Splunk Ent TermUPG GSup Buck \$100AP | \$100.00 | K | 31\% | \$69.00 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 SPLUNK |
| 5 | SETU-GS-100EM-D | SEL Splunk Ent TermuPG GSup Buck \$100EM | \$100.00 | K | 31\% | \$69.00 | \$0.00 | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$80.00 |  | .00 SPLUNK |
| 5 | SETU-GS-1AN-D | SEL Splunk Ent TermUPG GSup Buck \$1AN | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-GS-1AP-D | SEL Splunk Ent TermuPG GSup Buck \$1AP | \$1.00 | K | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-GS-1EM-D | SEL Splunk Ent TermUPG GSup Buck \$1EM | \$1.00 | k | 31\% | \$0.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | SETU-GS-1US-D | SEL Splunk Ent TermuPG GSup Buck \$1US SEL Splunk VM Perp Lic 21-100GB/day | $\$ 1.00$ $\$ 28.846 .15$ | K | 31\% | \$0.69 \$19,903.84 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S.00 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 |  | .00 SPLUNK |
| 5 | VMP-100GB-EM-D | SEL Splunk VM Perp Lic 21-100GB/day EM | \$26,538.46 | k | 31\% | \$18,311.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
| 5 | VMP-100GB-US-D | SEL Splunk VM Perp Lic 21-100GB/day US | \$23,076.92 | k | 31\% | \$15,923.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 SPLUNK |
|  |  |  |  |  |  |  | Page 25 of |  |  |  |  |  |  |  |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { NVP LEVEL } 1 \text { NET }}{\text { PRICE }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | SYNC-EE-T2-1Y | SEL Sync EE 1,001-5,000 sts 1 yr | \$120.00 | K | 31\% | \$82.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-EE-T2-2Y | SEL Sync EE 1,001-5,000 sts 2 yr | \$228.00 | k | 31\% | \$157.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 SYNCPLICITY |
| 5 | SYNC-EE-T2-3Y | SEL Sync EE 1,001-5,000 sts 3 yr | \$324.00 | K | 31\% | \$223.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYMC-EE-T3-1Y | SEL Sync EE $5,001-10,000$ sts 1 yr | \$996.00 | K | $31 \%$ $31 \%$ | \$66.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$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 $5,001-10000$ sts 3 yr | \$182.00 $\$ 258.00$ | K k | $31 \%$ $31 \%$ | \$125.58 $\$ 178.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SYNCPLCICTY $\$ 0.00$ SYNCPLITTY |
| 5 | SYNC-EE-T4-1Y | SEL Sync EE $10,001+$ sts 1 yr | \$258.00 | k | 31\% | \$58.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-EE-T4-2Y | SEL Sync EE $10,001+$ sts 2 yr | \$160.00 | k | 31\% | \$110.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-EE-T4-3Y | SEL Sync EE $10,001+$ sts 3 yr | \$225.00 | k | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCIITY |
| 5 | SYNC-GV-EE-T1-1Y | SEL Sync Gov EE 25-1,000 sts 1 yr | \$225.00 | k | 31\% | \$155.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCIITY |
| 5 | SYNC-GV-EE-T1-2Y | SEL Sync Gov EE 25-1,000 sts 2 yr | \$429.00 | k | 31\% | \$296.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-EE-T1-3Y | SEL Sync Gov EE 25-1,000 sts 3 yr | \$608.00 | k | 31\% | \$419.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-EE-T2-1Y SYNC-GV-EE-T2-2Y | SEL Sync Gov EE 1,001-5,000 sts 1 yr | $\$ 180.00$ $\$ 342.00$ | K | 31\% | \$124.20 $\$ 235.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SYNCPLCITY |
| 5 | SYNC-GV-EE-T2-3Y | SEL Sync Gov EE 1,001-5,000 sts 3 yr | \$486.00 | k | 31\% | \$335.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 SYNCPLCIITY |
| 5 | SYNC-GV-EE-T3-2Y | SEL Sync Gov EE 5,001-10,000 sts 2 yr | \$273.00 | k | 31\% | \$188.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCIITY |
| 5 | SYNC-GV-EE-T3-3Y | SEL Sync Gov EE 5,001-10,000 sts 3 yr | \$387.00 | k | 31\% | \$267.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-EE-T4-1Y | SEL Sync Gov EE 10,001+ sts 1 yr | \$128.00 | k | 31\% | \$88.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCIITY |
| 5 | SYNC-GV-EE-T-2Y | SEL Sync Gov EE 10,001+ sts 2 yr | \$240.00 | k | 31\% | \$165.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCIITY |
| 5 | SYNC-GV-EE-T4-3Y | SEL Sync Gov EE $10,001+$ sts 3 yr | \$338.00 | k | 31\% | \$233.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-ST-T1-1Y | SEL Sync Gov EE CLD STG 1100 TB 1 yr | \$3,240.00 | K | 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 $11-10$ TB 2 yr | $\$ 6,156.00$ $\$ 8748.00$ | K | $31 \%$ $31 \%$ | \$4,247.64 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-ST-T1-3Y SYNC-GV-ST-T2-1Y | SEL Sync Gov EE CLD STG 1-10 TB 3 yr SEL Sync Gov EE CLD STG 11-100 TB 1 yr | $\$ 8,748.00$ $\$ 2,70000$ | k k | $31 \%$ $31 \%$ | \$6,036.12 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SYNCPLCITY \$0.00 SYNCPLICIY |
| 5 | SYNC-GV-ST-T-2Y | SEL Sync Gov EE CLD STG 11-100 TB 2 yr | \$5,130.00 | k | 31\% | \$3,539.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-ST-T-3Y | SEL Sync Gov Ee CLD STG 11-100 TB 3 yr | \$7,290.00 | k | 31\% | \$5,030.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCICITY |
| 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 | \$0.00 |  | \$0.00 SYNCPLCICIY |
| 5 | SYNC-GV-ST-T3-2Y | SEL Sync Gov EE CLD STG 101-1,000 TB 2yr | \$4,617.00 | k | 31\% | \$3,185.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 | SYNC-GV-ST-T3-3Y | SEL Sync Gov EE CLD STG 101-1,000 TB 3yr | \$6,561.00 | k | 31\% | \$4,527.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLICITY |
| 5 5 | SYNC-GV-ST-T4-1Y SYNC-GV-ST-T4-2Y | SEL Sync Gov EE CLD STG $1,001 \mathrm{~TB}+1 \mathrm{yr}$ SEL Sync Gov EE CLD STG 1,001 TB+ 2 yr | $\$ 2,160.00$ $\$ 4.104 .00$ | K | 31\% | \$1,490.40 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 SYNCPLICITY S0.00 SYNCPLCITY |
| 5 | SYNC-GV-ST-T-3Y | SEL Sync Gov EE CLD STG 1,001 TB+ 3 yr | \$5,832.00 | k | 31\% | \$4,024.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 SYNCPLCICIY |
| 5 | SYNC-S1-EE-2Y | SEL Sync EE 1-10TB 2 yr | \$49,775.00 | k | 31\% | \$34,344.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 SYNCPLCIITY |
| 5 | SYNC-S1-EE-3Y | SEL Sync EE 1-10TB 3 3 yr | \$71,225.00 | K | $31 \%$ $31 \%$ | \$49,145.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 SYNCPLICITY |
| 5 5 | AE-0-50PL | SEL Automation Engine PL | \$149.25 $\$ 59.70$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$102.98 $\$ 41.19$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ VARONIS $\$ 0.00$ VARONIS |
| 5 | AE-1001-1500PL | SEL Automation Engine PL | \$42.75 | k | 31\% | \$29.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-1001-1500TL | SEL Automation Engine TL | \$17.10 | k | 31\% | \$11.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | AE-100K-150KPL | SEL Automation Engine PL | \$22.50 | k | 31\% | \$15.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-100K-150kTL | SEL Automation Engine TL | \$9.00 | k | 31\% | \$6.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-101-250PL | SEL Automation Engine PL | \$81.75 | K | 31\% | \$56.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | ${ }_{\text {AEE-101-250TL }}^{\text {A }}$ | SEL Automation Engine TL | \$322.70 | k k | $31 \%$ $31 \%$ | \$22.56 $\$ 18.11$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 50.00 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 |  | S0.00 VARONIS |
| 5 | AE-1501-2000PL | SEL Automation Engine PL | \$38.70 | k | 31\% | \$26.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | AE-1501-2000TL | SEL Automation Engine TL | \$15.45 | k | 31\% | \$10.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  |  |
| 5 5 | AE-150K-TL | SEL Automation Engine TL SEL Automation Engine PL | $\$ 88.85$ $\$ 36.00$ | K k | $31 \%$ $31 \%$ | \$ $\$ 24.11$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 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 |  | 50.00 VARONIS |
| 5 | AE-20K-35KPL | SEL Automation Engine PL | \$24.75 | K | 31\% | \$17.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-20K-35KTL | SEL Automation Engine TL | \$9.90 | k | 31\% | \$6.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | AE-2501-4000PL | SEL Automation Engine PL | \$13.750 | K | 31\% | $\$ 23.29$ $\$ 9.32$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | AE-251-500PL | SEL Automation Engine PL | ${ }_{\$ 62.25}$ | k | 31\% | \$42.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-251-500TL | SEL Automation Engine TL | \$24.90 | k | 31\% | \$17.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | AE-35-50kPL | SEL Automation Engine PL | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-35K-50KTL | SEL Automation Engine TL | \$9.60 | K | 31\% | \$6.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | AE--4001-6000PL | SEL Automation Engine PL | \$31.50 | K | $31 \%$ $31 \%$ | \$21.74 $\$ 8.69$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | AE-501-750PL | SEL Automation Engine PL | \$50.25 | k | 31\% | \$34.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | So.00 VARONIS |
| 5 | AE-501-750TL | SEL Automation Engine TL | \$20.10 | k | 31\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-50K-100KPL | SEL Automation Engine PL | \$23.25 | k | 31\% | \$16.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | AE-50K-100kTL | SEL Automation Engine TL | \$9.30 | k | 31\% | \$6.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | AE-51-100PL | SEL Automation Engine PL | \$104.25 | k | 31\% | \$71.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-51-100TL | SEL Automation Engine TL | \$41.70 | K | 31\% | \$28.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  |
| 5 5 | AE-6001-8000PL | SEL Automation Engine PL SEL Automation Engine TL | \$11.70 | K | $31 \%$ $31 \%$ | \$20.18 $\$ 8.07$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | AE-751-1000PL | SEL Automation Engine PL | \$46.50 | k | 31\% | \$32.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-751-1000\%L | SEL Automation Engine TL | \$18.60 | k | 31\% | \$12.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | AE-8001-10KPL | SEL Automation Engine PL | \$27.75 | k | 31\% | \$19.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | AE-8001-10kTL | SEL Automation Engine TL | $\$ 11.10$ $\$ 4.725 .00$ | K | 31\% | $\$ 7.66$ $\$ 3.260 .25$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | CL-11-15TL | SEL Collector TL | \$1,890.00 | k | 31\% | \$1,304.10 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | CL-1-5PL | SEL Collector PL | \$10,500.00 | k | 31\% | \$7,245.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | CL-1-5TL | SEL Collector TL | \$4,200.00 | K | 31\% | \$2,898.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | ${ }_{\text {CL-16-20PL }}$ | SEL Collector PL | $\$ 4,252.50$ $\$ 1,701.00$ | K K | 31\% | $\$ 2,934.23$ $\$ 1,173.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | CL-21-PL | SEL Collector PL | \$3,828.00 | k | 31\% | \$2,641.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | CL-21-TL | SEL Collector TL | \$1,531.20 | k | 31\% | \$1,056.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | CL-6-10PL | SEL Collector PL | \$7,350.00 | k | 31\% | \$5,071.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS WIMC PREM <br> LP$\|$ | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | CL-6-10TL | SEL Collector TL | \$2,940.00 | K | 31\% | \$2,028.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 | SEL Collector 100 SL TL | \$3,780.00 | k | 31\% | \$2,608.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | CLC-1-5PL | SEL Collector 100 SLPL | \$21,000.00 | k | 31\% | \$14,490.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | CLC-1-5TL | SEL Collector 100 SL TL | \$8,400.00 | K | 31\% | \$5,796.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | CLC-16-20PL | SEL Collector 100 SL PL SEL Collector 100 SL TL | \$8,505.00 $\$ 3,402.00$ | K | $31 \%$ $31 \%$ | ${ }_{\text {\$ }}^{\$ 5,868.477 .38}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | CLC-21-PL | SEL Collector 100 SLPL | \$7,656.00 | k | 31\% | \$5,282.64 | \$8000 | \$5000 | \$0.00 | \$0.00 | \$8000 | \$0.00 |  | \$0.00 VARONIS |
| 5 | CLC-21-TL | SEL Collector 100 SL TL | \$3,062.40 | k | 31\% | \$2,113.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARonis |
| 5 | CLC-6-10PL | SEL Collector 100 SLPL | \$14,700.00 | k | 31\% | \$10,143.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | CLC-6-10TL | SEL Collector 100 SL TL | \$5,880.00 | k | 31\% | \$4,057.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | CLU-11-15PL | SEL Collector Upgrade PL | \$4,725.00 | k | 31\% | \$3,260.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | CLU-11-15TL | SEL Collector Upgrade TL | \$1,890.00 | k | 31\% | \$1,304.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 | ${ }_{\text {CLU-1-5PL }}$ | SEL Collector Upgrade PL | $\$ 1,500.00$ $\$ 4.200 .00$ | K K | 31\% | $\$ 7,245.00$ $\$ 2.898 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | CLU-16-20PL | SEL Collector Upgrade PL | ${ }_{\$ 4,252.50}$ | k | 31\% | ${ }_{\$ 2,934.23}$ | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | CLU-16-20TL | SEL Collector Upgrade TL | \$1,701.00 | k | 31\% | \$1,173.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARonis |
| 5 | CLU-21+TL | SEL Collector Upgrade TL | \$1,531.20 | k | 31\% | \$1,056.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 |  | \$0.00 VARONIS |
| 5 | CLU-6-10PL | SEL Collector Upgrade PL | \$7,350.00 | k | 31\% | \$5,071.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 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 | DADS-0-50PL | SEL DatAdvantage - DS PL | \$194.10 | k | 31\% | \$133.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-0-50TL | SEL DatAdvantage - - DS TL | \$77.55 | K | 31\% | \$53.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DADS-1001-1500PL | SEL Datadvantage - DS PL | $\$ 55.65$ $\$ 22.20$ | K | 31\% | \$38.40 $\$ 15.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DADS-1001-1500TL | SEL DatAdvantage - - S $^{\text {TL }}$ ( SEL Datadvantage- DS PL | \$22.20 | K k | 31\% | \$15.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS \$0.00 VARONIS |
| 5 | DADS-100k-150kTL | SEL DatAdvantage - DS TL | \$11.70 | k | 31\% | \$8.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARonis |
| 5 | DADS-101-250PL | SEL DatAdvantage - DS PL | \$106.35 | k | 31\% | \$73.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DADS-101-250TL DADS-10k-20KPL | SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL | \$42.45 | K | 31\% | \$29.29 $\$ 23.60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 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 |  | 90.00 VARONIS |
| 5 | DADS-1501-2000PL | SEL DatAdvantage - DS PL | \$50.25 | k | 31\% | \$34.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARONIS |
| 5 | DADS-1501-2000TL | SEL DatAdvantage - DS TL | \$20.10 | k | 31\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 | DADS-150K-TL | SEL DatAdvantage - DS TL | \$11.55 | k | 31\% | \$7.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-2001-2500PL | SEL DatAdvantage - DS PL | \$46.80 | K | 31\% | \$32.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DADS-2001-2500TL | SEL Datadvantage - DS TL | \$18.75 | K K | 31\% | \$12.94 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S000 VARONIS |
| 5 | DADS-20k-35KTL | SEL DatAdvantage-DS TL | \$ $\$ 12.90$ | k | 31\% | \$ $\$ 8.90$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-2501-4000PL | SEL DatAdvantage - DS PL | \$43.95 | k | 31\% | \$30.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 | DADS-251-500PL | SEL DatAdvantage - DS PL | \$81.00 | k | 31\% | \$55.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-251-500TL | SEL DatAdvantage - DS TL | \$32.40 | k | 31\% | \$22.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | ${ }^{\text {DADS-35K-50KPL }}$ | SEL Datadvantage - DS PL | \$31.20 | K | 31\% | \$21.53 $\$ 8.59$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$9000 | \$0.00 | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ |  | \$0.00 VARONIS |
| 5 | DADS-4001-6000PL | SEL DatAdvantage - DS PL | \$40.95 | k | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DADS-4001-6000TL | SEL DatAdvantage - DS TL | \$16.35 | k | 31\% | \$11.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-501-750PL | SEL DatAdvantage - DS PL | \$65.40 | k | 31\% | \$45.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-501-750TL | SEL Datadvantage - DS TL | \$26.10 | K | 31\% | \$18.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONS |
| 5 5 | DADS-50k-100KPL | SEL DatAdvantage - DS PL | \$30.30 | K k | 31\% | \$20.91 $\$ 8.38$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | DADS-51-100PL | SEL DatAdvantage - DS PL | \$135.60 | k | 31\% | \$93.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-51-100TL | SEL DatAdvantage - DS TL | \$54.15 | k | 31\% | \$37.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DADS-6001-8000PL | SEL DatAdvantage - DS PL | \$38.10 | k | 31\% | \$26.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DADS-6001-8000TL | SEL DatAdvantage - - S $^{\text {TL }}$ SL SEL DatAdvantage - DS PL | \$15.15 | K | 31\% | \$10.45 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS So.00 VARONIS |
| 5 | DADS-751-1000TL | SEL DatAdvantage - DS TL | \$24.15 | k | 31\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DADS-8001-10KPL | SEL DatAdvantage - DS PL | \$36.15 | k | 31\% | \$24.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARonis |
| 5 | DADS-8001-10KTL | SEL DatAdvantage - DS TL | \$14.40 | k | 31\% | \$9.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DAEL-0-50PL | SEL DatAdvantage for Exchange Lite PL | \$149.25 | k | 31\% | \$102.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DAEL-0-50TL | SEL DatAdvantage for Exchange Lite TL | \$59970 | K | 31\% | \$41.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DAEL-1001-1500PL | SEL DatAdvantage for Exchange Lite PL | \$42.75 | K | 31\% | \$29.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | $\$ 0.00$ VARONIS |
| 5 5 | DAEL-1001-1500TL DAEL-100K-150KPL | SEL DatAdvantage for Exchange Lite TL (L) SEL DatAdvantage for Exchange Lite PL | ${ }_{\text {\$22.50 }}$ | K | $31 \%$ $31 \%$ | \$11.80 $\$ 15.53$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS So.00 VARONIS |
| 5 | DAEL-100K-150KTL | SEL DatAdvantage for Exchange Lite TL | \$9.00 | k | 31\% | \$6.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DAEL-101-250PL | SEL DatAdvantage for Exchange Lite PL | \$81.75 | k | 31\% | \$56.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DAEL-101-250TL | SEL DatAdvantage for Exchange Lite TL | \$32.70 | K | 31\% | \$22.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | DAEL-10K-20KPL | SEL DatAdvantage for Exxhange Lite PL | $\$ 26.25$ $\$ 10.50$ | K | $31 \%$ $31 \%$ | $\begin{aligned} & \$ 18.11 \\ & \$ 7.25 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ VARONIS $\$ 0.00$ VARONIS |
| 5 | DAEL-1501-2000PL | SEL DatAdvantage for Exchange Lite PL | \$38.70 | k | 31\% | \$26.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAEL-1501-2000TL | SEL DatAdvantage for Exchange Lite TL | \$15.45 | k | 31\% | \$10.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAEL-150K-PL | SEL DatAdvantage for Exchange Lite PL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DAEL-150K-TL | SEL DatAdvantage for Exchange Lite TL | \$8.85 | k | 31\% | \$6.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DAEL-2001-2500PL | SEL DatAdvantage for Exchange Lite PL | \$36.00 | K | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| ${ }_{5}^{5}$ | DAEL-2001-25007L | SEL DatAdvantage for Exchange Lite TL | \$14.40 | K | 31\% | \$99.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 5 | DAEL-20K-35KPL | SEL DatAdvantage for Exchange Lite PL | $\$ 24.75$ $\$ 9.90$ | K | 31\% | \$17.08 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS $\$ 0.00$ VARONIS |
| 5 | DAEL-2501-4000PL | SEL DatAdvantage for Exxhange Lite LL | \$ $\$ 33.75$ | k | 31\% | \$ $\$ 23.29$ | \$0.00 | \$0.00 \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DAEL-2501-4000TL | SEL DatAdvantage for Exchange Lite TL | \$13.50 |  | 31\% | \$9.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DAEL-251-500PL | SEL DatAdvantage for Exchange Lite PL | \$62.25 | K | 31\% | \$42.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DAEL-251-500TL | SEL DatAdvantage for Exchange Lite TL | \$24.90 | K | 31\% | \$17.18 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DAEL-35-50KTL | SEL DatAdvanatage for Exchange Lite TL | \$24.00 $\$ 9.60$ | k | 31\% | \$6. $\$ 62$ | \$ ${ }_{\text {So }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ ${ }^{\text {So.00 }}$ |  | \$0.00 VARONIS |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | Page 28 of |  |  |  |  |  |  |  |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT enh mit 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 | DAOD-51-1007L | SEL Dataddanatage - OD TL | \$83.40 | K | $31 \%$ $31 \%$ | ${ }_{\$ 57.55}$ | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | S0.00 VARONS |
| 5 | DAOD-6001-8000PL | SEL DatAdvantage - OD PL | \$58.50 | k | 31\% | \$40.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOD-6001-8000TL | SEL DatAdvantage - OD TL | \$23.40 | k | 31\% | \$16.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOD-751-1000PL | SEL DatAdvantage - OD PL | \$93.00 | k | 31\% | \$64.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | SEL DatAdvantage - OD PL | \$55.50 | k | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOD-8001-10KTL | SEL DatAdvantage - OD TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 00.00 VARONIS |
| 5 | DAOL-0-50TL | SEL DatAdvantage - OD Lite TL | \$59.70 | K | 31\% | \$41.19 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOL-1001-1500TL | SEL DatAdvantage - OD Lite TL | \$17.10 | k | 31\% | \$11.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAOL-100K-150KPL | SEL DatAdvantage - OD Lite PL | \$22.50 | k | 31\% | \$15.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-100K-150KTL | SEL Datadvantage - OD Lite TL | \$9.00 | K | 31\% | \$6.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VARONIS |
| 5 5 | DAOL-101-250PL | SEL DatAdvantage - OD Lite PL SEL DatAvantage - OD Lite | \$81.75 | k | 31\% | \$566.41 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DAOL-10K-20KPL | SEL DatAdvantage - OD Lite PL | ${ }_{\$ 26.25}$ | k | 31\% | \$18.11 | \$0.00 | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-10k-20KTL | SEL DatAdvantage - OD Lite TL | \$10.50 | k | 31\% | \$7.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAOL-1501-2000PL | SEL DatAdvantage - OD Lite PL | \$38.70 | k | 31\% | \$26.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 VARONIS |
| 5 | DAOL-150K-TL | SEL DatAdvantage - OD Lite TL | \$8.85 | k | 31\% | \$6.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-2001-2500PL | SEL DatAdvantage - OD Lite PL | \$36.00 | k | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-2001-25007L | 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-200-35KPL DAOL-20K-35KL | SEL DatAdvantage - OD Lite PL | \$24.75 |  | 31\% | \$17.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONS |
| 5 | DAOL-20K-35KTL DAOL-2501-4000P | SEL DatAdvantage - OD Lite TL | \$39.90 | K | $31 \%$ $31 \%$ | $\$ 66.83$ $\$ 23.29$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOL-2501-4000TL | SEL DatAdvantage - 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 | DAOL-251-500PL | SEL DatAdvantage - OD Lite PL | \$62.25 | K | 31\% | \$42.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-251-500TL | SEL DatAdvantage - OD Lite TL | \$24.90 | k | 31\% | \$17.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-35K-50KPL | SEL DatAdvantage - OD Lite PL | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-35K-50KTL | SEL DatAdvantage - OD Lite TL | \$9.60 | k | 31\% | \$6.62 | \$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 | DAOL-4001-6000TL | SEL DatAdvantage - OD Lite TL | \$12.60 | k | 31\% | \$8.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-501-750PL | SEL DatAdvantage - OD Lite PL | \$50.25 | k | 31\% | \$34.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DAOL-501-750TL | SEL DatAdvantage - OD Lite TL | $\$ 20.10$ $\$ 23$ | K | 31\% | \$13.87 $\$ 1604$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS 0.00 VARONIS |
| 5 5 | DAOL-50K-100KPL DAOL-50K-100KTL | SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite | $\$ 23.25$ $\$ 9.30$ | K | $31 \%$ $31 \%$ | \$16.04 $\$ 6.42$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOL-51-100PL | SEL DatAdvantage - OD Lite PL | \$104.25 | k | 31\% | \$71.93 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAOL-51-100TL | SEL DatAdvantage - OD Lite TL | \$41.70 | k | 31\% | \$28.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOL-6001-8000PL | SEL DatAdvantage - OD Lite PL | \$29.25 | k | 31\% | \$20.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DAOL-751-1000PL | SEL DatAdvantage - OD Lite PL | \$46.50 | k | 31\% | \$32.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DAOL-751-1000TL DAOL-8001-10KPL | SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL | \$18.60 | K k | 31\% | \$12.83 $\$ 19.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOL-8001-10KTL | SEL DatAdvantage - OD Lite TL | \$11.10 | k | 31\% | \$7.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAOS-0-50PL | SEL DatAdvantage - SPOL \& OD PL | \$447.75 | k | 31\% | \$308.95 | \$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 | k | 31\% | \$123.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-1001-1500PL | SEL DatAdvantage - SPOL \& OD PL | \$128.25 | k | 31\% | \$88.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-1001-1500TL | SEL DatAdvantage - SPOL \& OD TL | \$51.30 | K | 31\% | \$35.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DAOS-100K-150KPL | SEL DatAdvantage - SPOL \& OD PL | $\$ 67.50$ $\$ 27.00$ | K | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-100K-150KTL | SEL DatAdvantage - SPOL \& OD TL SEL DatAdvantage - SPOL \& OD | $\$ 27.00$ $\$ 245.25$ | K | 31\% | \$18.63 $\$ 169.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DAOS-101-250TL | SEL DatAdvantage - SPOL \& OD TL | \$98.10 | k | 31\% | ${ }_{\$ 67.69}$ | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 5000 VARONIS |
| 5 | DAOS-10K-20KPL | SEL DatAdvantage - SPOL \& OD PL | \$78.75 | k | 31\% | \$54.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-100-20KTL | SEL Datadvantage - SPOL \& OD TL | \$31.50 | K | 31\% | \$21.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | DAOS-1501-2000PL DAOS-1501-2000TL | SEL DatAdvantage - SPOL \& OD PL SEL DatAdvantage - SPOL \& OD | $\$ 115.95$ $\$ 46.35$ | K | 31\% | \$80.01 $\$ 31.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOS-150K-PL | SEL DatAdvantage - SPOL \& OD PL | \$66.45 | k | 31\% | \$45.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 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 |  | 50.00 VARONIS |
| 5 | DAOS-2001-2500PL | SEL DatAdvantage - SPOL \& OD PL | \$108.00 | k | 31\% | \$74.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-2001-2500TL | SEL DatAdvantage - SPOL \& OD TL | \$43.20 | k | 31\% | \$29.81 | \$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 | SEL DatAdvantage - SPOL \& OD TL | \$29.70 | k | 31\% | \$20.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-2501-4000PL | SEL Datadvantage - SPOL \& OD PL | \$101.25 $\$ 40.50$ | k | 31\% | \$69.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONS |
| 5 5 | DAOS-2501-4000TL DAOS-251-500PL |  | $\$ 40.50$ $\$ 186.75$ | K | $31 \%$ $31 \%$ | \$27.95 $\$ 128.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOS-251-500TL | SEL DatAdvantage - SPOL \& OD TL | \$74.70 |  | 31\% | \$51.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAOS-35K-50KPL | SEL DatAdvantage - SPOL \& OD PL | \$72.00 | k | 31\% | \$49.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-35K-50KTL | SEL DatAdvantage - SPOL \& OD TL SEL DatAdvantage - SPOL \& OD | \$28.80 | k | 31\% | $\$ 19.87$ $\$ 65.21$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DAOS-4001-60000L | SEL DatAdvantage - SPOL \& OD PL | ${ }_{\$ 397.50}$ | k | $31 \%$ $31 \%$ | \$65.21 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | DAOS-501-750PL | SEL DatAdvantage - SPOL \& OD PL | \$150.75 | K | 31\% | \$104.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAOS-501-750TL | SEL DatAdvantage - SPOL \& OD TL | \$60.30 | k | 31\% | \$41.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-50K-100KPL | SEL DatAdvantage - SPOL \& OD PL | \$69.75 | k | 31\% | \$48.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-50K-100KTL | SEL DatAdvantage - SPOL \& OD TL | \$27.90 | k | 31\% | \$19.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-51-100PL | SEL DatAdvantage - SPOL \& OD PL | \$312.75 | k | 31\% | \$215.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| ${ }_{5}^{5}$ | DAOS-51-100TL | SEL DatAdvantage - SPOL \& OD TL | \$125.10 | k | 31\% | \$86.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DAOS-6001-8000PL | SEL Datadvantage - SPOL \& OD PL SEL DatAdvantage - SPOL \& OD | $\$ 87.75$ $\$ 35.10$ | K | $31 \%$ $31 \%$ | \$60.55 $\$ 24.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DAOS-751-1000PL | SEL DatAdvantage - SPOL \& OD PL | \$139.50 | k | 31\% | \$96.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DAOS-751-1000TL | SEL DatAdvantage - SPOL \& OD TL | \$55.80 | K | 31\% | \$38.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DAOS-8001-10KPL DAOS-8001-10KTL | SEL DatAdvantage - SPOL \& OD PL SEL DatAdvantage - SPOL \& OD TL | $\$ 83.25$ $\$ 33.30$ | K | 31\% |  | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered}\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }\end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | DASL-0-50PL | SEL DatAdvantage - SP Lite PL | \$149.25 | K | 31\% | \$102.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-0-50TL | SEL DatAdvantage - SP Lite TL | \$59.70 | k | 31\% | \$41.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-1001-1500PL | SEL DatAdvantage - SP Lite PL | \$42.75 | k | 31\% | \$29.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-1001-1500TL | SEL DatAdvantage - SP Lite TL | \$17.10 | k | 31\% | \$11.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONS |
| 5 | DASL-100K-150KPL | SEL DatAdvantage - SP Lite PL | \$22.50 | K | 31\% | \$15.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASL-100K-150KTL DASL-101-250PL | SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL | $\$ 9.00$ $\$ 81.75$ | K | $31 \%$ $31 \%$ | $\$ 6.21$ $\$ 56.41$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASL-101-250TL | SEL DatAdvantage - SP Lite TL | \$32.70 | k | 31\% | \$22.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASL-10k-20KPL | SEL DatAdvantage - SP Lite PL | \$26.25 | k | 31\% | \$18.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-10K-20KTL | SEL DatAdvantage - SP Lite TL | \$10.50 | k | 31\% | \$7.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASL-1501-2000PL | SEL DatAdvantage - SP Lite PL | \$38.70 | k | 31\% | \$26.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | S0.00 VARONIS |
| ${ }_{5}^{5}$ | DASL-150k-PL | SEL DatAdvantage - SP Lite PL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DASL-150K-TL | SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL | $\$ 8.85$ $\$ 36.00$ | K k | $31 \%$ $31 \%$ | $\$ 6.11$ $\$ 24.84$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONS |
| 5 | DASL-2001-2500TL | SEL DatAdvantage - SP Lite TL | \$14.40 | k | 31\% | \$9.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASL-20K-35KPL | SEL DatAdvantage - SP Lite PL | \$24.75 | k | 31\% | \$17.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASL-20K-35KTL | SEL DatAdvantage - SP Lite TL | \$9.90 | k | 31\% | \$6.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-2501-4000PL | SEL DatAdvantage - SP Lite PL | \$33.75 | k | 31\% | \$23.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-2501-40007L | SEL DatAdvantage - SP Lite TL | \$13.50 | K | 31\% | \$9.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-251-500PL | SEL DatAdvantage - SP Lite PL | \$62.25 | k | 31\% | \$42.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS S00 VARONIS |
| 5 | DASL-35K-50KPL | SEL DatAdvantage - SP Lite PL | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | 50.00 VARONIS |
| 5 | DASL-4001-6000PL | SEL DatAdvantage - SP Lite PL | \$31.50 | k | 31\% | \$21.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-4001-6000TL | SEL DatAdvantage - SP Lite TL | \$12.60 | k | 31\% | \$8.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASL-501-750PL | SEL DatAdvantage - SP Lite PL | \$50.25 | k | 31\% | \$34.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-501-750TL | SEL DatAdvantage - SP Lite TL | \$20.10 | k | 31\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DASL-50K-100kPL | SEL DatAdvantage - SP Lite PL | \$23.25 $\$ 930$ | K | 31\% | \$16.04 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | DASL-50K-100KTL DASL-51-100PL | SEL DatAdvantage - SP Lite TL SEL DatAvantage - SP Lite PL | $\$ 9.30$ $\$ 104.25$ | K | 31\% | \$66.42 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASL-51-100TL | SEL DatAdvantage - SP Lite TL | \$ $\$ 41.70$ | k | 31\% | \$28.77 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ ${ }_{\text {So. }}$ | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-6001-8000PL | SEL DatAdvantage - SP Lite PL | \$29.25 | k | 31\% | \$20.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-6001-8000TL | SEL DatAdvantage - SP Lite TL | \$11.70 | k | 31\% | \$8.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASL-751-1000PL | SEL DatAdvantage - SP Lite PL | \$46.50 | k | 31\% | \$32.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-751-1000TL | SEL DatAdvantage - SP Lite TL | \$18.60 | k | 31\% | \$12.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | ${ }^{\text {DASL-80001-10KPL }}$ DAL-8001-10KTL | SEL DatAdvantage - SP Lite PL | \$27.75 | K | 31\% | \$19.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASL-8001-10kTL | SEL DatAdvantage - SP Lite TL | \$11.10 \$298.50 | k | 31\% | \$27.667 | \$80.00 | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | ( ${ }^{\text {S }}$ S0.00 VARONIS |
| 5 | DASO-0-50TL | SEL DatAdvantage - SPOL TL | \$119.40 | k | 31\% | \$82.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-1001-1500PL | SEL DatAdvantage - SPOL PL | \$85.50 | k | 31\% | \$59.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASO-1001-1500TL | SEL DatAdvantage - SPOL TL | \$34.20 | k | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-100K-150KPL | SEL DatAdvantage - SPOL PL | \$45.00 | k | 31\% | \$31.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-100K-150KTL | SEL DatAdvantage - SPOL TL | \$18.00 | k | 31\% | \$12.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-101-250PL | SEL Datadvantage - SPOL PL | \$163.50 | K | 31\% | \$112.82 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 5 | DASO-101-250TL DASO-10K-20KPL | SEL Datadvantage - SPOL TL | $\$ 65.40$ $\$ 52.50$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$45.13 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S00 VARONIS |
| 5 | DASO-10K-20KTL | SEL DatAdvantage - SPOL TL | \$21.00 | k | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | 50.00 VARONIS |
| 5 | DASO-1501-2000TL | SEL DatAdvantage - SPOL TL | \$30.90 | k | 31\% | \$21.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASO-150K-PL | SEL DatAdvantage - SPOL PL | \$44.25 | k | 31\% | \$30.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-150K-TL | SEL DatAdvantage - SPOL TL | \$17.70 | k | 31\% | \$12.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-2001-2500PL | SEL Datadvantage - SPOL PL | \$72.00 | K | 31\% | \$49.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-2001-2500TL | SEL Datadvantage - SPOLTL | $\$ 28.80$ $\$ 49.50$ | K | 31\% | \$19.87 $\$ 34.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S00 VARONIS |
| 5 5 | DASO-200-35KPL | SEL Datadvantage - SPOL PL SEL Datadvantage - SPOL TL | $\$ 49.50$ $\$ 19.80$ | K | 31\% | \$34.16 $\$ 13.66$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASO-2501-4000PL | SEL DatAdvantage - SPOL PL | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-2501-4000TL | SEL DatAdvantage - SPOL TL | \$27.00 | K | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-251-500PL | SEL DatAdvantage - SPOL PL | \$124.50 | K | 31\% | \$85.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DASO-251-500TL | SEL DatAdvantage - SPOL TL | $\$ 49.80$ $\$ 48.00$ | K | $31 \%$ $31 \%$ | \$34.36 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S00 VARONIS |
| 5 | DASO-35K-50kTL | SEL DatAdvantage-SPOLTL | \$ $\$ 19.20$ | k | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ |  | 50.00 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 |  | 50.00 VARONIS |
| 5 | DASO-4001-6000TL | SEL DatAdvantage - SPOLTL | \$25.20 | k | 31\% | \$17.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASO-501-750PL | SEL DatAdvantage - SPOL PL | \$100.50 | k | 31\% | \$69.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-501-750TL | SEL DatAdvantage - SPOL TL | \$40.20 | k | 31\% | \$27.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DASO-50K-100kPL | SEL Datadvantage - SPOL PL | $\$ 46.50$ $\$ 18.60$ | K | 31\% | \$32.09 $\$ 1283$ | \$0.00 |  |  |  | $\$ 0.00$ $\$ 0.00$ |  |  |  |
| 5 5 | DASO-50K-100kTL DASO-51-100PL | SEL Datadvantage - SPOL TL SEL DatAdvantage - SPOL PL | $\$ 18.60$ $\$ 208.50$ | K k | 31\% | $\$ 12.83$ $\$ 14.87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASO-51-100TL | SEL DatAdvantage - SPOL TL | \$83.40 | k | 31\% | \$57.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASO-6001-8000PL | SEL DatAdvantage - SPOL PL | \$58.50 | k | 31\% | \$40.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-6001-80007L | SEL Datadvantage - SPOL TL | \$23.40 | K | 31\% | \$16.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-751-1000PL DASO-751-1000TL | SEL Datadvantage - SPOL PL SEL DatAdvantage - ${ }^{\text {PPOL }}$ TL | ${ }_{\$ 37.20}$ | K | 31\% | ${ }_{\text {\$25.67 }}{ }^{\text {S }}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$90.00 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | DASO-8001-10KPL | SEL DatAdvantage - SPOL PL | \$55.50 | k | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASO-8001-10KTL | SEL DatAdvantage - SPOL TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-0.50PL | SEL Datadvantage - SP PL | \$298.50 | K | 31\% | \$205.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DASP-0-50TL | SEL DatAdvantage - - PP TL SEL Datadvantage - SP PL | $\$ 119.40$ $\$ 85.50$ | K k | $31 \%$ $31 \%$ | $\$ 82.39$ $\$ 59.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASP-1001-1500TL | SEL Datadvantage - SP TL | \$34.20 | k | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASP-100K-150KPL | SEL Datadvantage - SP PL | \$45.00 | K | 31\% | \$31.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | ${ }^{\text {DASP-100K-150KTL }}$ | SEL DatAdvantage - - PP TL SEL Datadvantage - SP PL | $\$ 18.00$ $\$ 163.50$ | k | 31\% | $\$ 12.42$ $\$ 112.82$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { NVP LEVEL } 1 \text { NET }}{\text { PRICE }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 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 |  | S0.00 VARONIS |
| 5 | DASP-10K-20KPL | SEL DatAdvantage - SP PL | \$52.50 | k | 31\% | \$36.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONS |
| 5 | DASP-10K-20KTL | SEL Datadvantage - SP TL | \$21.00 | K | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-1501-2000PL | SEL DatAdvantage - SP PL | \$ $\$ 7.25$ | K | $31 \%$ $31 \%$ | \$53.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 5 | DASP-1501-2000TL DASP-150K-PL | SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL | $\$ 30.90$ $\$ 44.25$ | K k | $31 \%$ $31 \%$ | ${ }_{\text {\$21.32 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASP-150K-TL | SEL Datadvantage - SP TL | \$17.70 | k | 31\% | \$12.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | S0.00 VARONIS |
| 5 | DASP-2001-2500TL | SEL DatAdvantage - SP TL | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASP-20K-35KPL | SEL DatAdvantage - SP PL | \$49.50 | k | 31\% | \$34.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-20K-35KTL | SEL Datadvantage - SP TL | \$19.80 | k | 31\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-2501-4000PL | SEL DatAdvantage - SP PL | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASP-2501-4000TL DASP-251-500PL | SEL Datadvantage - SP TL | $\$ 27.00$ $\$ 124.50$ | K | 31\% | \$18.63 | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 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 |  | S0.00 VARONIS |
| 5 | DASP-35K-50KPL | SEL DatAdvantage - - PP PL | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-35K-50KTL | SEL DatAdvantage - SP TL | \$19.20 | k | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASP-4001-6000PL | SEL DatAdvantage - SP PL | \$63.00 | k | 31\% | \$43.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-4001-6000TL | SEL DatAdvantage - SP TL | \$25.20 | k | 31\% | \$17.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-501-750PL | SEL DatAdvantage - SP PL | \$100.50 | k | 31\% | \$69.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASP-501-750TL | SEL DatAdvantage - SP TL | \$40.20 | k | 31\% | \$27.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | S0.00 VARONIS |
| 5 | DASP-501-100kTL | SEL Datadvantage - SP TL | $\$ 18.60$ $\$ 20850$ | K | $31 \%$ $31 \%$ | $\$ 12.83$ $\$ 14387$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DASP-51-100PL | SEL DatAdvantage - - PPL SEL Datadvantage - ${ }^{\text {SP }}$ TL | \$208.50 $\$ 83.40$ | K k | 31\% | \$143.87 $\$ 57.55$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DASP-6001-8000PL | SEL Datadvantage - SP PL | \$58.50 | k | 31\% | \$40.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DASP-6001-8000TL | SEL DatAdvantage - SP TL | \$23.40 | k | 31\% | \$16.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-751-1000PL | SEL Datadvantage - SP PL | \$93.00 | k | 31\% | \$64.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | 50.00 VARONIS |
| 5 | DASP-8001-10KPL | SEL Datadvantage - SP PL | \$55.50 | K | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DASP-8001-10kTL DAUX-0-50PL | SEL DatAdvantage - SP TL | $\$ 22.20$ $\$ 298.50$ | K | 31\% | \$15.32 $\$ 205.97$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DAUX-0-50TL | SEL DatAdvantage - NIX TL | \$119.40 | k | 31\% | \$82.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-1001-1500PL | SEL DatAdvantage - NIX PL | \$85.50 | k | 31\% | \$59.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAUX-1001-1500TL | SEL DatAdvantage - NIX TL | \$34.20 | k | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 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 |  | 50.00 VARONIS |
| 5 | DAUX-100K-150KTL | SEL DatAdvantage - NIIX TL | \$18.00 | K | 31\% | \$12.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-101-250PL | SEL DatAdvantage - NIX PL | \$163.50 | k | 31\% | \$112.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DAUX-101-250TL | SEL DatAdvantage - NIX TL | $\$ 65.40$ $\$ 52.50$ | K | $31 \%$ $31 \%$ | ${ }_{\$ 3651.13}$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 5 | DAUX-10K-20KPL DAUX-10k-20KTL | SEL Datadvantage - NIX PL SEL DatAdvantage - NIX TL | \$522.50 | K k | 31\% | \$36.23 \$14.49 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DAUX-1501-2000PL | SEL DatAdvantage - NIX PL | \$77.25 | k | 31\% | \$53.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAUX-1501-2000TL | SEL DatAdvantage - NIIX TL | \$30.90 | K | 31\% | \$21.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DAUX-150K-PL DAUX-150K-TL | SEL DatAdvantage - NIX PL | \$44.25 | k | 31\% | \$30.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | DAUXX-2001-2500PL | SEL DatAdvantage - NIX TL | $\$ 17.70$ $\$ 72.00$ | K | 31\% | \$12.21 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S |
| 5 | DAUX-2001-2500TL | SEL DatAdvantage - NIX TL | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-20K-35KPL | SEL DatAdvantage - NIX PL | \$49.50 | k | 31\% | \$34.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-20K-35KTL | SEL DatAdvantage - NIX TL | \$19.80 | k | 31\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-2501-4000PL | SEL DatAdvantage - NIX PL | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAUX-2501-4000TL | SEL DatAdvantage - NIX TL | \$27.00 | k | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-251-500PL | SEL DatAdvantage - NIIX PL | \$124.50 | k | 31\% | \$85.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | DAUX-251-500TL DAUX-35K-50KPL | SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL | $\$ 49.80$ $\$ 48.00$ | K | $31 \%$ $31 \%$ | ${ }_{\text {\$33.12 }}{ }^{\text {S34.36 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S000 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 |  | 50.00 VARONIS |
| 5 | DAUX-4001-6000PL | SEL DatAdvantage - NIX PL | \$63.00 | k | 31\% | \$43.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-4001-60007L | SEL DatAdvantage - NIIX TL | \$25.20 | K | 31\% | \$17.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAUX-501-750PL | SEL DatAdvantage - NIX PL | \$100.50 | K | 31\% | \$69.35 $\$ 274$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | DAUX-501-750TL DAUX-50-100kPL | SEL Datadvantage - NIX TL SEL DatAdvantage - NIX PL | $\$ 40.20$ $\$ 46.50$ | K | 31\% | \$27.74 $\$ 32.09$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 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 |  | 50.00 VARONIS |
| 5 | DAUX-51-100PL | SEL DatAdvantage - NIX PL | \$208.50 | k | 31\% | \$143.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DAUX-51-100TL | SEL DatAdvantage - - NIX TL | \$83.40 | K | 31\% | \$57.55 | \$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 | DAUX-6001-8000PL DAUX-6001-8000TL | SEL DatAdvantage - - ${ }^{\text {IX PL }}$ PL SEL DatAdvantage - NIX TL | ${ }_{\$ 23.40}$ | K | $31 \%$ $31 \%$ | \$40.37 $\$ 16.15$ | ${ }_{\$ 0.00}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ( ${ }^{\text {So.00 VARONIS }}$ |
| 5 | DAUX-751-1000PL | SEL DatAdvantage - NIX PL | \$93.00 | k | 31\% | \$64.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 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 |  | 50.00 VARONIS |
| 5 | DAUX-8001-10KPL | SEL DatAdvantage - NIX PL | \$55.50 | k | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAUX-8001-10KTL | SEL DatAdvantage - NIX TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | S0.00 VARONIS |
| 5 | DAW-0-501L | SEL DatAdvantage for Windows TL | \$19.40 | k | 31\% | \$82.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DAW-1001-1500PL DAW-1001-1500TL | SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL | ${ }_{\$ 854.20}$ | k k | $31 \%$ $31 \%$ | $\$ 59.00$ $\$ 23.60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DAW-100K-150KPL | SEL DatAdvantage for Windows PL | \$45.00 | k | 31\% | \$31.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAW-100K-150kTL | SEL DatAdvantage for Windows TL | \$18.00 | K | 31\% | \$12.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAW-101-250PL | SEL DatAdvantage for Windows PL | \$163.50 | k | 31\% | \$112.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | DAW-101-250TL DAW-10k-20KPL | SEL DatAdvantage for Windows TL | \$65.40 | K | $31 \%$ $31 \%$ | ${ }_{\text {\$456.23 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DAW-10K-20KTL | SEL Datadvantage for Windows TL | \$21.00 | k | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAW-1501-2000PL | SEL DatAdvantage for Windows PL | \$77.25 | k | 31\% | \$53.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | DAW-1501-20007L | SEL DatAdvantage for Windows TL | \$30.90 | K | 31\% | \$21.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DAW-150K-PL DAW-150-TL | SEL DatAdvantage for Windows PL | \$44.25 $\$ 17.70$ | K | 31\% | \$30.53 | \$0.00 | \$5000 | \$ ${ }^{\text {So.00 }}$ | \$0.00 | \$0.00 | \$ ${ }^{\text {So.00 }}$ |  | S0.00 VARONIS |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { PRICE }}{\substack{\text { NVP LEVEL }}} \mid \text { NET }$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | DAW-2001-2500PL | SEL DatAdvantage for Windows PL | \$72.00 | K | 31\% | \$49.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VARONIS |
| 5 | DAW-20K-35KPL | SEL DatAdvantage for Windows PL | \$49.50 | , | 31\% | \$34.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DAW-20-35KTL | SEL DatAdvantage for Windows TL | \$19.80 | k | 31\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VARONIS |
| 5 | DAW-251-500PL | SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL | \$124.50 | K | 31\% | \$18.63 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$80.00 | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ |  | . 00 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 |  | . 00 Varonis |
| 5 | DAW-35K-50KPL | SEL DatAdvantage for Windows PL | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DAW-35K-50KTL | SEL DatAdvantage for Windows TL | \$19.20 | k | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 | \$0.00 |  | .00 VARONIS |
| 5 | DAW-4001-6000TL | SEL DatAdvantage for Windows TL | \$25.20 | k | 31\% | \$17.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DAW-501-750PL | SEL DatAdvantage for Windows PL | \$100.50 | k | 31\% | \$69.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | .00 VARONIS |
| 5 | DAW-50K-100kPL | SEL DatAdvantage for Windows PL | \$46.50 | K | 31\% | \$32.09 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DAW-50K-100KTL DAW-51-100PL | SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL | \$218.60 | K | 31\% | \$ ${ }^{\mathbf{\$ 1 2 2 . 8 3}}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAW-51-100TL | SEL DatAdvantage for Windows TL | \$83.40 | k | 31\% | \$57.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DAW-6001-8000PL | SEL DatAdvantage for Windows PL | \$58.50 | k | 31\% | \$40.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VARONIS |
| 5 | DAW-751-1000PL | SEL DatAdvantage for Windows PL | \$93.00 | k | 31\% | \$64.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAW-751-1000TL | SEL DatAdvantage for Windows TL | \$37.20 | k | 31\% | \$25.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VARONIS |
| 5 | DAW-8001-10KTL | SEL DatAdvantage for Windows TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-0-50PL | SEL DatAdvantage for Windows Lite PL | \$149.25 | k | 31\% | \$102.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-1001-1500PL | SEL DatAdvantage for Windows Lite PL | \$42.75 | k | 31\% | \$29.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-1001-15007L | SEL DatAdvantage for Windows Lite TL | \$17.10 | K | 31\% | \$11.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DAWL-100k-150kPL | SEL DatAdvantage for Windows Lite PL | \$22.50 | K | 31\% | \$15.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DAWL-100K-150KTL <br> DAWL-101-250PL | SEL Datadvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL | $\$ 9.00$ $\$ 81.75$ | K k | $31 \%$ $31 \%$ | $\$ 6.21$ $\$ 56.41$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$9.00 | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DAWL-101-250TL | SEL DatAdvantage for Windows Lite TL | \$32.70 | k | 31\% | \$22.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DAWL-10K-20KPL | SEL DatAdvantage for Windows Lite PL | \$26.25 | k | 31\% | \$18.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VARONIS |
| 5 | DAWL-1501-2000PL | SEL DatAdvantage for Windows Lite PL | \$38.70 | k | 31\% | \$26.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-1501-2000TL | SEL Datadvantage for Windows Lite TL | \$15.45 | K | $31 \%$ $31 \%$ | \$10.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 5 | DAWL-150K-PL DAWL-150K-TL | SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL | $\$ 22.20$ $\$ 8.85$ | K K | 31\% | \$15.32 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DAWL-2001-2500PL | SEL DatAdvantage for Windows Lite PL | \$36.00 | k | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DAWL-2001-2500TL | SEL DatAdvantage for Windows Lite TL | \$14.40 | k | 31\% | \$9.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-20K-35KPL | SEL DatAdvantage for Windows Lite PL | \$24.75 | k | 31\% | \$17.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DAWL-20K-35KTL | SEL DatAdvantage for Windows Lite TL | \$9.90 | k | 31\% | \$6.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-2501-4000PL | SEL Datadvantage for Windows Lite PL | \$33.75 | K | 31\% | \$23.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DAWL-2501-40007L | SEL DatAdvantage for Windows Lite TL | \$13.50 | k | 31\% | \$9.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 5 | DAWL-251-500PL | SEL DatAdvantage for Windows Lite PL | \$62.25 $\$ 24.90$ | K | 31\% | $\$ 42.95$ $\$ 1718$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S000 | $\$ 0.00$ $\$ 0.00$ |  | .00 VARONIS |
| 5 | DAWL-35K-50KPL | SEL DatAdvantage for Windows Lite PL | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DAWL-35K-50KTL | SEL DatAdvantage for Windows Lite TL | \$9.60 | k | 31\% | \$6.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-4001-6000PL | SEL Datadvantage for Windows Lite PL | \$31.50 | K | 31\% | \$21.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| $5$ | DAWL-4001-6000TL DAWL-501-750PL | SEL DatAdvantage for Windows Lite TL <br> SEL DatAdvantage for Windows Lite PL | \$12.60 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | $\begin{array}{r} \$ 8.69 \\ \$ 34.67 \end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0 . \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 00 VARONIS .00 VARONIS |
| 5 | DAWL-501-750TL | SEL DatAdvantage for Windows Lite TL | \$20.10 | k | 31\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DAWL-50K-100KPL | SEL DatAdvantage for Windows Lite PL | \$23.25 | k | 31\% | \$16.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DAWL-50K-100KTL | SEL DatAdvantage for Windows Lite TL | \$9.30 | k | 31\% | \$6.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-51-100PL | SEL DatAdvantage for Windows Lite PL | \$104.25 | k | 31\% | \$71.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DAWL-51-100TL | SEL DatAdvantage for Windows Lite TL | \$41.70 | k | 31\% | \$28.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-6001-8000PL | SEL DatAdvantage for Windows Lite PL | \$29.25 | K | 31\% | \$20.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 5 | DAWL-6001-8000TL | SEL DatAdvantage for Windows Lite TL | \$11.70 | K | $31 \%$ $31 \%$ | $\$ 8.07$ $\$ 32.09$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 5 | DAWL-751-1000PL DAWL-751-1000TL | SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite | $\$ 46.50$ $\$ 18.60$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | \$32.09 $\$ 12.83$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DAWL-8001-10KPL | SEL DatAdvantage for Windows Lite PL | \$27.75 | k | 31\% | \$19.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DAWL-8001-10KTL | SEL DatAdvantage for Windows Lite TL | \$11.10 | k | 31\% | \$7.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DCF-0-50PL | SEL Data Classification Framework PL | \$214.95 | k | 31\% | \$148.32 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | .00 VARONIS |
| 5 5 | DCF-0-50TL | SEL Data Classification Framework TL | ${ }_{\$ 6150} 88.95$ | K | 31\% | \$59.31 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ |  | .00 VARONIS |
| 5 5 | DCF-1001-1500PL DCF-1001-1500TL | SEL Data Classification Framework PL SEL Data Classification Framework TL |  | K k | 31\% | \$42.44 $\$ 16.97$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 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 |  | . 00 VARONIS |
| 5 | DCF-100K-150KTL | SEL Data Classification Framework TL | \$12.90 | k | 31\% | \$8.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DCF-101-250PL | SEL Data Classification Framework PL | \$117.75 | k | 31\% | \$81.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DCF-101-250TL | SEL Data Classification Framework TL | \$47.10 | k | 31\% | \$32.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| ${ }_{5}^{5}$ | DCF-10K-20KPL | SEL Data Classification Framework PL | \$37.80 | K | 31\% | \$26.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DCF-10K-20KTL DCF-1501-2000PL | SEL Data Classification Framework TL SEL Data Classification Framework PL | \$15.15 | K | 31\% | $\$ 10.45$ $\$ 38.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DCF-1501-2000TL | SEL Data Classification Framework TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DCF-150K-PL | SEL Data Classification Framework PL | \$31.80 | k | 31\% | \$21.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DCF-150K-TL | SEL Data Classification Framework TL | \$12.75 | k | 31\% | \$8.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DCF-2001-2500PL | SEL Data Classification Framework PL | \$51.90 | k | 31\% | \$35.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DCF-2001-25007L | SEL Data Classification Framework TL | \$20.70 | K | 31\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 5 | DCF-20K-35KPL DCF-20-35KL | SEL Data Classification Framework PL SEL Data Classification Framework TL | \$35.70 | K k | 31\% | $\$ 24.63$ $\$ 9.83$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | .00 VARONIS . 00 VARONIS |
| 5 | DCF-2501-4000PL | SEL Data Classification Framework PL | \$48.60 | k | 31\% | \$33.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DCF-2501-4000TL | SEL Data Classification Framework TL | \$19.50 | k | 31\% | \$13.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DCF-251-500PL | SEL Data Classification Framework PL | \$89.70 | k | 31\% | \$61.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
|  |  |  |  |  |  |  | Page 33 |  |  |  |  |  |  |  |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> 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 | DCOD-50K-100 KPL | SEL DCF for OneDrive PL | \$33.45 | K | 31\% | \$23.08 | \$0.00 | \$0.00 | \$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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOD-51-100PL | SEL DCF for OneDrive PL | \$150.15 | k | 31\% | \$103.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOD-51-100TL | SEL DCF for OneDrive TL | \$60.00 | k | 31\% | \$41.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOD-6001-80000PL | SEL DCF for OneDrive PL | \$42.15 | k | 31\% | \$29.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCOD-6001-8000TL <br> DCOD-751-1000PL | SEL DCF for OneDrive TL SEL DCF for OneDrive PL | \$16.80 | k | 31\% | $\$ 11.59$ $\$ 46.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOD-8001-10KPL | SEL DCF for OneDrive PL | \$39.90 | k | 31\% | \$27.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOD-8001-10KTL | SEL DCF for OneDrive TL | \$16.05 | k | 31\% | \$11.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DCOS-0-50TL | SEL DCF for SP Online \& OneDrive TL | \$129.00 | k | 31\% | \$89.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-1001-1500PL | SEL DCF for SP Online \& OneDrive PL | \$92.40 | k | 31\% | \$63.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCOS-1001-1500TL DCOS-100K-150KP | SEL DCF for SP Online \& OneDrive TL SEL DCF for SP Online \& OneDrive PL | $\$ 36.90$ $\$ 48.60$ | K | $31 \%$ $31 \%$ | \$25.46 $\$ 33.53$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DCOS-100k-150kTL | SEL DCF for SP Online \& OneDrive TL | \$19.50 | k | 31\% | \$13.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-101-250PL | SEL DCF for SP Online \& OneDrive PL | \$176.55 | k | 31\% | \$121.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-101-250TL | SEL DCF for SP Online \& OneDrive TL | \$70.65 | k | 31\% | \$48.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-10k-20KPL | SEL DCF for SP Online \& OneDrive PL | \$56.70 | k | 31\% | \$39.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-10K-20KTL | SEL DCF for SP Online \& OneDrive TL | \$22.65 | K | 31\% | \$15.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCOS-1501-2000PL | SEL DCF for SP Online \& OneDrive PL | \$83.40 $\$ 333$ | k | $31 \%$ $31 \%$ | \$57.55 $\$ 22.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DCOS-1501-2000TL DCOS-150K-PL | SEL DCF for SP Online \& OneDrive TL SEL DCF for SP Online \& OneDrive PL | ${ }_{\$ 47.85}^{\$ 330}$ | K k | $31 \%$ $31 \%$ | \$22.98 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DCOS-150K-TL | SEL DCF for SP Online \& OneDrive TL | \$19.05 | k | 31\% | \$13.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-2001-2500PL | SEL DCF for SP Online \& OneDrive PL | \$77.70 | k | 31\% | \$53.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-2001-2500TL | SEL DCF for SP Online \& OneDrive TL | \$31.05 | k | 31\% | \$21.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-20\%-35KTL | SEL DCF for SP Online \& OneDrive TL | \$21.45 | K | $31 \%$ $31 \%$ | \$14.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-2501-4000PL DCOS-2501-4000TL | SEL DCF for SP Online \& OneDrive PL SEL DCF for SP Online \& OneDrive TL | $\$ 72.90$ $\$ 29.10$ | K | 31\% | \$50.30 $\$ 20.08$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 80.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ |  | 0.00 VARONIS |
| 5 | DCOS-251-500PL | SEL DCF for SP Online \& OneDrive PL | \$134.40 | k | 31\% | \$92.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-251-500TL | SEL DCF for SP Online \& OneDrive TL | \$53.85 | k | 31\% | \$37.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-35K-50KPL | SEL DCF for SP Online \& OneDrive PL | \$51.90 | k | 31\% | \$35.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-35K-50KTL | SEL DCF for SP Online \& OneDrive TL | \$20.70 | k | 31\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-4001-6000PL | SEL DCF for SP Online \& OneDrive PL | \$68.10 |  | 31\% | \$46.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-4001-6000TL | SEL DCF for SP Online \& OneDrive TL | \$27.15 | k | 31\% | \$18.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCOS-501-750PL | SEL DCF for SP Online \& OneDrive PL | \$ $\begin{array}{r}\text { \$108.60 } \\ \$ 4335\end{array}$ | K | 31\% | \$74.93 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DCOS-50K-100 KPL | SEL DCF for SP Onine \& OneDivive TL |  | K | 31\% | ${ }_{\text {S }}$ \$49.67 | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$ $\$ 0.00$ | S0.00 | \$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DCOS-50K-100KTL | SEL DCF for SP Online \& OneDrive TL | \$20.10 | k | 31\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-51-100PL | SEL DCF for SP Online \& OneDrive PL | \$225.15 | k | 31\% | \$155.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-51-100TL | SEL DCF for SP Online \& OneDrive TL | \$90.00 | k | 31\% | \$62.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-6001-8000PL <br> DCOS-6001-8000TL | SEL DCF for SP Online \& OneDrive PL SEL DCF for SP Online \& OneDrive TL | ${ }_{\$ 25.20}$ | K | 31\% | $\$ 43.57$ $\$ 17.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | dCos-751-1000PL | SEL DCF for SP Online \& OneDrive PL | \$100.50 | k | 31\% | \$69.35 | \$0.00 | \$0.00 | \$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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-8001-10KPL | SEL DCF for SP Online \& OneDrive PL | \$60.00 | k | 31\% | \$41.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCOS-8001-10KTL | SEL DCF for SP Online \& OneDrive TL | \$24.00 | k | 31\% | \$16.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-O-50PL | SEL DCF for SharePPint Online PL | \$214.95 | K | 31\% | \$148.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCSO-0-50TL | SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL | \$85.95 | K | $31 \%$ $31 \%$ | \$599.31 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCsO-100k-150kPL | SEL DCF for SharePoint Online PL | \$32.40 | k | 31\% | \$22.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-100K-150kTL | SEL DCF for SharePoint Online TL | \$12.90 | k | 31\% | \$8.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DCSO-101-250TL | SEL DCF for SharePoint Online TL | ${ }_{\$ 377.80}$ | K | 31\% | \$32.50 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | 0.00 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 | DCSO-1501-2000PL | SEL DCF for SharePoint Online PL | \$55.65 | k | 31\% | \$38.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-1501-2000TL | SEL DCF for SharePoint Online TL | \$22.20 | K | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | DCSO-150K-PL DCSO-150K-TL | SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL | \$ $\$ 12.80$ | K k | 31\% | \$21.94 $\$ 8.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DCSO-2001-2500PL | SEL DCF for SharePoint Online PL | \$51.90 | k | 31\% | \$35.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-2001-2500TL | SEL DCF for SharePoint Online TL | \$20.70 | k | 31\% | \$14.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-20K-35KPL | SEL DCF for SharePoint Online PL | \$35.70 | k | 31\% | \$24.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCsO-20k-35KTL | SEL DCF for SharePoint Online TL | \$14.25 | k | 31\% | \$9.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-2501-4000PL | SEL DCF for SharePoint Online PL | \$48.60 | K | 31\% | ${ }_{\text {S13 }}{ }^{\text {S33.53 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-2501-40007L | SEL DCF for SharePPoint Online TL | \$19.50 | K | 31\% | \$13.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCSO--251-500PL DCSO-251-500TL | SEL LCF for SharePoint Online PL SEL DCF for SharePoint Online TL | \$89.70 $\$ 35.85$ | K | 31\% | \$61.89 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DCSO-35K-50KPL | SEL DCF for SharePoint Online PL | ${ }_{\text {\$34.50 }}$ | k | 31\% | \$23.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-35K-50KTL | SEL DCF for SharePoint Online TL | \$13.80 | K | 31\% | \$9.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-4001-6000PL | SEL DCF for SharePoint Online PL | \$45.30 | K | 31\% | \$31.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DCSO-4001-6000TL DCSO-501-750PL | SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL | $\$ 18.15$ $\$ 72.30$ | k | $31 \%$ $31 \%$ | $\$ 12.52$ $\$ 49.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DCSO-501-750TL | SEL DCF for SharePoint Online TL | \$28.95 | k | 31\% | \$19.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DCSO-50K-100KTL | SEL DCF for SharePoint Online TL | \$13.35 | k | 31\% | \$9.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-51-100PL | SEL DCF for SharePoint Online PL | \$150.15 | K | 31\% | \$103.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-6001-8000PL | SEL DCF for SharePPint Onine TL | ${ }_{\$ 42.15}^{\$ 60.00}$ | K | 31\% | \$41.40 $\$ 29.08$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DCSO-6001-8000TL | SEL DCF for SharePoint Online TL | \$16.80 | k | 31\% | \$11.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DCSO-751-1000PL | SEL DCF for SharePoint Online PL | \$66.90 | k | 31\% | \$46.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
|  |  |  |  |  |  |  | Page 35 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE }}}{ }$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> 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 | DCSO-751-1000TL | SEL DCF for SharePoint Online TL | \$26.85 | , | 31\% | \$18.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 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 | \$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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-0.50PL | SEL DatAlert PL | \$134.40 | k | 31\% | \$92.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-0-50TL | SEL Datalert TL | \$53.70 | K | 31\% | \$37.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | ${ }^{\text {DL-1001-1500PL }}$ | SEL DatAlert PL SEL Datalert | \$315.45 | K | 31\% | $\$ 26.60$ $\$ 10.66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DL-100K-150KPL | SEL Datalert PL | \$20.25 | k | 31\% | \$13.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-100K-150KTL | SEL DatAlert TL | \$8.10 | k | 31\% | \$5.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-101-250PL | SEL DatAlert PL | \$73.65 | k | 31\% | \$50.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-101-250TL | SEL DatAlert TL | \$29.40 | k | 31\% | \$20.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | $\mathrm{DL}-10 \mathrm{~K}-20 \mathrm{KPL}$ | SEL DatAlert PL | \$23.70 | K | 31\% | \$16.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-10k-20KTL | SEL Datalert TL | $\$ 9.45$ $\$ 34.80$ | K | $31 \%$ $31 \%$ | $\$ 6.52$ $\$ 24.01$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DL-1501-2000tL | SEL DatAlert TL | \$13.95 | K | 31\% | \$24.01 | \$ $\$ 0.00$ | S0.00 \$00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 S00 | \$ $\$ 0.00$ |  | 0.00 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 | DL-150K-TL | SEL Datalert TL | \$7.95 | K | 31\% | \$5.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | ${ }_{\text {DL-2001-2500PL }}$ | SEL Datalert PL | $\$ 32.40$ $\$ 12.90$ | k | 31\% | \$22.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-20K-35KPL | SEL DatAlert PL | \$22.35 | K | 31\% | \$15.42 | \$0.00 | S0.00 S000 | \$8000 | \$8000 | S0.00 S000 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-20K-35KTL | SEL Datalert TL | \$8.85 | k | 31\% | \$6.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DL-2501-4000TL | SEL DatAlert TL | \$12.15 | k | 31\% | \$8.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-251-500PL | SEL Datalert PL | \$56.10 | k | 31\% | \$38.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-251-5007L | SEL Datalert TL | \$22.35 | k | 31\% | \$15.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-35K-50KPL | SEL Datalert PL | \$21.60 | k | 31\% | \$14.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-35K-50KTL | SEL Datalert TL | \$8.70 | k | 31\% | \$6.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 5 | DL-4001-6000TL | SEL DatAlert TL | $\$ 11.40$ $\$ 45.30$ | K | $31 \%$ $31 \%$ | $\$ 7.87$ $\$ 31.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 5 | ${ }_{\text {DL }}^{\text {DL-501-701-750PL }}$ | SEL DatAlert PL | \$18.15 | K K | 31\% | \$12.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DL-50k-100kPL | SEL Datalert PL | \$21.00 | k | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-50K-100kTL | SEL Datalert TL | \$8.40 | k | 31\% | \$5.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-51-100PL | SEL Datalert PL | \$93.90 | k | 31\% | \$64.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 VARONIS |
| 5 | DL-6001-8000PL | SEL Datalert PL | \$26.40 | K | 31\% | \$18.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | ${ }_{\text {DL }}^{\text {DL-70001-8000TL }}$ | SEL DatAlert TL SEL Datalert PL | \$10.50 | K | 31\% | $\$ 7.25$ $\$ 28.88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DL-751-1000TL | sEL Datalert TL | \$16.80 | k | 31\% | \$11.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DL-8001-10KPL | SEL Datalert PL | \$25.05 | k | 31\% | \$17.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 VARONIS |
| 5 | DLS-0-50PL | SEL DatAlert Suite PL | \$208.95 | k | 31\% | \$144.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-0-50TL | SEL Datalerr Suite TL | \$83.55 | K | 31\% | \$57.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 VARONIS |
| 5 | DLS-1001-1500TL | SEL DatAlert Suite TL | \$24.00 | K | $31 \%$ $31 \%$ | \$16.56 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-101-250PL | SEL DatAlert Suite PL | \$114.45 | k | 31\% | \$78.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-101-250TL | SEL DatAlert Suite TL | \$45.75 | K | 31\% | \$31.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DLS-10K-20KPL | SEL Datalerr Suite PL SEL DatAlert Suite TL | \$36.75 $\$ 14.70$ | K k | $31 \%$ $31 \%$ | \$25.36 $\$ 10.14$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DLS-1501-2000PL | SEL DatAlert Suite PL | \$54.15 | k | 31\% | \$37.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-150K-PL | SEL DatAlert Suite PL | \$31.05 | k | 31\% | \$21.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-150K-TL | SEL DatAlert Suite TL | \$12.45 | k | 31\% | \$8.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DLS-2001-2500TL | SEL DatAlert Suite TL | \$20.10 | K | ${ }^{31 \%}$ | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-20K-35KPL | SEL DatAlert Suite PL | $\$ 34.65$ $\$ 1380$ | K | 31\% | \$23.91 $\$ 9.52$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DLS-2501-4000PL | SEL Datalert Suite TL | $\$ 13.80$ $\$ 47.25$ | K k | 31\% | \$9,.52 $\$ 32.60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 | DLS-2501-4000TL | SEL DatAlert Suite TL | \$18.90 | K | 31\% | \$13.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-251-500PL | SEL Datalert Suite PL | \$87.15 | K | 31\% | \$60.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | DLS-251-500TL | SEL DatAlert Suite TL | \$34.80 | K | 31\% | \$24.01 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS |
| 5 5 | DLS-35k-50KPL | SEL Datalerr Suite PL SEL DatAlert Suite $T$ TL | \$33.60 $\$ 13.50$ | K | 31\% | \$23.18 $\$ 9.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DLS-4001-6000pL | SEL DatAlert Suite PL | \$44.10 | k | 31\% | \$30.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-4001-6000TL | SEL DatAlert Suite TL | \$17.70 | k | 31\% | \$12.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DLS-501-7500TL | SEL DatAlert Suite TL | \$28.20 | k | 31\% | \$19.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-50K-100KPL | SEL DatAlert Suite PL | \$32.55 | k | 31\% | \$22.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| ${ }_{5}^{5}$ | DLS-50k-100kTL | SEL Datalerrs 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-51-1007L | SEL DatAlert Suite PL SEL DatAlert Suite TL | \$145.95 $\$ 58.35$ | K | $31 \%$ $31 \%$ | $\$ 100.71$ $\$ 40.26$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DLS-6001-8000PL | SEL DatAlert Suite PL | \$40.95 | k | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-6001-8000TL | SEL DatAlert Suite TL | \$16.35 | k | 31\% | \$11.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLS-751-1000PL | SEL DatAlert Suite PL | \$65.10 | k | 31\% | \$44.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | DLS-8001-10KPL | SEL DatAlert Suite PL | \$38.85 | K | 31\% | \$26.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DLS-8001-10 KTL DLX-0-50PL | SEL DatAlert Suite TL | \$15.60 | K | 31\% | $\$ 10.76$ $\$ 61.79$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DLX-0-50TL | SEL DatAlert Analytics TL | \$35.85 | k | 31\% | \$24.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLX-1001-1500PL | SEL DatAlert Analytics PL | \$25.65 | k | 31\% | \$17.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DLX-1001-1500TL | SEL DatAlert Analytics TL | \$10.20 | k | 31\% | \$7.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
|  |  |  |  |  |  |  | Page 36 of |  |  |  |  |  |  |  |



|  |  |  |  |  | NVP LEVEL 1 |  | nvp Maintenance and warranty upgrade price |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\|\begin{array}{c}\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }\end{array}\right\|$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | DNS-6-10PL | SEL Datanywhere Server PL | \$8,998.50 | K | 31\% | \$6,208.97 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | ${ }_{\$ 0.00}$ | \$0.00 | ${ }_{\$ 0.00}$ |  | O.00 VARONIS |
| 5 | DNS-6-10TL | SEL DatAnywhere Server TL | \$3,599.40 | k | 31\% | \$2,483.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.0 VARONIS |
| 5 | DNX-0-50PL | SEL Datanywhere - Ext Users PL | \$19.40 | K | 31\% | \$82.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-0-50TL | SEL Datanywhere - Ext Users TL | \$47.70 | k | 31\% | \$32.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS 0.00 VARONIS |
| ${ }_{5}^{5}$ | DNX-1001-1500PL | SEL Datanywhere - Ext Users PL | \$34.20 | k | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-1001-1500TL | SEL DatAnywhere - Ext Users TL | $\$ 13.65$ $\$ 18.00$ | K | $31 \%$ $31 \%$ | \$99.42 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DNX-100K-150kTL | SEL Datanywhere - Ext Users TL | \$7.20 | k | 31\% | \$4.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-101-250PL | SEL Datanywhere - Ext Users PL | \$65.40 | k | 31\% | \$45.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-101-250TL | SEL DatAnywhere - Ext Users TL | \$26.10 | k | 31\% | \$18.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-10K-20KPL | SEL Datanywhere - Ext Users PL | \$21.00 | k | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-10K-20KTL | SEL Datanywhere - Ext Users TL | \$8.40 | K | 31\% | \$5.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DNX-1501-2000PL DNX-1501-20007L | SEL DatAnywhere - Ext Users PL | \$30.90 | K | 31\% | \$21.32 $\$ 8.49$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DNX-150K-PL | SEL Datanywhere - Ext Users PL | \$17.70 | k | 31\% | \$12.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-150k-TL | SEL Datanywhere - Ext Users TL | \$7.05 | k | 31\% | \$4.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-2001-2500PL | SEL Datanywhere - Ext Users PL | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-2001-2500TL | SEL DatAnywhere - Ext Users TL | \$11.55 | k | 31\% | \$7.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-201-35KPL | SEL Datanywhere - Ext Users PL | \$19.80 | K | 31\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-20K-35KTL | SEL Datanywhere - Ext Users TL | \$77.95 | K | 31\% | \$5.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-2501-4000PL DNX-2501-4000TL | SEL Datanywhere - Ext Users PL | $\$ 27.00$ $\$ 10.80$ | K k | 31\% | \$18.63 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DNX-251-500PL | SEL DatAnywhere - Ext Users PL | \$49.80 | k | 31\% | \$34.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-251-500TL | SEL Datanywhere - Ext Users TL | \$19.95 | k | 31\% | \$13.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-35K-50KPL | SEL Datanywhere - Ext Users PL | \$19.20 | k | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-35k-50KTL | SEL DatAnywhere - Ext Users TL | \$7.65 | k | 31\% | \$5.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-4001-6000PL | SEL DatAnywhere - Ext Users PL | \$25.20 | k | 31\% | \$17.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-4001-6000TL | SEL Datanywhere - Ext Users TL | \$10.05 | K | $31 \%$ $31 \%$ | \$ $\$ 6.93$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-501-750PL DNX-501-750TL | SEL DatAnywhere - Ext Users PL SEL Datanywhere - Ext Users TL | \$40.20 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$27.74 \$11.07 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS O.00 VARONIS |
| 5 | DNX-50K-100KPL | SEL DatAnywhere - Ext Users PL | \$18.60 | k | 31\% | \$12.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-50K-100kTL | SEL DatAnywhere - Ext Users TL | \$7.50 | k | 31\% | \$5.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-51-100PL | SEL Datanywhere - Ext Users PL | \$83.40 | k | 31\% | \$57.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-51-100TL | SEL DatAnywhere - Ext Users TL | \$33.30 | k | 31\% | \$22.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-6001-8000PL | SEL DatAnywhere - Ext Users PL | \$23.40 | k | 31\% | \$16.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DNX-6001-8000TL | SEL Datanywhere - Ext Users TL | \$9.30 | k | 31\% | \$6.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DNX-751-1000PL | SEL Datanywhere - Ext Users PL | \$37.20 $\$ 14.85$ | K | 31\% | $\$ 25.67$ $\$ 10.25$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DNX-751-10001L | SEL Datanywhere - Ext Sers TL | \$ $\$ 22.82$ | k | 31\% | S \$15.25 | \$90.00 | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$8000 | \$0.00 $\$ 0.00$ |  | (0.00 VARONIS |
| 5 | DNX-8001-10KTL | SEL Datanywhere - Ext Users TL | \$8.85 | k | 31\% | \$6.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-0-50PL | SEL DataPrivilege PL | \$194.10 | k | 31\% | \$133.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-0-50TL | SEL Dataprivilege TL | \$77.55 | k | 31\% | \$53.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-1001-1500PL | SEL DataPrivilege PL | \$55.65 | k | 31\% | \$38.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-1001-15007L | SEL Dataprivilege TL | \$22.20 | K | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DP-100K-150KPL | SEL Dataprivilege PL SEL DataPrivilege TL | \$29.25 | K k | $31 \%$ $31 \%$ | \$20.18 $\$ 8.07$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DP-101-250PL | SEL DataPrivilege PL | \$106.35 | k | 31\% | \$73.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-101-250TL | SEL DataPrivilege TL | \$42.45 | k | 31\% | \$29.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| ${ }_{5}^{5}$ | DP-10K-20KPL | SEL Dataprivilege PL | \$34.20 | k | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DP-10K-20KTL | SEL Dataprivilege TL | \$ $\$ 13.65$ | K | $31 \%$ $31 \%$ | $\$ 9.42$ $\$ 34.67$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DP-1501-2000TL | SEL DataPrivilege TL | \$20.10 | k | 31\% | \$13.87 | \$0.00 | \$0.00 | \$0.00 | \$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 | DP-150K-TL | SEL DataPrivilege TL | \$11.55 | k | 31\% | \$7.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-2001-2500PL | SEL Dataprivilege PL | \$46.80 | K | 31\% | \$32.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-201-35KPL | SEL Dataprivilege TL | \$183.75 | K | 31\% | \$12.94 | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 |  | Soio VARONIS |
| 5 | DP-20K-35KTL | SEL DataPrivilege TL | \$12.90 | k | 31\% | \$8.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-2501-4000PL | SEL Dataprivilege PL | \$43.95 | k | 31\% | \$30.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 5 | ${ }_{\text {DP-251-500PL }}^{\text {DP-251-5007L }}$ | SEL Dataprivilege PL | ${ }_{\$ 32.40}^{\$ 81.00}$ | K | 31\% | ${ }_{\text {\$22.36 }}{ }^{\text {S }}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DP-35K-50KPL | SEL DataPrivilege PL | \$31.20 | k | 31\% | \$21.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-35K-50KTL | SEL Dataprivilege TL | \$12.45 | k | 31\% | \$8.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-4001-6000PL | SEL DataPrivilege PL | \$40.95 | k | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-4001-6000TL | SEL Datarrivilege TL | \$16.35 | k | 31\% | \$11.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DP-501-750PL DP-501-750TL | SEL Dataprivilege PL SEL DataPrivilege TL | $\$ 65.40$ $\$ 26.10$ | K k | 31\% | \$45.13 $\$ 18.01$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DP-50K-100KPL | SEL DataPrivilege PL | \$30.30 | k | 31\% | \$20.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-50K-100kTL | SEL DataPrivilege TL | \$12.15 | k | 31\% | \$8.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-51-100PL | SEL DataPrivilege PL | \$135.60 | k | 31\% | \$93.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-51-100TL | SEL Dataprivilege TL | \$54.15 | k | 31\% | \$37.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DP-6001-8000PL | SEL DataPrivilege PL | \$38.10 | K | 31\% | \$26.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 5 | DP-6001-8000TL | SEL Dataprivilege TL SEL DataPrivilege PL | $\$ 15.15$ $\$ 60.45$ | K | $31 \%$ $31 \%$ | \$10.45 $\$ 41.71$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VARONIS 0.00 VARONIS |
| 5 | DP-751-1000TL | SEL DataPrivilege TL | \$24.15 | k | 31\% | \$16.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$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 |  | 0.00 VARONIS |
| 5 | DP-8001-10kTL | SEL DataPrivilege TL | \$14.40 | k | 31\% | \$9.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DPS-0-50PL | SEL Dataprivilege for SharePoint PL | \$194.10 | K | 31\% | \$133.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DPS-0-50TL DPS-1001-1500PL | SEL DataPrivilege for SharePoint TL | $\$ 77.55$ $\$ 55.65$ | K k | 31\% | ${ }_{\text {\$ }}^{\text {\$38.40 }}$ | ${ }_{\$ 0.00}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | S0.00 $\$ 0.00$ | \$9.00 |  | 0.00 VARONIS |
| 5 | DPS-1001-1500TL | SEL DataPrivilege for SharePoint TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
| 5 | DPS-100K-150KPL | SEL DataPrivilege for SharePoint PL | \$29.25 | k | 31\% | \$20.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VARONIS |
|  |  |  |  |  |  |  | Page 38 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\|\begin{array}{c}\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }\end{array}\right\|$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | DPS-100K-150KTL | SEL Data Priviege for SharePoint TL | \$11.70 | K | 31\% | \$8.07 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DPS-101-250PL | SEL DataPrivilege for SharePoint PL | \$106.35 | K | 31\% | \$73.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DPS-101-250TL | SEL Datariviliege for SharePoint TL | \$42.45 | K | 31\% | \$29.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-10K-20KPL | SEL Dataprivilege for SharePoint PL | \$34.20 | K | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-10K-20KTL | SEL DataPrivilege for SharePoint TL | \$13.65 | K | 31\% | \$9.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DPS-1501-2000PL | SEL Datarivilege for SharePoint PL SEL Datarivilege for SharePoint $T$ TL | $\$ 50.25$ $\$ 2.10$ | K | 31\% | ${ }_{\text {\$13.87 }}{ }^{\text {S }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DPS-150K-PL | SEL DataPrivilege for SharePoint PL | \$28.80 | k | 31\% | \$19.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-150k-TL | SEL Datariviliege for SharePoint TL | \$11.55 | k | 31\% | \$7.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-2001-2500PL | SEL DataPrivilege for SharePoint PL | \$46.80 | k | 31\% | \$32.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-2001-2500TL | SEL Datarivilege 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 | DPS-20K-35KPL | SEL Datariviliege for SharePoint PL | \$32.25 | k | 31\% | \$22.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-206-35KTL | SEL DataPrivilege for SharePoint TL | \$12.90 | K | 31\% | \$8.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 | DPS-2501-4000PL | SEL DataPrivilege for SharePoint PL | \$43.95 | k | 31\% | \$30.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 5 | DPS-2501-4000TL | SEL Dataprivilege for SharePoint TL | $\$ 17.55$ $\$ 81.00$ | K | $31 \%$ $31 \%$ | $\$ 12.11$ $\$ 5589$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS $\$ 0.00$ VARONIS |
| 5 5 | DPS-251-500PL | SEL DataPrivilege for SharePoint PL SEL Datarivilege for SharePoint $T$ L | \$81.00 $\$ 32.40$ | K | 31\% | ${ }_{\$ 22.36}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DPS-35K-50KPL | SEL Datarivilege for SharePoint PL | \$31.20 | k | 31\% | \$21.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DPS-35K-50KTL | SEL Datariviliege for SharePoint TL | \$12.45 | k | 31\% | \$8.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARONIS |
| 5 | DPS-4001-6000PL | SEL Datarivilege for SharePoint PL | \$40.95 | k | 31\% | \$28.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-4001-6000TL | SEL DataPrivilege for SharePoint TL | \$16.35 | k | 31\% | \$11.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-501-750PL | SEL DataPrivilege for SharePoint PL | \$65.40 | K | 31\% | \$45.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 | DPS-501-750TL DPS-50K-100KPL | SEL DataPriviege for SharePoint TL SEL Datarivilege for SharePoint PL | $\$ 26.10$ $\$ 30.30$ | K | 31\% | \$18.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DPS-50K-100KTL | SEL DataPrivilege for SharePoint TL | \$12.15 | k | 31\% | \$8.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DPS-51-100PL | SEL Datarivilege for SharePoint PL | \$135.60 | k | 31\% | \$93.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DPS-51-100TL | SEL DataPrivilege for SharePoint TL | \$54.15 | k | 31\% | \$37.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARonis |
| 5 | DPS-6001-8000PL | SEL Datarivilege for SharePoint PL | \$38.10 | k | 31\% | \$26.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DPS-6001-80007L | 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 | DPS-751-1000PL | SEL DataPrivilege for SharePoint PL | \$60.45 | k | 31\% | \$41.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DPS-751-1000TL | SEL DataPrivilege for SharePoint TL | $\$ 24.15$ $\$ 36.15$ | K K | 31\% | $\$ 16.66$ $\$ 24.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DPS-8001-100¢L | SEL Datarivilege for SharePoint PL | \$14.40 | K | 31\% | \$24.94 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  |  |
| 5 | DR-PL | SEL Disaster Recovery Add-on PL | \$15,000.00 | k | 31\% | \$10,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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\% | \$123.58 $\$ 49.47$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DTE--1001-1500PL | SEL Data Transport Engine TL | \$51.30 | K | 31\% | \$35.40 | \$9000 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 $\$ 000$ | \$ ${ }_{\text {S0.00 }}$ |  | \$0.00 VARONIS |
| 5 | DTE-1001-1500TL | SEL Data Transport Engine TL | \$20.55 | k | 31\% | \$14.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-100K-150KPL | SEL Data Transport Engine PL | \$27.00 | k | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-100K-150KTL | SEL Data Transport Engine TL | \$10.80 | k | 31\% | \$7.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-101-250PL | SEL Data Transport Engine PL | \$98.10 | K | 31\% | \$67.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-101-250TL | SEL Data Transport Engine TL | \$39.30 | k | 31\% | \$27.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DTE-100-20KPL DTE-10K-20kTL | SEL Data Transport Engine PL | \$31.50 $\$ 12.60$ | K k | $31 \%$ $31 \%$ | \$21.74 $\$ 8.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DTE-1501-2000PL | SEL Data Transport Engine PL | \$46.35 | k | 31\% | \$31.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 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 |  | 90.00 VARONIS |
| 5 | DTE-150K-PL | SEL Data Transport Engine PL | \$26.55 | k | 31\% | \$18.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DTE-150K-TL | SEL Data Transport Engine TL | $\$ 10.65$ $\$ 43.20$ | K | 31\% | $\$ 7.35$ $\$ 29.81$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DTE-2001-2500TL | SEL Data Transport Engine TL | \$17.25 | k | 31\% | \$11.90 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DTE-20K-35KPL | SEL Data Transport Engine PL | \$29.70 | k | 31\% | \$20.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARonis |
| 5 | DTE-20K-35KTL | SEL Data Transport Engine TL | \$11.85 | k | 31\% | \$8.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-2501-4000PL | SEL Data Transport Engine PL | \$40.50 | k | 31\% | \$27.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-2501-40007L | SEL Data Transport Engine TL | \$16.20 | k | 31\% | \$11.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-251-500PL | SEL Data Transport Engine PL | \$74.70 | K | 31\% | \$51.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 5 | DTE-251-500TL DTE-35K-50kPL | SEL Data Transport Engine TL SEL Data Transport Engine PL | $\$ 29.85$ $\$ 28.80$ | K k | 31\% | \$20.60 $\$ 19.87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DTE-35K-50kTL | SEL Data Transport Engine TL | \$11.55 | k | 31\% | \$7.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 90.00 VARONIS |
| 5 | DTE-4001-6000PL | SEL Data Transport Engine PL | \$37.80 | k | 31\% | \$26.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | ${ }^{\text {DTE-40001-6000TL }}$ | SEL Data Transport Engine TL | \$15.15 | K | 31\% | \$10.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DTE-501-750PL DTE-501-750TL | SEL Data Transport Engine PL SEL Data Transport Engine TL | \$60.30 $\$ 24.15$ | K | 31\% | $\$ 41.61$ $\$ 16.66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | DTE-50K-100KPL | SEL Data Transport Engine PL | \$27.90 | k | 31\% | \$19.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | DTE-50K-100kTL | SEL Data Transport Engine TL | \$11.10 | k | 31\% | \$7.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 | DTE-51-100TL | SEL Data Transport Engine TL | \$50.10 | K | 31\% | \$34.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DTE-6000-8000PL DTE-6001-8000TL | SEL Data Transport Engine PL SEL Data Transport Engine TL | \$35.10 $\$ 14.10$ | K | 31\% | \$24.22 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DTE-751-1000PL | SEL Data Transport Engine PL | \$55.80 | k | 31\% | \$38.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-751-1000TL | SEL Data Transport Engine TL | \$22.35 | K | 31\% | \$15.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DTE-8001-10KPL | SEL Data Transport Engine PL | \$33.30 | k | 31\% | \$22.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONS |
| 5 5 | DTE-8001-10KTL | SEL Data Transport Engine TL SEL DATANSWERS - WIN PL | \$13.35 $\$ 298.50$ | K | 31\% | \$9.21 $\$ 205.97$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS So.00 VARONIS |
| 5 | DW-0-50TL | SEL DATANSWERS - WIN TL | \$119.40 |  | 31\% | \$82.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DW-1001-1500PL | SEL DATANSWERS - WIN PL | \$85.50 | k | 31\% | \$59.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DW-1001-15007L | SEL DATANSWERS-WIN TL | \$34.20 | K | 31\% | \$23.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 5 | DW-100K-150KPL DW-100k-150KTL | SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL | $\$ 45.00$ $\$ 18.00$ | K | $31 \%$ $31 \%$ | \$31.05 $\$ 12.42$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VARONIS S0.00 VARONIS |
| 5 | DW-101-250PL | SEL DATANSWERS-WIN PL | \$183.50 | k | 31\% | \$112.82 | \$ ${ }_{\text {\$0.00 }}$ | S0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 $\$ 000$ | \$0.00 |  | S0.00 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 |  | s0.00 VARONIS |
| 5 | DW-10K-20KPL | SEL DATANSWERS - WIN PL | \$52.50 | k | 31\% | \$36.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | DW-10K-20kTL | SEL DATANSWERS - WIN TL | \$21.00 | k | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
|  |  |  |  |  |  |  | Page 39 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | nvP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{gathered} \substack{\text { NVP LEVEL } 1 \\ \text { PRICE }} \\ \hline \end{gathered}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | DW-1501-2000PL | SEL DATANSWERS - WIN PL | ${ }_{\$ 77.25}$ | K | $31 \%$ | \$53.30 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO VARONIS |
| 5 | DW-1501-2000TL | SEL DATANSWERS - WIN TL | \$30.90 | , | 31\% | \$21.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONS |
| 5 | DW-150K-PL | SEL DATANSWERS - WIN PL | \$44.25 | K | 31\% | \$30.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VARONIS |
| 5 | DW-2001-2500PL | SEL DATANSWERS - WIN PL | \$72.00 | K | 31\% | \$49.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DW-20K-35KPL | SEL DATANSWERS-WIN PL | ${ }_{\text {S49.50 }}$ | K | 31\% | \$ $\$ 39.16$ | \$9.00 | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$5000 | \$0.00 |  | . 00 VARONIS |
| 5 | DW-20k-35kTL | SEL Datanswers - Win tl | \$19.80 |  | 31\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DW-2501-4000PL | SEL DATANSWERS - WIN PL | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DW-2501-4000TL | SEL DATANSWERS - WIN TL | \$27.00 | k | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00 Varonis |
| 5 | DW-251-500PL | SEL DATANSWERS - WIN PL | \$124.50 | , | 31\% | \$85.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DW-251-500TL | SEL DATANSWERS - WIN TL | \$49.80 | k | 31\% | \$34.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DW-35K-50kPL | SEL DATANSWERS - WIN PL | \$48.00 | k | 31\% | \$33.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00 Varonis |
| 5 | DW-35K-50KTL | SEL DATANSWERS - WIN TL | \$19.20 | K | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 5 | DW-4001-6000PL | SEL DATANSWERS - WIN PL | $\$ 63.00$ $\$ 25.20$ | K | 31\% | $\$ 43.47$ $\$ 1739$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DW-4001-6000TL DW-501-750PL | SEL DATANSWERS - WIN TL SEL DATANSWERS -WIN PL | \$25.20 $\$ 100.50$ | K k | 31\% | $\$ 17.39$ $\$ 69.35$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 000 VARONIS |
| 5 | DW-501-750TL | SEL Datanswers - win tl | \$40.20 | k | 31\% | \$27.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DW-50K-100KPL | SEL DATANSWERS - WIN PL | \$46.50 |  | 31\% | \$32.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 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 |  | .00 Varonis |
| 5 | DW-51-100PL | SEL DATANSWERS - WIN PL | \$208.50 | k | 31\% | \$143.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DW-51-100TL | SEL DATANSWERS - WIN TL | \$83.40 | K | 31\% | \$57.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DW-6001-8000PL | SEL DATANSWERS - WIN PL SEL DATANSWERS -WINTL | \$558.50 | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | $\$ 40.37$ $\$ 16.15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DW-751-1000PL | SEL DATANSWERS - WIN PL | \$93.00 | k | 31\% | \$64.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DW-751-1000TL | SEL Datanswers - Win ti | \$37.20 | k | 31\% | \$25.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DW-8001-10kPL | SEL DATANSWERS - WIN PL | \$55.50 | k | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DW-8001-10KTL | SEL DATANSWERS - WIN TL | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 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 |  | .00 Varonis |
| 5 | DWOD-0-50TL | SEL DATANSWERS - OD TL | \$199.40 | k | 31\% | \$82.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 5 | DWOD-1001-1500PL | SEL DATANSWERS - OD PL | \$85.50 | K K | 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 VARONIS |
| 5 5 | DWOD-1001-1500TL DWOD-100k-150kL | SEL DATANSWERS - OD TL SEL DATANSWERS -OD PL | \$34.20 $\$ 45.00$ | K k | 31\% | \$23.60 $\$ 31.05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DWOD-100K-150KTL | SEL DATANSWERS - od th | \$18.00 | k | 31\% | \$12.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOD-101-250PL | SEL DATANSWERS - od pl | \$163.50 | k | 31\% | \$112.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOD-101-250TL | SEL DATANSWERS - OD TL | \$65.40 | , | 31\% | \$45.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 Varonis |
| 5 | DWOD-10K-20KTL | SEL DATANSWERS - OD TL | \$21.00 | K | 31\% | \$14.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | DWOD-1501-2000PL DWOD-1501-2000TL | SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL | $\$ 77.25$ $\$ 30.90$ | K k | $31 \%$ $31 \%$ | ${ }_{\text {\$21.32 }}{ }^{\text {S }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DWOD-150K-PL | SEL DATANSWERS - Od PL | \$44.25 | k | 31\% | \$30.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOD-150k-TL | SEL DATANSWERS - OD TL | \$17.70 | k | 31\% | \$12.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| ${ }_{5}^{5}$ | DWOD-2001-2500PL | SEL DATANSWERS - ODPL | \$72.00 | k | 31\% | \$49.68 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 5 | DWOD-2001-2500TL | SEL DATANSWERS - OD TL | $\$ 28.80$ $\$ 49.50$ | K | $31 \%$ $31 \%$ | \$19.87 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DWOD-20K-35PL DWOD-20k-35KL | SEL DATANSWERS-ODPL | \$49.50 | K | 31\% | \$13.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Oo Varonis |
| 5 | DWOD-2501-4000PL | SEL DATANSWERS - od pl | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOD-2501-4000TL | SEL DATANSWERS - OD TL | \$27.00 | k | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DWOD-251-500PL DWOD-251-500TL | SEL DATANSWERS-OD PL SEL DATANSWERS -ODTL | $\$ 124.50$ $\$ 49.80$ | K K | 31\% | \$85.91 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DWOD-35K-50KPL | SEL DATANSWERS - OD PL | ${ }_{\$ 48.00}$ | k | 31\% | ${ }_{\text {\$33.12 }}$ | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$8000 |  | O0 VARONIS |
| 5 | DWOD-35K-50kTL | SEL Datanswers - od th | \$19.20 | k | 31\% | \$13.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOD-4001-6000PL | SEL datanswers - od pl | \$63.00 | k | 31\% | \$43.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOD-4001-6000TL | SEL Datanswers - od th | \$25.20 | k | 31\% | \$17.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 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 |  | .00 Varonis |
| 5 | DWOD-501-750TL | SEL DATANSWERS - OD TL | \$40.20 | k | 31\% | \$27.74 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 | DWOD-50K-100KPL | SEL DATANSWERS - OD PL | \$46.50 | K | 31\% | \$32.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O0 VARONIS |
| 5 | DWOD-51-100PL | SEL DATANSWERS - OD PL | \$208.50 | k | 31\% | \$143.87 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DWOD-51-100TL | SEL DATANSWERS - od th | \$83.40 | k | 31\% | \$57.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 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 |  |  |
| 5 | DWOD-6001-8000TL | SEL DATANSWERS - OD TL | \$23.40 | k | 31\% | \$16.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VARONIS |
| 5 | DWOD-751-1000PL | SEL DATANSWERS - OD PL | $\$ 93.00$ $\$ 3720$ | K | $31 \%$ $31 \%$ | \$64.17 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DWOD-8001-10KPL | SEL DATANSWERS - OD PL | ${ }_{\$ 55.50}$ | k | 31\% | \$38.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O0 VARONIS |
| 5 | DWOD-8001-10KTL | SEL DATANSWERS - od th | \$22.20 | k | 31\% | \$15.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 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 |  |  |
| 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 $\$ 88.49$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 00 VARONIS 00 VARONIS |
| 5 | DWOS-1001-1500TL | SEL DATANSWERS - Od \& SPOLTL | \$51.30 | k | 31\% | \$35.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DWOS-100K-150KPL | SEL DATANSWERS - OD \& SPOL PL | \$67.50 | k | 31\% | \$46.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOS-100K-150KTL | SEL DATANSWERS - OD \& SPOL TL | \$27.00 | k | 31\% | \$18.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 5 | DWOS-101-250PL DWOS-101-250TL | SEL DATANSWERS - OD \& SPOLPL SEL DATANSWERS - OD \& SPOL TL | \$245.25 $\$ 98.10$ | K k | 31\% | \$169.22 $\$ 67.69$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
| 5 | DWOS-10K-20KPL | SEL DATANSWERS - OD \& SPOLPL | \$78.75 | k | 31\% | \$54.34 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DWOS-10K-20KTL | SEL DATANSWERS - Od \& SPOLTL | \$31.50 | k | 31\% | \$21.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOS-1501-2000PL | SEL DATANSWERS - OD \& SPOL PL | \$115.95 | k | 31\% | \$80.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOS-1501-2000TL | SEL DATANSWERS - OD \& SPOL TL | \$46.35 | k | 31\% | \$31.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 Varonis |
| 5 5 | DWOS-150K-PL | SEL DATANSWERS - OD \& SPOL PL SEL DATANSWERS - OD \& SPOL TL | ${ }_{\$ 26.55}$ | K k | 31\% | $\$ 45.85$ $\$ 18.32$ | ${ }_{\$ 0.00}^{\$ 0.00}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VARONIS |
|  | DWOS-2001-2500PL | SEL DATANSWERS - OD \& SPOLPL | \$108.00 | k | 31\% | \$74.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
| 5 | DWOS-2001-2500TL | SEL DATANSWERS - Od \& SPOLTL | \$43.20 | k | 31\% | \$29.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 Varonis |
| 5 | DWOS-20K-35KPL | SEL DATANSWERS - OD \& SPOL PL | \$74.25 | k | 31\% | \$51.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VARONIS |
|  |  |  |  |  |  |  | Page 40 of |  |  |  |  |  |  |  |





|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> 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 | OSL-2001-2500PL | SEL DatAdvantage - SPOL \& OD Lite PL | \$54.00 | K | 31\% | \$37.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-2001-2500TL | SEL DatAdvantage - SPOL \& OD Lite TL | \$21.60 | k | 31\% | \$14.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-20K-35KPL | SEL DatAdvantage - SPOL \& OD Lite PL | \$37.20 | k | 31\% | \$25.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-20K-35KTL | SEL DatAdvantage - SPOL \& OD Lite TL | \$14.85 | k | 31\% | \$10.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | OSL-2501-4000PL | SEL DatAdvantage - SPOL \& OD Lite PL | \$50.70 | K | 31\% | \$34.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-2501-4000TL | SEL DatAdvantage - SPOL \& OD Lite TL | \$20.25 | K | 31\% | \$13.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | OSL-251-500TL | SEL DatAdvantage - SPOL \& OD Lite TL | ${ }_{\$ 37.35}$ | k | 31\% | \$25.77 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$8000 |  |  |
| 5 | OSL-35K-50KPL | SEL DatAdvantage - SPOL \& OD Lite PL | \$36.00 | k | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | s0.00 VARONIS |
| 5 | OSL-35k-50kTL | SEL DatAdvantage - SPOL \& OD Lite TL | \$14.40 | k | 31\% | \$9.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | OSL-4001-6000PL | SEL DatAdvantage - SPOL \& OD Lite PL | \$47.25 | k | 31\% | \$32.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | OSL-4001-6000TL | SEL DatAdvantage - SPOL \& OD Lite TL | \$18.90 | k | 31\% | \$13.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-501-750PL | SEL DatAdvantage - SPOL \& OD Lite PL SEL DatAdvantage - SPOL \& OD Lite TL | \$75.45 | K | 31\% | \$52.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | OLL-50K-100KPL | SEL Datadvantage - SPOL \& OD Lite PL | ${ }_{\text {\$ }}$ S34.95 | k | 31\% | \$24.12 | \$8000 | \$0.00 | \$0.00 | \$80.00 | \$0.00 | \$0.00 $\$ 000$ |  | ${ }_{\text {So }}$ S000 VARONIS |
| 5 | OSL-50k-100kTL | SEL DatAdvantage - SPOL \& OD Lite TL | \$13.95 | k | 31\% | \$9.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-51-100PL | SEL DatAdvantage - SPOL \& OD Lite PL | \$156.45 | k | 31\% | \$107.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | OSL-51-100TL | SEL DatAdvantage - SPOL \& OD Lite TL | \$62.55 | k | 31\% | \$43.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | OSL-6001-8000PL | SEL DatAdvantage - SPOL \& OD Lite PL | \$43.95 | k | 31\% | \$30.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | OSL-6001-8000TL | SEL DatAdvantage - SPOL \& OD Lite TL | \$17.55 | K | 31\% | \$12.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | OSL-751-1000PL | SEL Datadvantage - SPOL \& OD Lite PL | \$69.75 | k | 31\% | \$48.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | OSL-751-1000TL | SEL Datadvantage - SPOL \& OD Lite SEL DL DatAdvantage - SPOL | \$27.90 $\$ 41.70$ | k | $31 \%$ $31 \%$ | \$19.25 $\$ 28.77$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \\ & \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 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 |  | S0.00 VARONIS |
| 5 | PE-PL | SEL Production Environment Add-on PL | \$15,000.00 | k | 31\% | \$10,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | PE-TL | SEL Production Environment Add-on TL | \$6,000.00 | k | 31\% | \$4,140.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SOL-0-50PL | SEL DatAdvantage - SPOL Lite PL | \$149.25 | k | 31\% | \$102.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SOL-0-50TL | SEL DatAdvantage - SPOL Lite TL | \$59.70 | k | 31\% | \$41.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SOL-1001-1500PL | SEL DatAdvantage - SPOL Lite PL | \$42.75 | K | 31\% | \$29.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | SOL-1001-1500TL SOL-100K-150kPL | SEL Datadvantage - SPOL Lite TL | \$17.10 | K | 31\% | \$11.80 $\$ 15.53$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SOL-100K-150KPL SoL-10K-150kTL | SEL Datadvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite | $\$ 22.50$ $\$ 9.00$ | K | 31\% | \$15.53 $\$ 6.21$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$90.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | soL-101-250PL | SEL DatAdvantage - SPOL Lite PL | \$81.75 | k | 31\% | \$56.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | soL-101-250TL | SEL DatAdvantage - SPOL Lite TL | \$32.70 | k | 31\% | \$22.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | sol-10K-20KPL | SEL DatAdvantage - SPOL Lite PL | \$26.25 | k | 31\% | \$18.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | sol-10K-20kTL | SEL DatAdvantage - SPOL Lite TL | \$10.50 | k | 31\% | \$7.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SOL-1501-2000PL | SEL Datadvantage - SPOL Lite PL | \$38.70 $\$ 1545$ | K | $31 \%$ $31 \%$ | $\$ 26.70$ $\$ 1066$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | SOL-1501-2000TL SoL-150-PL | SEL Datadvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL | ${ }_{\$ 22.20}^{\$ 15.45}$ | k | 31\% | \$10.66 $\$ 15.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 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 |  | 50.00 VARONIS |
| 5 | SOL-2001-2500PL | SEL DatAdvantage - SPOL Lite PL | \$36.00 | k | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | SOL-2001-2500TL | SEL DatAdvantage - SPOL Lite TL | \$14.40 | k | 31\% | \$9.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | 50.00 VARONIS |
| 5 | SOL-20K-35KTL | SEL Datadvantage - SPOL Lite TL | \$99.90 | K | 31\% | \$66.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SOL-2501-4000PL SOL-2501-4000TL | SEL Datadvantage - SPOL Lite PL | \$33.75 | k | 31\% | \$23.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | SOL-2501-4000TL <br> SOL-251-500PL | SEL Datadvantage - SPOL L Lite TL SEL DatAdvantage - SPOL 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 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS |
| 5 | sol-251-500TL | SEL DatAdvantage - SPOL Lite TL | \$24.90 |  | 31\% | \$17.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 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 |  | 50.00 VARONIS |
| 5 | soL-35k-50kTL | SEL DatAdvantage - SPOL Lite TL | \$9.60 | k | 31\% | \$6.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | SOL-4001-6000PL | SEL DatAdvantage - SPOL Lite PL | \$31.50 | k | 31\% | \$21.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | SOL-4001-6000TL | SEL DatAdvantage - SPOL Lite TL | \$12.60 | k | 31\% | \$8.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SoL-501-750PL | SEL Datadvantage - SPOL Lite PL | \$50.25 | K | 31\% | \$34.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | SOL-501-750TL | SEL Datadvantage - SPOL Lite TL | \$20.10 $\$ 23.25$ | k | 31\% | \$13.87 $\$ 16.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VARONIS S0.00 VARONIS |
| 5 | SoL-50k-100KTL | SEL Datadvantage - - P |  | K | 31\% | S $\$ 6.42$ | \$8000 | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 |  | S0.00 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 |  | 50.00 VARONIS |
| 5 | SOL-51-100TL | SEL DatAdvantage - SPOL Lite TL | \$41.70 | k | 31\% | \$28.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VARONIS |
| 5 | SOL-6001-8000PL | SEL DatAdvantage - SPOL Lite PL | \$29.25 | k | 31\% | \$20.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SOL-6001-8000TL | SEL DatAdvantage - SPOL Lite TL | \$11.70 | k | 31\% | \$8.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 5 | SOL-751-1000PL SoL-751-1000TL | SEL Datadvantage - SPOL Lite PL | \$46.50 | K | 31\% | \$32.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | SoL-8001-100KPL | SEL Datadvantage - SPoL Lite TL | \$188.60 | K | 31\% | \$12.83 $\$ 19.15$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | ( ${ }^{\text {So.00 VARONIS }}$ |
| 5 | soL-8001-10KTL | SEL DatAdvantage - SPOL Lite TL | \$11.10 | , | 31\% | \$7.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VARONIS |
| 5 | TE-PL | SEL Test Environment Add-on PL | \$15,000.00 | k | 31\% | \$10,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 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 |  | 50.00 VARONIS |
| 5 | VARONIS-30DAY | SEL VRNS 30DAY FREETRIAL | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VARONIS |
| 5 | 100-100198 | SEL SW WWisdom Server Ent Lic | \$40,000.00 | k | 31\% | \$27,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100199 | SEL SW W Wisdom Server Dept Lic | \$21,538.00 | K | $31 \%$ $31 \%$ | \$14,861.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | 100-100206-AA $100-10020-A A$ | SEL AS ProbeSW-024 Lic Ann'\| | \$258.00 | K | $31 \%$ $31 \%$ | \$178.02 $\$ 242.19$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VIRTUAL L INSTRUMENTS S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100208-AA | SEL AS ProbeSW-192 Lic Ann'\| | \$2,123.00 | k | 31\% | \$1,464.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100209-AA | SEL AS Probesw-256 Lic Ann" | \$2,843.00 | K | 31\% | \$1,961.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-100210-AA $100-100211-A A$ | SEL AS ProbeSW-336 Lic Ann"\| | $\$ 3,729.00$ $\$ 4.246 .00$ | k | $31 \%$ $31 \%$ | ${ }_{\text {\$2, }}^{\$ 2,5739.01}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VIRTUAL L INSTRUMENTS S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100212-AA | SEL AS ProbeSW-528 Lic Ann'l | \$5,852.00 | k | 31\% | \$4,037.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100213 | SEL SW ProbeVM-001 USphere 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 | 100-100213-AA | SEL AS vSpher-001 Lic Ann I | \$148.00 | k | 31\% | \$102.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100214-AA | SEL AS ProbeVM-010 Lic Ann', | \$1,477.00 | K | 31\% | \$1,019.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | So.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100215-AA $100-100216$ | SEL AS ProbeVM-050 Lic Ann'l | $\$ 7,385.00$ $\$ 152,30800$ | K k | 31\% | ( $\begin{array}{r}\text { \$5,095.65 } \\ \text { \$105,092.52 }\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | S0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100216-AA | SEL AS vSphere-100 Lic Ann I | \$14,769.00 | k | 31\% | \$10,190.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100217-AA | SEL AS ProbeVM-500 Lic Ann'\| | \$73,846.00 | к | 31\% | \$50,953.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VIRTUAL INSTRUMENTS |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{array}{\|c\|} \hline \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | ${ }^{100-100276}$ | SEL HW PCbl OM3 2F LC-LC 2M | \$62.00 | K | 31\% | \$42.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100278 | SEL HW PCb ОМ 32 LC-LC 3M | \$69.00 | k | 31\% | \$47.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100280 | SEL HW PCb OM 3 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 | 100-100288 | SEL HW TCV-008LFLFLL-57-RP Cass | \$1,692.00 | K | 31\% | \$1,167.48 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$.00 |  | 0.00 VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100290 | SEL HW TVV-012LRLFLL-57-RP Cass | \$2,538.00 | K | 31\% | \$1,751.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & 100-100292 \\ & 100-100293 \end{aligned}$ | SEL HW TCV-012MRLFLF-57-OB Cass SEL HW TCV-024MRLFMR-57-OB Cass | $\$ 2,538.00$ $\$ 5,077.00$ | K | 31\% | ${ }_{\text {\$1, }}^{\$ 1,751.22}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100300 | SEL HW TPS-010F TCV TAP Shelf 10 | \$285.00 | k | 31\% | \$196.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100301 | SEL HW TPS-010S TCV TAP Shelf 10 | \$192.00 | k | 31\% | \$132.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-100346}$ | SEL HW ProbefC8 8 GMM | \$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 | 100-100602 | SEL SW FC8-0802 2 Link 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 | 100-100602-AA | SEL AS ProbeFC8-0802 Lic Ann'l | \$2,031.00 | K | 31\% | \$1,401.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-100603 100-100603-AA | SEL SW FCC-0808 8 Link Lic | \$86,154.00 $\$ 8,031.00$ | K | 31\% | $\$ 59,446.26$ $\$ 5,541.39$ | ${ }_{\$ 0.00}^{\$ 0.00}$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100617-AA | SEL AS ProbeSWAG-24 Lic Ann'I | \$37.00 | k | 31\% | \$25.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100618-AA | SEL AS ProbeSWAG-192 Lic Ann'l | \$351.00 | k | 31\% | \$242.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100619-AA | SEL AS ProbeSWAG-528 Lic Ann'l | \$978.00 | k | 31\% | \$674.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-100837 | SEL HW ProbeFC8/-HD FRU Pwr Sup | \$846.00 | k | 31\% | \$583.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101019 | SEL HW Mob Rack Cab Probe ${ }^{\text {S }}$ | \$17,308.00 | K | 31\% | \$11,942.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-101048 100-101049 | SEL HW Pwr Cord C19-515 15A 15FT | $\begin{aligned} & \$ 62.00 \\ & \$ 92.00 \end{aligned}$ | K | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 42.78 \\ & \$ 63.48 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101050 | SEL HW Pwr Cord C19-620 20A 15FT | \$85.00 | k | 31\% | \$58.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101052 | SEL HW Pwr Cord C13-515 1811 x 2 | \$11.00 | k | 31\% | \$7.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101053 | SEL HW Pwr Cord C $13-515$ 6FT $\times 2$ | \$17.00 | k | 31\% | \$11.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-101054 100-101055 | SEL HW Pwr Cord C13-C14 6FT $\times 2$ SEL HW Pwr Cord C13-C14 $181 \mathrm{~N} \times 2$ | \$23.00 | $\begin{aligned} & \text { K } \\ & \text { K } \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | $\begin{aligned} & \$ 15.87 \\ & \$ 9.66 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101056 | SEL HW Pwr Cord C13-CEE77 2M $\times 2$ | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101057 | SEL HW Pwr Cord C13-1363 2M x2 | \$31.00 | k | 31\% | \$21.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101058 | SEL HW Pwr Cord C13-C14 3FT x2 | \$17.00 | k | 31\% | \$11.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-101085}$ | SEL HW PCG OM 312 LF MPOf-LC 2 M | $\$ 462.00$ $\$ 10000$ | K | $31 \%$ $31 \%$ | \$318.78 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | (eon VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-101216 100-101228 | SEL HW PCD OM3 $2 \mathrm{FLC-LC} 10 \mathrm{M}$ SEL HW PCb OM 2 LC LCLC 15 M | \$100.00 $\$ 100.00$ | k | 31\% | $\$ 69.00$ $\$ 69.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101231 | SEL HW ProbeFC8-HD 8 GMM | \$52,308.00 | k | 31\% | \$36,092.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101281 | SEL HW Fibins CIT Kit MPO Addon | \$4,462.00 | k | 31\% | \$3,078.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101309 | SEL HW Fiblns CIT Kit Refill | \$2,231.00 | k | 31\% | \$1,539.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101310 | SEL HW Fiblns CIT MPO Refill | \$538.00 | k | 31\% | \$371.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-101311}$ | SEL HW TCb OM3 1FLCLC $2 \mathrm{M} \times 2$ | \$208.00 | k | 31\% | \$143.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101312 | SEL HW TCD OM3 12F MPOFLC 2 M x 2 | \$885.00 | k | 31\% | \$610.65 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-101313 <br> 100-101314 |  | \$208.00 | k | $31 \%$ $31 \%$ | $\$ 143.52$ $\$ 159.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101315 | SEL HW TCbI OM3 12F MPOmLC $2 \mathrm{M} \times 2$ | \$885.00 | k | 31\% | \$610.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | 100-101319 | SEL HW Ship Rack Cab 1 Probe | \$7,308.00 | k | 31\% | \$5,042.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101322 | SEL HW ProbeFC8/-HD FRU Fan | \$577.00 | k | 31\% | \$398.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101324 | SEL HW Rack Shelf 1020 | \$485.00 | k | 31\% | \$334.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-101325}$ | SEL HW Rack Shelf 1 U 24 | \$577.00 | k | 31\% | \$398.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ |  |  |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-101343- $100-101343-$ AA | SEL SW FC8HD-0816 16 Link Lic | \$120,000.00 $\$ 111077.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 82,800.00$ $\$ 7,643.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101348 | SEL HW Pwr Cord C19-C14 15A 15FT | \$108.00 | k | 31\% | \$74.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101566 | SEL HW SFP 8GFC 850NM MM HS x16 | \$7,308.00 | k | 31\% | \$5,042.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | 100-101571 | SEL HW Fiblin MPO Cass Refill | \$692.00 $\$ 2000$ | K | 31\% | $\$ 477.48$ $\$ 138000$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-101753 $100-101804$ | SEL SW WWisdom Srur Ent DR Lic SEL HW ProbeFC8-HD48 g MM | \$20,000.00 $\$ 147,692.00$ | K | $31 \%$ $31 \%$ | $\$ 13,800.00$ $\$ 101,907.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101854 | SEL HW Fiblns CIT Adv Kit | \$22,308.00 | k | 31\% | \$15,392.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-101855 | SEL HW Pwr Cord C13-C20 6FT x2 | \$31.00 | k | 31\% | \$21.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-101925}$ | SEL HW TCV-012MRLLLF-57-EB Cass | \$2,538.00 | k | 31\% | \$1,751.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-102044 | SEL HW ProbeFC8-HD48 FRU Fan | $\$ 1,115.00$ $\$ 92300$ | k | 31\% | \$769.35 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ |  |  |
| 5 5 | $100-102045$ $100-102046$ | SEL HW ProbeFC8-HD48 FRU Pwr Sup | \$923.00 $\$ 243,077.00$ | K k | 31\% | \$167,723.13 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102046-AA | SEL AS ProbeFC8-0848 Lic Ann'l | \$23,077.00 | k | 31\% | \$15,923.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102064 | SEL HW TCV-024MRLFMR-57-EB Cass | \$5,077.00 | k | 31\% | \$3,503.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102065 | SEL SW FC8HD48-0824 24 Link Lic | \$156,923.00 | k | 31\% | \$108,276.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102065-AA | SEL AS ProbeFC8-0824 Lic Ann'\| | \$14,677.00 | k | 31\% | \$10,127.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102069 | SEL HW W Wisdom Plffrm Appl 1210 | \$600.000.00 | K | $31 \%$ $31 \%$ | \$414,400.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | 100-102070 $100-102071$ | SEL SW WWisdom Mgmt Ent Ed | ${ }_{\text {\$36,923.00 }}$ | K k | $31 \%$ $31 \%$ | \$466,707.48 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102072 | SEL SW WWisdom Mgmt Ent DR Ed | \$33,846.00 | k | 31\% | \$23,353.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102073 | SEL HW PA 4210 FRU Pwr Sup | \$538.00 | k | 31\% | \$371.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-102074}$ | SEL HW PA 4210 FRU Data Drv 1TB | \$346.00 | k | 31\% | \$238.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | $100-102075$ $100-102076$ | SEL HW PA 4210 FRU Sys Drv 80 GB | \$385.00 | k | 31\% | \$265.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | 100-102076 $100-102077$ | SEL HW PA 4210 Shlw Mnt Kit SEL HW PA 4210 FRU Bezel/Keys | $\$ 115.00$ $\$ 69.00$ | K | 31\% | ${ }_{\$ 47.61}^{\$ 99.35}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102091 | 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 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-102092}$ | SEL HW ProbeFC8-HD48 Chass | \$110,769.00 | k | 31\% | \$76,430.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-102094 $100-102267$ | SEL HW ProbeFC8-HD48 Recess Mnt SEL SW ProbeSW-010 Port Lic | $\$ 308.00$ $\$ 1,138.00$ | k | 31\% | \$212.52 $\$ 785.22$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102267-AA | SEL AS ProbeSW-010 Lic Ann'l | \$111.00 | k | 31\% | \$76.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102268 | SEL SW ProbeSW-100 Port Lic | \$11,385.00 | K | 31\% | \$7,855.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-102268-AA $100-10269$ | SEL AS ProbesW-100 Lic Ann'l | \$1,108.00 | K | $31 \%$ $31 \%$ | \$764.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102269-AA | SEL AS ProbeSWAG-010 Lic Ann'l | \$18.00 | k | 31\% | \$12.42 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |


|  |  |  |  | CATEGORY CODE | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | EMC LIST PRICE USD |  | NVP LEVEL 1 discount \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE } \\ \hline}}{\text { NET }}$ | PROSUPPORT PLUS MNT LP | $\left\|\begin{array}{c}\text { PROSUPPORT } \\ \text { W/MC PREM MNT } \\ \text { LP }\end{array}\right\|$ | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO PS W/MC PREM LP | WTY UPG BASIC TO PS ENH LP | RENEWAL |  |
| 5 | 100-102270 | SEL SW ProbesWAG-100 Port Lic | \$5.692.00 | K | $31 \%$ $31 \%$ | ${ }_{\text {\$3,997.48 }}$ | \$0.00 | \$0.00 S000 | \$0.00 | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 000$ | \$0.00 |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102270-AA | SEL AS ProbeSWAG-100 Lic Ann'l | \$185.00 | K | 31\% | \$127.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | $100-102271$ $100-102271-\mathrm{AA}$ | SEL SW Probentap-001 Node Lic | $\$ 1,769.00$ $\$ 166.00$ | k | $31 \%$ $31 \%$ | \$1,220.61 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102271-AA 100-102272 | SEL AS ProbentAP-001 Lic Ann'l SEL SW ProbeNTAP-100 Node Lic | \$166.00 $\$ 176.923 .00$ | K | 31\% | \$114.54 \$122.076.87 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102272-AA | SEL AS ProbeNTAP-100 Lic Ann'l | \$16,615.00 | , | 31\% | \$11,464.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | So.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102301 | SEL HW PA 4210 Std Mnt Kit | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102341 | SEL HW TCV Blank Plate Kit $\times 3$ | \$38.00 | k | 31\% | \$26.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0000 VIRTUAL INSTRUMENTS |
| 5 | 100-102375 | SEL HW ProbeFC-16G-24 Chass | \$76,923.00 | k | 31\% | \$53,076.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102455 | SEL HW ProbeFC8/All Shliw Mnt Kit | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-102456}$ | SEL HW ProbeFC8/All Std Mnt Kit | \$115.00 | K | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0000 VIRTUAL INSTRUMENTS |
| 5 | 100-102457 | SEL HW ProbeFC8/All Rk Adpt 1 U35 | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102458 | SEL HW PA-4210 Rk Adpt 2 U35 | \$115.00 | k | 31\% | \$79.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102490 | SEL HW TCV-008LFLFLL-58-RP Cass | \$1,846.00 | K | 31\% | \$1,273.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102491 | SEL HW TCV-012LRLFLF-58-RP Cass | \$2,769.00 | K | 31\% | \$1,910.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102500 | SEL HW TCV-012LRLFLL--97-RP Cass | \$2,169.00 | K | 31\% | \$1,496.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $100-102579$ $100-102580$ | SEL HW SFP 4-Link Kit 8G MM HS SEL HW SFP 4-Link Kit 8G SM SR | ${ }_{\$ 4,308.00}$ | K k | 31\% | \$2,123.13 $\$ 2,772.52$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ( 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102581 | SEL SW Link Lic 8 G 4 -Link Kit | \$24,615.00 |  | 31\% | \$16,984.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102581-AA | SEL AS LnkLicic 8 G 4Lnk Kit Ann'l | \$2,215.00 | k | 31\% | \$1,528.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102582 | SEL SW Link Lic 8 G Full FC8-HD48 | \$203,077.00 | k | 31\% | \$140,123.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102582-AA | SEL AS LnkLic 8 G FC8-HD48 Ann'\| | \$23,077.00 | k | 31\% | \$15,923.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-102583}$ | SEL SW Link Lic 8 CG Full FC16G24 | \$100,000.00 | k | 31\% | \$69,000.00 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102583-AA | SEL AS LnkLic $8 \mathrm{GFC16G24}$ Ann'I | \$13,292.00 | k | 31\% | \$9,171.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102584 | SEL SW Link Lic 8 EGFull FC8-HD | \$86,154.00 | k | 31\% | \$59,446.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0000 VIRTUAL INSTRUMENTS |
| 5 | 100-102584-AA | SEL AS LnkLic 8 C FC8-HD Ann'\| | \$8,862.00 | k | 31\% | \$6,114.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 100-102595 | SEL SW Link Lic 16G 4-Link Kit | \$36,923.00 \$2,954.00 | K k | 31\% | $\$ 25,476.87$ $\$ 2,038.26$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | $\$ 0.00$ VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102596 | SEL SW Link Lic 166 FullFc16624 | \$138,462.00 | k | 31\% | \$95,538.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102596-AA | SEL AS LnkLic 166 FC 16 6 24 Ann'। | \$17,723.00 | k | 31\% | \$12,228.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102614 | SEL HW SFP 4-Link Kit 16 Gmm 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 | 100-102615 | SEL HW SFP 4-Link Kit 16 G SM SR | \$7,385.00 | k | 31\% | \$5,095.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102618 | SEL HW SFP 16GFC 1310NM SM LR | \$922.00 | k | 31\% | \$636.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102624 | SEL Opt patch cable 50m OM4 MM LC-LC 2M | \$88.00 | k | 31\% | \$60.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | - $100-10262625$ | SEL Opt patch cable 50 um OM4 MM LC-LC 5 M | $\begin{array}{r}\text { \$ } \\ \$ 102.00 \\ \hline 8.00\end{array}$ | k | 31\% | \$63.48 $\$ 70.38$ | \$80.00 | S0.00 $\$ 000$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102627 | SEL Opt patch cable 50 um OM4 MM LCLC 10M | \$129.00 | k | 31\% | \$89.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102645 | SEL SW ProbeVM-001 HyperV Lic | \$754.00 | k | 31\% | \$520.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102645-AA | SEL AS ProbeVM-001 Hyper-V Ann'l | \$74.00 | k | 31\% | \$51.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102646 | SEL SW ProbeVM-100 HyperV Lic | \$75,385.00 | k | 31\% | \$52,015.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102646-AA | SEL AS ProbeVM-100 Hyper-V Ann'l | \$7,385.00 | k | 31\% | \$5,095.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-102647}$ | SEL SW ProbeVM-001 PowervM Lic | \$762.00 | K | 31\% | \$525.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VIRTUAL L ISTRUMENTS |
| 5 5 | 100-102647-AA 100-102648 | SEL AS ProbeVM-001 PowerVM Ann'\| SEL SW ProbeVM-100 PowerVM Lic | \$76,154.00 | K k | 31\% | (552,546.26 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | Soion VIRTUAL INSTRUMENTS |
| 5 | 100-102648-AA | SEL AS ProbeVM-100 PowerVM Ann'\| | \$7,385.00 | k | 31\% | \$5,095.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102697 | SEL HW ProbeFC-16G-12 Chass | \$40,000.00 | k | 31\% | \$27,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102698 | SEL HW ProbeNAS-10G-16 Chass | \$107,692.00 | , | 31\% | \$74,307.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102700 | SEL CABLE OM4 MM MTP MALE-LC B | \$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 | SEL CABLE OM4 MM MTP FEMALE2M12F | \$374.00 | k | 31\% | \$258.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102702 | SEL CAbLE OS2 SM MTP MALE 2M12F | \$263.00 | k | 31\% | \$181.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102703 | SEL CABLE OS2 SM MTP FEMALE2M12F | \$245.00 | k | 31\% | \$169.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102739 | SEL HW PCb OM4 12 F MTPmLC 3M | \$471.00 | k | 31\% | \$324.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102740 | SEL HW PCG OM4 12F MTPfLC 3M | \$449.00 | K | 31\% | \$309.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{100-102741}$ | SEL HW PCG OM4 12 F MTPmLC 5 M | \$523.00 | k | 31\% | \$360.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $100-102742$ $100-102743$ 1 | SEL HW PCD OM4 12 F MTPLLC 5 M | $\$ 497.00$ $\$ 64900$ | K | 31\% | \$342.93 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102743 $100-102744$ |  | $\$ 649.00$ $\$ 623.00$ | K k | $31 \%$ $31 \%$ | \$442.87 | \$9000 | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | So.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102745 | SEL HW PCb OS2 SM 12 F MTPmLC 3 M | \$309.00 | k | 31\% | \$213.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102746 | SEL HW PCb OS2 SM 12F MTPfLC 3M | \$283.00 | k | 31\% | \$195.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102747 | SEL HW PCb OS2 SM 12 F MTPmLC 5M | \$318.00 | k | 31\% | \$219.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-102748 <br> 100-102749 |  | ${ }_{\text {\$ }} \mathbf{2 9 5 1 . 0 0}$ | K k | 31\% | ${ }_{\text {\$205.62 }}^{\text {\$242.19 }}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 0.00}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102750 | SEL HW PCbl OS2 SM 12F MTPRLC10M | \$329.00 | k | 31\% | \$227.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102751 | SEL HW TCV-008LFLFLF-97-RP Cass | \$2,358.00 | k | 31\% | \$1,627.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102752 | SEL HW TCV-012MRLFL--97-0B Cass | \$3,448.00 | k | 31\% | \$2,379.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102753 | SEL HW TCV-012MRLFLL-97-EB Cass | \$3,448.00 | K | 31\% | \$2,379.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VIRTUAL INSTRUMENTS |
| ${ }_{5}^{5}$ | ${ }^{100-102754}$ | SEL HW TCV-024MRLFMR-97-OB Cass | \$6,894.00 | k | 31\% | \$4,756.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | $100-102755$ 100020291 | SEL HW TCV-024MRLFMR-97-EB Cass | \$6,894.00 | K | 31\% | \$4,756.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102791-AA | SEL AS LnkLic 10 G 1 Lnk Actv Annl | \$738.00 | K | 31\% | \$509.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102792 | SEL SW Link Lic NAS 10G 1Passive | \$1,846.00 | k | 31\% | \$1,273.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102792-AA | SEL AS LnkLic 10G 1Lnk Pasv Annı | \$92.00 | k | 31\% | \$63.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S000 VIRTUAL INSTRUMENTS |
| 5 5 | 100-102793 $100-102793-A A$ | SEL SW Link Lic 10G Fullind 10 G 16 | $\$ 93,846.00$ $\$ 9,231.00$ | K | $31 \%$ $31 \%$ | $\$ 644,753.74$ $\$ 6,369.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102794 | SEL SW Target Lic 10 C 4 -Tgt Kit | \$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 | 100-102794-AA | SEL AS Tgttic 10 G 4 Tgt Kit Ann'l | \$923.00 | k | 31\% | \$636.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102795 | SEL SW Link Lic 1064 -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 | 100-102795-AA | SEL AS LnkLic 10G 4Lnk Kit Ann'\| | \$3,692.00 | k | 31\% | \$2,547.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S000 VIRTUAL INSTRUMENTS |
| 5 | 100-102796 $100-102796-A A$ | SEL SW Link Lic 10G Fullfoek 10 G 24 | \$152,308.00 $\$ 15,231.00$ | k | 31\% | \$105,092.52 $\$ 10,509.39$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VIRTUAL INSTRUMENTS 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102797 | SEL SW Link Lic 8 G Full FC16G12 | \$61,538.00 | k | 31\% | \$42,461.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102797-AA | SEL AS LnkLic 86 FC16G12 Ann'\| | \$6,000.00 | k | 31\% | \$4,140.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VIRTUAL INSTRUMENTS |
| 5 | 100-102798 | SEL SW Link Lic 16G Full FC16G12 | \$92,308.00 | k | 31\% | \$63,692.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VIRTUAL INSTRUMENTS |
|  |  |  |  |  |  |  | Page 46 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | description | $\begin{array}{c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LEVEL <br> PRICE 1 NET | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | $\underset{\substack{\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }}}{ }$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | 100-102798-AA | SEL AS LnkLic 16G FC16G12 Ann'l | \$9,231.00 | K | 31\% | \$6,369.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO VIRTUAL INSTRUMENTS |
| 5 | 100-102799 | SEL HW ProbeFCoE-10G-24 Chass | \$76,923.00 | k | $31 \%$ | \$53,076.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VIRTUAL INSTRUMENTS |
| 5 5 | $100-103010$ $100-103077$ | SEL HW VWisdom Pltfrm Appl 4220 | $\$ 60,000.00$ $\$ 276900$ | K | $31 \%$ $31 \%$ | \$41,400.00 $\$ 1010.61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VIRTUAL INSTRUMENTS |
| 5 5 | 100-103077 | SEL SW ProbeSDS-001 Server Lic | $\$ 2,769.00$ $\$ 295.00$ | K | $31 \%$ $31 \%$ | \$1,910.61 $\$ 203.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 100-103078 | SEL SW ProbeNetFlow-100 Endpoint Lic | \$3,692.00 | k | 31\% | \$2,547.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 100-103078-AA | SEL AS ProbeNetFlow-100 Endpoint Lic | \$443.00 | k | 31\% | \$305.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S 00 ViRTUAL INSTRUMENTS |
| 5 | 200-200000 | SEL-HW LDX-E PltfmAppI LDX-E1000 | \$60,000.00 | k | 31\% | \$41,400.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200003 | SEL-HW LDX LoadGenAppl LDX-5108S | \$227,885.00 | k | 31\% | \$157,240.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200006 | SEL-HW LDX LoadGenAppl LDX-6204 | \$136,731.00 | K | 31\% | \$94,344.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{200-200007}$ | SEL-HW LDX LoadGenAppl LDX-6208 | \$227,885.00 | K | 31\% | \$157,240.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| ${ }_{5}^{5}$ | 200-200011 | SEL-HW LDX LoadGenAppl LDX-U1044 | \$273,462.00 | K | 31\% | \$188,688.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 200-200014 $200-200015$ | SEL-HW LDXE+LoadGnApp LDX-E1040 | \$190,577.00 $\$ 190,577.00$ | K | $31 \%$ $31 \%$ | \$131,498.13 $\$ 131,498.13$ | ${ }_{\$ 0.00}^{\$ 0.00}$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | . 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 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200069 | SEL-SW LG Clnt FCS FCS-FCI1-4 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200070 | SEL-SW LG CInt iSCSI ISC-10GC1-4 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200071 | SEL-SW LG CIIn CIFS SMB-10GC1-4 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 5 | $200-200072$ $200-20073$ | SEL-SW LG Clin SMB2 SMB-10GC2-4 | \$60.577.00 | K | 31\% | $\$ 41,798.13$ $\$ 41798.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (eo VIRTUAL INSTRUMENTS |
| 5 | 200-200073 <br> 200-200074 | SEL-SW LG CIIt SMB3 SMB-10GC3-4 | $\$ 60,577.00$ $\$ 60,577.00$ | K | 31\% | \$441,798.13 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200075 | SEL-SW LG CInt NFSV3 NFS-10GC3-4 | \$66,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VIRTUAL INSTRUMENTS |
| 5 | 200-200076 | SEL-SW LG CInt NFSV4NFS-10GC4-4 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200077 | SEL-SW LG CIntNFS41 NFS-10GC41-4 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200078 | SEL-SW LG CInt HTTP HCS-10GC1-4 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200079 | SEL-SW LG Cint HTPS HCSS-10GC1-4 | \$17,308.00 | k | 31\% | \$11,942.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200080 | SEL-SW LG CInt Swt OSSWT-10GC1-4 | \$17,308.00 | k | 31\% | \$11,942.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200081 | SEL-SW LG CInt S3 AMzS3-10GC1-4 | \$17,308.00 | k | 31\% | \$11,942.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200084 | SEL-SW LG CInt Kerb KER-10GC1-4 | \$17,308.00 | k | 31\% | \$11,942.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200085 | SEL-SW LG Srve CIFS SMB-10GS1-4 | \$42,692.00 | k | 31\% | \$29,457.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200086 | SEL-SW LG Srvr SMB2 SMB-10GS2-4 | \$42,692.00 | k | 31\% | \$29,457.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200087 | SEL-SW LG Srvr SmB3 SMB-10GS3-4 | \$42,692.00 | K | 31\% | \$29,457.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | $200-200089$ $200-20099$ | SEL-SW LG Clnt IPV6 IPV6-10GC1-4 SEL-SW LG CInt FCS FCS-FCl1-8 | \$138,462.00 |  | 31\% | \$95,538.78 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | .00 VIRTUAL INSTRUMENTS |
| 5 | 200-200091 | SEL-SW LG CInt iscsi Isc-10GC1-8 | \$100,962.00 | k | 31\% | \$69,663.78 $\$ 69,663.78$ | \$0.00 | \$0.00 $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.0$ |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200092 | SEL-SW LG CInt CIFS SMB-10GC1-8 | \$100,962.00 | K | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200093 | SEL-SW LG CInt SMB2 SMB-10GC2-8 | \$100,962.00 | k | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200095 | SEL-SW LG Cint NFSv2 NFS-10GC2-8 | \$100,962.00 | k | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200096 | SEL-SW LG Cint NFSV3 NFS-10GC3-8 | \$100,962.00 | k | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200097 | SEL-SW LG CInt NFSV4 NFS-10GC4-8 | \$100,962.00 | k | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200098 | SEL-SWLG CIntifs 41 NFS-10GC41-8 | \$100,962.00 | k | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200099 | SEL-SW LG CInt HTTP HCS-10GC1-8 | \$100,962.00 | K | 31\% | \$69,663,78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200100 | SEL-SW LG CInt HTPS HCSS-10GC1-8 | $\$ 28,846.00$ $\$ 2884600$ | K | 31\% | $\$ 19,903.74$ S19 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | .00 VIRTUAL INSTRUMENTS |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 200-200101 | SEL-SW LG Clnt Swt OSSWT-10GC1-8 | \$288,846.00 | K k | 31\% | \$19,903.74 \$19,903.74 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200105 | SEL-SW LG Cint Kerb KER-10GC1-8 | \$28,846.00 | K | 31\% | \$19,903.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200106 | SEL-SW LG Sur CIFS SMB-10GS1-8 | \$71,154.00 | k | 31\% | \$49,096.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 5 | 200-200107 | SEL-SW LG Srvr SMB2 SMB-10GS2-8 | \$771,154.00 | k | 31\% | \$49,099.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS .00 VIRTUAL INSTRUMENTS |
| 5 5 | 200-200108 <br> 200-200110 | SEL-SW LG Srvr SMB3 SMB-10GS3-8 <br> SEL-SW LG CInt IPv6 IPV6-10GC1-8 | $\$ 711,154.00$ $\$ 230,769.00$ | K k | 31\% | $\$ 49,0966.26$ $\$ 159,230.61$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 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 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200112 | SEL-SW LDX-E Mgmt 4P LDXE-APP04 | \$60,577.00 | k | 31\% | \$41,798.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200113 | SEL-SW LDX-E Mgmt 8P LDXE-APP08 | \$100,962.00 | k | 31\% | \$69,663.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200302 | SEL-HW LDX LoadGenApp LDX-5104 | \$136,731.00 | k | 31\% | \$94,344.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | ${ }^{200-200305}$ | SEL-HW LDX LoadGenA LDX-6204-32G | \$329,008.00 | k | 31\% | \$227,015.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200312 | SEL-SW LG Srru NFSV3 NFS-10GS3-4 | \$42,692.00 | K | 31\% | \$29,457.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 5 | $200-200313$ $200-20324$ | SEL-SW LG Srur NFSV3 NFS-10GS3-8 SEL-SWLG Svr HTTP HTP-10GS3-4 | $\$ 71,154.00$ $\$ 4269200$ | K | 31\% | \$49,096.26 $\$ 29457.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ |  | .00 VIRTUAL INSTRUMENTS |
| 5 | 200-200325 | SEL-SW LG Srur HTTP HTTP-10GS3-8 | \$71,154.00 | k | 31\% | \$49,096.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200398 | SEL-SW LG CInt FCS FCS-FC12-4 | \$151,442.00 |  | 31\% | \$104,494.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200419 | SEL-HW LDX LoadGenAppl LDX-7104 | \$329,008.00 | k | 31\% | \$227,015.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200430 | SEL-SW LG CInt iscsi ISC-40GC1-4 | \$145,769.00 | k | 31\% | \$100,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 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 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200433 | SEL-SW LG Clin SMB3 SMB-40GC3-4 | \$145,769.00 | K | 31\% | \$100,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 5 | $200-200435$ $200-20437$ | SEL-SW LG CIIt NFSV3 NFS-40GC3-4 | $\$ 145,769.00$ $\$ 14576900$ | K | $31 \%$ $31 \%$ | $\$ 100,580.61$ $\$ 100.580 .61$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VIRTUAL INSTRUMENTS |
| 5 5 | $200-200437$ $200-200438$ | SEL-SW LG Clint NFSV4 NFS-40GC4-4 | \$145,769.00 | K k | 31\% | \$100,580.61 $\$ 100,580.61$ | \$0.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VIRTUAL ISTTRUMENTS |
| 5 | 200-200439 | SEL-SW LG CInt HTTP HCS-40GC1-4 | \$145,769.00 | k | 31\% | \$100,580.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200440 | SEL-SW LG CInt HTTPS-40GC1-4 | \$41,646.00 | k | 31\% | \$28,735.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200441 | SEL-sW LG CInt Swt OSsWT-40GC1-4 | \$41,646.00 | k | 31\% | \$28,735.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | 200-200442 | SEL-SW LG CInt S3 AMzS3-40GC1-4 | \$41,646.00 | k | 31\% | \$28,735.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VIRTUAL INSTRUMENTS |
| 5 | $200-200445$ $200-20045$ | SEL-SW LG CInt Kerb KER-40GC1-4 | \$41,646.00 | k | 31\% | $\$ 28,735.74$ $\$ 29886.61$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ |  | .00 VIRTUAL INSTRUMENTS |
| 5 5 | 200-200450 | SEL-SW LG CInt IPv6 IPV6-40GC1-4 SEL 1433-LIC VF-DD2-25VM-F | \$333,169.00 $\$ 20,625.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | \$229,886.61 \$14,231.25 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | .00 VIRTUAL INSTRUMENTS .00 VMWARE |
|  | AADENC 100UC | SEL AV-ADV-ENTC $100-U \mathrm{U}-\mathrm{C}$ ) | \$3,300.00 | k | 31\% | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VmWARE |
| 5 | AADENC100UC-I | SEL AV-ADV-ENTC 100-UG-C ) | \$3,448.50 | k | 31\% | \$2,379.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AADENC100UC-K | SEL AV-ADV-ENTC $100-\mathrm{UG}$-C) | \$3,535.86 | k | 31\% | \$2,439.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AADENT100UC | SEL AV-ADV-ENTN100-UG-C) | \$2,200.00 | K | $31 \%$ $31 \%$ | \$1,518.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 5 | AADENT $1000 C$ C-I | SEL AV-ADV-ENTN100-UG-C) | $\$ 2,299.00$ $\$ 2,355.96$ | K | 31\% | \$1,586.31 | \$0.00 $\$ 0.00$ | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ |  | S 00 VMWWARE |
| 5 | AADENT10UC | SEL AV-ADV-ENTC10-UG-C) | \$330.00 | k | 31\% | \$227.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VmWARE |
| 5 | AADENT10UC-I | SEL AV-ADV-ENTC10-UG-C ) | \$344.85 | k | 31\% | \$237.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
|  |  |  |  |  |  |  | Page 47 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | nvP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{gathered} \substack{\text { NVP LEVEL } 1 \\ \text { PRICE }} \\ \hline \end{gathered}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| 5 | AADENT10UC-K | SEL AV-ADV-ENTC10-UG-C) | ${ }_{\text {\$353.59 }}$ | K | $31 \%$ | \$243.98 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AADETN10UC | SEL AV-ADV-ENTN10-UG-C) | \$220.00 | k | 31\% | \$151.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AADETN10UC-I | SEL AV-ADV-ENTN10-UG-C) | \$229.90 | K | 31\% | \$158.63 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AADETN10UC-K | SEL AV-ADV-ENTN10-UG-C) | \$235.60 | K | 31\% | \$162.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | ASTADCCIOUC | SEL AV-STD-ADVC10-UG-C) | \$6660.00 | K | $31 \%$ $31 \%$ | \$455.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | ${ }_{\text {ASTADC }}$ 10UC-K | SEL AV-STD-ADVC $10-\mathrm{UG}-\mathrm{C}$ ) | \$68970 | K | 31\% | \$ ${ }^{\text {S475.8.9 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ ${ }_{\text {\$0.00 }}$ |  | . 00 VMWARE |
| 5 | ASTADV100UC | SEL AV-STD-ADVC 100 -UG-C ) | \$6,600.00 | k | 31\% | \$4,554.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | ASTADV100UC-I | SEL AV-STD-ADVC $100-\mathrm{UG}$-C ) | \$6,897.00 | k | 31\% | \$4,758.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VmWARE |
| 5 | ASTADV100UC-K | SEL AV-STD-ADVC $100-U G-C)$ | \$7,075.54 | k | 31\% | \$4.882.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | ASTADVN10UC | SEL AV-STD-ADVN10-UG-C ) | \$440.00 | k | 31\% | \$303.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VmWARE |
| 5 | ASTADVN10UC-I | SEL AV-STD-ADVN10-UG-C) | \$459.80 | k | 31\% | \$317.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | ASTADVN10UC-K | SEL AV-STD-ADVN10-UG-C) | \$471.58 | k | 31\% | \$325.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | ASTDADV100UC | SEL AV-STD-ADVN100-UG-C ) | \$4,400.00 | k | 31\% | \$3,036.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 5 | ASTDADV100UC-I ASTDADV100UC-K | SEL AV-STD-ADVN $100-\mathrm{UG}$-C) | $\$ 4.598 .00$ $\$ 4.71575$ | K | $31 \%$ $31 \%$ | $\$ 3,172.62$ $\$ 3.253 .87$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | ASTDADV100UC-K ASTDENC10UC | SEL AV-STD-ADVN100-UG-C ) SEL AV-STD-ENTC $10 . U G-C) ~$ | $\$ 4,715.75$ $\$ 990.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{k} \end{aligned}$ | 31\% | $\$ 3,253.87$ $\$ 683.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | ASTDENC10UC-I | SEL AV-STD-ENTC10-UG-C) | \$1,034.55 | k | 31\% | \$713.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | ASTDENC10UC-K | SEL AV-STD-ENTC10-UG-C) | \$1,061.14 |  | 31\% | \$732.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 5 | ASTDNT100UC ASTDNT100UC-I | SEL AV-STD-ENTN $100-U G-C)$ SEL AV-STD-ENTN100-UG-C) | $\$ 6,600.00$ $\$ 6,897.00$ | K k | 31\% | $\$ 4.554 .00$ $\$ 4.758 .93$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 00 VmWare .00 VMWARE |
| 5 | ASTDNT100UC-K | SEL AV-STD-ENTN100-UG-C ) | \$7,075.54 | k | 31\% | \$4,882.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AStENN10UC | SEL AV-STD-ENTN10-UG-C) | \$660.00 | k | 31\% | \$455.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWare |
| 5 | ASTENN10UC-I | SEL AV-STD-ENTN10-UG-C) | \$689.70 | k | 31\% | \$475.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | ASTENN10UC-K | SEL AV-STD-ENTN10-UG-C ) | \$707.55 | k | 31\% | \$488.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | ASTENT100UC | SEL AV-STD-ENTC100-UG-C ) | \$9,900.00 | k | 31\% | \$6,831.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | ASTENT100UC-I | SEL AV-STD-ENTC 100-UG-C) | \$10,345.50 | k | 31\% | \$7,138.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | ASTENT100UC-K | SEL AV-STD-ENTC 100-UG-C) | $\$ 10,611.40$ $\$ 150000$ | K | $31 \%$ $31 \%$ | $\$ 7,321.87$ $\$ 10350$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | AVADVC100C AVADVC100C-1 | SEL AV-ADVC-100-C SEL AV-ADVC-100-C | \$15,000.00 | k k | $31 \%$ $31 \%$ | \$10,350.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | AVADVC100C-K | SEL AV-ADVC-100-C) | \$16,051.18 | k | 31\% | \$11,075.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVADVC100 | SEL AV-ADVC-10-C ) | \$1,500.00 | K | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AVADVC $10 \mathrm{C}-1$ AVADVC $10 \mathrm{C}-\mathrm{K}$ | SEL AV-ADVC-10-C ) | \$1,567.50 | K | 31\% | \$1,081.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AVADVC10C-K 100 C | SEL AV-ADVC-10-C) SEL AV-ADVN-100-C) | $\$ 1,605.12$ $\$ 10.000 .00$ | K k | $31 \%$ $31 \%$ | $\$ 1,107.53$ $\$ 6,900.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWMARE |
| 5 | AVADVN100C-1 | SEL AV-ADVN-100-C) | \$10,450.00 | k | 31\% | \$7,210.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | AVADVN100C-K | SEL AV-ADVN-100-C) | \$10,688.02 | k | 31\% | \$7,374.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVADVN10C | SEL AV-ADVN-10-C) | \$1,000.00 | K | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVADVN10C-1 AVADVN10C-K | SEL AV-ADVN-10-C) | $\$ 1,045.00$ $\$ 1,068.80$ | K k | $31 \%$ $31 \%$ | \$721.05 $\$ 737.47$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$\$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWWARE |
| 5 | AVENTC 100 C | SEL AV-ENTC-100-C) | \$18,000.00 | k | 31\% | \$12,420.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVENTC 100C-1 | SEL AV-ENTC-100-C) | \$18,810.00 | k | 31\% | \$12,978.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVENTC 100C-K | SEL AV-ENTC-100-C) | \$19,269.08 | k | 31\% | \$13,295.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVENTC10C | SEL AV-ENTC-10-C ) | \$1,800.00 | k | 31\% | \$1,242.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVENTC 10C-I | SEL AV-ENTC-10-C) | \$1,881.00 | K | 31\% | \$1,297.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVENTC 10C-K | SEL AV-ENTC-10-C) | \$1,926.91 | K | 31\% | \$1,329.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 5 | AVENTN100C | SEL AV-ENTN-100-C) SEL AV-ENTN-100-C) | $\$ 12.000 .00$ $\$ 12.540 .00$ | K | $31 \%$ $31 \%$ | $\$ 8,280.00$ $\$ 865260$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | ${ }_{\text {AVENTN100C-K }}$ | SEL AV-ENTN-100-C) | \$12,833.28 | k | 31\% | \$88,54.96 | \$0.00 | \$ 50.00 | \$ ${ }^{\$ 0.00}$ | \$ $\$ 0.00$ | S0.00 | $\$ 0.00$ $\$ 000$ |  | O0 VMWARE |
| 5 | AVENTN10C | SEL AV-ENTN-10-C ) | \$1,200.00 | k | 31\% | \$828.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | AVENTN 10C-I | SEL AV-ENTN-10-C) | \$1,254.00 | K | 31\% | \$865.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | AVENTN 10 C -K AVSTDC coic | SEL AV-ENTN-10-C) | $\$ 1,283.33$ $\$ 9.000 .00$ | K k | 31\% | $\$ 885.50$ $\$ 6.210 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 00 VmWare 00 VMWARE |
| 5 | AVSTDC $1000-1$ | SEL AV-STDC-100-C) | \$9,405.00 | k | 31\% | \$ $\$ 6,489.45$ | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | O0 VMWARE |
| 5 | AVSTDC 100C-K | SEL AV-STDC-100-C) | \$9,615.38 | k | 31\% | \$6,634.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | AVSTDC 10 C | SEL AV-STDC-10-C ) | \$900.00 | k | 31\% | \$621.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVSTDC10C-I | SEL AV-STDC-10-C ) | \$940.50 | k | 31\% | \$648.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | AVSTDC 10C-K | SEL AV-STDC-10-C ) | \$961.54 | k | 31\% | \$663.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVSTDN100C | SEL AV-STDN-100-C) | \$6,000.00 | k | 31\% | \$4,140.00 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | AVSTDN100C-1 | SEL AV-STDN-100-C) | $\$ 6,270.00$ <br> $\$ 6431.96$ | K K | 31\% | $\$ 4,326.30$ $\$ 4.438 .05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | AVSTDN10C | SEL AV-STDN-10-C) | ${ }_{\text {S }}$ \$600.00 | k | 31\% | \$4414.00 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | O0 VMWARE |
| 5 | AVSTDN10C-I | SEL AV-STDN-10-C ) | \$627.00 | k | 31\% | \$432.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | AVSTDN10C-K | SEL AV-STDN-10-C ) | \$643.20 | k | 31\% | \$443.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | CAGDEVKC CA6DEVKC-I | SEL CAG-DEVK-C) | \$20,000.00 | k | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | CAGDEVKC-I CAGDEVKC-K | SEL CAG-DEVK-C) | \$223,400.00 | K k | $31 \%$ $31 \%$ | \$16,146.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | CL17ADVC | SEL CL17-ADV-C) | \$7,995.00 | k | 31\% | \$55,516.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O0 VMWARE |
|  | CL17ADVC-I | SEL CL17-ADV-C ) | \$9,354.15 | k | 31\% | \$6,454.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | CL17ADVC-K | SEL CL17-ADV-C) | \$9,002.45 | k | 31\% | \$6,211.69 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | CL17entadvugc | SEL CL17-ENT-ADV-UG-C ) | \$6,925.00 | k | 31\% | \$4,778.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | CL17ENTADVUGC-I | SEL CL17-ENT-ADV-UG-C) | \$8,102.25 | k | 31\% | \$5,590.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | CL17ENTADVUGC-K | SEL CLIT-ENT-ADV-UG-C) | \$77776.59 | K | 31\% | \$5,365.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | CL17ENTC-I | SEL CLIT-ENT-C) | \$11,109.15 | k | 31\% | ${ }_{\text {\$ }}$ \$6,7665.31 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | O0 VMWARE |
| 5 | CL17ENTC-K | SEL CL17-ENT-C) | \$10,688.02 | k | 31\% | \$7,374.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VmWARE |
| 5 | CLITENTENTUGC | SEL CLIT-ENT-ENT-UG-C ) | \$8,425.00 | k | 31\% | \$5,813.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | CL17ENTENTUGC-I | SEL CL17-ENT-ENT-UG-C) | \$9,857.25 | k | 31\% | \$6,801.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 5 | CL17ENTENTUGC-K | SEL CLIT-ENT-ENT-UG-C) SEL CLIT-ENT-STD | $\$ 9.462 .15$ $\$ 4.425 .00$ | K K | $31 \%$ $31 \%$ | ${ }_{\text {\$ }}^{\$ 6,5538.258}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 00 VMWARE |
| 5 | CL17ENTSTDUGC-I | SEL CL17-ENT-STD-UG-C) | \$5,177.25 | k | 31\% | \$3,572.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VMWARE |
| 5 | CL17ENTSTDUGC-K | SEL CL17-ENT-STD-UG-C) | \$4,976.25 |  | 31\% | \$3,433.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
| 5 | CL17EPAVUGC | SEL CL17-EPL-ADV-UG-C ) | \$6,245.00 | k | 31\% | \$4,309.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 VMWARE |
|  |  |  |  |  |  |  | Page 48 of |  |  |  |  |  |  |  |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
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| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\left.\left\lvert\, \begin{array}{c}\text { NVP LEVEL } \\ \text { PRICE }\end{array}\right.\right)$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | FUS10PROC | SEL FUS10-PRO-C ) | \$159.99 | K | 31\% | \$110.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | FUS10PROC-I | SELFUS10-PRO-C) | \$163.19 |  | 31\% | \$112.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | FUS10PROC-K | SEL FUS10-PRO-C) | \$165.45 | k | 31\% | \$114.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | FUS10PROUGC | SEL FUS10-PRO-UG-C ) | \$119.99 | k | 31\% | \$82.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | FUS10PROUGC-I | SEL FUS10-PRO-UG-C ) | \$122.39 | K | 31\% | \$84.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | FUS10PROUGC-K | SEL FUS10-PRO-UG-C) | \$124.08 | k | 31\% | \$85.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AAAPAN10UGC | SEL HZ7-AVA-APADN $10-\mathrm{UG}$ - ${ }^{\text {S }}$ ) SEL HZ7-AVA-APADN10 | $\$ 1.100 .00$ $\$ 1.149 .50$ | K K | $31 \%$ $31 \%$ | $\$ 759.00$ $\$ 793.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | H7AAAPAN10UGC-K | SEL HZ7-AVA-APADN10-UG-C) | \$1,176.06 | k | 31\% | \$811.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$5.00 |  | 0.00 VMWARE |
| 5 | HTAANN100UC | SEL HZ7-AVA-ENN100-UG-C) | \$27,500.00 | K | 31\% | \$18,975.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AANN100UC-I | SEL HZ7-AVA-ENN100-UG-C) | \$28,737.50 | k | 31\% | \$19,828.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AANN100UC-K | SEL HZ7-AVA-ENN100-UG-C ) | \$29,459.09 | , | 31\% | \$20,326.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ACEC 1000 C | SEL HZ7-ADC-ENC-100-UG-C ) | \$19,250.00 | k | 31\% | \$13,282.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ACEC 100UC-I | SEL HZ7-ADC-ENC-100-UG-C ) | \$20,116.25 | k | 31\% | \$13,880.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ACEC100UCV2-K | SEL HZ7-ADC-ENC-100-UG-C ) | \$20,648.18 |  | 31\% | \$14,247.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ACEC10UC | SEL HZ7-ADC-ENC-10-UG-C ) | \$1,925.00 | k | 31\% | \$1,328.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7ACEC 10 CC -1 H7ACEC | SEL HZ7-ADC-ENC-10-UG-C) SEL HZ7-ADC-ENC-10-UG-C) | $\$ 2,011.63$ $\$ 2064$ \$2, | K | $31 \%$ $31 \%$ | \$1,388.02 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | H7ACEC $10 \cup C V 2-K$ HTADAUGN10UC | SEL HZ7-ADC-ENC-10-UG-C) | $\$ 2,064.82$ $\$ 1.650 .00$ | K K | $31 \%$ $31 \%$ | $\$ 1,424.73$ $\$ 1.138 .50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7ADAUGN10UC-1 | SEL HZ7-ADA-ENN10-UG-C) | \$1,724.25 | k | 31\% | \$1,189.73 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | h7AdAUGN10UC-K | SEL HZ7-ADA-ENN10-UG-C ) | \$1,766.01 | k | 31\% | \$1,218.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7AEEC100GC | SEL HZ7-AVE-ENC100-UG-C ) | \$43,450.00 | k | 31\% | \$29,980.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AEEC 100GC-I | SEL HZ7-AVE-ENC100-UG-C ) | \$45,405.25 | k | 31\% | \$31,329.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7AEEC100GC-K | SEL HZ7-AVE-ENC100-UG-C) | \$46,544.59 | k | 31\% | \$32,115.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AEENC10GC | SEL HZ7-AVE-ENC10-UG-C ) | \$4,345.00 | , | 31\% | \$2,998.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AEENC10GC-I | SEL HZ7-AVE-ENC10-UG-C) | \$4,540.53 | k | 31\% | \$3,132.97 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AEENC10GC-K | SEL HZ7-AVE-ENC10-UG-C) | \$4,654.46 | K | $31 \%$ $31 \%$ | $\$ 3,211.58$ \$17 S | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AEN100UGC | SEL HZ7-AVE-ENN100-UG-C) SEL HZ7-AVE-ENN100-UG-C) | \$25,300.00 | k k | $31 \%$ $31 \%$ | $\$ 17,457.00$ $\$ 18,242.57$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | H7AEN100UGC-K | SEL HZZ-AEE-ENN100-UG-C) | \$227,083,97 | k | 31\% | \$18,687.94 | \$0.00 | \$0.00 | \$0.00 | \$8000 | \$5000 | \$80.00 |  | 0.00 VMWARE |
| 5 | HTANEN100UC | SEL HZ7-ADN-ENN-100-UG-C ) | \$11,000.00 | k | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HTANEN100UC-I | SEL HZ7-ADN-ENN-100-UG-C ) | \$11,495.00 | k | 31\% | \$7,931.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ANEN100UCV2-K | SEL HZ7-ADN-ENN-100-UG-C ) | \$11,760.65 | k | 31\% | \$8,14.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ANEN10UC | SEL HZ7-ADN-ENN-10-UG-C) | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ANEN10UC-I | SEL HZ7-ADN-ENN-10-UG-C) | \$1,149.50 | K | 31\% | \$793.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | h7ANEN10UCV2-K | SEL HZ7-ADN-ENN-10-UG-C ) | $\$ 1,176.06$ $\$ 2585000$ | K | $31 \%$ $31 \%$ | $\$ 811.48$ $\$ 17836.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE |
| 5 5 | ${ }_{\text {H7ASAPA100UC }}$ | SEL Hz7-AVS-APADC 100-UG-C) | \$ \$25,850.00 | k k | $31 \%$ $31 \%$ | $\$ 17.836 .50$ $\$ 18,639.14$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7ASAPA100UC-K | SEL HZ7-AVS-APADC $100-\mathrm{UG}-\mathrm{C}$ ) | \$27,696.90 | k | 31\% | \$19,110.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ASAPAN100UC | SEL HZ7-AVS-APADN100-UG-C) | \$15,400.00 | k | 31\% | \$10,626.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7ASAPAN100UC-I | SEL Hz7-AVS-APADN100-UG-C) | \$16,093.00 | k | 31\% | \$11,104.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7ASAPAN100UC-K | SEL HZ7-AVS-APADN100-UG-C) | \$16,510.88 | k | 31\% | \$11,392.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVAPAC10UGC | SEL HZ7-AVA-APADC 10-UG-C) | \$1,925.00 | K | 31\% | \$1,328.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVAPAC10UGC-1 H7AVAPAC10UGC-K | SEL HZ7-AVA-APADC $10-\mathrm{GG-C)}$ | \$2,011.63 $\$ 2,064.82$ | K | 31\% | \$1,424.73 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | h7AVAPAD100UC | SEL Hz7-AVA-APADN100-UG-C) | \$11,000.00 | k | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7AVAPAD100UC-I | SEL HZ7-AVA-APADN100-UG-C) | \$11,495.00 | k | 31\% | \$7,931.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVAPAD100UC-K H7AVEE10UGC | SEL HZ7-AVA-APADN100-UG-C) | $\$ 11,760.65$ $\$ 2.530 .00$ | K k | $31 \%$ $31 \%$ | \$8,114.85 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | H7AVEE10UGC-I | SEL HZ7-AVE-ENN10-UG-C) | ${ }_{\text {\$2, } 443.85}^{\$ 2,50.00}$ | k | 31\% | \$1,824.26 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | h7AVEE10UGC-K | SEL HZ7-AVE-ENN10-UG-C) | \$2,708.40 | k | 31\% | \$1,868.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7AVEN10UC | SEL HZ7-AVA-ENN10-UG-C) | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVEN10UC-I | SEL H27-AVA-ENN10-UG-C) | \$2,873.75 | K | 31\% | \$1,982.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | H7AVEN10UC-K HTAVENC100UC | SEL HZ7-AVA-ENN10-UG-C) SEL HZ7-AVS-ENC100-UG-C) | $\$ 2,945.91$ $\$ 53,350.00$ | k k | $31 \%$ $31 \%$ | $\$ 2,032.68$ $\$ 36,811.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | HTAVENC100UC-I | SEL HZ7-AVS-ENC100-UG-C) | \$55,750.75 | k | 31\% | \$38,468.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7AVENC100UC-K | SEL HZ7-AVS-ENC100-UG-C) | \$57,194.30 | k | 31\% | \$39,464.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVENC10UC | SEL HZ7-AVA-ENC10-UG-C ) | \$4,675.00 | k | 31\% | \$3,225.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVENCIOUC-I | SEL HZ7-AVA-ENC10-UG-C) | \$4,885.38 | k | 31\% | \$3,370.91 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |  |
| 5 | H7AVENC10UC-K H7AVNN10UC | SEL HZ7-AVA-ENC10-UG-C) | $\$ 5,006.90$ $\$ 3,190.00$ | K k | $31 \%$ $31 \%$ | \$3,454.76 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | H7AVNN10UC-I | SEL HZ7-AVS-ENN10-UG-C ) | \$3,333.55 | k | 31\% | \$2,300.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | h7AVNN10UC-K | SEL HZ7-AVS-ENN10-UG-C ) | \$3,420.93 | k | 31\% | \$2,360.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVSAAC10UGC | SEL HZ7-AVS-APADC10-UG-C ) | \$2,585.00 | k | 31\% | \$1,783.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVSAAC10UGC-I | SEL HZ7-AVS-APADC $10-\mathrm{UG}$-C) | \$2,701.33 | K | 31\% | \$1,863.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7AVSAAC10UGC-K H7AVSADIOUGC | SEL HZ7-AVS-APADC10-UG-C) | \$2,769.69 $\mathbf{\$ 1 , 5 4 0 . 0 0}$ | K k | $31 \%$ $31 \%$ | $\$ 1,911.09$ $\$ 1,062.60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7AVSAAD10UGC-I | SEL HZ7-AVS-APADN10-UG-C ) | \$1,609.30 | k | 31\% | \$1,110.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVSAAD10UGC-K | SEL HZ7-AVS-APADN10-UG-C ) | \$1,651.09 | k | 31\% | \$1,139.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7AVSEC $10 G C$ H7AVSEC $10 G C-1$ | SEL HZ7-AVS-ENC10-UG-C) SEL HZ7-AVS-ENC10-UG-C) | \$5,335.00 | k | 31\% | \$3,681.15 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7AVSEC10GC-1 H7AVSEC10GC-K | SEL HZZ-AVS-ENC10-UG-C) | \$55,575.08 | K k | 31\% | ${ }_{\$ 3,946.81}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7DDAAC10GC | SEL HZ7-ADA-ADC10-UG-C) | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7DDAAC10GC-I | SEL HZ7-ADA-ADC10-UG-C) | \$1,149.50 | k | 31\% | \$793.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7DDAAC 10GC-K | SEL HZ7-ADA-ADC10-UG-C) | \$1,176.06 | k | 31\% | \$811.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HTDENNA 1000 C | SEL HZ7-ADA-ENN100-UG-C ) | \$16,500.00 | k | 31\% | \$11,385.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7DENNA100UC-I | SEL HZ7-ADA-ENN100-UG-C ) | \$17,242.50 | k | 31\% | \$11,897.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7DENNA10UC-K | SEL HZ7-ADA-ENN100-UG-C) | \$17,660.13 | K | 31\% | \$12,185.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7E100ERCUC H7E100ERCUC-1 | SEL HZ7-E100-AERC-UG-C ) SEL HZ7-E100-AERC-UG-C ) | $\$ 13,750.00$ $\$ 14,368.75$ | K k | $31 \%$ $31 \%$ | $\$ 9,487.50$ $\$ 9,914.44$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7E100ERCUC-K | SEL HZ7-E100-AERC-UG-C ) | \$14,748.70 | k | 31\% | \$10,176.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7EAEC 100uGC H7EAEC100UGC-1 | SEL HZ7-ENA-ENC 100-UG-C) SEL HZ7-ENA-ENC $100-\mathrm{UG}-\mathrm{C}$ ) | $\$ 16,500.00$ $\$ 17.242 .50$ | K K | 31\% | $\$ 11,385.00$ $\$ 11,897.33$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE }}}{ }$ NET | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNTLP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| ${ }_{5}^{5}$ | H7EAEC100UGC-K | SEL HZ7-ENA-ENC100-UG-C) | \$17,660.13 | K | 31\% | \$12,185.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7EASD100UCV2-K | SEL HZ7-ENTA-STDA100-UG-C) | \$10,688.02 | k | 31\% | \$7,374.73 | $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HTEAST100UC | SEL HZ7-EAD-STD100-UG-C) | \$17,500.00 | k | 31\% | \$12,075.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7EAST100UC-I | SEL HZ7-EAD-STD 100-UG-C) | \$18,287.50 | K | 31\% | \$12,618.38 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | ${ }_{\text {H7e }}^{\text {H7EAST100UCV2-K }}$ | SEL HZ7-EAD-STD 100-UG-C) | $\$ 18,732.76$ $\$ 1750.00$ | k | 31\% | \$12,925.60 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7EAST10UC-I | SEL HZ7-EAD-STD10-UG-C) | \$1,828.75 | k | 31\% | \$1,261.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7EAST10UCV2-K | SEL HZ7-EAD-STD10-UG-C ) | \$1,873.28 | k | 31\% | \$1,292.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENASDA100UC | SEL HZ7-ENTA-STDA $100-\mathrm{UG}$-C ) | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENASDA100UC-I | SEL HZ7-ENTA-STDA 100-UG-C) | \$10,450.00 | k | 31\% | \$7,210.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | h7enasdaiouc | SEL HZ7-ENTA-STDA10-UG-C ) | \$1,000.00 | k | 31\% | \$690.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENASDA10UC-I | SEL HZ7-ENTA-STDA10-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 | H7ENASDA1OUCV2-k | -kSEL HZ7-ENTA-STDA10-UG-C ) | \$1,068.80 | k | 31\% | \$737.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENEC 100UC H7ENEC $100 \cup C-1$ | SEL HZ7-ENN-ENC-100-UG-C) | \$24,750.00 | k | 31\% | \$17,077.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7ENEC $100 U C-1$ H7ENEC $100 \cup C V 2-K$ | SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-100-UG-C) | \$25,863.75 | K | 31\% | $\$ 17,845.99$ $\$ 18.31789$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (e.00 VMWARE |
| 5 | HTENEC10UC | SEL HZ7-ENN-ENC-10-UG-C) | \$2,475.00 | k | 31\% | \$1,707.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENEC 10UC-I | SEL HZ7-ENN-ENC-10-UG-C ) | \$2,586.38 | k | 31\% | \$1,784.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7ENEC10UCV2-K | SEL HZ7-ENN-ENC-10-UG-C) | \$2,654.77 | k | 31\% | \$1,831.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7ENNC10UGC | SEL HZ7-ENA-ENC10-UG-C ) | \$1,650.00 | k | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENNC10UGC-I | SEL HZ7-ENA-ENC $10-\mathrm{UG}-\mathrm{C}$ ) | \$1,724.25 | k | 31\% | \$1,189.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7ENNC10UGC-K | SEL HZ7-ENA-ENC10-UG-C) | \$1,766.01 | k | 31\% | \$1,218.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7LXCEC $100 \cup$ | SEL HZ7-LXC-ENC-100-UG-C ) | \$46,750.00 | k | 31\% | \$32,257.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7LXCEC100UC-I | SEL HZ7-LXC-ENC-100-UG-C ) | \$51,425.00 | k | 31\% | \$35,483.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7LXCEC100UC-K | SEL HZ7-LXC-ENC-100-UG-C ) | \$50,988.35 | k | 31\% | \$35,181.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7LXCEC10UC | SEL HZ7-LXC-ENC-10-UG-C) | \$4,675.00 | k | 31\% | \$3,225.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7LXCEC $10 \cup C$ - | SEL HZ7-LXC-ENC-10-UG-C) | \$5,142.50 | k | 31\% | \$3,548.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7LXCEC10UC-K | SEL HZ7-LXC-ENC-10-UG-C ) SEL HZ7-MRG-ADC-100-UG-C ) | $\$ 5,098.84$ $\$ 27.5000$ | K | 31\% | $\$ 3,518.20$ $\$ 1897500$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | H7MGAC100UC HTMGAC100UC-I | SEL HZ7-MRG-ADC-100-UG-C ) SEL HZ7-MRG-ADC-100-UG-C ) | \$27,500.00 | K k | $31 \%$ $31 \%$ | $\$ 18,975.00$ $\$ 19,828.88$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
|  | H7MGAC100UCV2-K | S SEL HZ7-MRG-ADC-100-UG-C ) | \$29,459.09 | k | 31\% | \$20,326.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7MGAC10UC | SEL HZ7-MRG-ADC-10-UG-C ) | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MGAC10UC-I | SEL HZ7-MRG-ADC-10-UG-C ) | \$2,873.75 | k | 31\% | \$1,982.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MGAC10UCV2-K | SEL HZ7-MRG-ADC-10-UG-C ) | \$2,945.91 | k | 31\% | \$2,032.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MGAN100UC | SEL HZ7-MRG-ADN-100-UG-C) | \$11,000.00 | K | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7MGAN100UC-I H7MGAN100UCV2-K | SEL HZ7-MRG-ADN-100-UG-C) | $\$ 11,495.00$ $\$ 11760.65$ | K | 31\% | \$ $\$ 8.931 .55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | ( 0.00 VMWARE |
| 5 | H7MGAN10UC | SEL HZ7-MRG-ADN-10-UG-C) | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MGAN10UC-I | SEL HZ7-MRG-ADN-10-UG-C ) | \$1,149.50 | k | 31\% | \$793.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MGAN10UCV2-K | SEL HZ7-MRG-ADN-10-UG-C ) | \$1,176.06 | k | 31\% | \$811.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MPAC100UC | SEL HZ7-MGP-ADC-100-UG-C ) | \$27,500.00 | k | 31\% | \$18,975.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7MPAC100UC-I | SEL HZ7-MGP-ADC-100-UG-C) | \$28,737.50 | k | 31\% | \$19,828.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | ${ }_{\text {H7MPAC100UCV2-K }}^{\text {H7MPAC10UC }}$ | SEL HZ7-MGP-ADC-100-UG-C $)$ SEL HZ7-MGP-ADC-10-UG-C) | $\$ 29,459.09$ $\$ 2.750 .00$ | K | 31\% | $\$ 20,326.77$ $\$ 1.897 .50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7MPAC10UC-I | SEL HZ7-MGP-ADC-10-UG-C) | \$ ${ }_{\text {\$2, } 273.75}$ | k | 31\% | \$ $\$ 1,982.89$ | \$0.00 | S0.00 S00 | \$0.00 | \$0.00 $\$ 0.00$ | S0.00 S00 | \$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7MPAC10UCV2-K | SEL HZ7-MGP-ADC-10-UG-C ) | \$2,945.91 | k | 31\% | \$2,032.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7MPAN100UC | SEL HZ7-MGP-ADN-100-UG-C ) | \$11,000.00 | k | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7MPAN100UC-I | SEL HZ7-MGP-ADN-100-UG-C) | \$11,495.00 | K | 31\% | \$7,931.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7MPAN100UCV2-K H7MPAN10UC | SEL HZ7-MGP-ADN-100-UG-C ) | $\$ 11,760.65$ $\$ 1,100.00$ | k k | 31\% | $\$ 8,114.85$ $\$ 759.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 50.00 VMWARE |
| 5 | H7MPAN10UC-I | SEL HZ7-MGP-ADN-10-UG-C) | \$1,149.50 | k | 31\% | \$793.16 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7MPAN10UCV2-K | SEL HZ7-MGP-ADN-10-UG-C ) | \$1,176.06 | k | 31\% | \$811.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7PEPEC100GC | SEL HZ7-APA-ENC100-UG-C) | \$27,500.00 | K | 31\% | \$18,975.00 | \$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) | \$28,737.50 $\$ 29.459 .09$ | K | 31\% | \$19,828.88 $\$ 20.326 .77$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HTSACA100UGC | SEL HZ7-STA-ADCA $100-U G-C)$ | \$12,100.00 | k | 31\% | \$ \$8,349.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7SACA100UGC-I | SEL HZ7-STA-ADCA $100-U G-C)$ | \$12,644.50 | k | 31\% | \$8,724.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | H7SACA100UGC-K | SEL HZ7-STA-ADCA 100-UG-C ) | \$12,986.52 | k | 31\% | \$8,960.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7SADC100UC | SEL HZ7-ST-ADC-100-UG-C) | \$16,500.00 | k | 31\% | \$11,385.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7SADC100UC-I | SEL HZ7-ST-ADC-100-UG-C) | \$17,242.50 | k | 31\% | \$11,897.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7SADC $100 \cup C V 2-K$ | SEL HZ7-ST-ADC-100-UG-C) | \$17,660.13 | K | 31\% | \$12,185.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7SADC10UC HTSADC 100 | SEL HZ7-ST-ADC-10-UG-C) | $\$ 1,650.00$ $\$ 1,724.25$ | K | 31\% | \$ $\$ 1,189.73$ | \$0.00 $\$ 000$ | \$0.00 | \$0.00 $\$ 000$ | \$0.00 $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | H7SADC10UCV2-K | SEL HZ7-ST-ADC-10-UG-C ) | \$1,766.01 | k | 31\% | \$1,218.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7SAENSA10UC | SEL HZ7-STA-ENCA10-UG-C ) | \$2,585.00 | k | 31\% | \$1,783.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HTSAENSATOUC-I | SEL HZ7-STA-ENCA10-UG-C) | \$2,701.33 | k | 31\% | \$1,863.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7SAENSA10UC-K | SEL HZ7-STA-ENCA10-UG-C ) | $\$ 2,769.69$ $\$ 35,750.00$ | K k | 31\% | $\$ 1.911 .09$ $\$ 24.667 .50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 500 VMWARE |
| 5 | H7SENC 100UC-I | SEL HZ7-ST-ENC-100-UG-C) | \$37,358.75 | k | 31\% | \$25,777.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7SENC100UCV2-K | SEL HZ7-ST-ENC-100-UG-C) | \$38,346.61 | k | 31\% | \$26,459.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7SENC10UC | SEL HZ7-ST-ENC-10-UG-C ) | \$3,575.00 | k | 31\% | \$2,466.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | H7SENC10UC-I H7SENC10UCV2-K | SEL HZ7-ST-ENC-10-UG-C) | \$3,735.88 | K | 31\% | \$2,577.76 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ S0.00 | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7SENC 10UCV2-K H7STACA10UGC | SEL HZ7-ST-ENC-10-UG-C ) | $\$ 3,834.66$ $\$ 1,210.00$ | K | 31\% | $\$ 2,645.92$ $\$ 834.90$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7STACA10UGC-I | SEL HZ7-STA-ADCA10-UG-C ) | \$1,264.45 | k | 31\% | \$872.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7STACA10UGC-K | SEL HZ7-STA-ADCA10-UG-C ) | \$1,298.65 | k | 31\% | \$896.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7STADC10UGC | SEL Hz7-STA-ADC10-UG-C) | \$2,310.00 | k | 31\% | \$1,593.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7STADC10UGC-1 | SEL H27-STA-ADC10-UG-C) | \$2,413.95 | k | 31\% | \$1,665.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7STADC10UGC-K | SEL HZ7-STA-ADC10-UG-C) | \$2,478.55 | k | 31\% | \$1,710.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7STASD100UC H7STASD100UC-1 | SEL HZ7-STDA-STD100-UG-C) | \$7,000.00 | K | 31\% | \$4,830.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7STASD100UCV2-K | KSEL HZ7-STDA-STD100-UG-C ) | \$7,504.60 | k | 31\% | \$5,178.17 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7STASD10UC | SEL HZ7-STDA-STD10-UG-C ) | \$700.00 | k | 31\% | \$483.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  |  |  |  |  |  |  | Page 51 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\substack{\text { NVP LEVEL } \\ \text { PRICE }}}{ }$ NET | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | H7STASD10UC-I | SEL HZ7-STDA-STD10-UG-C ) | \$731.50 | K | 31\% | \$504.74 | ${ }^{\text {\$0.00 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7STASD10UCV2-K | SEL HZ7-STDA-STD10-UG-C) | \$750.46 | k | 31\% | \$517.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7TAST100UC | SEL HZ7-TAC-STA $100-\mathrm{UG}-\mathrm{C}$ ) | \$17,100.00 | k | 31\% | \$11,799.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HTTAST100UC-I | SEL HZ7-TAC-STA100-UG-C) | \$17,869.50 | k | 31\% | \$12,329.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7TAST100UCV2-K | SEL HZ7-TAC-STA 100-UG-C) | \$18,349.68 | K | 31\% | \$12,661.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7TCST10GC | SEL Hz7-TCL-STA10-UG-C ) | \$1,700.00 | k | 31\% | \$1,173.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7TCST10GC-I | SEL HZ7-TCL-STA10-UG-C ) | \$1,776.50 |  | 31\% | \$1,225.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7TCST10GC-K | SEL HZ7-TCL-STA10-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 | H7THST100UC | SEL HZZ-THIN-ST100-UG-C) | \$20,000.00 |  | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | ${ }_{\text {H7THST 100UC-1 }}^{\text {HTHT100UCV2-K }}$ | SEL HZ7-THIN-ST100-UG-C) | \$220,900.00 | K k | $31 \%$ $31 \%$ | $\$ 14,421.00$ $\$ 14,775.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7TPOS10UC | SEL HZ7-TPRO-ST10-UG-C ) | \$2,100.00 | k | 31\% | \$1,449.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7TPOS10UC-I | SEL HZ7-TPRO-ST10-UG-C ) | \$2,194.50 | k | 31\% | \$1,514.21 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | H7TPOS10UCV2-K | SEL HZ7-TPRO-ST10-UG-C ) | \$2,248.70 | k | 31\% | \$1,551.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HTUEENC100UC | SEL HZ7-UEM-ENC-100-UG-C | \$52,500.00 |  | 31\% | \$36,225.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7UEENC100UC-I | SEL HZ7-UEM-ENC-100-UG-C ) | \$54,862.50 | k | 31\% | \$37,855.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7UEENC100UC-K | SEL HZ7-UEM-ENC-100-UG-C) | \$56,274.90 | k | 31\% | \$38,829.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HTUEENC10UC | SEL HZ7-UEM-ENC-10-UG-C) | \$5,250.00 | k | 31\% | \$3,622.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HTUEENC10UC-I | SEL HZ7-UEM-ENC-10-UG-C) | \$5,486.25 | k | 31\% | \$3,785.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7UEENC10UC-K | SEL HZ7-UEM-ENC-10-UG-C) SEL HZ7-UEM-ENN-100-UG-C | $\$ 5,627.49$ $\$ 32.000 .00$ | K k | 31\% | \$3,882.97 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7UEENN100UC-I | SEL HZ7-UEM-ENN-100-UG-C) | \$33,440.00 | k | 31\% | \$23,073.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7UEENN100UC-K | SEL HZ7-UEM-ENN-100-UG-C) | \$34,285.93 | k | 31\% | \$23,657.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HTUEENN1OUC | SEL HZ7-UEM-ENN-10-UG-C) | \$3,200.00 | , | 31\% | \$2,208.00 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7UEENN10UC-I | SEL HZ7-UEM-ENN-10-UG-C) | \$3,344.00 | k | 31\% | \$2,307.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HTUEENN10UC-K HTVAAC100UC | SEL HZ7-UEM-ENN-10-UG-C) SEL HZ7-VAD-ADC-100-UG-C) | $\$ 3,428.59$ $\$ 23,000.00$ | K k | 31\% | $\$ 2,365.73$ $\$ 15.870 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7VAAC100UC-I | SEL HZ7-VAD-ADC-100-UG-C) | \$ \$24,035.00 | k | 31\% | \$16,584.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VAAC100UCV2-K | SEL HZ7-VAD-ADC-100-UG-C) | \$24,632.24 | k | 31\% | \$16,996.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VAAC10UC | SEL HZ7-VAD-ADC-10-UG-C ) | \$2,300.00 | k | 31\% | \$1,587.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VAAC10UC-I | SEL HZ7-VAD-ADC-10-UG-C) | \$2,403.50 | k | 31\% | \$1,658.42 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7TVACC10UCV2-K | SEL HZ7-VAD-ADC-10-UG-C) | \$2,463.22 | k | 31\% | \$1,699.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HTVAEC100UC | SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-100UG-C) | \$42,250.00 | K | $31 \%$ $31 \%$ | $\$ 29,152.50$ $\$ 30464$ | \$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 |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | H7VAEC 100UC-I H7VAEC $100 \cup C V 2-K$ | SEL HZ7-VAD-ENC-100-UG-C) | \$ ${ }_{\$ 44,34151.73}$ | k k | 31\% | \$30,464.36 $\$ 31,269.92$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7VAEC10UC | SEL HZ7-VAD-ENC-10-UG-C) | \$4,225.00 | k | 31\% | \$2,915.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VAEC10UC-I | SEL HZ7-VAD-ENC-10-UG-C) | \$4,415.13 | k | 31\% | \$3,046.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VAEC10UCV2-K |  | \$4,531.87 | k | 31\% | \$3,126.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VANC100UC H7VANC100UC-I | SEL HZ7-AVA-ENC $100-\mathrm{UG}-\mathrm{C})$ SEL HZ7-AVA-ENC $100-\mathrm{UG}-\mathrm{C})$ | \$446,750.00 | K k | 31\% | $\$ 32,257.50$ $\$ 33,709.09$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7VANC100UC-K | SEL HZ7-AVA-ENC100-UG-C) | \$50,068.95 | k | 31\% | \$34,547.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | h7VAPADC100UC | SEL Hz7-AVA-APADC $100-\mathrm{UG}$-C) | \$19,250.00 | k | 31\% | \$13,282.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VAPADC100UC-1 | SEL HZ7-AVAAPADC $1000 \mathrm{UG}-\mathrm{C}$ ) | \$20,116.25 | K | 31\% | \$13,880.21 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7VAPADC100UC-K HTVENS100UC | SEL HZ7-AVA-APADC 100-UG-C) | \$20,648.18 $\$ 10,000.00$ | K k | $31 \%$ $31 \%$ | $\$ 14,247.24$ $\$ 6,900.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HTVENS100UC-I | SEL HZ7-VENT-ST100-UG-C) | \$10,450.00 | k | 31\% | \$7,210.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | H7VENS100UCV2-K | SEL HZ7-VENT-ST100-UG-C) | \$10,688.02 | k | 31\% | \$7,374.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VETS10UC | SEL HZ7--VENT-ST10-UG-C) | \$1,000.00 | k | 31\% | \$690.00 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | H7VETS10UC-I H7VETS1OUCV2-K | SEL HZ7-VENT-ST10-UG-C) SEL HZT-VENT-ST10-UG-C) | $\$ 1,045.00$ $\$ 1,068.80$ | K K | $31 \%$ $31 \%$ | $\$ 721.05$ $\$ 737.47$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7VSEN100GC | SEL HZ7-AVS-ENN100-UG-C ) | \$31,900.00 | k | 31\% | \$22,011.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VSEN100GC-I | SEL HZ7-AVS-ENN100-UG-C) | \$3,335.50 | k | 31\% | \$23,001.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7VSEN100GC-K | SEL HZ7-AVS-ENN100-UG-C ) | \$34,209.32 | k | 31\% | \$23,604.43 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7WSAD 100uGC | SEL HZ7-WSP-ADN-100-UG-C) | \$11,000.00 | k | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7WSAD100UGC-I | SEL HZ7-WSP-ADN-100-UG-C) SEL HZ7-WSP-ADN-100-UG-C) | $\$ 11,495.00$ $\$ 11,760.65$ | K K | $31 \%$ $31 \%$ | \$7,931.55 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | H7WSAD10UGC | SEL HZ7-WSP-ADN-10-UG-C) | \$1,100.00 | k | 31\% | \$759.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7WSAD10UGC-I | SEL HZ7-WSP-ADN-10-UG-C ) | \$1,149.50 | k | 31\% | \$793.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | H7WSADIOUGC-K | SEL HZ7-WSP-ADN-10-UG-C) | \$1,176.06 | k | 31\% | \$811.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HAPATNC10UC | SEL HZ7-APA-ENC10-UG-C ) | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HAPATNC10UC-I | SEL HZ7-APA-ENC10-UG-C) | \$2,873.75 | K | $31 \%$ $31 \%$ | \$1,982.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HAPATNC10UC-K | SEL HZ7-APA-ENC10-UG-C ) | \$2,945.91 | K | 31\% | \$2,032.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIADVPUC-I | SEL HCl-ADV-CPU-C) | \$8,763.30 | k | 31\% | \$6,046.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIADVPUC-K | SEL HCl-ADV-CPU-C) | \$8,389.52 | k | 31\% | \$5,788.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIAKCPUC | SEL HCI-AK-CPU-C ) | \$7,852.50 | k | 31\% | \$5,418.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HCIAKCPUC-I HCIAKCPUC-K | SEL HCI-AK-CPU-C) | \$9,187.43 | K | $31 \%$ $31 \%$ | \$6,339.33 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | ${ }_{\text {HCIIENCPUC-K }}$ | SEL HCl-ENT-CPU-C) | \$9,849.22 $\$ 9.890 .00$ | K | 31\% | ${ }_{\text {¢ }} \mathbf{\$ 6 , 1 0 5 . 9 2 4}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HCIENCPUC-I | SEL HCl-ENT-CPU-C) | \$11,571.30 | k | 31\% | \$7,984.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIENCPUC-K | SEL HCl-ENT-CPU-C) | \$11,147.72 | k | 31\% | \$7,691.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HCIRBAD25VMC | SEL HCL-RBAD-25VM-C) | \$24,500.00 | k | 31\% | \$16,905.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIRBAD25VMC--1 HCIRBAD25VMC-K | SEL HCL-RBAD-25VM-C) SEL HCI-RBAD-25VM-C | \$228,665.00 | K k | 31\% | \$19,778.85 $\$ 19,005.13$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HCIRBT25VMC | SEL HCI-RBST-25VM-C) | \$15,500.00 | k | 31\% | \$10,695.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIRBT25VMC-I | SEL HCI-RBST-25VM-C ) | \$18,135.00 | k | 31\% | \$12,513.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCIRBT25VMC-K | SEL HCI-RBST-25VM-C ) | \$17,430.28 | k | 31\% | \$12,026.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCISTCPUPO | SEL HCI-STD-CPU-PRO) | \$3,141.00 | k | 31\% | \$2,167.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HCISTCPUPO-I | SEL HCI-STD-CPU-PRO) | \$3,674.97 | K | 31\% | \$2,535.73 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCISTCPUPO-K HCISTDCPUC | SEL HCI-STD-CPU-PRO) | $\$ 3,528.19$ $\$ 3,490.00$ | k k | $31 \%$ $31 \%$ | \$2,434.45 $\$ 2,408.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | HCISTDCPUC-I | SEL HCl-STD-CPU-C) | \$4,083.30 | k | 31\% | \$2,817.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HCISTDCPUC-K | SEL HCl-STD-CPU-C ) | \$3,926.60 | k | 31\% | \$2,709.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | EMC LIST PRICE USD | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\left.\left\lvert\, \begin{array}{c}\text { NVP LEVEL } \\ \text { PRICE }\end{array}\right.\right)$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | HF8W12FXUC | SEL HZ-F8WS12-FLX-UG-C ) | \$100.00 | K | 31\% | \$69.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HF8W12FXUC-I | SEL HZ-FWWS12-FLX-UG-C) | \$104.50 | k | 31\% | \$72.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HF8W12FXUC-K | SEL HZ-F8WS12-FLX-UG-C) | \$106.88 | k | 31\% | \$73.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HGANEN100UGC | SEL HZ7-APS-ENN100-UG-C) | \$24,750.00 | k | 31\% | \$17,077.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HGANEN100UGC-I | SEL HZ7-APS-ENN100-UG-C) | \$25,863.75 | K | 31\% | \$17,845.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HGANEN100UGC-K | SEL HZ7-APS-ENN100-UG-C) | \$26,547.66 | k | 31\% | \$18,317.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HGENANN100UC | SEL HZ7-ENA-ENN100-UG-C) SEL HZ7-ENA-ENN100-UG-C) | $\$ 7,150.00$ $\$ 7.471 .75$ | K K | $31 \%$ $31 \%$ | \$4,933.50 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | HGENANN100UC-K | SEL HZ7-ENA-ENN100-UG-C) | \$7,699.97 | k | 31\% | ${ }_{\text {\$5,312.98 }}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HSTENCA100UGC | SEL HZ7-STA-ENCA100-UG-C ) | \$25,850.00 | k | 31\% | \$17,836.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HSTENCA100UGC-I | SEL HZ7-STA-ENCA100-UG-C ) | \$27,013.25 | , | 31\% | \$18,639.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HSTENCA100UGC-K | SEL HZ7-STA-ENCA100-UG-C) | \$27,696.90 | , | 31\% | \$19,110.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7A100AERCC | SEL H77-A100-AERC-C ) | \$30,000.00 | K | 31\% | \$20,700.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZ7A 100AERCC-I | SEL HZ7-A100-AERC-C) SEL H7-A100-AERC-C) | \$31,350.00 $\$ 32,140.67$ | K | $31 \%$ $31 \%$ | \$21,631.50 $\$ 2217706$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | HZ7A100AERCC-K HZ7A10AERCC | SEL HZ7-A100-AERC-C ) | $\$ 32,140.67$ $\$ 3,000$ | k k | $31 \%$ $31 \%$ | \$22,177.06 $\$ 2,070.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZZA10AERCC | SEL HZ7-A10-AERC-C) | \$3,000.00 | k | 31\% | \$2,163.15 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7A10AERCC-K | SEL HZ7-A10-AERC-C) | \$3,214.07 | k | 31\% | \$2,217.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADC100C | SEL HZ7-ADC-100-C) | \$40,000.00 | k | 31\% | \$27,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7ADC 100C-1 | SEL HZ7-ADC-100-C) | \$41,800.00 | k | 31\% | \$28,842.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | Hz7ADCC100CV2-K | SEL HZ7-ADC-100-C) | \$42,866.99 | K | 31\% | \$29,578.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADC10C | SEL HZ7-ADC-10-C) | \$4,000.00 | k | 31\% | \$2,760.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADC10C-I | SEL HZ7-ADC-10-C) | \$4,180.00 | k | $31 \%$ $31 \%$ | \$2,884.20 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | HZ7ADC10CV2-K HZ7ADN100c | SEL LZ7-ADC-10-C) SEL HZ7-ADN-100-C) | $\$ 4,286.70$ $\$ 25,000.00$ | k k | $31 \%$ $31 \%$ | $\$ 2,957.82$ $\mathbf{\$ 1 7 , 2 5 0 . 0 0}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZ7ADN100C-1 | SEL HZ7-ADN-100-C) | \$26,125.00 | k | 31\% | \$18,026.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADN100CV2-K | SEL HZ7-ADN-100-C) | \$26,777.51 | k | 31\% | \$18,476.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7ADN10C | SEL HZ7-ADN-10-C ) | \$2,500.00 | k | 31\% | \$1,725.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADN10C-I | SEL HZ7-ADN-10-C ) | \$2,612.50 | k | 31\% | \$1,802.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADN10CV2-K | SEL HZ7-ADN-10-C) | \$2,677.75 | k | 31\% | \$1,847.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZ7ADNA 100 C | SEL HZ7-ADN-A100-C) SEL HZ7-ADN-A100-C) | \$20,000.00 | K k | 31\% | $\$ 13,800.00$ $\$ 14,421.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | HZ7ADNA100C-K | SEL HZ7-ADN-A100-C) | \$21,414.34 | k | 31\% | \$14,775.89 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADNA10C | SEL HZ7-ADN-A10-C) | \$2,000.00 | k | 31\% | \$1,380.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ADNA $10 \mathrm{C}-1$ | SEL HZ7-ADN-A10-C) | \$2,090.00 | k | 31\% | \$1,442.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZ7ADNA10C-K | SEL HZ7-ADN-A10-C) | $\$ 2,141.43$ $\$ 32500$ | K | $31 \%$ $31 \%$ | $\$ 1,477.59$ $\$ 22$ \$25.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE |
| 5 5 | HZ7APADC100C HZ7APADC100C-I | SEL HZZ-AP-ADC100-C) | \$32,500.00 | K k | 31\% | \$22,425.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZ7APADC100C-k | SEL HZ7-AP-ADC (100-C) | \$34,822.25 | k | 31\% | \$24,027.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APADC10C | SEL Hz7-AP-ADC $10-\mathrm{C}$ ) | \$3,250.00 | k | 31\% | \$2,242.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7APADC $10 \mathrm{C}-1$ | SEL HZ7-AP-ADC10-C) | \$3,396.25 | k | 31\% | \$2,343.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | Hz7APADC10C-K | SEL HZ7-AP-ADC10-C) | \$3,482.22 | k | 31\% | \$2,402.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ77PADAD 1000 | SEL HZ7-AP-ADN $100-\mathrm{C}$ ) | \$20,000.00 | K | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APADN100C-K | SEL HZ7-AP-ADN $100-\mathrm{C}$ ) | \$21,414.34 | k | 31\% | \$14,775.89 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | Hz7APADN10C | SEL HZ7-AP-ADN10-C) | \$2,000.00 | k | 31\% | \$1,380.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7APADN10C-I | SEL HZ7-AP-ADN10-C) | \$2,090.00 | k | 31\% | \$1.442.10 | \$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-ADC $10-U G-C)$ | $\$ 2,141.43$ $\$ 1,375.00$ | K k | $31 \%$ $31 \%$ | \$1,477.59 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZZAPSCAC10UC-I | SEL HZ7-AP-STC-ADC $10-\mathrm{OG}-\mathrm{C}$ ) | \$1,436.88 | k | 31\% | ${ }^{\text {S }}$ \$9991.45 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APSCAC10UC-K | SEL HZ7-AP-STC-ADC10-UG-C ) | \$1,474.87 | k | 31\% | \$1,017.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7APSTC100C | SEL HZ7-AP-STC 100-C) | \$20,000.00 | k | 31\% | \$13,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APSTC 100C-I | SEL HZ7-AP-STC 100-C) | \$20,900.00 | K | 31\% | \$14,421.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7APSTC100C-K HZ7APSTC10C | SEL HZ7-AP-STC $100-C)$ SEL HZ7-AP-STC | $\$ 21,414.34$ $\$ 2,000$ | k k | $31 \%$ $31 \%$ | $\$ 14,775.89$ $\$ 1,380.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | HZ7APSTC10C-I | SEL HZ7-AP-STC10-C) | \$2,090.00 | k | 31\% | \$1,442.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7APSTC10C-K | SEL HZ7-AP-STC10-C) | \$2,141.43 | k | 31\% | \$1,477.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APSTN1000 | SEL HZ7-AP-STN100-C) | \$12,500.00 | k | 31\% | \$8,625.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APSTN100C-I | SEL HZ7-AP-STN100-C) | \$13,062.50 | k | 31\% | \$9,013.13 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |  |
| 5 | HZ7APSTN100C-K HZ7APSTN10C | SEL HZ7-AP-STN100-C ) | \$13,369.60 $\$ 1,250.00$ | K k | $31 \%$ $31 \%$ | \$9,225.02 $\$ 862.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | HZ7APSTN10C-I | SEL HZ7-AP-STN10-C) | \$1,306.25 | k | 31\% | \$901.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7APSTN10C-K | SEL HZ7-AP-STN10-C) | \$1,336.96 | k | 31\% | \$922.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7DADC100GC | SEL HZ7-ADA-ADC 100-UG-C) | \$11,000.00 | K | 31\% | \$7,590.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7DADC100GC-I | SEL HZ7-ADA-ADC 100-UG-C) | \$11,495.00 | K | 31\% | \$7,931.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7E100AERCC | SEL HZ7-E100-AERC-C ) | \$42,500.00 | k | 31\% | \$29,325.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7E100AERCC-I | SEL HZ7-E100-AERC-C ) | \$44,412.50 | k | 31\% | \$30,644.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7E100AERCC-K | SEL H77-E100-AERC-C) | \$45,548.57 | k | 31\% | \$31,428.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7E10AERCC HZ7E10AERCC-1 | SEL HZ7-E10-AERC-C) | \$4,250.00 | k | 31\% | \$2,932.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7E10AERCC-1 HZ7E10AERCC-K | SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-C) | \$4,441.25 | K k | $31 \%$ $31 \%$ | $\$ 3,004.46$ $\$ 3,142.85$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
|  | HZZE10AERCUGC | SEL HZ7-E10-AERC-UG-C ) | \$1,375.00 | k | 31\% | ${ }_{\text {¢ }} 9488.75$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7E10AERCUGC-I | SEL HZ7-E10-AERC-UG-C) | \$1,436.88 | k | 31\% | \$991.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7E10AERCUGC-K | SEL HZ7-E10-AERC-UG-C) | \$1,474.87 | k | 31\% | \$1,017.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7EDENC100UC | SEL HZ7-ADA-ENC100-UG-C ) | \$30,250.00 | k | 31\% | \$20,872.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7EDENC100UC-I | SEL HZ7-ADA-ENC100-UG-C ) | \$31,611.25 | k | 31\% | \$21,811.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7EDENC100UC-K | SEL HZ7-ADA-ENC100-UG-C ) | \$32,447.13 | K | 31\% | \$22,388.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENC100C HZ7ENC100C-1 | SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C) | ${ }_{\$ 60,087.50}$ | K k | $31 \%$ $31 \%$ | \$399,675.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZ7ENC100CV2-K | SEL HZ7-ENC-100-C) | \$61,638.06 | k | 31\% | \$42,530.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 5 | HZ7ENC10C HZ7ENC10C-1 | SEL HZ7-ENC-10-C) SEL HZ7-ENC-10-C) | $\$ 5,750.00$ $\$ 6,008.75$ | K K | 31\% | $\$ 3,967.50$ $\$ 4.146 .04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LEVEL <br> PRICE$\|$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNTLP | BASIC MNT LP | $\left\|\begin{array}{c}\text { WTY UPG ENH TO } \\ \text { PS WIMC PREM } \\ \text { LP }\end{array}\right\|$ | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| ${ }_{5}^{5}$ | HZ7ENC10CV2-K | SEL HZ7-ENC-10-C) | \$6,163.81 | K | 31\% | \$4,253.03 | \$0.00 | \$0.00 | \$0.00 | ${ }^{\$ 0.00}$ | L ${ }_{\text {S0.00 }}$ | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENN100C | SEL HZ7-ENN-100-C) | \$35,000.00 | k | 31\% | \$24,150.00 | $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENN100C-I | SEL HZ7-ENN-100-C) | \$36,575.00 | k | 31\% | \$25,236,75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ77ENN100CV2-K | SEL HZ7-ENN-100-C) | \$37,503.83 | K | 31\% | \$25,877.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZ7ENN10C HZ7ENN10C-1 | SEL HZ7-ENN-10-C) | $\$ 3,500.00$ $\$ 3.657 .50$ | k | 31\% | $\$ 2,415.00$ $\$ 2.523 .68$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZ7ENN10CV2-K | SEL HZ7-ENN-10-C) | \$3,750.38 | k | 31\% | \$2,587.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA100C | SEL HZ7-ENN-A100-C) | \$28,500.00 | k | 31\% | \$19,665.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA100C-I | SEL HZ7-ENN-A100-C) | \$29,782.50 | k | 31\% | \$20,549.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA100C-K | SEL HZ7-ENN-A100-C) | \$30,531.72 | k | 31\% | \$21,066.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA100UGC | SEL HZ7-ENN-A100-UG-C) | \$9,350.00 | k | 31\% | \$6,451.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA100UGC-I | SEL HZ7-ENN-A100-UG-C) | \$9,770.75 | k | 31\% | \$6,741.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA100UGC-K | SEL HZ7-ENN-A100-UG-C ) | \$9,998.47 | K | 31\% | \$6,998.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA10C | SEL HZ7-ENN-A10-C) | \$2,850.00 | k | 31\% | \$1,966.50 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA10C-1 HZ7ENNA10C-K | SEL HZ7-ENN-A10-C) | \$2,978.25 | k | 31\% | \$2,054.99 | \$0.00 $\$ 0.00$ | S0.00 $\$ 000$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | (e.00 VMWARE |
| 5 | HZZENNA1OUGC | SEL HZ7-ENN-A10-UG-C) | \$935.00 | k | 31\% | \$645.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7ENNA10UGC-I | SEL HZ7-ENN-A10-UG-C) | \$977.08 | k | 31\% | \$674.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7ENNA10UGC-K | SEL HZ7-ENN-A10-UG-C) | \$999.85 | k | 31\% | \$689.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7GAEN10UGC | SEL HZ7-APS-ENN10-UG-C ) | \$2,475.00 | k | 31\% | \$1,707.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7GAEN10UGC-I | SEL HZ7-APS-ENN10-UG-C ) | \$2,586.38 | k | 31\% | \$1,784.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7GAEN10UGC-K | SEL HZ7-APS-ENN10-UG-C) | \$2,654.77 | k | 31\% | \$1,831.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7GUAN10UGC | SEL HZ7-ENA-ENN10-UG-C) | \$715.00 | k | 31\% | \$493.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7GUAN10UGC-I | SEL HZ7-ENA-ENN10-UG-C) | \$747.18 | k | 31\% | \$515.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7GUAN10UGC-K | SEL HZ7-ENA-ENN10-UG-C ) | \$770.00 | k | 31\% | \$531.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7LXC100C | SEL HZ7-LXC-100-C) | \$15,000.00 | k | 31\% | \$10,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | ${ }_{\text {Hze }}^{\text {Hz7LXC100C-I }}$ | SEL HZ7-LXC-100-C) | \$16,500.00 | k | 31\% | \$11,385.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZ7LXC100C-K HZ7LXC10C | SEL HZ7-LXC-100-C) | $\$ 16,357.65$ $\$ 1,500.00$ | K | $31 \%$ $31 \%$ | $\$ 11,286.78$ $\$ 1,035.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZ7LXC10C-1 | SEL HZ7-LXC-10-C) | \$1,650.00 | k | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZZLXC100-K | SEL Hz7-LXC-10-C) | \$1,635.76 | k | 31\% | \$1,128.67 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7PCAC100GC | SEL HZ7-AP-STC-ADC $100-\mathrm{UG}-\mathrm{C}$ ) | \$13,750.00 | k | 31\% | \$9,487.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7PCAC100GC-I | SEL HZ7-AP-STC-ADC100-UG-C) | \$14,368.75 | k | 31\% | \$9,914.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7PCAC100GC-K | SEL HZ7-AP-STC-ADC 100-UG-C) | \$14,748.70 | k | 31\% | \$10,176.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | hz7PSADN10UGC | SEL HZ7-AP-STN-ADN10-UG-C ) | \$825.00 | k | 31\% | \$569.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7PSADN10UGC-I | SEL HZ7-AP-STN-ADN10-UG-C ) | \$862.13 | k | 31\% | \$594.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7PSADN10UGC-K | SEL HZ7-AP-STN-ADN10-UG-C) | \$884.92 | k | 31\% | \$610.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7SNAD100UC | SEL HZ7-AP-STN-ADN100-UG-C) | \$8,250.00 | k | 31\% | \$5,922.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7TNAD100UC-I | SEL HZ7-AP-STN-ADN100-UG-C) | \$8,621.25 | k | 31\% | \$5,948.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7SNAD100UC-K | SEL HZ7-AP-STN-ADN100-UG-C) | \$8,849.22 | k | 31\% | \$6,105.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7STD100C | SEL HZ7-STD-100-C) | \$25,000.00 | k | 31\% | \$17,250.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7STD100C-I | SEL HZ7-STD-100-C) | \$26,125.00 | k | 31\% | \$18,026.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7STD100CV2-K | SEL HZ7-STD-100-C) | \$26,777.51 $\$ 2,500.00$ | K | 31\% | \$18,476.48 $\$ 1,725.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE <br> 0.00 VMWARE |
| 5 | HZ7STD10C-I | SEL Hz7-STD-10-C) | \$2,612.50 | k | 31\% | \$1,802.63 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZ7STD10CV2-K | SEL Hz7-STD-10-C) | \$2,677.75 | k | 31\% | \$1,847.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7STDA 100 C | SEL HZ7-STD-A100-C ) | \$19,000.00 | k | 31\% | \$13,110.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7STDA100C-I | SEL HZ7-STD-A100-C ) | \$19,855.00 | k | 31\% | \$13,699.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZ7STDA 100CV2-K | SEL HZ7-STD-A100-C) | \$20,341.71 | K | 31\% | \$14,035.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | HZ7STDA100 | SEL HZ7-STD-A10-C) | \$1,900.00 | k | 31\% | \$1,311.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZ7STDA10C-1 | SEL HZ7-STD-A10-C) | \$1,985.50 | K k | 31\% | $\$ 1,370.00$ $\$ 1403.58$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 50.00 VMWARE |
| 5 | HZAAAN100UC | SEL HZ7-ADA-ADN100-UG-C ) | \$5,500.00 | k | 31\% | \$3,795.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZAAAN100UC-I | SEL HZ7-ADA-ADN100-UG-C) | \$5,747.50 | k | 31\% | \$3,965.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZAAAN100UC-K | SEL HZ7-ADA-ADN100-UG-C) | \$5,895.65 | K | 31\% | \$4,068.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZADEC10UGC HZADEC10UGC-I | SEL HZ7-ADA-ENC10-UG-C ) | ${ }_{\text {\$3,025.00 }} \mathbf{\$ 3 , 1 6 1 . 1 3}$ | K | $31 \%$ $31 \%$ | \$2,087.25 $\$ 2,181.18$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE <br> 0.00 VMWARE |
| 5 | HZADEC10UGC-K | SEL HZ7-ADA-ENC10-UG-C) | \$3,244.71 | k | 31\% | \$2,238.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZDDNAA1OUGC | SEL HZ7-ADA-ADN10-UG-C) | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZDDNAA10UGC-I | SEL HZ7-ADA-ADN10-UG-C) | \$574.75 | k | 31\% | \$396.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZDDNAA10UGC-K | SEL HZ7-ADA-ADN10-UG-C) | \$589.56 | K | 31\% | \$406.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZF7W11FXUC-I | SEL HZ-F7WS11-FLX-UG-C) | \$156.75 | k | 31\% | \$103.16 | \$ $\$ 0.00$ | S0.00 | \$0.00 | \$0.00 | S0.00 S00 | \$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZF7W11FXUC-K | SEL HZ-F7WS11-FLX-UG-C) | \$160.51 | k | 31\% | \$110.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZFLX10C | SEL HZ-FLX-10-C ) | \$2,500.00 | k | 31\% | \$1,725.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZFLX10C-I | SEL HZ-FLX-10-C ) | \$2,612.50 | k | 31\% | \$1,802.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZFLX10CV2-K HZFLX1C | SEL HZ-FLX-10-C) | \$2,677.75 | K k | 31\% | \$1,847.65 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
|  | HZFLX1C-1 | SEL HZ-FLX-1-C) | \$261.25 | k | 31\% | \$180.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HzFLX1C-K | SEL HZ-FLX-1-C) | \$267.78 | k | 31\% | \$184.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZFLXAD10C | SEL HZ-FLX-AD10-C) | \$1,500.00 | k | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZFLXAD $10 C-1$ HZFLXAD10CV2-K | SEL HZ-FLX-AD10-C) SEL HZ-FLX-AD10-C) | $\$ 1,567.50$ $\$ 1,605.12$ | K | $31 \%$ $31 \%$ | $\$ 1,081.58$ $\$ 1,107.53$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE |
| 5 | ${ }_{\text {HZFLXAD10CV2-K }}^{\text {HZPANA100UC }}$ | SEL HZ-FLX-AD10-C) | $\$ 1,605.12$ $\$ 16,500.00$ | K | 31\% | \$ $\$ 11,385.00$ | \$0.00 $\$ 000$ | \$0.00 | \$0.00 $\$ 000$ | \$ $\$ 0.00$ | \$0.00 | \$0.00 |  | 500 VMWARE |
| 5 | HZPANA100UC-I | SEL HZ7-APA-ENN100-UG-C) | \$17,242.50 | k | 31\% | \$11,897.33 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZPANA100UC-K | SEL HZ7-APA-ENN100-UG-C) | \$17,660.13 | k | 31\% | \$12,185.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZPASE100UGC | SEL HZ7-APS-ENC100-UG-C) | \$41,250.00 | k | 31\% | \$28,462.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | HZPASE100UGC-I | SEL HZ7-APS-ENC 100-UG-C) | \$43,106.25 | k | 31\% | \$29,743.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZPASE100UGC-K | SEL HZ7-APP-ENC 100-UG-C) | \$44,246.09 | k | 31\% | \$30,529.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZPSEC10UGC HZPSEC $10 \cup G C-1$ | SEL HZ7-APS-ENC10-UG-C) | $\$ 4,125.00$ $\$ 4,310.63$ | K | 31\% | \$ ${ }_{\text {\$2,846. }}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | HZPSEC10UGC-K | SEL HZ7-APS-ENC10-UG-C) | \$4,424.61 | k | 31\% | \$3,052.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZPUGENN10UGC | SEL HZ7-APA-ENN10-UG-C ) | \$1,650.00 | k | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  |  |  |  |  |  |  | Page 54 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  | THIRD PARTY PRODUCT PARTNER |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array} \\ \hline \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | basic mnt lp | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP $\qquad$ | $\$ 0.0$ |  |
| 5 | HZPUGENN10UGC-I SEL HZ7-APA-ENN10-UG-C ) |  |  | K | 31\% |  | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 | \$0.00 |  |  |
| 5 | HZPUGENN10UGC-K | SEL HZ7-APA-ENN10-UG-C) | \$1,766.01 | K | 31\% | \$1,218.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | HZTAADC100UC | SEL HZ7-STA-ADC100-UG-C) | \$23,100.00 | k | 31\% | \$15,939.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | HZTAADC $100 \cup C-1$ HZTAADC100UC-K | SEL HZ7-STA-ADC $100-\mathrm{UG}-\mathrm{C}$ ) SEL HZ7-STA-ADC $100-U \mathrm{C}$ | $\$ 24,139.50$ $\$ 24.785 .47$ | k | $31 \%$ $31 \%$ | $\$ 16,656.26$ $\$ 17101.97$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | HZTAADC $100 U C-K$ MGP100C | SEL HZ7-STA-ADC $100-\mathrm{UG}-\mathrm{C}$ ) SEL MGP-100-C | $\$ 24,785.47$ $\$ 15,00000$ | K k | 31\% | $\$ 17,101.97$ $\$ 10.350 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | MGP100C-1 | SEL MGP-100-C) | \$15,675.00 | , | 31\% | \$10,815.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | MGP100CV2-K | SEL MGP-100-C) | \$16,051.18 | k | 31\% | \$11,075.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | 0.00 VMWARE |
| 5 | MGP10C | SEL MGP-10-C ) | \$1,500.00 |  | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | MGP10C-I | SEL MGP-10-C) | \$1,567.50 | K | 31\% | \$1,081.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | MGP 10CV2-K | SEL MGP-10-C) | \$1,605.12 | K | $31 \%$ $31 \%$ | $\$ 1,107.53$ $\$ 379500$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADENC100UC | SEL NX-ADV-ENTC100-UG-C ) | \$5,500.00 |  | 31\% | \$3,795.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | NXADENC $100 \cup C-1$ NXADENC100UC-K | SEL NX-ADV-ENTC 100-UG-C) SEL NX-ADV-ENTC $100-U G$ ( | ${ }_{\text {\$ }}^{\$ 6,4359.00}$ | K k | $31 \%$ $31 \%$ | $\underset{\$ 4,263.60}{\$ 4.40 .15}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | NXADENC10UC | SEL NX-ADV-ENTC-10-UG-C) | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADENC10UC-I | SEL NX-ADV-ENTC-10-UG-C) | \$643.50 | k | 31\% | \$444.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | NXADENC10UC-K | SEL NX-ADV-ENTC-10-UG-C) | \$617.91 | k | 31\% | \$426.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADENTUC | SEL NX-ADV-ENT-UG-C) | \$2,750.00 |  | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADENTUC-I | SEL NX-ADV-ENT-UG-C) | \$3,217.50 | k | 31\% | \$2,220.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADENTUC-K | SEL NX-ADV-ENT-UG-C) | \$3,091.48 | k | 31\% | \$2,133.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC | SEL NX-ADV-C) | \$4,495.00 | k | 31\% | \$3,101.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC100C NXADVC $100 \mathrm{C}-1$ | SEL NX-ADVC-100-C) | \$9,000.00 | k | 31\% | \$6,210.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC100C-1 NXADVC100C-K | SEL NX-ADVC-100-C) SEL NX-ADVC-100-C) | $\$ 10,530.00$ $\$ 10,151.70$ | K k | $31 \%$ $31 \%$ | $\$ 7,265.70$ $\$ 7,004.67$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | NXADVV100C-K | SEL NX-ADVC-100-C) | $\$ 10,151.70$ $\$ 900.00$ | K | 31\% | \$ $\$$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC10C-I | SEL NX-ADVC-10-C) | \$1,053.00 | k | 31\% | \$726.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC10C-k | SEL NX-ADVC-10-C) | \$1,015.17 | k | 31\% | \$700.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC-I | SEL NX-ADV-C) | \$5,259.15 | k | 31\% | \$3,628.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXADVC-K | SEL NX-ADV-C) | \$5,052.87 | k | 31\% | \$3,486.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXENTC | SEL NX-ENT-C) | \$6,995.00 | K | 31\% | \$4,866.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | NXENTC100C NXENTC $100 C-1$ | SEL NX-ENTC-100-C) SEL NX-ENTC-100-C) | \$14,000.00 | K k | 31\% | \$ \$99,660.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | NXENTC100C-K | SEL NX-ENTC-100-C) | \$15,744.71 | k | 31\% | \$10,863.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXENTC10C | SEL NX-ENTC-10-C ) | \$1,400.00 | k | 31\% | \$966.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXENTC 10C-I | SEL NX-ENTC-10-C) | \$1,638.00 | K | 31\% | \$1,130.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | NXENTC 10 C -K | SEL NX-ENTC-10-C) | \$1,574.47 | K | $31 \%$ $31 \%$ | \$1,086.38 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | NXENTC-1 | SEL NX-ENT-C) | $\$ 8,184.15$ $\$ 7,853.20$ | k k | $31 \%$ $31 \%$ | ${ }_{\text {\$5, }}^{\$ 5,6478.061}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | NXRB25VMC | SEL NX-RB-25VM-C) | \$12,500.00 | k | 31\% | \$8,625.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXRB25VMC-I | SEL NX-RB-25VM-C) | \$14,625.00 | k | 31\% | \$10,091.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | NXRB25VMC-K | SEL NX-RB-25VM-C) | \$14,059.15 | k | 31\% | \$9,700.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXSTADVUC | SEL NX-STD-ADV-UG-C) | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXSTADVUC-I | SEL NX-STD-ADVV-UG-C) | \$3,217.50 | K | 31\% | \$2,220.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXSTDC | SEL NX-STD-C) | \$1,995.00 | k | 31\% | \$1,376.55 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXSTDC-I | SEL NX-StD-C) | \$2,334.15 | k | 31\% | \$1,610.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXSTDC-K | SEL NX-STD-C) | \$2,241.04 | k | 31\% | \$1,546.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | NXSTETUGC NXSTETUGC-1 | SEL N-STD-ENT-UG-C) | $\$ 5,500.00$ $\$ 6.435 .00$ | K k | $31 \%$ $31 \%$ | $\$ 3,795.00$ $\$ 4.440 .15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | NXSTETUGC-K | SEL NX-STD-ENT-UG-C) | ${ }_{\text {¢6, }}$ \$6,49.13 | k | 31\% | ${ }_{\$ 4,263.60}$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6ADED10UCV2 | SEL ST6-ADEN-D10-UG-C ) | \$330.00 | k | 31\% | \$227.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | S6ADED10UCV2-I | SEL ST6-ADEN-D10-UG-C) | \$386.10 | k | 31\% | \$266.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6ADED10UCV2-K | SEL STG-ADEN-D10-UG-C) | \$371.21 | K | 31\% | \$256.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | S6AEN100UCV2 | SEL STG-ADEN-D $100-\mathrm{UG}$-C) | \$3,300.00 | k | 31\% | $\$ 2,277.00$ $\$ 2.664 .09$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6AEN100UCV2-I S6AEN100UCV2-K | SEL STG-ADEN-D $100-\mathrm{UG}-\mathrm{C}$ ) SEL STG-ADEN-D $100-U G-C)$ | \$3,861.00 $\$ 3,712.07$ | K k | 31\% | $\$ 2,664.09$ $\$ 2.561 .33$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | S6SAD100UC | SEL ST6-STAD-D100-UG-C ) | \$4,950.00 | k | 31\% | \$3,415.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6SAD100UC-I | SEL ST6-STAD-D $100-\mathrm{UG}$-C ) | \$5,791.50 | k | 31\% | \$3,996.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6SAD100UC-K | SEL St6-STAD-D100-UG-C ) | \$5,566.20 | k | 31\% | \$3,840.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | S6SEN100UC | SEL STG-STEN-D100-UG-C ) | \$8,250.00 | k | 31\% | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6SEN100UC-I | SEL STG-STEN-D100-UG-C ) | \$9,652.50 | k | 31\% | \$6,660.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6SEN100UC-K | SEL ST6-STEN-D100-UG-C ) | \$9,308.92 | k | 31\% | \$6,423.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6SEND10UC | SEL ST6-STEN-D10-UG-C ) | \$825.00 | k | 31\% | \$569.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | S6SEND10UC-I | SEL ST6-STEN-D10-UG-C ) | \$965.25 | k | 31\% | \$666.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | STGAD 100PRO2 | SEL STG-AD-D100-PRO) | \$9,000.00 | K | 31\% | \$6,210.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | STGAD100PRO2-1 STGAD100PRO2-K | SEL ST6-AD-D100-PRO) SEL STG-AD-D100-PRO) | $\$ 10,530.00$ $\$ 10,151.70$ | K k | 31\% | $\underset{\$ 7,004.67}{\$ 7,2650}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | ST6AD10PRO2 | SEL STG-AD-D10-PRO) | \$900.00 | k | 31\% | \$621.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | ST6AD10PR02-I | SEL ST6-AD-D10-PRO) | \$1,053.00 | k | 31\% | \$726.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | ST6AD10PRO2-K | SEL ST6-AD-D10-PRO) | \$1,015.17 | k | 31\% | \$700.47 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | STGADC | SEL STG-AD-C) | \$3,995.00 | K | 31\% | \$2,756.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | STGADC-1 STGADC-K | SEL STT-AD-C) | $\$ 4,674.15$ $\$ 4,493.56$ | K k | 31\% | ${ }_{\text {¢ }}^{\$ 3,2250.16}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | staAddiooc | SEL ST6-AD-D100-C ) | \$10,000.00 | k | 31\% | \$6,900.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | ST6ADD 1000 - - | SEL STG-AD-D100-C) | \$11,700.00 | k | 31\% | \$8,073.00 | ${ }^{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | ST6ADD100C-K | SEL ST6-AD-D100-C) | \$11,224.33 | k | 31\% | \$7,744.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | STGADD10C | SEL STG-AD-D10-C) | \$1,000.00 | K | 31\% | \$6990.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | STGADD10C-1 STGADD10C-K | SEL ST6-AD-D10-C ) | \$1,170.00 | K k | $31 \%$ $31 \%$ | \$807.30 $\$ 774.48$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | staddenugc | SEL ST6-AD-EN-UG-C ) | \$1,650.00 | k | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | STEADENUGC-I STGADENUGC-K | SEL STG-AD-EN-UG-C) SEL STG-AD-EN-UG-C) | $\$ 1,930.50$ $\$ 1,857.95$ | K K | 31\% | \$1,332.05 $\$ 1281.99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |



|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { PRICE }}{\substack{\text { NVP LEVEL } \\ \text { PET }}}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | STRADE25UGC-K | SEL ST6-RB-ADEN-25-UG-C ) | \$9,308.92 | K | 31\% | \$6,423.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | STRBADD25UC | SEL STG-RB-ADV-25-UG-C) | \$8,250.00 | K | $31 \%$ $31 \%$ | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | strbad25uc-l | SEL STG-RB-ADV-25-UG-C) | \$9,652.50 | k | 31\% | \$6,660.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE 0.00 VMWARE |
| 5 5 | STRBAD25UC-K THIN5100PKC | SEL STE-RB-ADV-25-UG-C ) SEL THINS-100PK-C | $\$ 9,308.92$ $\$ 1.900 .00$ | k | $31 \%$ $31 \%$ | $\$ 6,423.15$ $\$ 1311.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | THIN5100PKC THIN5100PKC-1 | SEL THIN5-100PK-C) SEL THIN5-100PK-C) | $\$ 1,900.00$ $\$ 1,985.50$ | K k | 31\% | $\$ 1,311.00$ $\$ 1,370.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | THIN5100PKCV2-K | SEL THIN5-100PK-C) | \$2,034.17 | k | 31\% | \$1,403.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | THIN5-StE-C | SEL THIN5-STE-C ) | \$5,000.00 | k | 31\% | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | THINS-STE-C-I | SEL THIN5-STE-C) | \$5,225.00 |  | 31\% | \$3,605.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | THIN5STECV2-K | SEL THIN5-STE-C ) | \$5,359.33 | k | 31\% | \$3,697.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMCCU100C | SEL UEM-CCU-100-C) | \$5,000.00 | K | $31 \%$ $31 \%$ | \$3,450.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMCCU100C-I UEMCCU100C-K | SEL UEM-CCU-100-C) | \$5,500.00 |  | 31\% | $\$ 3,795.00$ $\$ 3,734.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | UEMCCU10C | SEL EM-CCU-10-C) | \$5,412.96 $\$ 500.00$ | k | 31\% |  | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMCCU10C-I | SEL UEM-CCU-10-C) | \$550.00 | k | 31\% | \$379.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMCCU10C-K | SEL UEM-CCU-10-C) | \$541.30 | k | 31\% | \$373.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMNU100C | SEL UEM-NU-100-C ) | \$3,000.00 | k | 31\% | \$2,070.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMNU100C-I | SEL UEM-NU-100-C) | \$3,300.00 | k | 31\% | \$2,277.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMNU100C-K | SEL UEM-NU-100-C) | \$3,244.71 | k | 31\% | \$2,238.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | UEMNU10C UEMNU10C-I | SEL UEM-NU-10-C) | $\$ 300.00$ $\$ 330.00$ | K K | 31\% | \$207.00 $\$ 227.70$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | UEMNU10C-K | SEL UEM-NU-10-C) | \$324.47 | k | 31\% | \$223.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | v6eeplaugc | SEL VS6-ES-EPL-AK-UG-C ) | \$22,750.00 | k | 31\% | \$15,697.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6EEPLAUGC-I | SEL VS6-ES-EPL-AK-UG-C) | \$26,617.50 | k | 31\% | \$18,366.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6EEPLAUGC-K | SEL VS6-ES-EPL-AK-UG-C ) | \$26,777.51 |  | 31\% | \$18,476.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGENEPLUPO | SEL VS6-ENT-EPL-UG-PRO) | \$340.00 | k | 31\% | \$234.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGENEPLUPO-I | SEL VS6-ENT-EPL-UG-PRO) | \$397.80 | K | 31\% | \$274.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | V6ENEPLUPO-K VGENOEPLUC | SEL VS6-ENT-EPL-UG-PRO) | \$ $\begin{array}{r}\$ 400.32 \\ \$ 1,675.00\end{array}$ | k k | 31\% | - $\begin{array}{r}\text { \$276.22 }\end{array}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | v6ENoEPLUC-I | SEL VS6-ENT-OEPL-UG-C ) | \$1,959.75 | k | 31\% | \$1,352.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6ENoEPLuc-k | SEL VS6-ENT-OEPL-UG-C) | \$1,880.94 | k | 31\% | \$1,297.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6ENTEPLUC | SEL vS6-ENT-EPL-UG-C) | \$682.00 | k | 31\% | \$470.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | V6ENTEPLUC-K | SEL VS6-ENT-EPL-UG-C) | \$800.64 | k | 31\% | \$552.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6EOEPUPRV2 | SEL VS6-EN-OEPL-UG-PRO) | \$837.50 | k | 31\% | \$577.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | V6EOEPUPRV2-I | SEL VS6-EN-OEPL-UG-PRO) | \$979.88 | K | $31 \%$ $31 \%$ | \$676.12 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | V6EOEPUPRV2-K | SEL VS6-EN-OEPL-UG-PRO) | \$938.55 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | 31\% | $\$ 647.60$ $\$ 683.10$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | V6EPLOELUC-I | SEL VS6-EPL-OEPL-UG-C) | \$1,158.30 | k | 31\% | \$799.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGEPLOELUC-K | SEL VS6-EPL-OEPL-UG-C) | \$1,14.77 | k | 31\% | \$769.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6EPOPLAKUC | SEL VS6-ESP-OEPL-AK-UG-C ) | \$22,550.00 | k | 31\% | \$15,559.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6EPOPLAKUC-I | SEL VS6-ESP-OEPL-AK-UG-C ) | \$26,383.50 | k | 31\% | \$18,204.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGEPOPLAKUC-K | SEL VSG-EEP-OEPL-AK-UG-C) | \$25,321.79 | K | 31\% | \$17,472.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VEEPSTDAUGC-I | SEL VS6-ESP-STD-AK-UG-C) | \$8,365.50 | k | 31\% | ${ }_{\text {\$ }}{ }^{5,7,772.20}$ | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6EPSTDAUGC-K | SEL VS6-ESP-STD-AK-UG-C) | \$8,389.52 | k | 31\% | \$5,788.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6ESEPLAKUC | SEL VS6-ES-OEPL-AK-UG-C) | \$24,750.00 | k | 31\% | \$17,077.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6ESEPLAKUC-I | SEL VSG-ES-OEPL-AK-UG-C) | \$28,957.50 | K k | $31 \%$ $31 \%$ | $\$ 19,980.68$ $\$ 19.216 .60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VEESPELAUGC | SEL VS6-ESP-EPL-AK-UG-C) | \$20,350.00 | k | 31\% | \$14,041.50 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | v6ESPELAUGC-I | SEL VS6-ESP-EPL-AK-UG-C) | \$23,809.50 | k | 31\% | \$16,428.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6ESPELAUGC-K | SEL VS6-ESP-EPL-AK-UG-C) | \$23,942.69 | k | 31\% | \$16,520.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6ESTDKUC | SEL VS6-ES-STD-AK-UG-C) | \$10,750.00 | K | 31\% | \$7,417.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | V6ESTDKUC-I | SEL VS6-ES-STD-AK-UG-C ) | $\$ 12,577.50$ $\$ 12,680.05$ | k k | $31 \%$ $31 \%$ | \$8,678.48 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | V6hPoeluc | SEL VS6-HYP-OEPL-UG-C ) | \$4,395.00 | k | 31\% | \$3,032.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6HPoELuc-I | SEL VS6-HYP-OEPL-UG-C ) | \$5,142.15 | k | 31\% | \$3,548.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGHPOELUC-K | SEL VS6-HYP-OEPL-UG-C ) | \$4,937.94 | k | 31\% | \$3,407.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGHPSTUGC | SEL VS6-HYP-STD-UG-C) | \$995.00 | k | 31\% | \$688.55 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |  |
| 5 | V6HPSTUGC-I | SEL VS6-HYP-STD-UG-C) | $\$ 1,164.15$ $\$ 1,168.40$ | K k | $31 \%$ $31 \%$ | \$803.26 $\$ 806.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | V6HYEPLUC | SEL VS6-HYP-EPL-UG-C) | \$3,495.00 | k | 31\% | \$2,411.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGHYEPLUC-I | SEL VS6-HYP-EPL-UG-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 | VGHYEPLUC-K | SEL VS6-HYP-EPL-UG-C) | \$4,118.14 | k | 31\% | \$2,841.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V6OENOELUC | SEL VSG-OENT-OEPL-UG-C) | $\$ 850.00$ $\$ 994.50$ | K k | $31 \%$ $31 \%$ | ${ }_{\text {\$ }} \mathbf{5} 5868.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VGOENOELUC-K | SEL VS6-OENT-OEPL-UG-C) | \$953.88 | k | 31\% | \$658.18 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | V60enoelupo | SEL VS6-OENT-OEPL-UG-PRO ) | \$423.50 | k | 31\% | \$292.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGOENOELUPO-I | SEL VS6-OENT-OEPL-UG-PRO ) | \$495.50 | K | 31\% | \$341.90 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VGOENOELUPO-K V6RESAD25UC | SEL VS6-OENT-OEPL-UG-PRO) <br> SEL VS6-RBSTD-ADV25-UG-C | $\$ 476.17$ $\$ 1,650.00$ | K k | $31 \%$ $31 \%$ | $\$ 328.56$ $\$ 1,138.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | v6RBSAD25UC-I | SEL VS6-RBSTD-ADV25-UG-C ) | \$1,930.50 | k | 31\% | \$1,332.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | V6RSSADD25UC-K | SEL VS6-RBSTD-ADV25-UG-C ) | \$1,942.23 | k | 31\% | \$1,340.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | VGSTDEPUGC | SEL VS6-STD-OEPL-UG-C ) | \$3,740.00 | k | 31\% | \$2,580.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | v6stdepugc-I | SEL VSG-STD-OEPL-UG-C) | \$4,375.80 | K | 31\% | \$3,019.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VGSTDEPUGC-K VGSTEPLUC | SEL VS6-STD-OEPL-UG-C) | $\$ 4,202.42$ $\$ 2,750.00$ | K k | $31 \%$ $31 \%$ | \$2,899.67 $\$ 1,897.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | V6STEPLUC-I | SEL VS6-STD-EPL-UG-C) | \$3,217.50 | k | 31\% | \$2,220.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 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 |  | 0.00 VMWARE |
| 5 | V7ATA25CV2-K V7ATATEUCV2-K | SEL VRT-ATAD25-C) SEL VR7-ATAD-ATEN-UG-C) | \$ $\$ 7,699.97$ | k k | $31 \%$ $31 \%$ | $\$ 5,312.98$ $\$ 4.263 .60$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | V7ATE25CV2-K | SEL VR7-ATEN25-C) | \$13,369.60 | k | 31\% | \$9,225.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VAAAPLDAUUGC | SEL VA-WAOA-PLLD-A-U-UG-C ) | \$174.00 | k | 31\% | \$120.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { NVP LEVEL } 1 \text { NET }}{\text { PRICE }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | VAAAPLDAUUGC-I | SEL VA-WAOA-PLLD-A-U-UG-C ) | \$181.83 | K | 31\% | \$125.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAAAPLDAUUGC-K | SEL VA-WAOA-PLLD-A-U-UG-C) | \$186.56 | k | 31\% | \$128.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAADAPLAUGC | SEL VA-WAD-WA-PLA-U-UG-C) | \$99.00 | k | 31\% | \$68.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAADAPLAUGC-I | SEL VA-WAD-WA-PLA-U-UG-C) | \$103.46 | K | $31 \%$ $31 \%$ | \$71.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 5 | VAADAPLAUGC-K | SEL VA-WAD-WA-PLA-U-UG-C) SEL VA-WAOS-PLL-A-D-UG-C) | \$106.11 $\$ 31.00$ | K k | $31 \%$ $31 \%$ | ${ }_{\text {\$21.23 }}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | VAASPLADUGC-I | SEL VA-WAOS-PLL-A-D-UG-C) | \$32.40 | k | 31\% | \$22.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAASPLADUGC-K | SEL VA-WAOS-PLL-A-D-UG-C) | \$33.21 | k | 31\% | \$22.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAOAPLAUUGC | SEL VA-WOAA-PLL-A-U-UG-C) | \$15.00 | k | 31\% | \$10.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAOAPLAUUGC-I | SEL VA-WOAA-PLL-A-U-UG-C) | \$15.68 | k | 31\% | \$10.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAOAPLAUUGC-K | SEL VA-WOAA-PLL-A-U-UG-C) | \$16.05 | k | 31\% | \$11.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VASAPLADUC | SEL VA-WSA-PLLA-D-UG-C ) | \$44.00 | k | 31\% | \$30.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VASAPLADUC-I VASAPLADUC-K | SEL VA-WSA-PLLA-D-UG-C) | $\$ 45.98$ $\$ 47.16$ | K | 31\% | \$31.73 $\$ 32.54$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | vawapadugc | SEL VA-WAOA-PLL-A-D-UG-C) | \$75.00 | k | 31\% | \$51.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAWAPADUGC-I | SEL VA-WAOA-PLL-A-D-UG-C) | \$78.38 | k | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vawapadugc-k | SEL VA-WAOA-PLL-A-D-UG-C) | \$80.06 | k | 31\% | \$55.24 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWAPLAUUC | SEL VA-WSA-PLLA-U-UG-C ) | \$99.00 | k | 31\% | \$68.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWAPLAUUC-I | SEL VA-WSA-PLLA-U-UG-C) | \$103.46 | k | 31\% | \$71.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWAPLAUUC-K | SEL VA-WSA-PLLA-U-UG-C ) | \$106.11 | k | 31\% | \$73.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWOAADAPLLUC | SEL VA-WOA-ADA-PLL-U-C ) | \$126.00 | k | 31\% | \$86.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAWOAADAPLLUC-I | SEL VA-WOA-ADA-PLL-U-C) | \$131.67 | K | 31\% | \$90.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VAWOAADAPLLUC-K | SEL VA-WOA-ADA-PLL-U-C) | $\$ 135.23$ $\$ 22.00$ | K | $31 \%$ $31 \%$ | \$93.31 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 5 | VAWOAAPLLADC | SEL VA-WOAA-PLL-A-D-C) SEL VA-WOAA-PLL-A-D | \$22.00 | k k | $31 \%$ $31 \%$ | \$15.18 $\$ 15.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VMWARE |
| 5 | VAWOAAPLLADC-K | SEL VA-WOAA-PLL-A-D-C) | \$23.56 | k | 31\% | \$16.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VaWoaApllauc | SEL VA-WOAA-PLL-A-U-C) | \$36.00 | k | 31\% | \$24.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWOAAPLLAUC-I | SEL VA-WOAA-PLL-A-U-C) | \$37.62 | k | 31\% | \$25.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWOAAPLLAUC-K | SEL VA-WOAA-PLL-A-U-C) | \$38.58 | k | 31\% | \$26.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWOAPLLADC | SEL VA-WOA-PLL-A-D-C) | \$90.00 | k | 31\% | \$62.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAWOAPLLADC-1 | SEL VA-WOA-PLL-A-D-C) SEL VA-WOA-PLL-A-D.C) | \$94.05 | K | 31\% | $\$ 64.89$ $\$ 66.34$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VAWOAPLLAUC | SEL VA-WOA-PLL-A-U-C) | \$180.00 | k | 31\% | \$124.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAWOAPLLAUC-I | SEL VA-WOA-PLL-A-U-C) | \$188.10 | k | 31\% | \$129.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWOAPLLAUC-K | SEL VA-WOA-PLL-A-U-C) | \$192.69 | k | 31\% | \$132.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWOEPLLIOUC | SEL VA-WOE-PLL-10U-C) | \$4,000.00 | K | $31 \%$ $31 \%$ | $\$ 2,760.00$ $\$ 8884$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VAWOEPLL10UC-I VAWOEPLLIOUC-K | SEL VA-WOE-PLL-10U-C) SEL VA-WOE-PLL-10U-C) | $\$ 4,180.00$ $\$ 4,286.70$ | K k | 31\% | \$ ${ }_{\$ 2,8854.20}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 50.00 VMWARE S0.00 VMWARE |
| 5 | VAWOEPLLUC | SEL VA-WOE-PLL-UC) | \$40,000.00 | k | 31\% | \$27,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | \$0.00 VMWARE |
| 5 | VAWOEPLLUC-I | SEL VA-WOE-PLL-U-C) | \$41,800.00 | k | 31\% | \$28,842.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWOEPLLUC-K | SEL Va-woe-pll-u-c ) | \$42,866.99 | k | 31\% | \$29,578.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vawosaduugc | SEL VA-WAOS-PLL-A-DU-UG-C ) | \$75.00 | k | 31\% | \$51.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWOSADUUGC-I | SEL VA-WAOS-PLL-A-DU-UG-C) | \$78.38 | K | 31\% | \$54.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | VAWOSADUUGC-K VAWOSPLLADC | SEL VA-WAOS-PLL-A-DU-UG-C ) SEL VA-WOS-PLL-A-D | $\$ 80.06$ $\$ 50.00$ | k k | $31 \%$ $31 \%$ |  | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | vawosplladc-I | SEL VA-WOS-PLL-A-D-C) | \$52.25 | k | 31\% | \$36.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vawosplladc-k | SEL VA-WOS-PLL-A-D-C) | \$53.59 | k | 31\% | \$36.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWOSPLLAUC | SEL VA-wos-PLL-A-U-C) | \$90.00 | k | 31\% | \$62.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWOSPLLAUC-I | SEL VA-WOS-PLL-A-U-C) | ${ }_{\text {¢ }} 994.05$ | K | 31\% | \$64.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VAWOSPLLAUC-K | SEL VA-WOS-PLL-A-U-C) | \$96.15 $\$ 158.00$ | K | 31\% | $\$ 66.34$ $\$ 109.02$ | \$90.00 | S0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$5000 | \$0.00 |  | S0.00 VMWARE |
| 5 | VAWPLLAUGC-I | SEL VA-WAOA-PLL-A-U-UG-C ) | \$165.11 | k | 31\% | \$113.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VAWPLLAUGC-K | SEL VA-WAOA-PLL-A-U-UG-C) | \$169.71 | k | 31\% | \$117.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VAWWSPLAUGC | SEL VA-WSD-WS-PLA-U-UG-C) | \$44.00 | k | 31\% | \$30.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VAWWSPLAUGC-I VAWWSPLAUGC-K | SEL VA-WSD-WS-PLA-U-UG-C) SEL VA-WSD-WS-PLA-U-UG-C | $\$ 45.98$ $\$ 47.16$ | K | 31\% | ${ }_{\text {\$332.54 }}$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VMWARE |
| 5 | VC-CMW-C | SEL VC-CMW-C) | \$40.00 | k | 31\% | \$27.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | vc-cmw-C-I | SEL VC-CMW-C) | \$44.00 | k | 31\% | \$30.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vc-CMW-C-K | SEL VC-CMS-3P-SSS-C) | \$35.44 | k | 31\% | \$24.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vCEPICC | SEL VC-EPIC-C) | \$60,000.00 | k | 31\% | \$41,400.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 5 | vCEPICC-I | SEL VC-EPIC-C) | \$70,200.00 | K | $31 \%$ $31 \%$ | \$488,438.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | VCEPCFCNDC | SEL VCS6-FND-C ) | $\$ 677,460.93$ $\$ 1,495.00$ | K k | 31\% | \$46,548.04 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | VCS6FNDC-I | SEL VCS6-FND-C ) | \$1,749.15 | k | 31\% | \$1,206.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VCS6FNDC-K | SEL VCS6-FND-C) | \$1,758.35 | K | 31\% | \$1,213.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VmWARE |
| 5 5 | VCS6FNSTUCV2 | SEL VCS6-FND-STD-UG-C SEL VCS6-FND-STD-UG-C | \$4,950.00 | K k | $31 \%$ $31 \%$ | $\underset{\$ 3,996.14}{ }$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 50.00 VMWARE |
| 5 | VCS6FNSTUCV2-K | SEL VCS6-FND-STD-UG-C) | \$5,834.35 | k | 31\% | \$4,025.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VCS6STDC-I | SEL VCS6-STD-C ) | \$7,014.15 | k | 31\% | \$4,839.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VCSGSTTCV2 | SEL VCSG-STD-C) | \$5,995.00 | k | 31\% | \$4,136.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VCSCSSTDCV2-K | SEL VCS6-STD-C) | \$77,060.22 | K | $31 \%$ $31 \%$ | \$4,871.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 5 | VCSRM625EC-1 | SEL VC-SRM6-25E-C) | \$12,375.00 | K k | $31 \%$ $31 \%$ | \$88,938.75 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VMWARE |
| 5 | VCSRM625EC-K | SEL VC-SRM6-25E-C) | \$13,905.91 | k | 31\% | \$9,595.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VCSRM625EUGC | SEL VC-SRM6-25E-UG-C) | \$8,250.00 | K | 31\% | \$5,692.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 5 | VCSRM625EUGC-I VCSRM625EUGC-K | SEL VC-SRM6-25E-UG-C) SEL VC-SRM6-25E-UG-C) | $\$ 9,652.50$ $\$ 9,308.92$ | K | 31\% | $\$ 6,660.23$ $\$ 6.423 .15$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0000 VMWARE |
| 5 | VcsRM625sc | SEL VC-SRM6-25s-C ) | \$4,875.00 | k | 31\% | \$3,363.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VCSRM625SC-I | SEL VC-SRM6-25S-C) | \$5,703.75 | k | 31\% | \$3,935.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VCSRM625SC-K | SEL VC-SRM6-25S-C ) | \$5,481.92 | k | 31\% | \$3,782.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VFD225VCV2-K | SEL VF-DD2-25VM-C) | \$21,107.88 | K | 31\% | \$14,564.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VFDD225VMC-I | SEL VF-DD2-25VM-C) | \$21,937.50 | k | 31\% | \$15,136.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | NVP LEVEL 1 NET PRICE | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | VFHYPM5C | SEL VF-HYPM5-C ) | \$360.00 | K | 31\% | \$248.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VFHYPM5C-I | SEL VF-HYPM5-C) | \$421.20 | k | 31\% | \$290.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VFHYPM5CV2-K | SEL VF-HYPM5-C ) | \$404.92 | k | 31\% | \$279.39 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VMAPLLDC-K | SEL L-MAW-PLL-D-C) | \$10.69 | k | 31\% | \$7.38 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VMAWPLLDC VMAWPLLDC- | SEL L-MAW-PLL-D-C SEL V-MAW-PLL-D | \$10.00 $\$ 10.00$ | k k | $31 \%$ $31 \%$ | $\$ 6.90$ $\$ 6.90$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VMBMLLDC-K | SEL V-MBM-PLL-D-C) | \$21.41 | , | 31\% | \$14.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VMBMPLLDC | SEL V-MBM-PLL-D-C) | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | 0.00 VMWARE |
| 5 | VMBMPLLDC-1 | SEL V-MBM-PLL-D-C) | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VMSPLLDC-K | SEL V-OMS-PLL-D-C) | \$75.05 | K | 31\% | \$51.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VNIUGENTOOUC | SEL VR-N-UG-AENX100-UG-C) | \$2,145.00 | K | 31\% | \$1,480.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VNIUGEN100UC-I VIIUGEN100UC-K | SEL VR-NI-UG-AENX100-UG-C) | \$2,509.65 |  | 31\% | \$1,731.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VNIUGENX10UC | SEL VR-N-UG-AENX100-UG-C ) | \$2,409.59 | K k | 31\% | $\underset{\text { \$1,662.62 }}{ }$ | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VNIUGENX10UC-I | SEL VR-NI-UG-AENX10-UG-C) | \$251.55 | k | 31\% | \$173.57 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VNIUGENX10UC-K | SEL VR-NI-UG-AENX10-UG-C ) | \$241.73 | k | 31\% | \$166.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vomspllic | SEL V-OMS-PLL-D-C) | \$70.00 | k | 31\% | \$48.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VOMSPLLDC-I | SEL V-OMS-PLL-D-C) | \$70.00 | k | 31\% | \$48.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| ${ }_{5}^{5}$ | VOMSPLLUC | SEL V-OMS-PLL-U-C) | \$140.00 | k | 31\% | \$96.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | Vomsplluc-1 | SEL V-OMS-PLL-U-C) | $\$ 140.00$ $\$ 14979$ | K K | 31\% | \$996.60 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VPSPMGMADDON | SEL V-PS-PMGM-ADDON) | \$3,500.00 | k | 31\% | \$2,415.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VPSPMGMADDON-I | SEL V-PS-PMGM-ADDON) | \$3,500.00 | k | 31\% | \$2,415.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | vPSPMGMADO-K | SEL V-PS-PMGM-ADDON) | \$3,750.38 | k | 31\% | \$2,587.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17AADENTUC | SEL VR17-AADV-ENT-UG-C) | \$960.00 | k | 31\% | \$662.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17AADENTUC-I | SEL VR17-AADV-ENT-UG-C) | \$1,123.20 | k | 31\% | \$775.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17AADENTUC-K | SEL VR17-AADV-ENTT-UG-C) | \$1,076.46 | K | 31\% | \$ $\$ 742.76$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17ADENTGC VR17ADENTGC-1 | SEL VR17-ADV-ENT-UG-C) SEL VR17-ADV-ENT-UG-C) | $\$ 1,650.00$ $\$ 1,930.50$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 1,138.50$ $\$ 1,332.05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR17ADENTGC-K | SEL VR17-ADV-ENT-UG-C) | \$1,857.95 | k | 31\% | \$1,281.99 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$5000 | \$80.00 |  | 0.00 VMWARE |
| 5 | vR17ADENUGC | SEL VR17-OADV-ENT-UG-C) | \$960.00 | k | 31\% | \$662.40 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17ADENUGC-I | SEL VR17-OADV-ENT-UG-C) | \$1,123.20 | k | 31\% | \$775.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vR17ADENUGC-K | SEL VR17-OADV-ENT-UG-C) | \$1,076.46 | k | 31\% | \$742.76 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17ADVC | SEL VR17-ADV-C) | \$6,245.00 | k | 31\% | \$4,309.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17ADVC-I | SEL VR17-ADV-C) | \$7,306.65 | k | 31\% | \$5,041.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VR17ADVC-K | SEL VR17-ADV-C) | $\$ 7,021.91$ $\$ 3.570 .00$ | K | $31 \%$ $31 \%$ | $\$ 4,845.12$ $\$ 2463$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | VR17BLADVUGC | SEL VR17-BCLC-ADV-UG-C) | $\$ 3,570.00$ $\$ 4,176.90$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | 31\% | \$2,882.06 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR17BLADVUGC-K | SEL VR17-BCLC-ADV-UG-C) | \$4,010.88 | k | 31\% | \$2,767.51 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17BLENTUC | SEL VR17-BCLC-ENT-UG-C ) | \$5,220.00 | k | 31\% | \$3,601.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17BLENTUC-I | SEL VR17-BCLC-ENT-UG-C) | \$6,107.40 | k | 31\% | \$4,214.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17BLENTUC-K | SEL VR17-BCLC-ENT-UG-C ) | \$5,865.00 | k | 31\% | \$4,046.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17BLOAUGC | SEL VR17-BCLO-ADVVGG-C) | \$1,370.00 | K | 31\% | \$945.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17BLOAUGC-K | SEL VR17-BCLO-ADV-UG-C) | \$1,543.82 | k | 31\% | \$1,065.24 | \$0.00 | \$0.00 | \$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17CLENTUC | SEL VR17-BCLO-ENT-UG-C) | \$3,020.00 | k | 31\% | \$2,083.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17CLENTUC-I | SEL VR17-BCLO-ENTTUG-C) | \$3,533.40 | K | 31\% | \$2,438.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17CLENTUC-K VR17ENTC | SEL VR17-BCLO-ENT-UG-C) | $\$ 3,397.95$ $\$ 7745.00$ | K k | 31\% | $\$ 2,344.59$ $\$ 5,344.05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR17ENTC-I | SEL VR17-ENT-C) | \$9,061.65 | k | 31\% | \$6,252.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17ENTC-K | SEL VR17-ENT-C) | \$8,695.99 | k | 31\% | \$6,000.23 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17ISODVUGC | SEL VR17-LIS40-ADV-UG-C) | \$1,370.00 | k | 31\% | \$945.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17ISODVUGC-I | SEL VR17-LLS40-ADV-UG-C) | \$1,602.90 | K | 31\% | \$1,106.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | VR17ISODVUGC-K VR17LCADUGC | SEL VR17-LLS4O-ADV-UG-C) SEL VR17-LIS4C-ADV-UG-C) | $\$ 1,543.82$ $\$ 5,220.00$ | k k | $31 \%$ $31 \%$ | $\$ 1,065.24$ $\$ 3,601.80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | VR17L4CADUGC-I | SEL VR17-LIS4C-ADV-UG-C) | \$6,107.40 | k | 31\% | \$4,214.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17L4CADUGC-K | SEL VR17-LIS4C-ADV-UG-C) | \$5,865.00 | k | 31\% | \$4,046.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | VR17L14CSTUC | SEL VR17-LIS4C-STD-UG-C) | \$2,470.00 | k | 31\% | \$1,704.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17LIUCSTUC-I | SEL VR17-LISCC-STD-UG-C) | \$2,889.90 | k | 31\% | \$1,994.03 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ |  |  |
| 5 | VR17LICSSTUC-K VR17LIOETUGC | SEL VR17-LIS4C-STD-UG-C) SEL VR17-LIS4O-ENT-UG-C) | $\$ 2,777.35$ $\$ 3,020.00$ | K k | $31 \%$ $31 \%$ | $\$ 1,916.37$ $\$ 2.083 .80$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | VR17LIOETUGC-I | SEL VR17-LIS4O-ENT-UG-C) | \$3,533.40 | k | 31\% | \$2,438.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17LIOETUGC-K | SEL VR17-LIS40-ENT-UG-C) | \$3,397.95 | k | 31\% | \$2,344.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17LISENUGC | SEL VR17-LIS4C-ENT-UG-C) | \$6,870.00 | k | 31\% | \$4,740.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17LISENUGC-I | SEL VR17-LIS4C-ENT-UG-C ) | \$8,037.90 | K | 31\% | \$\$5.546.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17LISENUGC-K VR170ADCSDUC | SEL VR17-LIS4C-ENT-UG-C) SEL VR17-OADVC-STD-UG-C ) | $\$ 7,699.97$ $\$ 1,095.00$ | K k | $31 \%$ $31 \%$ | $\$ 5,312.98$ $\$ 755.55$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR170ADCsDUC-I | SEL VR17-OADVC-STD-UG-C) | \$1,281.15 | k | 31\% | \$883.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170ADCsDUC-K | SEL VR17-OADVC-STD-UG-C ) | \$1,229.70 | k | 31\% | \$848.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170DENTUGC | SEL VR17-OADVC-ENT-UG-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 | VR170dENTUGC-I | SEL VR17-OADVC-ENT-UG-C ) | \$6,429.15 | k | 31\% | \$4,436.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170DENTUGC-K | SEL VR17-OADVC-ENT-UG-C ) | \$6,179.13 | K | 31\% | \$4,263.60 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR170ISSTUC | SEL VR17-OIST-STD-UG-C ) SEL VR17-OIST-STD-UG-C | \$ $\$ 1,920.00$ | K k | 31\% | $\$ 1,324.80$ $\$ 1,550.02$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | VR170Isstuc-k | SEL VR17-OIST-STD-UG-C ) | \$2,156.76 | k | 31\% | \$1,488.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR170ISVUGC | SEL VR17-OIST-ADV-UG-C) | \$4,670.00 | k | 31\% | \$3,222.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170ISVUGC-I | SEL VR17-OIST-ADV-UG-C) | \$5,463.90 | k | 31\% | \$3,770.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170ISVUGC-K | SEL VR17-OIST-ADV-UG-C) | \$5,252.07 | K | 31\% | \$3,623.93 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | VR170SCDVUC VR170scDVUC-I | SEL VR17-OSTC-ADV-UG-C) | \$56,495.00 | K k | $31 \%$ $31 \%$ | ${ }_{\$ 4,436.11}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR170scdvuc-k | SEL VR17-OSTC-ADV-UG-C) | \$6,179.13 | k | 31\% | \$4,263.60 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR170SENTGC | SEL VR17-OSTC-ENT-UG-C) | \$7,145.00 | k | 31\% | \$4,930.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR170SENTGC-I | SEL VR17-OSTC-ENT-UG-C ) | \$8,359.65 | k | 31\% | \$5,768.16 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | EMC LIST PRICE USD | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array} \\ \hline \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | VR170SENTGC-K | SEL VR17-OSTC-ENT-UG-C ) | \$8,006.44 | K | 31\% | \$5,524.44 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170STCSDGC | SEL VR17-OSTDC-STD-UG-C) | \$3,295.00 | k | 31\% | \$2,273.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170STCSDGC-I | SEL VR17-OSTDC-STD-UG-C) | \$3,855.15 | k | 31\% | \$2,660.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VR170STCSDGC-K | SEL VR17-OSTDC-STD-UG-C) | \$3,704.41 | k | 31\% | \$2,556.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170STONGC VR17OSTONGC-I | SEL VR17-OSTDO-ENT-UG-C ) <br> SEL VR17-OSTDO-ENT-UG-C ) | \$5,085.00 | k k | $\begin{aligned} & 31 \% \\ & 31 \% \end{aligned}$ | ${ }_{\text {\$ }}^{\$ 4,508.65}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR170STONGC-K | SEL VR17-OSTDO-ENT-UG-C) | \$5,719.43 | k | 31\% | \$3,946.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170TCTDUC | SEL VR17-OSTC-STD-UG-C ) | \$2,745.00 | k | 31\% | \$1,894.05 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | 0.00 VMWARE |
| 5 | VR170TCTDUC-I | SEL VR17-OSTC-STD-UG-C) | \$3,211.65 | k | 31\% | \$2,216.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR170TCTDUC-K | SEL VR17-OSTC-STD-UG-C) | \$3,083.82 | k | 31\% | \$2,127.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17SAVUC | SEL VR17-STD-ADV-UG-C) | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| ${ }_{5}^{5}$ | VR17SAVUC-I | SEL VR17-STD-ADV-UG-C) | \$3,217.50 | , | 31\% | \$2,220.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vR17SAVUC-K | SEL VR17-STD-ADV-UG-C) | \$3,091.48 | K | 31\% | \$2,133.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17SENTUC | SEL VR17-OIST-ENT-UG-C ) | \$6,320.00 | k | 31\% | \$4,360.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17SENTUC-I | SEL VR17-OIST-ENT-UG-C) | \$7,394.40 |  | 31\% | \$5,102.14 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
|  | VR17SENTUC-K | SEL VR17-OIST-ENT-UG-C) | \$7,106.19 | k | 31\% | \$4,903.27 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VR17STDC | SEL VR17-STD-C) | $\$ 3,745.00$ $\$ 4.38165$ | k | $31 \%$ $31 \%$ | \$2,584.05 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | VR17STDC-I | SEL VR17-STD-C) | $\$ 4,381.65$ $\$ 4,210.08$ | k k | $31 \%$ $31 \%$ | $\$ 3,023.34$ $\$ 2,904.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VR17STDSTDGC | SEL VR17-OSTDO-StD-UG-C ) | \$685.00 | k | 31\% | \$472.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17STDSTDGC-I | SEL VR17-OSTDO-STD-UG-C ) | \$801.45 | k | 31\% | \$553.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17STDSTDGC-K | SEL VR17-OSTDO-STD-UG-C ) | \$770.00 | k | 31\% | \$531.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR17STETUGC | SEL VR17-STD-ENT-UG-C) | \$4,400.00 | k | 31\% | \$3,036.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17STETUGC-I | SEL VR17-STD-ENT-UG-C) | \$5,148.00 | k | 31\% | \$3,552.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR17STETUGC-K | SEL VR17-STD-ENT-UG-C) | \$4,945.60 | k | 31\% | \$3,412.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR10AADVUGC | SEL VR17-OADVC-ADV-UG-C) | \$3,845.00 | k | 31\% | \$2,653.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR10AADVUGC-I | SEL VR17-OADVC-ADV-UG-C) | \$4,498.65 | K | $31 \%$ $31 \%$ | \$3,104.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR10AADVUGC-K VR1STADVUGC | SEL VR17-OADVC-ADV-UG-C) SEL VR17-OSTDC-ADV-UG-C) | $\$ 4,325.01$ $\$ 6,045.00$ | K k | 31\% | \$2,984.26 $\$ 4.171 .05$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VR1STADVUGC-I | SEL VR17-OSTDC-ADV-UG-C) | \$7,072.65 | k | 31\% | \$4,880.13 | \$0.00 | \$0.00 | \$0.00 | \$8000 | \$5000 | \$80.00 |  | 0.00 VMWARE |
| 5 | VR1STADVUGC-K | SEL VR17-OSTDC-ADV-UG-C ) | \$6,792.06 | k | 31\% | \$4,686.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR60ADVCC | SEL VR6-oadvc-c ) | \$2,750.00 | k | 31\% | \$1,897.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR60ADVCC-I | SEL VR6-OADVC-C ) | \$3,217.50 | k | 31\% | \$2,220.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRG6ADVCC-K | SEL VRG-OADVC-C) | \$3,091.48 | k | 31\% | \$2,133.12 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR6OSCOADCUC | SEL VRG-OSTC-OADVC-UG-C) | \$1,650.00 | k | 31\% | \$1,138.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VR60SCOADCUC-I | SEL VRG-OSTC-OADVC-UG-C) | \$1,930.50 | K | $31 \%$ $31 \%$ | \$1,332.05 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | VR60SCOADCUC-K VR60STCC | SEL VR6-OSTC-OADVC-UG-C ) SEL VR6-OSTC-C | $\$ 1,857.95$ $\$ 1,250.00$ | k k | $31 \%$ $31 \%$ | $\$ 1,281.99$ $\$ 862.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ |  | 0.00 VMWARE |
| 5 | VR60stcC-I | SEL VR6-OSTC-C) | \$1,462.50 | k | 31\% | \$1,009.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR60stcc-k | SEL VR6-OSTC-C ) | \$1,405.91 | k | 31\% | \$970.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR60stcoavcuc | SEL VR6-OSTDC-OADVC-UG-C ) | \$2,200.00 | k | 31\% | \$1,518.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR6OSTCOAVCUC-I | SEL VR6-OSTDC-OADVC-UG-C) | \$2,574.00 | k | 31\% | \$1,776.06 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR6OSTCOAVCUC-K | SEL VR6-OSTIDC-OADVC-UG-C) | \$2,470.89 | k | $31 \%$ $31 \%$ | \$1,704.91 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 5 | VR6VU100C VR6VU100C-I | SEL VR6-VU100-C SEL VR6-VU100-C | \$7,500.00 | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 5,175.00$ $\$ 6,054.75$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR6VU100C-K | SEL VR6-VU100-C) | \$8,466.14 | k | 31\% | \$5,841.64 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR6VU10C | SEL VR6-VU10-C) | \$750.00 | k | 31\% | \$517.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR6VU10C-I | SEL VR6-VU10-C) | $\$ 877.50$ $\$ 846.61$ | K k | $31 \%$ $31 \%$ | $\$ 605.48$ $\$ 584.16$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR7ATAD25CV2 | SEL VR7-ATAD25-C) | \$6,875.00 | k | 31\% | \$4,743.75 | \$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 000$ | \$ ${ }_{\$ 0.00}$ | \$5000 | \$ $\$ 0.00$ |  | 0.00 VMWWARE |
| 5 | VR7ATAD25CV2-I | SEL VR7-ATAD25-C) | \$8,043.75 | k | 31\% | \$5,550.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRTATATENuCV2 | SEL VRT-ATAD-ATEN-UG-C) | \$5,500.00 | k | 31\% | \$3,795.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRTATATENUCV2-1 | SEL VRT-ATAD-ATEN-UG-C) | \$6,435.00 | k | 31\% | \$4,440.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR7ATEN25CV2 | SEL VR7-ATEN25-C) | \$11,875.00 | k | 31\% | \$8,193.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VR7ATEN25CV2-I | SEL VRT-ATEN25-C ) | $\$ 13.893 .75$ <br> $\$ 3,325.00$ <br> , 080 | K K | $31 \%$ $31 \%$ | \$9,586.69 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | vR7AUTDT25C-I | SEL VR7-AUTDT $25-\mathrm{C}$ ) | \$3,890.25 | k | 31\% | \$2,684.27 | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ | \$ $\$ 0.00$ | \$0.00 | \$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VR7AUTDT25C-K | SEL VR7-AUTDT25-C) | \$3,735.06 | k | 31\% | \$2,577.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR700AVUGC | SEL VR17-OSTDO-ADV-UG-C ) | \$3,435.00 | k | 31\% | \$2,370.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VR700AVUGC-I | SEL VR17-OSTDO-ADV-UG-C) | \$4,018.95 | k | 31\% | \$2,773.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VR7OOAVUGC-K | SEL VR17-OSTDO-ADV-UG-C) | \$3,857.65 | k | 31\% | \$2,661.78 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRTSTCENTUGC | SEL VR17-OSTDC-ENT-UG-C) SEL VR17-OSTDC-ENT-UG-C) | \$6,995.00 | K k | $31 \%$ $31 \%$ | \$4,826.55 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VRTSTCENTUGC-K | SEL VR17-OSTDC-ENT-UG-C) | \$7,853.20 | k | 31\% | \$5,418.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vRBCLADVCC | SEL VR-bCLADVC-C) | \$3,000.00 | k | 31\% | \$2,070.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRBCLADVCC-I | SEL VR-BCLADVC-C) | \$3,510.00 | k | 31\% | \$2,421.90 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VRBCLADVCC-K | SEL VR-BCLADVC-C) SEL VR-BCLADVO-25-C | $\$ 3,374.96$ $\$ 5,00000$ | K k | $31 \%$ $31 \%$ | \$2,328.72 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE |
|  | VRBCLADVO25C-I | SEL VR-BCLADVO-25-C) | \$5,850.00 | k | 31\% | \$4,036.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRBCLADVO25C-K | SEL VR-BCLADVO-25-C) | \$5,619.83 | k | 31\% | \$3,877.68 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRCODE2CC | SEL VR-Code2c-c ) | \$5,450.00 | k | 31\% | \$3,760.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRCODE2CC-I- | SEL VR-CODE2C-C) | \$6,376.50 | K | 31\% | \$4,399.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWare |
| 5 | VRCODE2CC-K VRCODE2OC | SEL VR-CODE2C-C) | $\$ 6,125.50$ $\$ 545.00$ | K k | 31\% | \$4,226.60 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | vRCODE20C-I | SEL VR-Codere-c ) | \$637.65 | k | 31\% | \$439.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRCODE2OC-K | SEL VR-CODE2O-C ) | \$612.55 | k | 31\% | \$422.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRLIS4CPUC | SEL VR-LIS4-CPU-C) | \$1,500.00 | k | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRLIS4CPUC-I | SEL VR-LIS4-CPU-C) | \$1,755.00 | K | 31\% | \$1,210.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | VRLIS4CPUC-K | SEL VR-LIS4-CPU-C) | \$1,689.40 | K k | $31 \%$ $31 \%$ | $\$ 1,165.69$ $\$ 3,450.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VRLIS4025C-I | SEL VR-LIS40-25-C) | \$5,850.00 | k | 31\% | \$4,036.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VRLIS4025C-K VRNIAEXUPRO | SEL VR-LIS4O-25-C) SEL VR-NL-AENXC-UG-PRO) | $\$ 5.619 .83$ $\$ 209.00$ | K K | 31\% | \$3,877.68 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
|  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |  | 0.00 VMWARE |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | sku | DESCRIPTION | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { PRICE }}{\text { NVP LEVEL } 1 \text { NET }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | VRNIAEXUPRO-I | SEL VR-NI-AENXC-UG-PRO) | \$244.53 | K | 31\% | \$168.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIAEXUPRO-K | SEL VR-N-AENXC-UG-PRO) | \$234.83 | k | 31\% | \$162.03 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIANX100C | SEL VR-NI-ANX100-C) | \$2,500.00 | k | 31\% | \$1,725.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNAANX100C-I | SEE VR-NI-ANX100-C) | \$2,925.00 | K | 31\% | \$2,018.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIANX100C-K VRNIANX10C | SEL VR-NI-ANX100-C ) <br> SEL VR-NI-ANX10-C) | \$2,808.00 $\$ 250.00$ | k k | $31 \%$ $31 \%$ | \$1,937.52 $\$ 172.50$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VRNIANX10C-I | SEL VR-NI-ANX10-C) | \$229.50 | k | 31\% | \$201.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIANX10C-K | SEL VR-NL-ANX $10-\mathrm{C}$ ) | \$280.80 | k | 31\% | \$193.75 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | 0.00 VMWARE |
| ${ }_{5}^{5}$ | VRNIANXCC | SEL VR-N-ANXC-C) | \$1,245.00 | k | 31\% | \$859.05 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRNIANXCC-I | SEL VR-N-ANXC-C) | \$1,456.65 | k | 31\% | \$1,005.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIANXCC-K | SEL VR-NI-ANXC-C) | \$1,398.25 | K | $31 \%$ $31 \%$ | \$9664.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIENX100C | SEL VR-NI-ENX100-C ) | \$4,450.00 |  | 31\% | \$3,070.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIENX100C-I | SEL VR-NI-ENX100-C) | \$5,206.50 | K | 31\% | \$3,542.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIENX100C-K | SEL VR-NI-ENX $100-\mathrm{C}$ ) | \$4,999.23 | K | $31 \%$ $31 \%$ | $\$ 3,449.47$ $\$ 307$ $\$$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | VRNIENX10C VRNIENX10C-I | SEL LR-N-ENX10-C) SEL VR-NI-EN $10-\mathrm{C}$ | \$445.00 | k k | $31 \%$ $31 \%$ | \$307.05 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VRNIENX10C-K | SEL VR-NI-ENX10-C) | \$499.92 | k | 31\% | \$344.94 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIENXCC | SEL VR-N-ENXC-C) | \$2,195.00 | k | 31\% | \$1,514.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNienxCc-I | SEL VR-NI-ENXC-C ) | \$2,568.15 | k | 31\% | \$1,772.02 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VRNIENXCC-K | SEL VR-NI-ENXC-C) | \$2,470.89 | k | 31\% | \$1,704.91 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRNIUAEXCUC | SEL VR-NIUGG-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 | VRNIUAEXCUC-I VRNIUAEXCUC-K | SEL VR-NI-UG-AENXC-UG-C) | \$1,222.65 | k | 31\% | \$843.63 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VRNIUAEXCUC-K | SEL VR-NI-UG-AENXC-UG-C) | $\$ 1,176.06$ $\$ 6.875 .00$ | K | 31\% | $\$ 811.48$ $\$ 4.743 .75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | VROADV25C | SEL VR6-OADD25-C ) | $\$ 6,875.00$ $\$ 8,043.75$ | k k | $31 \%$ $31 \%$ | $\$ 4,743.75$ $\$ 5,550.19$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VROADV25C-K | SEL VR6-OADV25-C) | \$7,699.97 | k | 31\% | \$5,312.98 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROADVOENTUGC | SEL VRG-OADV-OENT-UG-C ) | \$11,550.00 | k | 31\% | \$7,969.50 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROADVOENTUGC-I | I SEL VRG-OADV-OENT-UG-C) | \$13,513.50 | k | 31\% | \$9,324.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROADVOENTUGC-r | rSEL VRG-OADV-OENT-UG-C) | \$12,986.52 | k | 31\% | \$8,960.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROAMADC | SEL VR-OAMAD-C) | \$1,500.00 | K | 31\% | \$1,035.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VROAMADC-1 | SEL VR-OAMAD-C) SEL VR-OAMAD-C) | $\$ 1,755.00$ $\$ 1,689.40$ | K k | 31\% | \$1,210.95 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VROENT25C | SEL VR6-OENT25-C ) | \$17,375.00 | k | 31\% | \$11,988.75 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROENT25C-I | SEL VR6-OENT $25-\mathrm{C}$ ) | \$20,328.75 | k | 31\% | \$14,026.84 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROENT25C-K | SEL VR6-OENT $25-\mathrm{C}$ ) | \$19,498.93 | k | 31\% | \$13,454.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROSTACK4ADC | SEL VR-OSTACK4-AD-C ) | \$495.00 | k | 31\% | \$341.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROSTACK4ADC-I | SEL VR-OSTACK4-AD-C) | \$579.15 |  | 31\% | \$399.61 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VROSTACKAADC-K VROSTACK4C | SEL VR-OSTACK4-AD-C) | $\$ 556.62$ $\$ 995.00$ | K | 31\% | \$384.07 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VROSTACK4C | SEL VR-OSTACK4-C) | \$999.00 | K k | 31\% | $\$ 686.55$ $\$ 803.26$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ |  | 0.00 VMWWARE |
| 5 | VROSTACK4C-K | SEL VR-OSTACK4-C) | \$1,114.77 | k | 31\% | \$769.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROSTD25C | SEL VR6-OSTD25-C) | \$3,125.00 | k | 31\% | \$2,156.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VROSTD25C-I | SEL VR6-0STD25-C ) | \$3,656.25 | k | 31\% | \$2,522.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VROSTD25C-K | SEL VR6-OSTD25-C) | \$3,512.87 | k | 31\% | \$2,423.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VRostdoadvugc | SEL VRG-OSTD-OADV-UG-C ) | \$4,125.00 | k | 31\% | \$2,846.25 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vRostdoadvugc- | I SEL VRG-OSTD-OADV-UG-C) | \$4,826.25 | K | $31 \%$ $31 \%$ | \$3,330.11 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VROSTDOADVUGC--1 VROSTDOENTUGC | SEL VRG-OSTD-OADV-UG-C) SEL VRG-OSTD-OENT-UG-C) | $\$ 4,639.14$ $\$ 15,675.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{~K} \end{aligned}$ | $31 \%$ $31 \%$ | $\$ 3,201.01$ $\$ 10,815.75$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | VROSTDOENTUGC-I | SEL VRG-OSTD-OENT-UG-C) | \$18,339.75 | k | 31\% | \$12,654.43 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.00 |  | 0.00 VMWARE |
| 5 | VROSTDOENTUGC-k | -SEL VRG-OSTD-OENT-UG-C) | \$17,583.51 | k | 31\% | \$12,132.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6DT100VMC | SEL VS6-DT100VM-C) | \$8,000.00 | k | 31\% | \$5,520.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6DT100VMC-I | SEL VS6-DT100VM-C) | \$9,360.00 $\$ 938553$ | K | $31 \%$ $31 \%$ | \$6,458.40 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | vS6EPLAKC | SEL VS6-EPL-AK-C ) | \$22,995.00 | k | 31\% | \$15,866.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vs6EPLAKC-I | SEL VS6-EPL-AK-C) | \$26,904.15 | k | 31\% | \$18,563.86 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 5 | VS6EPLAKC-K | SEL VS6-EPL-AK-C) | $\begin{array}{r}\text { \$27,083.97 } \\ \$ 3,495.00 \\ \hline\end{array}$ | K | 31\% | \$18,687.94 $\$ 2411.55$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  |  |
| 5 5 | VS6EPLC | SEL VS6-EPL-C ) | \$3,495.00 | K k | 31\% | ${ }_{\text {\$2, }}^{\$ 2,811.55}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | vs6EPLC-K | SEL VS6-EPL-C) | \$4,118.14 | k | 31\% | \$2,841.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vs6ESESPLUGC | SEL VS6-ES-ESPL-UG-C ) | \$4,400.00 | k | 31\% | \$3,036.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | vs6ESESPLUGC-I | SEL VS6-ES-ESPL-UG-C) | \$4,400.00 | k | 31\% | \$3,036.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | vs6ESESPLUGC-K | SEL VS6-ES-ESPL-UG-C) | \$5,183.11 | k | 31\% | \$3,576.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6ESPKITC | SEL VS6-ESP-KIT-C) | \$4,495.00 | k | 31\% | \$3,101.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6ESPKITC-I | SEL VS6-ESP-KIT-C) | \$4,495.00 | k | 31\% | \$3,101.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6ESPKITC-K | SEL VS6-ESP-KIT-C) | $\$ 5,298.04$ $\$ 3.820 .75$ | K K | $31 \%$ $31 \%$ | $\$ 3,655.65$ $\$ 2636.32$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6ESPKITPRO-I | SEL VS6-ESP-KIT-PRO) | ${ }_{\$ 3,820.75}^{\$ 3,20.75}$ | k | 31\% | ${ }_{\$ 2,636.32}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6ESPKITPRO-K | SEL VS6-ESP-KIT-PRO) | \$4,501.23 | k | 31\% | \$3,105.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 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 | SEL VS6-ESSL-KIT-C) SEL VS6-ESSL-KIT | \$5579.15 | K k | $31 \%$ $31 \%$ | \$399.61 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VmWARE 0.00 VMWARE |
| 5 | vs6oeplakc | SEL VSG-OEPL-AK-C) | \$24,995.00 | k | 31\% | \$17,246.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VS60EPLAKC-I | SEL LSG-OEPL-AK-C) | \$29,244.15 | k | 31\% | \$20,178.46 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | Vs60EPLAKC-K | SEL VSG-OEPL-AK-C) | \$28,079.99 | k | 31\% | \$19,375.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS60EPLC | SEL VS6-OEPL-C) | \$4,395.00 | K | 31\% | \$3,032.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS60EPLC-K | SEL VS6-OEPL-C) | \$ $\$ 4,937.94$ | k | 31\% | ${ }_{\text {\$3, }}$ \$07.18 | \$0.00 | \$0.00 | \$0.00 | \$8000 | \$0.00 | \$80.00 |  | 0.00 VMWARE |
| 5 | vs6RbADV25C | SEL vS6-RBADV25-C ) | \$4,500.00 | k | 31\% | \$3,105.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |
| 5 | VSGRBADV25C-I | SEL VS6-RBADV25-C) | \$5,265.00 | K | 31\% | \$3,632.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | VS6RBADV25C-K vS6RBSTD25C | SEL VS6-RBADV25-C) SEL VS6-RBSTD25-C) | $\$ 5,298.04$ $\$ 3,00000$ | k k | $31 \%$ $31 \%$ | $\$ 3,655.65$ $\$ 2.070 .00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE 0.00 VMWARE |
| 5 | vs6RBSTD25C-I | SEL vS6-RBSTD25-C) | ${ }_{\$ 3,510.00}$ | k | 31\% | \$2,421.90 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VMWARE |
| 5 | vs6RBSTD25C-k | SEL vs6-RBSTD25-C ) | \$3,535.86 | k | 31\% | \$2,439.74 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 0.00 VmWARE |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{gathered} \text { EMC } \\ \text { LIST PRICE USD } \end{gathered}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\underset{\text { NVP LEVEL } 1 \text { NET }}{\text { PRICE }}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | VS6SO8CPUC | SEL VS6-SO-8CPU-C ) | \$4,795.00 | K | 31\% | \$3,308.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VS6SO8CPUC-I | SEL VS6-SO-8CPU-C) | \$5,610.15 | k | 31\% | \$3,871.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | vs6sobcPuc-k | SEL vS6-SO-8CPU-C) | \$5,650.48 | k | 31\% | \$3,898.83 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VV6Soeplugc | SEL VS6-SO-EPL-UG-C ) | \$3,175.00 | K | $31 \%$ $31 \%$ | \$2,197.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 5 | VS6SOEPLUGC-I | SEL VS6-SO-EPL-UG-C SEL VS6-SO-EPL-UG-C | $\$ 3,726.45$ $\$ 3,750.38$ | K k | $31 \%$ $31 \%$ | $\$ 2,571.25$ $\$ 2,587.76$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | VS6GOEPUGC | SEL VS6-SO-OEPL-UG-C) | ${ }_{\text {¢4, }}$ \$3,75.00 | k | 31\% | ${ }_{\text {\$ }} \mathbf{\$ 2 , 8 8 0 . 7 5}$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | vs6soepucc-l | 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 |  | 50.00 VmWARE |
| 5 | vs6SoEPUGC-K | SEL VS6-SO-OEPL-UG-C ) | \$4,914.96 | k | 31\% | \$3,391.32 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VS6STDAKC | SEL VS6-STD-AK-C ) | \$10,995.00 | k | 31\% | \$7,586.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vS6stdakc-I | SEL VS6-STD-AK-C) | \$12,864.15 | k | 31\% | \$8,876.26 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | vS6STDAKC-K | SEL VS6-STD-AK-C ) | \$12,986.52 | k | 31\% | \$8,960.70 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VS6STDC | SEL VS6-STD-C ) | \$995.00 $\$ 1.164 .15$ | K | 31\% | $\$ 686.55$ $\$ 803.26$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 S0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | vs6stDC-K | SEL VS6-STD-C) | \$1,168.40 | k | 31\% | \$806.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VTELPLLDC | SEL V-TEL-PLL-D-C ) | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vtelplldc-I | SEL V-TEL-PLL-D-C ) | \$20.00 | k | 31\% | \$13.80 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VTELPLLD-K | SEL V-TEL-PLL-D-C ) | \$21.41 | k | 31\% | \$14.77 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vWAOPLLAUGC | SEL VA-WAOS-PLL-A-U-UG-C) | \$59.00 | k | 31\% | \$40.71 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vWAOPLLAUGC-I | SEL VA-WAOS-PLL-A-U-UG-C) | \$61.66 | k | 31\% | \$42.55 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VWAOPLLAUGC-K | SEL VA-WAOS-PLL-A-U-UG-C ) | \$63.25 | k | 31\% | \$43.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VWOAAPLLDC | SEL V-WOAA-PLL-D-C) | \$22.00 | K | 31\% | \$15.18 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VWOAAPLLDC-I | SEL V-WOAA-PL-D-C) | $\$ 22.99$ $\$ 23.56$ | K | $31 \%$ $31 \%$ | \$15.86 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 5 | VWOAAPLLDC-K VWOAAPLLUC | SEL V-WOAA-PLL-D-C) | $\$ 23.56$ $\$ 36.00$ | K | 31\% | \$16.26 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | VWOAAPLLUC-I | SEL V-WOAA-PLL-U-C) | \$37.62 | k | 31\% | \$25.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vWOAAPLLUC-K | SEL V-WOAA-PLL-U-C) | \$38.58 | k | 31\% | \$26.62 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 Vmware |
| 5 | vWOADPLUCV2 | SEL V-WOA-AD-PLL-U-C ) | \$126.00 | k | 31\% | \$86.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VWOADPLUCV2-I | SEL V-WOA-AD-PLL-U-C) | \$131.67 | k | 31\% | \$90.85 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | vwoadplucv2-k | SEL V-WOA-AD-PLL-U-C) | \$135.23 | K | 31\% | \$93.31 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | VWOAPLLDC VWOAPLIDC-I | SEL V-WOA-PLL-D-C) SEL V-WOA-PLL-D-C) | $\$ 90.00$ $\$ 94.05$ | K | 31\% | \$62.10 $\$ 64.89$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ 50.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 0.00 VMWARE |
| 5 | vWoAPLLDC-K | SEL V-WOA-PLL-D-C) | \$96.15 | k | 31\% | \$66.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | vwoApucv2 | SEL V-WOA-PLL-UC ${ }^{\text {( }}$ | \$180.00 | k | 31\% | \$124.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vWOAPUCV2-1 | SEL V-WOA-PLL-UC ${ }^{\text {( }}$ | \$188.10 | k | 31\% | \$129.79 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VWOAPUCV2-K | SEL V-WOA-PLL-U-C) | \$192.69 | K | 31\% | $\$ 132.96$ $\$ 27600$ | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VWOEPLL10UC | SEL V-WOE-PL--10U-C ( | $\$ 4,000.00$ $\$ 4,180.00$ | k k | 31\% | $\$ 2,760.00$ $\$ 2,884.20$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE S0.00 VMWARE |
| 5 | VWOEPLLIOUC-K | SEL V-WOE-PLL-10U-C) | \$4,286.70 | k | 31\% | \$2,957.82 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | vwoeplluc | SEL V-WOE-PLL-U-C) | \$40,000.00 | k | 31\% | \$27,600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vwoepluc-I | SEL V-WOE-PLL-UC ${ }^{\text {( }}$ | \$41,800.00 | k | 31\% | \$28,842.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | VWOEPLLUC-K | SEL V-WOE-PLL-UC ${ }^{\text {( }}$ | \$42,866.99 | k | 31\% | \$29,578.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vwosplide | SEL V-WOS-PLL-D-C) | \$50.00 | K | 31\% | \$34.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | VWOSPLLDC--1 vwosplidc-k | SEL V-WOS-PLL-D-C) SEL V-WOS-PLL-D.C) | $\$ 52.25$ $\$ 53.59$ | k | $31 \%$ $31 \%$ | \$36.05 $\$ 36.98$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE S0.00 VMWARE |
| 5 | vwospllucv2-K | SEL V-WOS-PLL-UC) | \$96.15 | k | 31\% | \$66.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vwospucv2 | SEL V-WOS-PLL-UC ${ }^{\text {( }}$ | \$90.00 | k | 31\% | \$62.10 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | vWOSPUCV2-I | SEL V-WOS-PLL-U-C) | \$94.05 | k | 31\% | \$64.89 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | VWSDWPLAUUC | SEL VA-WSD-WA-PLA-U-UG-C) | $\$ 143.00$ $\$ 1494$ | K | 31\% | \$98.67 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 5 | VWSDWPLAUUC-1 | SEL VA-WSD-WA-PLA-U-UG-C) SEL VA-WSD-WA-PLA-U-UG-C ) | \$149.44 $\$ 153.62$ | K k | $31 \%$ $31 \%$ | \$103.11 $\$ 106.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 50.00 VMWARE 0.00 VMWARE |
| 5 | WS14PLAYC | SEL WS14-PLAY-C ) | \$149.99 | k | 31\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | WS14PLAYC-I | SEL WS14-PLAY-C) | \$152.99 | k | 31\% | \$105.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | WS14PLAYC-K | SEL WS14-PLAY-C) | \$155.49 | k | 31\% | \$107.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | WS14PLAYYGC | SEL WS14-PLAY-UG-C ) | ${ }_{\$ 871.59}$ | K | 31\% | \$55.19 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | \$0.00 VMWARE |
| 5 | WS14PLAYUGC-K | SEL WS14-PLAY-UG-C) | \$82.71 | k | 31\% | \$57.07 | \$0.00 | S0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 | WS14POPAYUGC | SEL WS 14-PRO-PLAY-UG-C ) | \$99.99 | k | 31\% | \$68.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | WS 14POPAYUGC-I | SEL WS14-PRO-PLAY-UG-C) | \$101.99 | K | 31\% | \$70.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | S0.00 VMWARE |
| 5 5 | WS14POPAYUGC-K WS14PROC | SEL WS14-PRO-PLAY-UG-C) SEL WS 14-PRO-C | \$103.39 $\$ 249.99$ | k k | $31 \%$ $31 \%$ | $\$ 71.34$ $\$ 172.49$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VMWARE |
| 5 | WS14PROC-I | SEL WS 14-PRO-C) | \$254.99 | k | 31\% | \$175.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | WS14PROC-K | SEL WS14-PRO-C ) | \$258.16 | k | 31\% | \$178.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VmWARE |
| 5 | wS14PROUGC | SEL WS14-PRO-UG-C) | \$149.99 | k | 31\% | \$103.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VMWARE |
| 5 | WS14PROUGC-I | SEL WS14-PRO-UG-C) | \$152.99 | K | 31\% | \$105.56 | \$0.00 | \$0.00 | $\$ 0.00$ | $\$ 0.00$ | \$0.00 |  |  | 0.00 VMWARE |
| 5 5 | WS 14PROUGC-K | SEL WS14-PRO-UG-C ) | $\$ 155.49$ $\$ 614.40$ | K | $31 \%$ $31 \%$ | \$107.29 $\$ 423.94$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 00.00 VMWARE <br> $\$ 0.00$ 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 |  | 50.00 vsc CLOUD SOFT |
| 5 | VSC-OS-PRM-24-T0 | SEL Storage Cloud Prm Cap 1TB | \$1,449.99 | k | 31\% | \$1,000.49 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 vsc CLOUD SOFT |
| 5 | VSC-OS-PRM-24-T1 | SEL Storage Cloud Prm Cap 2-5007B | \$1,425.41 | k | 31\% | \$983.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VSC CLOUD SOFT |
| 5 | VSC-OS-PRM-24-T2 | SEL Storage Cloud Prm Cap 51-5007B | \$1,400.84 | K | 31\% | \$966.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 5 | VSC-OS-PRM-24-T3 | SEL Storage Cloud Prm Cap 501-1000TB SEL Storage Cloud Prm Cap 1001+TB | $\$ 1,376.26$ $\$ 1,351.68$ | k k | $31 \%$ $31 \%$ | $\$ 949.62$ $\$ 932.66$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | $\$ 0.00$ VSC CLOUD SOFT $\$ 0.00$ 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 |  | 50.00 vsc CLOUD SoFT |
| 5 | vSC-OS-PRM-36-T1 | SEL Storage Cloud Prm Cap 2-50TB | \$2,138.12 | K | 31\% | \$1,475.30 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VSC CLOUD SOFT |
| 5 | VSC-OS-PRM-36-T2 | SEL Storage Cloud Prm Cap 51-5007B | \$2,101.25 | k | 31\% | \$1,449.86 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 00.00 VSC CLOUD SOFT |
| 5 5 | VSC-OS-PRM-36-T3 | SEL Storage Cloud Prm Cap 501-1000TB SEL Storage Cloud Prm Cap 1001+TB | \$2,064.39 $\$ 2.027 .52$ | K | $31 \%$ $31 \%$ | $\$ 1,424.43$ $\$ 1,398.99$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | S0.00 VSC CLOUD SOFT 50.00 Vsc cloud soft |
| 5 | VSC-OS-SIA-24-T0 | SEL Storage Cloud Std IA Cap | S $\$ 307.20$ | k | 31\% | \$211.97 | \$0.00 | \$0.00 | \$0.00 | ${ }_{\$ 0.00}$ | \$0.00 | \$0.00 |  | 00.00 Vsc CLOUD SOFT |
| 5 | vsC-os-SIA-36-T0 | SEL Storage Cloud Std IA Cap | \$460.80 | k | 31\% | \$317.95 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 vsc CLOUD SoFT |
| 5 | VSC-OS-sTD-24-T0 | SEL Storage Cloud Std Cap 1TB | \$737.28 |  | 31\% | \$508.72 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | 50.00 VSC CLOUD SOFT |
| 5 5 | VSC-OS-STD-24-T1 vSC-OS-STD-24-T2 | SEL Storage Cloud Std Cap 2-507B SEL Storage Cloud Std Cap 51-500TB | $\$ 725.00$ $\$ 712.71$ | k | 31\% | $\$ 500.25$ $\$ 491.77$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | s0.00 VSC CLOUD SOFT 50.00 vsc cloud soft |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | description | $\begin{array}{\|c\|} \hline \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{array} \\ \hline \end{array}$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT Enh mnt Lp | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | Renewal | THIRD PARTY PRODUCT PARTNER |
| ${ }_{5}^{5}$ | VSC-OS-STD-24-T3 | SEL Storage Cloud Std Cap 501-1000TB | \$700.42 | K | 31\% | \$483.29 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vSC CLOUD SOFT |
| 5 | vSC-OS-STD-24-T4 | SEL Storage Cloud Std Cap 1001+TB | \$688.13 | k | 31\% | \$474.81 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Vsc CLOUD SOFT |
| 5 | VSC-OS-STD-36-T0 | SEL Storage Cloud Std Cap 1TB | \$1,105.92 | K | 31\% | \$763.08 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | vsc cloud soft |
| 5 | vSC-OS-STD-36-T1 | SEL Storage Cloud Std Cap 2-50TB | \$1,087.49 | k | 31\% | \$750.37 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | Vsc cloud soft |
| 5 | VSC-OS-STD-36-T2 | SEL Storage Cloud Std Cap 51-5007B | \$1,069.06 | K | 31\% | \$737.65 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | Vsc Cloud soft |
| 5 5 | vsc-os-sto-36-3 | SEL Storage Cloud Std Cap 501-10007B | \$1,050.63 | K | 31\% | \$724.93 | $\$ 0.00$ $\$ 0.00$ | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 \$0.00 | $\$ 0.00$ $\$ 0.00$ |  | vsc cloud soft |
| 5 | 456-111-483 |  | \$961.29 | k | 31\% | \$663.29 | \$259.55 | \$240.32 | \$211.48 | \$0.00 | \$0.00 | \$0.00 | \$240. | 2 vxRall Software |
| 5 | 456-111-484 | HCIA NP UPG VSPH STD TO VSOM E+ 1CPU= | \$3,631.54 | k | 31\% | \$2,505.76 | \$980.52 | \$907.89 | \$798.94 | \$0.00 | \$0.00 | \$0.00 | \$907. | vXRAIL SOFTWARE |
| 5 | 456-111-485 | HCIA NP UPG VSPH STD TO E+ 1CPU=IG | \$2,670.25 | k | 31\% | \$1,842.47 | \$720.97 | \$667.56 | \$587.46 | \$0.00 | \$0.00 | \$0.00 | \$667. | 6 vXRAIL SOFTWARE |
| 5 | 456-111-486 | HCIA NP UPG VSPH ROBO STD TO ADV 25Vn | \$1,602.15 | k | 31\% | \$1,105.48 | \$432.58 | \$400.54 | \$352.47 | \$0.00 | \$0.00 | \$0.00 | \$400. | VXRAIL SOFTWARE |
| 5 | 456-112-413 | HCIA NP VSOM E+ 1 CPU w/ 1 Yr Maint=IG | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067. | vXRAIL SOFTWARE |
| 5 | 456-112-414 | HCIA NP VSOM E+ 1 CPU w/ 2 Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067. | VXRALL SoFTWARE |
| 5 | 456-112-415 | HCIA NP VSOM E+ 1 CPU W/ 3Yr Maint $=16$ | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0. | VXPALL Software |
| 5 | 456-112-416 | HCIA NP VSOM E+ + CPU W/ 4Yr Maint $=16$ | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,067.0.0. | VXRALL SOFTWARE VXRAIL SOFTWARE |
| $5$ | $\begin{aligned} & 456-112-417 \\ & 456-112-418 \end{aligned}$ | HCIA NP VSOM E+ 1 CPU w/ 5 Yr Maint=IG HCIA NP VSPH E+ 1 CPU w/ 1 Yr Maint=IG | $\$ 4,268.00$ $\$ 3,394.00$ | k | $31 \%$ $31 \%$ | ${ }_{\$ 2,341.86}$ | \$1,152.36 $\$ 916.38$ | $\$ 1,067.00$ $\$ 848.50$ | \$938.96 $\$ 746.68$ | $\begin{aligned} & \$ 0.00 \\ & \$ 0.00 \end{aligned}$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,067$. $\$ 848$ | VXRALL SOFTWARE |
| 5 | 456-112-419 | HCIA NP VSPH E+ 1 CPU $\mathrm{w} / 2 \mathrm{Yr}$ Maint $=1 \mathrm{G}$ | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848. | VXRAIL SOFTWARE |
| 5 | 456-112-420 | HCIA NP VSPH E+ 1 CPU $\mathrm{w} / 3 \mathrm{Y} \mathrm{r}$ Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848. | vXRALL SoFTWARE |
| 5 | 456-112-421 | HCIA NP VSPH E+ 1 CPU w/ 4Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 |  | VXRAIL SOFTWARE |
| 5 | 456-112-422 | HCIA NP VSPH E+ 1 CPU w/ 5 Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848. | vXRAIL SOFTWARE |
| 5 | 456-112-423 | HCIA NP VSPH STD 1 CPU w/ 1 Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | vXRAIL SOFTWARE |
| 5 | 456-112-424 | HCIA NP VSPH STD 1CPU w/ 2 Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | VXRAIL SOFTWARE |
| 5 | 456-112-425 | HCIA NP VSPH STD 1 CPU w/ 3Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | VXRALL SOFTWARE |
| 5 | ${ }^{456-112-426}$ |  | \$966.00 | K | 31\% | \$666.54 | \$ ${ }_{\text {\$260.82 }} \mathbf{\$ 2 6 0 . 8 2}$ | \$241.50 | \$212.52 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$241. | V VXRALL SOFTWARE |
| 5 | $\begin{aligned} & 456-112-427 \\ & 456-112-428 \end{aligned}$ | HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG HCIA NP VSPH ROBO ADV 25VM w/1YrMaint= | $\$ 966.00$ $\$ 4,370.00$ | K | 31\% | - $\begin{array}{r}\$ 666.54 \\ \$ 3,015.30\end{array}$ | - $\begin{array}{r}\text { \$260.82 }\end{array}$ | \$241.50 $\mathbf{\$ 1 , 0 9 2 . 5 0}$ | \$212.52 $\$ 961.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | V VXRALL SOFTWARE |
| 5 | 456-112-429 | HCIA NP VSPH ROBO ADV 25VM w/2YrMaint= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092. | vXRAIL SOFTWARE |
| 5 | 456-112-430 | HCIA NP VSPH ROBO ADV 25 VM w/3YrMaint= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092. | VXRALL SoFTWARE |
| 5 | 456-112-431 | HCIA NP VSPH ROBO ADV 25VM w/4YrMaint= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092. | VXRALL SoFTWARE |
| 5 | 456-112-432 | HCIA NP VSPH ROBO ADV 25VM w/5YrMaint= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092. | VXRALL SOFTWARE |
| 5 | 456-112-433 | HCIA NP VSPH ROBO STD 25VM w/1YrMaint=1 | \$2,913.00 | K | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728. | 5 VXRALL SoFTWARE |
| 5 | 456-112-434 | HCIA NP VSPH ROBO STD 25VM w/2YrMaint=1 | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$728. | VXRAIL SOFTWARE |
| 5 5 |  | HCIA NP VSPH ROBO STD 25 V W w/3YrMaint=1 HCIA NP VSPH ROBO STD 25 V W w/4YMaint=1 | \$2,913.00 | K | 31\% | $\$ 2,009.97$ $\$ 2.0097$ | \$786.51 | \$728.25 | \$640.86 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$728. | 5 VXRALL SOFTWARE |
| 5 | 456-112-437 | HCIA NP VSPH ROBO STD 25VM w/5YrMaint=1 | \$2,913.00 | K | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728. | VXRAIL SOFTWARE |
| 5 | 456-112-438 | HCIA NP VSPH DSKTP 100VM w/ 1 Yr Maint $=1 \mathrm{~B}$ | \$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. | vXRAIL SOFTWARE |
| 5 | 456-112-439 | HCIA NP VSPH DSKTP 100VM w/ 2 Yr Maint 1 IB | \$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. | vxRAIL SoFTWARE |
| 5 | 456-112-440 | HCIA NP VSPH DSKTP 100VM w/ 3Yr MaintliB | \$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. | vXRAIL SOFTWARE |
| 5 | 456-112-441 | HCIA NP VSPH DSKTP 100VM w/ 4 Yr Maint=IB | \$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. | VXPALL SOFTWARE |
| 5 | 456-112-442 | HCIA NP VSPH DSKTP 100VM w/ 5 Yr Maint $=1 \mathrm{~B}$ | \$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. | VXRALL SOFTWARE |
| 5 5 | $456-112-443$ $456-112-44$ | HCIA UP VSOM E+ 1 CPU $\mathrm{w} / 1 \mathrm{Yr}$ Maint=IG HCIA UP VSOM E+ 1 CPU w/ 2 Yr Maintlic | $\$ 4,268.00$ $\$ 4.268 .00$ | K | $31 \%$ $31 \%$ | \$2,944.92 | $\$ 1,152.36$ $\$ 1,152.36$ | $\$ 1,067.00$ $\$ 1,067.00$ | $\$ 938.96$ $\$ 938.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | VXRAIL SOFTWARE VXRAIL SoFTWARE |
| 5 | ${ }_{456-112-445}$ | HCIA UP VSOM E+ +1 CPU W/ 3 Yr Maint $=1 G$ | \$ $\$ 4,2688.00$ | k | 31\% | \$ $\$ 2,944.92$ | \$11,52.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067. | VXRALL SOFTWARE |
| 5 | 456-112-446 | HCIA UP VsOM E +1 CPU w/ 4Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067. | VXRAIL SOFTWARE |
| 5 | 456-112-447 | HCIA UP Vsom E+ 1 CPU W/ 5 Yr Maint=16 | \$4,268.00 | K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067. | vXRALL Software |
| 5 | 456-112-448 | HCIA UP VSPH E+ 1 CPU w/ 1Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848. | vXRAIL SOFTWARE |
| 5 | 456-112-449 | HCIA UP VSPH E+ 1 CPU w/ 2Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848. | VXRALL SoFTWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 456-112-450 <br> 456-112-451 |  | $\$ 3,394.00$ $\$ 3,394.00$ | K | 31\% | $\$ 2,341.86$ $\$ 2.341 .86$ | \$ ${ }_{\text {\$916.38 }}^{\$ 916.38}$ | $\$ 848.50$ $\$ 888.50$ | $\$ 746.68$ $\$ 746.68$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 8488}$ | VXRAIL SOFTWARE 50 VXRAIL SOFTWARE |
| 5 | 456-112-452 | HCIA UP VSPH E+ 1 CPU W/ 5 Yr Maint $/ 16$ | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848. | VXRAIL SOFTWARE |
| 5 | 456-112-453 | HCIA UP VSPH STD 1CPU w/ 1 Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | VXRAIL SOFTWARE |
| 5 | 456-112-454 | HCIA UP VSPH STD 1 CPU w/ 2 Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | vXRAIL SOFTWARE |
| 5 | 456-112-455 | HCIA UP VSPH STD 1CPU w/ 3Yr Maint=1G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | VXRALL SOFTWARE |
| 5 | 456-112-456 | HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG | \$966.00 |  | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | vXRAIL SOFTWARE |
| 5 | 456-112-457 | HCIA UP VSPH STD 1 CPU w/ 5 Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241. | VXRALL SOFTWARE |
| 5 | $456-112-458$ $456-12-459$ | HCIA UP VSPH ROBO ADV 25 VM w/1YrMaint= | \$4,370.00 | K | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$966.40 | \$0.00 | \$0.00 | \$0.00 | \$1,002. | VXRAIL SOFTWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | 456-112-459 | HCIA UP VSPH ROBO ADV 25VM w/2YrMaint= HCIA UP VSPH ROBO ADV 25VM w/3Y-Maint= | $\$ 4,370.00$ $\$ 4,370.00$ | K k | $31 \%$ $31 \%$ | \$3,015.30 | \$1,179.90 $\$ 1,179.90$ | \$1,092.50 $\$ 1,092.50$ | \$961.40 $\$ 961.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,092. | VXRAIL SOFTWARE |
| 5 | 456-112-461 | HCIA UP VSPH ROBO ADV 25VM w/4YrMaint= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092. | vXRAIL SOFTWARE |
| 5 | 456-112-462 | HCIA UP VSPH ROBO ADV 25VM w/5YrMaint= | \$4,370.00 | , | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 |  |  |
| 5 | 456-112-463 | HCIA UP VSPH ROBO STD 25 VM w/1YrMaint=\| | \$2,913.00 | k | 31\% | \$2,009.97 | $\$ 786.51$ $\$ 786.51$ | $\$ 728.25$ $\$ 728.25$ | $\$ 640.86$ $\$ 640.86$ | \$0.00 | \$0.00 | \$0.00 | \$728.25 | VXRAIL SOFTWARE |
| 5 5 | 456-112-464 | HCIA UP VSPH ROBO STD 25VM w/2YrMaint=I | \$2,913.00 | K | 31\% | \$2,009.97 | $\$ 786.51$ $\$ 786.51$ | $\$ 728.25$ $\$ 72825$ | $\$ 640.86$ $\$ 640.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$728. | 5 VXRAIL SOFTWARE |
| 5 | - $456-112-466$ | HCIA UP VSPH ROBO STD 25VM w/4YrMaint=1 | \$ \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$778.25 | S640.86 S60.86 | \$0.00 | \$0.00 | \$0.00 | \$728. | VXRAIL SoFTWARE |
| 5 | 456-112-467 | HCIA UP VSPH ROBO STD 25VM w/5YrMaint=1 | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728. | vXRALL Software |
| 5 | 456-112-468 | HCIA UP VSPH DSKTP 100VM w/ 1 Yr Maint=IB | \$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. | vXRAIL SOFTWARE |
| 5 | 456-112-469 | HCIA UP VSPH DSKTP 100VM w/ 2 Yr Maint $=1 B$ | \$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. | vXRAIL SOFTWARE |
| 5 | 456-112-470 | HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=1B | \$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. | VXRALL SOFTWARE |
| 5 | 456-112-471 | HCIA UP VSPH DSKTP 100VM W/ / Yr Maintili | \$7,768.00 | k | 31\% | \$5,559.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942. | VXRALL SOFTWARE |
| 5 5 | 456-112-472 | HCIA UP VSPH DSKTP 100VM w/ 5 Yr Maint=1B UPG VSPH E+ TO VSOM E+ 1 CPU w/1Yr Mnt= | \$7,768.00 $\$ 961.00$ | $\begin{aligned} & \mathrm{K} \\ & \mathrm{k} \end{aligned}$ | $\begin{aligned} & 31 \% \\ & 31 \% \\ & \hline \end{aligned}$ | $\$ 5,359.92$ $\$ 663.09$ | \$2,097.36 $\$ 259.47$ | \$1,942.00 $\$ 240.25$ | \$1,708.96 $\$ 211.42$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,942. | VXRALL SOFTWARE |
| 5 | 456-112-474 | UPG VSPH E+ TO VSOM E+ 1 CPU w/2Yr Mnt= | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240. | vXRALL SOFTWARE |
| 5 | 456-112-475 | UPG VSPH E+ TO VSOM E+ 1 CPU w/3Yr Mnt= | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240. | VXRALL SOFTWARE |
| 5 | 456-112-476 | UPG VSPH E+ TO VSOM E+ 1 CPU w//4Yr Mnt= | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240. | V VXRALL SOFTWARE |
| 5 | 456-112-477 | UPG VSPH E+ TO VSOM E+ 1 CPU W/5Yr Mnt= | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.20 | vXRAIL SOFTWARE |
| 5 | 456-112-478 | UPG VSPH STD To vsom E+ 1 CPUw/ 1 Yr Mnt | \$3,632.00 |  | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908. | VXRALL SoFTWARE |
| 5 | $456-112-479$ $456-12-480$ | UPG VSPH STD TO VSOM E+ 1 CPUw/2Yr Mnt | $\$ 3,632.00$ $\$ 3,632.00$ | k | 31\% | $\$ 2,506.08$ $\$ 2,506.08$ | $\$ 980.64$ $\$ 980.64$ | $\$ 908.00$ $\$ 908.00$ | \$799.04 $\$ 799.04$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 908$. $\$ 908$. | VXRAIL SOFTWARE VXRAIL SOFTWARE |
| 5 | 456-112-481 | UPG VSPH STD TO VSOM E+ 1 CPUw/4Yr Mnt | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908. | VXRALL SOFTWARE |
| 5 | 456-112-482 | UPG VSPH STD To vsom E+ 1 CPUw/5Yr Mnt | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908. | VXRALL SoFTWARE |
| 5 | 456-112-483 | UPG VSPH STD TO E+ 1 CPU w/ 1Yr Maint $=1 \mathrm{G}$ | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667. | VXRALL SOFTWARE |
| 5 | 456-112-484 | UPG VSPH STD TO E +1 CPU w/ 2 Yr Maint=1G | \$2,670.00 | K | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667. | VXRALL SOFTWARE |
|  |  |  |  |  |  |  | Page 63 of |  |  |  |  |  |  |  |


|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | dESCRIPTION | $\begin{array}{\|c} \text { EMC } \\ \text { LIST PRICE USD } \end{array}$ | CATEGORY CODE | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered} \text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE } \end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> WIMC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP |  | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | 456-112-485 | UPG VSPH STD TO E+ 1 CPU w/ 3Yr Maint=IG | \$2,670.00 | K | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.50 | VXRAIL SOFTWARE |
| 5 | 456-112-486 | UPG VSPH STD TO E+ 1 CPU w/ 4Yr Maint=IG | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | 㖪 VXRALL SOFTWARE |
| 5 | 456-112-487 | UPG VSPH STD TO E +1 CPU w/ 5 Yr Maint $=1 \mathrm{G}$ | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | VXRAIL SOFTWARE |
| 5 | 456-112-488 | UPG VSPH ROBO STD TO ADV 25 V M-1 1 Yr Mnt | \$1,602.00 | , | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 |  | O VXRALL SOFTWARE |
| 5 | 456-112-489 | UPG VSPH ROBO STD TO ADV 25 V M-2Yr Mnt | \$1,602.00 | K | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 000$ | \$400.5 | . 50 VXRALL SOFTWARE |
| 5 5 | 456-112-490 | UPG VSPH ROBO STD TO ADV $25 \mathrm{VM}-3 \mathrm{Yr}$ Mnt UPG VSPH ROBO STD TO ADV 25 V -4Yr Mnt | $\$ 1,602.00$ $\$ 1,602.00$ | k k | $31 \%$ $31 \%$ | \$1,105.38 | \$432.54 | $\$ 400.50$ $\$ 400.50$ | \$352.44 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$400.50 | O VXRAIL SOFTWARE 0 VXRAIL SOFTWARE |
| 5 | 456-112-492 | UPG VSPH ROBO STD TO ADV $25 \mathrm{VM}-5 \mathrm{YY}$ Mnt | \$1,602.00 | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 | \$400.5 | 0 VXRAIL SOFTWARE |
| 5 | 456-113-139 | HCIA NP VSOM E+6.5 1 CPU w/ 1Yr Maint=IG | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | VXRAIL SOFTWARE |
| 5 | 456-113-140 | HCIA NP VSOM E+6.5 1 CPU w/ 2 Yr Maint $=1 \mathrm{G}$ | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | vxRAIL SOFTWARE |
| 5 | 456-113-141 | HCIA NP VSOM E+6.5 1 CPU w/ 3Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | vXRAIL Software |
| 5 | 456-113-142 | HCIA NP VSOM E+ 6.5 1 1 CPU w/ 4 Yr Maint $/ 1 \mathrm{G}$ | \$4,268.00 | K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | 0 VXRALL SOFTWARE |
| 5 | 456-113-143 | HCIA NP VSOM E+ 6.51 1 PPU w/ 5 Yr Maint 1 G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.0 | vXRALL SoFTWARE |
| 5 | 456-113-144 | HCIA NP VSPH E+ 6.51 CPU w/ 1 Yr Maint=IG | \$3,394.00 | K | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | vxRAIL SOFTWARE |
| 5 | $456-113-145$ $456-113-146$ | HCIA NP VSPH E+6.51 1 CPU w/ Y Yr Maint=\|G | \$3,394.00 | K | 31\% | \$2,341.86 | \$916.38 | $\$ 848.50$ $\$ 8885$ | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$884.50 |  |
| ${ }_{5}^{5}$ | 456-113-146 |  | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$744.68 | \$0.00 | \$0.00 | \$0.00 | \$884.50 | O VXRALL SOFTWARE |
| 5 5 | $456-113-147$ $456-113-148$ |  | $\$ 3,394.00$ $\$ 3,394.00$ | K K | $31 \%$ $31 \%$ | $\$ 2,341.86$ $\$ 2.341 .86$ | $\$ 916.38$ $\$ 916.38$ | \$848.50 $\$ 848.50$ | $\$ 746.68$ $\$ 746.68$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$848.50 | V VXRAIL SOFTWARE VXRAIL SOFTWARE |
| 5 | 456-113-149 | HCIA NP VSPH STD 6.51 CPU W/1Yr Maint=1G | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | V VXRAIL SoFTWARE |
| 5 | 456-113-150 | HCIA NP VSPH STD 6.5 1 CPU w/Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | VXRALL SOFTWARE |
| 5 | 456-113-151 | HCIA NP VSPH STD 6.51 CPU w/3Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | V VXRAIL SOFTWARE |
| 5 | 456-113-152 | HCIA NP VSPH STD 6.51 CPU w/4Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | VXRAIL SOFTWARE |
| 5 | 456-113-153 | HCIA NP VSPH STD 6.51 CPU w/5Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.5 | VXRAIL SOFTWARE |
| 5 | 456-113-154 | HCIA NP VSPH ROBOADV6.5 25VM w/1YrMnt= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | 50 VXRAIL SOFTWARE |
| 5 | 456-113-155 | HCIA NP VSPH ROBOADV6. 5 25VM w/2YrMnt= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 |  | 0 VXRAIL SOFTWARE |
| 5 | 456-113-156 | HCIA NP VSPH ROBOADV6.5 5 2VM w/3YrMnt= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | O VXRALL SOFTWARE |
| 5 5 | $456-113-157$ $456-113-158$ | HCIA NP VSPH ROBOADV6. 5 25VM w/4rMnt= HCIA NP VSPH ROBOADV6. 25 V W/5YMMnt | $\$ 4,370.00$ $\$ 4.370 .00$ | K K | 31\% | $\$ 3,015.30$ $\$ 3.015 .30$ | $\$ 1,179.90$ $\$ 1.179 .90$ | $\$ 1,092.50$ $\$ 1092.50$ | \$961.40 $\$ 961.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,092.5 | 5 VXRAIL SOFTWARE |
| $\begin{aligned} & 5 \\ & 5 \end{aligned}$ | $\begin{aligned} & 456-113-158 \\ & 456-113-159 \end{aligned}$ |  | $\$ 4,370.00$ $\$ 2,913.00$ | K k | 31\% | ${ }_{\$ 2,009.97}^{\$ 3,0150}$ | \$1,1799.90 $\$ 786.51$ | $\$ 1,092.50$ $\$ 728.25$ | \$961.40 $\$ 640.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 1,092.5$ $\$ 728.5$ | 50 VXRALL SOFTWARE |
| 5 | 456-113-160 | HCIA NP VSPH ROBOSTD6.5 25 V W w/2YrMnt= | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | 5 vXRAIL SOFTWARE |
| 5 | 456-113-161 | HCIA NP VSPH ROBOSTD6.5 25 VM w/3YrMnt= | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | 5 vXRAIL SOFTWARE |
| 5 | 456-113-162 | HCIA NP VSPH ROBOSTDC.5 525 VM w/4 YrMnt= | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | 5 VXRALL SOFTWARE |
| 5 | 456-113-163 | HCIA NP VSPH ROBOSTD6.5 25 V W w/5YrMnt= | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | 5 vXRAIL SOFTWARE |
| 5 | 456-113-164 | HCIA NP VSPH DSKTP 6.5 100VM w/YrMnt=IF | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0] | 0 vXRAIL SOFTWARE |
| 5 | 456-113-165 | HCIA NP VSPH DSKTP 6.5 100VM w/2YrMnt=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 | 0 VXRAIL SOFTWARE |
| 5 | 456-113-166 | HCIA NP VSPH DSKTP 6.5 100VM w/3YrMntelk | \$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 | 0 VXRALL SOFTWARE |
| 5 5 | $456-113-167$ $456-113-168$ | HCIA NP VSPH DSKTP 6.5 100VM w/4YrMIEIE | $\$ 77788.00$ $\$ 776800$ | K | $31 \%$ $31 \%$ | \$55.39.92 | \$2,097.36 | $\$ 1,942.00$ $\$ 194200$ | $\$ 1,708.96$ $\$ 170896$ | \$0.00 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,942.010 | O VXRALL SOFTWARE |
| $5$ | $\begin{aligned} & 456-113-168 \\ & 456-113-169 \end{aligned}$ |  | $\$ 7,768.00$ $\$ 4,268.00$ | K k | $31 \%$ $31 \%$ | $\underset{\$ 2,944.92}{ }$ | \$2,097.36 $\$ 1,152.36$ | $\$ 1,942.00$ $\$ 1,067.00$ | $\$ 1,708.96$ $\$ 938.96$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,942.00 | OVXRALL SOFTWARE |
| 5 | 456-113-170 | HCIA UP VSOM E+6.5 1 CPU w/ 2 Yr Maint=1G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | VXRAIL SOFTWARE |
| 5 | 456-113-171 | HCIA UP VSOM E+ 6.5 1 CPU w/ 3 Yr Maint $/$ G | \$4,268.00 | k | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | 0 VXRAIL SOFTWARE |
| 5 | 456-113-172 | HCIA UP VSOM E+ 6.51 1PPU w/ 4 Yr Maint $=1 \mathrm{G}$ | \$4,268.00 | K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$938.96 | \$0.00 | \$0.00 | \$0.00 | \$1,067.00 | OXXALL SOFTWARE |
| 5 | 456-113-173 | HCIA UP VSOM E+6.5 1 CPU w/ 5 Yr Maint=IG | $\$ 4,268.00$ $\$ 3,394$ | K K | 31\% | \$2,944.92 | \$1,152.36 | \$1,067.00 | \$933.96 $\$ 746.68$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,067.00 | O VXRALL SOFTWARE |
| 5 | 456-113-175 | HCIA UP VSPH E+ $6.51 \mathrm{CPU} \mathrm{w} / 2 \mathrm{Yr}$ Maint=1G | \$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 | 456-113-176 | HCIA UP VSPH E+ $6.51 \mathrm{CPU} \mathrm{w} / 3 \mathrm{Yr}$ Maint=1G | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | 0 vXRAIL SOFTWARE |
| 5 | 456-113-177 | HCIA UP VSPH E+ 6.5 1 CPU w/ 4 Yr Maint=IG | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.50 | 0 vXRAIL SOFTWARE |
| 5 | 456-113-178 | HCIA UP VSPH E+ $6.51 \mathrm{CPU} \mathrm{w} / 5 \mathrm{Yr}$ Maint=1G | \$3,394.00 | k | 31\% | \$2,341.86 | \$916.38 | \$848.50 | \$746.68 | \$0.00 | \$0.00 | \$0.00 | \$848.5 | 0 vxRAIL SOFTWARE |
| 5 | 456-113-179 | HCIA UP VSPH STD 6.51 CPU w/1Yr Maint $=1 G$ | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | O VXRALL SOFTWARE |
| 5 | 456-113-180 | HCIA UP VSPH STD 6.51 CPU w/2Yr Maint=IG | \$966.00 | K | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | O VXRALL SOFTWARE |
| 5 | ${ }^{456-113-181}$ |  | \$966.00 | K | 31\% | S666.54 $\$ 666.54$ | \$260.82 | \$241.50 $\$ 241.50$ | \$212.52 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$241.50 | ( 50 VXRAIL SOFTWARE |
| 5 | 456-113-183 | HCIA UP VSPH STD 6.51 CPU w/5Yr Maint=IG | \$966.00 | k | 31\% | \$666.54 | \$260.82 | \$241.50 | \$212.52 | \$0.00 | \$0.00 | \$0.00 | \$241.50 | VXRAIL SOFTWARE |
| 5 | 456-113-184 | HCIA UP VSPH ROBOADV6.5 25VM w/1YrMnt= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | OXRAIL SOFTWARE |
| 5 | 456-113-185 | HCIA UP VSPH ROBOADV6. 525 VM w/2rrMnt= | \$4,370.00 | K | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | 50 VXRALL SOFTWARE |
| 5 | 456-113-186 | HCIA UP VSPH ROBOADV6. 5 25VM w/3YrMnt= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | OXRAIL SOFTWARE |
| 5 | 456-113-187 | HCIA UP VSPH ROBOADV6. 5 25VM w/4YrMnt= | \$4,370.00 | k | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 |  | O VXRALL SOFTWARE |
| 5 | 456-113-188 | HCIA UP VSPH ROBOADV6. 5 25VM w/5rMnt= | \$4,370.00 | K | 31\% | \$3,015.30 | \$1,179.90 | \$1,092.50 | \$961.40 | \$0.00 | \$0.00 | \$0.00 | \$1,092.5 | 0 VXRAIL SOFTWARE |
| 5 5 | 456-113-189 | HCIA UP VSPH ROBOSTD6.5 25VM w/1YrMnt= | $\$ 2,913.00$ $\$ 291300$ | K | $31 \%$ $31 \%$ | \$2,009.97 | ${ }^{\$ 786.51}$ | $\$ 728.25$ $\$ 72825$ | $\$ 640.86$ $\$ 640.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$728.2 | 5 VXRAIL SOFTWARE |
| 5 5 | 456-113-190 |  | $\$ 2,913.00$ $\$ 2,913.00$ | K k | 31\% | $\$ 2,009.97$ $\$ 2,099.97$ | \$786.51 | \$ ${ }_{\text {\$728.25 }}$ | \$640.86 $\$ 640.86$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$728.25 | 5 VXRALL SOFTWARE |
|  | 456-113-192 | HCIA UP VSPH ROBOSTD6.5 25 VMM w/4YrMnt= | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728. | 5 VXRAIL SoFTWARE |
| 5 | 456-113-193 | HCIA UP VSPH ROBOSTD6. 525 V W w/5YrMnt= | \$2,913.00 | k | 31\% | \$2,009.97 | \$786.51 | \$728.25 | \$640.86 | \$0.00 | \$0.00 | \$0.00 | \$728.25 | 5 vXRAIL SOFTWARE |
| 5 | 456-113-194 | HCIA UP VSPH DSKTP 6.5 100VM w/ITrMnt=IE | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | 0 VXRAIL SOFTWARE |
|  | 456-113-195 | HCIA UP VSPH DSKTP 6.5 100VM w/2YrMnt=IE | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.0 | 0 vXRALL SOFTWARE |
| 5 | 456-113-196 | HCIA UP VSPH DSKTP 6.5 100VM W/3YYMntele | \$7,768.00 | k | 31\% | \$5,359.92 | \$2,097.36 | \$1,942.00 | \$1,708.96 | \$0.00 | \$0.00 | \$0.00 | \$1,942.010 |  |
| 5 | $456-113-197$ $456-113-198$ | HCIA UP VSPH DSKTP 6.5 100VM w/4rMntele HCIA UP VSPH DSKTP 6.5 100VM W/YrMntilk | $\$ 77.768 .00$ $\$ 7,768.00$ | K k | 31\% | $\underset{\$ 5,359.92}{\$ 5,39.92}$ | $\$ 2,097.36$ $\$ 2,097.36$ | $\$ 1,942.00$ $\$ 1,942.00$ | \$1,708.96 | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$1,942.00 | 0 VXRAIL SOFTWARE 0 VXRAIL SOFTWARE |
|  | 456-113-199 | UPG VSPH E+TOVSOM $6.5 \mathrm{E}+1$ CPUw/1YrMnt | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | 5 vXRAIL SOFTWARE |
| 5 | 456-113-200 | UPG VSPH E+TOVSOM $6.5 \mathrm{E}+1$ CPUw/2YrMnt | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | 5 VXRAIL SOFTWARE |
| 5 | 456-113-201 | UPG VSPH E+TOVSOM $6.5 \mathrm{E}+1$ CPUw/3YrMnt | \$961.00 | k | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 | 5 VXRALL SOFTWARE |
| 5 | $456-113-202$ $456-113-203$ |  | \$961.00 | K | 31\% | \$663.09 | \$259.47 | \$240.25 | \$211.42 | \$0.00 | \$0.00 | \$0.00 | \$240.25 |  |
| 5 5 | 456-113-203 | UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/5YrMnt UPG VSPH STDTOVSOM $6.5 \mathrm{E}+1$ CPUw/1YrM | $\$ 961.00$ $\$ 3,632.00$ | K | 31\% | $\$ 663.09$ $\$ 2,506.08$ | ${ }_{\$ 980.64}$ | \$240.25 $\$ 90800$ | \$211.42 $\$ 799.04$ | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | ${ }_{\$ 9080} \mathbf{2 4 0}$ | 5 VXRALL SOFTWARE |
| 5 | 456-113-205 | UPG VSPH STDTOVSOM $6.5 \mathrm{E}+1$ CPUw/2YrMn | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | vXRAIL Software |
| 5 | 456-113-206 | UPG VSPH STDTOVSOM $6.5 \mathrm{E}+1$ CPUw/3YrMn | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | vxRAIL SOFTWARE |
| 5 | 456-113-207 | UPG VSPH STDTOVSOM $6.5 \mathrm{E}+1$ CPUw/4YrMn | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.0 | 0 VXRAIL SOFTWARE |
| 5 | 456-113-208 | UPG VSPH STDTOVSOM $6.5 \mathrm{E}+1$ CPUw $/ 5 \mathrm{YrMn}$ | \$3,632.00 | k | 31\% | \$2,506.08 | \$980.64 | \$908.00 | \$799.04 | \$0.00 | \$0.00 | \$0.00 | \$908.00 | vXRAIL Software |
| 5 | 456-113-209 | UPG VSPH STD TO E+6.5 1CPU w/1Yr Mnt=IG | \$2,670.00 |  | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | $\$ 0.00$ | \$0.00 | \$0.00 | \$667.5 | VXRAIL SOFTWARE |
| 5 | ${ }_{4}^{456-113-210}$ | UPG VSPH STD TO $\mathrm{E}+6.51 \mathrm{CPU}$ w/2Yr Mnt=IG UPG VSPH STD TO $\mathrm{E}+6.51 \mathrm{CPU}$ w/3Y Mntic | $\$ 2,670.00$ $\$ 2,670.00$ | $\begin{aligned} & \mathrm{k} \\ & \mathrm{k} \end{aligned}$ | $31 \%$ $31 \%$ | \$1,842.30 | \$720.90 | ${ }_{\$ 667.50}$ | \$587.40 $\$ 587.40$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | \$667.5 | 50 VXRAIL SOFTWARE VORAIL SOFTWARE |
| 5 | 456-113-212 | UPG VSPH STD TO $\mathrm{E}+6.51 \mathrm{CPU}$ w/4Yr Mntic | \$2,670.00 | k | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | V VXRAIL SOFTWARE |
| 5 | 456-113-213 | UPG VSPH STD TO E+ 6.51 CPPU w/5Yr Mnt=\|c | \$2,670.00 | к | 31\% | \$1,842.30 | \$720.90 | \$667.50 | \$587.40 | \$0.00 | \$0.00 | \$0.00 | \$667.5 | VXRAIL SOFTWARE |
|  |  |  |  |  |  |  | Page 64 of |  |  |  |  |  |  |  |

ffective December 1, 2017

|  |  |  |  |  | NVP LEVEL 1 |  | NVP MAINTENANCE AND WARRANTY UPGRADE PRICE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAND | SKU | DESCRIPTION | $\begin{array}{\|c\|} \hline \text { EMC } \\ \text { LIST PRICE USD } \\ \hline \end{array}$ | $\begin{aligned} & \text { CATEGORY } \\ & \text { CODE } \end{aligned}$ | NVP LEVEL 1 DISCOUNT \% | $\left\lvert\, \begin{gathered}\text { NVP LEVEL } 1 \text { NET } \\ \text { PRICE }\end{gathered}\right.$ | PROSUPPORT PLUS MNT LP | PROSUPPORT <br> W/MC PREM MNT <br> LP | PROSUPPORT ENH MNT LP | BASIC MNT LP | WTY UPG ENH TO <br> PS W/MC PREM <br> LP | WTY UPG BASIC TO PS ENH LP | RENEWAL | THIRD PARTY PRODUCT PARTNER |
| 5 | 456-113-214 | UPG VSPH ROBO STDTOADV6.5 25 V V - 1 YrMM | \$1,602.00 | K | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$0.00 | \$0.00 |  | 50 VXRAIL SOFTWARE |
| 5 5 | 456-113-215 | UPG VSPH ROBO STDTOADV6. 5 25VM-2YrMr | $\$ 1,602.00$ $\$ 1.60200$ | K | 31\% | \$1,105.38 | $\$ 432.54$ $\$ 43254$ | $\$ 400.50$ $\$ 400.50$ | \$352.44 <br> $\$ 352.44$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | 50 VXRALL SOFTWARE |
| 5 | 456-113-216 |  | \$1,602.00 | K | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 |  | . 50 VXRALL SOFTWARE |
| 5 | 456-113-218 | UPG VPH Robo stotoadvg.5 25VM-4YrMr | \$1,602.00 $\$ 1,602.00$ | k | 31\% | \$1,105.38 | \$432.54 | \$400.50 | \$352.44 | \$0.00 | \$5000 | \$0.00 |  | . 50 VXRALL SOFTWARE |
| 5 | 458-001-738 | HCIA NP V×Rail USphere SOFTWARE | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VXRALL SOFTWARE |
| 5 | 458-001-739 | HCIA UP VXRail USphere SOFTWARE | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VXRALL SOFTWARE |
| 5 | 458-002-204 | HCIA NP V×Rail USphere 6.5 Software | \$0.00 | k | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 VXRALL SOFTWARE |
| 5 | ${ }^{458-002-205}$ | HCIA UP V×Rail USphere 6.5 Software | \$0.00 | K | 31\% | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | D 0 VXRAIL SOFTWARE |
| 5 | BEDROCK-001 | SEL Bedrock Ingest/Mgmt per Core AIM 1 Y | \$1,538.00 | K | 31\% | \$1,061.22 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | D0 ZALONI |
| 5 | BEDROCK-002 | SEL Bedrock Ingest/Mgmt Per Core AIM 2 Y | \$3,077.00 | k | 31\% | \$2,123.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | .00 ZALONI |
| 5 | BEDROCK-003 | SEL Bedrock Ingest/Mgmt per Core AIM 3 Y | \$4,615.00 | K | 31\% | \$3,184.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO ZALONI |
| 5 | BEDROCK-PLAT-001 | SEL Bedrock Platiorm per Core $1 Y$ | \$2,308.00 | K | 31\% | \$1,592.52 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | OO ZALONI |
| 5 | BEDROCK-PLAT-002 | SEL Bedrock Platorm per Core $2 Y$ | \$4,615.00 | k | 31\% | \$3,184.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | O0 ZALONI |
| 5 | BEDROCK-PLAT-003 | SEL Bedrock Platorm per Core $3 Y$ | \$6,923.00 | K | 31\% | \$4,776.87 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |  | . 00 ZALONI |
| 5 | MICA-PLAT-001 | SEL Mica Platform per Core 1Y SEL Mica Platorm per Core $2 Y$ | \$692.00 | K | 31\% | \$477.48 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 | \$0.00 | $\$ 0.00$ $\$ 0.00$ | \$0.00 |  | .00 ZALONI |
| 5 5 | MICA-PLAT-002 MICA-PLAT-003 | SEL Mica Platform per Core $2 Y$ SEL Mica Platorm per Core 3Y | \$1,3855.00 $\$ 2,077.00$ | K | 31\% | \$9955.65 | $\$ 0.00$ $\$ 0.00$ | \$0.00 $\$ 0.00$ | \$ $\$ 0.00$ | \$80.00 | \$0.00 $\$ 0.00$ | $\$ 0.00$ $\$ 0.00$ |  | . 0 OLIONI |
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