					NVP L	EVEL 1			NVP MAINTENANO	E AND WARRANT	Y UPGRADE PRICE			
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CS1000HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN	\$144,000.00	K	31%	\$99,360.00	\$0.00		\$0.00	\$0.00				ASPERA
5 5	CS100HA-ISLN CS155HA-ISLN	SEL Aspera Cnct Svr-100 Mbps-HA-ISLN SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$48,000.00 \$66,000.00		31% 31%	\$33,120.00 \$45,540.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ASPERA ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00	ĸ	31%	\$132,480.00			\$0.00	\$0.00				ASPERA
5	CS450HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$108,000.00	K	31%	\$74,520.00	\$0.00		\$0.00	\$0.00			\$0.00	ASPERA
5	CS45HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN	\$30,000.00	K	31%	\$20,700.00	\$0.00		\$0.00	\$0.00				ASPERA
5 5	CS5000HA-ISLN ES1000HA-ISLN	SEL Aspera Cnct Svr-5 Gbps-HA-ISLN SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$240,000.00 \$96,000.00	K K	31% 31%	\$165,600.00 \$66,240.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ASPERA ASPERA
5	ES100HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$32,000.00	ĸ	31%	\$22,080.00	\$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	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				ASPERA
5 5	ES450HA-ISLN ES45HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$72,000.00 \$20,000.00	K K	31% 31%	\$49,680.00 \$13,800.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ASPERA ASPERA
5	ES5000HA-ISLN	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$160,000.00	ĸ	31%	\$110,400.00	\$0.00		\$0.00	\$0.00				ASPERA
5	S10-80V4-75-32	SEL BullionS10,Intel 8880V4,7,5TB, 32GB	\$519,386.83	K	31%	\$358,376.91	\$0.00		\$0.00	\$0.00			\$0.00	ATOS-BULL
5	S10-90V4-10-64	SEL BullionS10,Intel 8890V4,10TB, 64GB	\$724,313.91	K	31%	\$499,776.60	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	S10-90V4-75-32 S12-80V4-9-32	SEL BullionS10,Intel 8890V4,7,5TB, 32GB SEL BullionS12,Intel 8880V4,9TB, 32GB	\$556,470.46 \$602,599.12	K K	31% 31%	\$383,964.62 \$415,793.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	S12-90V4-12-64	SEL BullionS12,Intel 8890V4,12TB, 64GB	\$848,512.27	K	31%	\$585,473.47	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	S12-90V4-9-32	SEL BullionS12,Intel 8890V4,9TB, 32GB	\$647,099.48	K	31%	\$446,498.64	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	S14-80V4-10-32	SEL BullionS14,Intel 8880V4,10TB, 32GB	\$685,811.41	K	31%	\$473,209.87	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	S14-90V4-10-32 S14-90V4-14-64	SEL BullionS14,Intel 8890V4,10TB, 32GB SEL BullionS14,Intel 8890V4,14TB, 64GB	\$737,728.49 \$972,709.54	K K	31% 31%	\$509,032.66 \$671,169.58	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	S16-80V4-12-32	SEL BullionS16,Intel 8880V4,12TB, 32GB	\$769,023.70	K	31%	\$530,626.35	\$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				ATOS-BULL
5 5	S16-90V4-16-64 S2-80V4-1-32-2	SEL BullionS16,Intel 8890V4,16TB, 64GB SEL BullionS2,Intel 8880V4,1TB,32GB	\$1,096,906.80 \$78,355.89	K K	31% 31%	\$756,865.69 \$54,065.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	S2-80V4-1-32-2 S2-80V4-15-32-2	SEL BullionS2,Intel 8880V4,1.5TB,32GB SEL BullionS2,Intel 8880V4,1.5TB,32GB	\$91,788.02	K	31%	\$63,333.73	\$0.00		\$0.00	\$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				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				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				ATOS-BULL
5 5	S4-80V4-1-32-2 S4-80V4-15-32-2	SEL BullionS4,Intel 8880V4,1TB,32GB SEL BullionS4,Intel 8880V4,1.5TB,32GB	\$120,201.62 \$133,632.65	K K	31% 31%	\$82,939.12 \$92,206.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	S4-80V4-2-32-2	SEL BullionS4,Intel 8880V4,2TB,32GB	\$150,859.76	ĸ	31%	\$104,093.23	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	S4-80V4-3-32-2	SEL BullionS4,Intel 8880V4,3TB,32GB	\$177,722.91	K	31%	\$122,628.81	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	S4-90V4-4-64	SEL BullionS4,Intel 8880V4,4TB,64GB	\$259,693.96	K	31%	\$179,188.83	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	S6-80V4-4.5-32-2 S6-90V4-6-64	SEL BullionS4,Intel 8880V4,4,5TB,32GB SEL BullionS6,Intel 8890V4,6TB, 64GB	\$261,856.26 \$385,151.11	K K	31% 31%	\$180,680.82 \$265,754.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	S8-80V4-3-32-2	SEL BullionS8,Intel 8880V4,3TB, 32GB	\$257,225.74	ĸ	31%	\$177,485.76	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	S8-80V4-4-32-2	SEL BullionS8,Intel 8880V4,4TB, 32GB	\$291,679.97	K	31%	\$201,259.18	\$0.00		\$0.00	\$0.00			\$0.00	ATOS-BULL
5	S8-80V4-6-32-2	SEL BullionS8,Intel 8880V4,6TB, 32GB	\$345,406.27	K	31%	\$238,330.33	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	S8-90V4-6-32-2 S8-90V4-8-64	SEL BullionS8,Intel 8890V4,6TB, 32GB SEL BullionS8,Intel 8890V4,8TB, 64GB	\$375,073.18 \$509,348.37	K K	31% 31%	\$258,800.49 \$351,450.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	SH10-80V4-75-32	SEL S10,Intel 8880V4,7.5T,32GB,VNX16Gbps	\$693,055.98	ĸ	31%	\$478,208.63	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	SH10-90V4-10-64	SEL S10,Intel 8890V4,10TB, 64G,VNX16Gbps	\$933,555.71	K	31%	\$644,153.44	\$0.00		\$0.00	\$0.00			\$0.00	ATOS-BULL
5	SH10-90V4-75-32	SEL S10,Intel 8890V4,7.5T, 32G,VNX16Gbps	\$768,897.60	K	31%	\$530,539.34	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	SH12-80V4-9-32 SH12-90V4-12-64	SEL S12,Intel 8880V4,9TB, 32G,VNX16Gbps SEL S12,Intel 8890V4,12TB, 64G,VNX16Gbps	\$795,860.53 \$1,083,125.99	K K	31% 31%	\$549,143.77 \$747,356.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	SH12-90V4-12-04 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				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	ATOS-BULL
5	SH14-90V4-10-32	SEL S14,Intel 8890V4,10TB, 32G,VNX16Gbps	\$942,075.52	K	31%	\$650,032.11	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	SH14-90V4-14-64 SH16-80V4-12-32	SEL S14,Intel 8890V4,14TB, 64G,VNX16Gbps SEL S16,Intel 8880V4,12TB, 32G,VNX16Gbps	\$1,227,969.25 \$1,010,238.35	K K	31% 31%	\$847,298.78 \$697,064.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	SH16-90V4-12-32	SEL S16,Intel 8890V4,12TB, 32G,VNX16Gbps	\$1,069,573.25	K	31%	\$738,005.54	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	SH16-90V4-12-64	SEL S16,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,208,346.29	ĸ	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				ATOS-BULL
5 5	SH2-80V4-1-32 SH2-80V4-15-32	SEL S2,Intel 8880V4,1TB,32G, VNX16Gbps SEL S2,Intel 8880V4,1.5TB,32G, VNX16Gbps	\$180,377.54 \$193,808.57	K K	31% 31%	\$124,460.50 \$133,727.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	SH2-80V4-512-32	SEL S2,Intel 8880V4,512MB,32G,VNX16Gbps	\$165,047.37	K	31%	\$113,882.69	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	SH2-80V4-768-32	SEL S2,Intel 8880V4,768MB,32G,VXN16Gbps	\$171,763.44	K	31%	\$118,516.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	SH2-90V4-2-64	SEL S2,Intel 8880V4,2TB,64G,VNX16Gbps	\$234,794.64	K	31%	\$162,008.30	\$0.00		\$0.00	\$0.00				ATOS-BULL
5 5	SH4-80V4-1-32 SH4-80V4-15-32	SEL S4,Intel 8880V4,1TB,32G,VNX16Gbps SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps	\$221,734.23 \$234.947.06	K K	31% 31%	\$152,996.62 \$162,113.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	SH4-80V4-2-32-2	SEL S4,Intel 8880V4,2TB,32GB,VNX16Gbps	\$256,321.13	K	31%	\$176,861.58	\$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				ATOS-BULL
5	SH6-80V4-4.532-2 SH6-90V4-6-64	SEL S4,Intel 8880V4,4,5TB,32G,VNX16Gbps SEL S6,Intel 8890V4,6TB, 64G,VNX16Gbps	\$392,670.90 \$515,628.03	K K	31% 31%	\$270,942.92 \$355,783.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL ATOS-BULL
5	SH8-80V4-3-32-2	SEL S8,Intel 8880V4,3TB, 32G,VNX16Gbps	\$368,927.29	K	31%	\$254,559.83	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	SH8-80V4-4-32-2	SEL S8,Intel 8880V4,4TB, 32G,VNX16Gbps	\$403,381.52	ĸ	31%	\$278,333.25	\$0.00		\$0.00	\$0.00				ATOS-BULL
5	SH8-80V4-6-32-2	SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps	\$490,371.25		31%	\$338,356.16	\$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	\$519,510.74		31%	\$358,462.41	\$0.00		\$0.00	\$0.00				ATOS BULL
5 5	SH8-90V4-8-64 BDAW2AD1Y15	SEL S8,Intel 8890V4,8TB, 64GB,VNX16Gbps SEL BlueData AWS v3,15vnodes,1Yr,24x7	\$678,576.70 \$10,065.00		31% 31%	\$468,217.92 \$6,944.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				ATOS-BULL BLUE DATA
5	BDAW2AD1113	SEL BlueData AWS v3,30vnodes,1Yr,24x7	\$20,149.00		31%	\$13,902.81	\$0.00		\$0.00	\$0.00				BLUE DATA
5	BDAW2AD1Y60	SEL BlueData AWS v3,60vnodes,1Yr,24x7	\$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,1Yr,24x7	\$48,386.00		31%	\$33,386.34	\$0.00		\$0.00	\$0.00				BLUE DATA
5 5	BDAW2ST1Y15 BDAW2ST1Y30	SEL BlueData AWS v3,15vnodes,1Yr,12x5 SEL BlueData AWS v3,30vnodes,1Yr,12x5	\$8,752.00 \$17,522.00		31% 31%	\$6,038.88 \$12,090.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				BLUE DATA BLUE DATA
5	BDAW2ST1Y60	SEL BlueData AWS v3,60vnodes,111,12x5	\$31,552.00		31%	\$21,770.88	\$0.00		\$0.00	\$0.00				BLUE DATA
5	BDAW2ST1Y90	SEL BlueData AWS v3,90vnodes,1Yr,12x5	\$42,075.00	K	31%	\$29,031.75			\$0.00	\$0.00			\$0.00	BLUE DATA
5	BDEN2AD1Y1C	SEL BlueData Ent Soft v3,1Yr,24x7	\$885.00	K	31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	BDEN2AD2Y1C	SEL BlueData Ent Soft v3,2Yr,24x7	\$1,592.00	K	31%	\$1,098.48			\$0.00	\$0.00				BLUE DATA
5 5	BDEN2AD3Y1C BDEN2ST1Y1C	SEL BlueData Ent Soft v3,3Yr,24x7 SEL BlueData Ent Soft v3,1Yr,12x5	\$2,123.00 \$769.00	K K	31% 31%	\$1,464.87 \$530.61			\$0.00 \$0.00	\$0.00 \$0.00				BLUE DATA BLUE DATA
5	BDEN2ST2Y1C	SEL BlueData Ent Soft v3,111,12x5	\$1,385.00	K	31%	\$955.65			\$0.00	\$0.00				BLUE DATA
5	BDEN2ST3Y1C	SEL BlueData Ent Soft v3,3Yr,12x5	\$1,846.00	K	31%	\$1,273.74			\$0.00	\$0.00				BLUE DATA
5	BT-EEP-1YR	SEL BlueTalon Enterprise EP Standard 1Y	\$240,538.00	K	31%	\$165,971.22			\$0.00	\$0.00				BLUE TALON
5 5	BT-EEP-3YR BT-EP-PK2-1YR	SEL BlueTalon Enterprise EP Standard 3Y SEL BlueTalon EP Pick 2 Standard 1Y	\$541,154.00 \$90,000.00	K K	31% 31%	\$373,396.26 \$62,100.00			\$0.00 \$0.00	\$0.00 \$0.00				BLUE TALON 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				BLUE TALON
5	BT-HEP-1YR	SEL BlueTalon Hadoop EP Standard 1Y	\$185,000.00	K	31%	\$127,650.00			\$0.00	\$0.00				BLUE TALON
5	BT-HEP-3YR	SEL BlueTalon Hadoop EP Standard 3Y	\$416,154.00	K	31%	\$287,146.26			\$0.00	\$0.00				BLUE TALON
5 5	BT-PE-S-1YR BT-PE-S-3YR	SEL BlueTalon Policy Engine Standard 1Y SEL BlueTalon Policy Engine Standard 3Y	\$155,000.00 \$346,154.00	K K	31% 31%	\$106,950.00 \$238,846.26			\$0.00 \$0.00	\$0.00 \$0.00				BLUE TALON BLUE TALON
5	XBR-R000294	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT	\$315.00	K	31%	\$230,040.20			\$0.00	\$0.00				BROCADE
5		SEL-AMP FABRIC INSIGHT ADV ANA MGMT S		K	31%	\$172,431.00			\$0.00	\$0.00				BROCADE ETHERNET
5		1 SEL-ANALYTICS MONITORING PL MAXCAP 2	\$349,900.00	K	31%	\$241,431.00			\$0.00	\$0.00				BROCADE ETHERNET
5 5	PCAUS PCEURO	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS SEL Pwrcrd for RPS2/3/5/9 EU version	\$48.00 \$17.00	K K	31% 31%	\$33.12 \$11.73			\$0.00 \$0.00	\$0.00 \$0.00				BROCADE ETHERNET BROCADE ETHERNET
5	PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00	ĸ	31%	\$27.60			\$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				BROCADE ETHERNET
5 5	PCUK-EPS PCUSA	SEL PWICH UK 13A 250V	\$75.00 \$11.00	K K	31% 31%	\$51.75 \$7.59			\$0.00 \$0.00	\$0.00 \$0.00				BROCADE ETHERNET BROCADE ETHERNET
5	PCUSA2	SEL-PWR CRD-RPS2/3/5/9 USA vers 9'10" SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125\	\$34.00	K	31%	\$23.46			\$0.00	\$0.00				BROCADE ETHERNET
5	XBR-000195	SEL-FIPS SECURITY SEAL FOR SYSTEM	\$499.00	ĸ	31%	\$344.31			\$0.00	\$0.00				BROCADE ETHERNET
5	XBR-R000296	SEL FRU,UNIVERSAL RACK MOUNT KIT,4 PO	\$430.00	K	31%	\$296.70			\$0.00	\$0.00				BROCADE ETHERNET
5 5	11-1568-LIC 11-1790-LIC	SEL: VF-HYPM5-F SEL: THIN5-STE-F	\$396.00 \$5,500.00	K K	31% 31%	\$273.24 \$3,795.00			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-1790-LIC 11-1791-LIC	SEL: THIN5-31E-F SEL: THIN5-100PK-F	\$2,090.00	K	31%	\$3,793.00			\$0.00	\$0.00				CARAHSOFT
5	11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00	ĸ	31%	\$2,372.22			\$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				CARAHSOFT
5 5	11-1982-LIC 11-1983-LIC	SEL: VR6-OENT25-F SEL: VR6-OSTD-OADV-UG-F	\$19,113.00 \$4,538.00	K K	31% 31%	\$13,187.97 \$3,131.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-1983-LIC	SEL: VR6-OSTD-OADV-UG-F SEL: VR6-OSTD-OENT-UG-F	\$17,243.00	K	31%	\$11,897.67	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-1985-LIC	SEL: VR6-OADV-OENT-UG-F	\$12,705.00	K	31%	\$8,766.45			\$0.00	\$0.00				CARAHSOFT
5	11-1998-LIC	SEL: VR6-VU10-F	\$825.00	K	31%	\$569.25			\$0.00	\$0.00				CARAHSOFT
5 5	11-1999-LIC 11-2015-LIC	SEL: VR6-VU100-F SEL: HZ-FLX-10-F	\$8,250.00 \$2,750.00	K K	31% 31%	\$5,692.50 \$1,897.50			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2112-LIC	SEL: ST6-VSAN-F	\$2,745.00	K	31%	\$1,894.05			\$0.00	\$0.00				CARAHSOFT
5	11-2113-LIC	SEL: ST6-VSA-VSAN-UG-F	\$12,623.00	K	31%	\$8,709.87	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00	K	31%	\$45,540.00			\$0.00	\$0.00				CARAHSOFT
5 5	11-2288-LIC 11-2313-LIC	SEL: HZ-FLX-AD10-F SEL: HZ-F7WS11-FLX-UG-F	\$1,650.00 \$165.00	K K	31% 31%	\$1,138.50 \$113.85			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2314-LIC	SEL: HZ-F8WS12-FLX-UG-F	\$110.00	ĸ	31%	\$75.90			\$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				CARAHSOFT
5 5	11-2318-LIC 11-2321-LIC	SEL: VR7-ATEN25-F SEL: VR7-AUTDT25-F	\$13,062.50 \$3,657.50	K K	31% 31%	\$9,013.13 \$2,523.68			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2321-LIC 11-2322-LIC	SEL: VR7-AUTOT25-F SEL: VR7-ATAD-ATEN-UG-F	\$6,050.00	K	31%	\$4,174.50			\$0.00	\$0.00				CARAHSOFT
5	11-2325-LIC	SEL: HZ7-TCL-STA10-UG-F	\$1,870.00	K	31%	\$1,290.30			\$0.00	\$0.00				CARAHSOFT
5	11-2358-LIC	SEL: HZ7-ADC-10-F	\$4,400.00	K	31%	\$3,036.00			\$0.00	\$0.00				CARAHSOFT
5 5	11-2359-LIC 11-2360-LIC	SEL: HZ7-ADC-100-F SEL: HZ7-ADC-ENC-10-UG-F	\$44,000.00 \$2,117.50	K K	31% 31%	\$30,360.00 \$1,461.08			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2361-LIC	SEL: HZ7-ADC-ENC-100-UG-F	\$21,175.00	K	31%	\$14,610.75			\$0.00	\$0.00				CARAHSOFT
5	11-2362-LIC	SEL: HZ7-ADN-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	11-2363-LIC	SEL: HZ7-ADN-100-F	\$27,500.00	K	31%	\$18,975.00			\$0.00	\$0.00				CARAHSOFT
5 5	11-2364-LIC 11-2365-LIC	SEL: HZ7-ADN-ENN-10-UG-F SEL: HZ7-ADN-ENN-100-UG-F	\$1,210.00 \$12,100.00	K K	31% 31%	\$834.90 \$8,349.00			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2366-LIC	SEL: HZ7-AVA-ENC10-UG-F	\$5,142.50	ĸ	31%	\$3,548.33		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2367-LIC	SEL: HZ7-AVA-ENC100-UG-F	\$51,425.00	K	31%	\$35,483.25			\$0.00	\$0.00				CARAHSOFT
5 5	11-2368-LIC 11-2369-LIC	SEL: HZ7-AVA-ENN10-UG-F SEL: HZ7-AVA-ENN100-UG-F	\$3,025.00 \$30,250.00	K K	31% 31%	\$2,087.25 \$20,872.50			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2370-LIC	SEL: HZ7-AVA-ENN100-UG-F SEL: HZ7-AVE-ENC10-UG-F	\$30,250.00	K	31%	\$20,872.50			\$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				CARAHSOFT
5 5	11-2373-LIC 11-2374-LIC	SEL: HZ7-AVE-ENN100-UG-F SEL: HZ7-AVS-ENC10-UG-F	\$27,830.00 \$5,868.50	K K	31% 31%	\$19,202.70 \$4,049.27			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2374-LIC 11-2375-LIC	SEL: HZ7-AVS-ENC10-UG-F	\$58,685.00	K	31%	\$40,492.65			\$0.00	\$0.00				CARAHSOFT
5	11-2376-LIC	SEL: HZ7-AVS-ENN10-UG-F	\$3,509.00	K	31%	\$2,421.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2377-LIC	SEL: HZ7-AVS-ENN100-UG-F	\$35,090.00	K	31%	\$24,212.10			\$0.00	\$0.00				CARAHSOFT
5 5	11-2378-LIC 11-2379-LIC	SEL: HZ7-EAD-STD10-UG-F SEL: HZ7-EAD-STD100-UG-F	\$1,925.00 \$19,250.00	K K	31% 31%	\$1,328.25 \$13,282.50			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2380-LIC	SEL: HZ7-ENC-10-F	\$6,325.00	ĸ	31%	\$4,364.25			\$0.00	\$0.00				CARAHSOFT
5	11-2381-LIC	SEL: HZ7-ENC-100-F	\$63,250.00	K	31%	\$43,642.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2382-LIC	SEL: HZ7-ENN-10-F SEL: HZ7-ENN-100-F	\$3,850.00 \$38,500.00	K	31%	\$2,656.50 \$26,565.00			\$0.00	\$0.00				CARAHSOFT CARAHSOFT
5	11-2383-LIC 11-2384-LIC	SEL: HZ7-ENN-100-F SEL: HZ7-ENN-ENC-10-UG-F	\$38,500.00	K K	31% 31%	\$26,565.00 \$1,878.53			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5	11-2385-LIC	SEL: HZ7-ENN-ENC-100-UG-F	\$27,225.00	ĸ	31%	\$18,785.25			\$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				CARAHSOFT
5 5	11-2387-LIC 11-2388-LIC	SEL: HZ7-ENTA-STDA100-UG-F SEL: HZ7-LXC-10-F	\$11,000.00 \$1,650.00	K K	31% 31%	\$7,590.00 \$1,138.50			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2389-LIC	SEL: HZ7-LXC-10-F SEL: HZ7-LXC-100-F	\$1,650.00	K	31%	\$1,1385.00 \$11,385.00			\$0.00	\$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	11-2391-LIC	SEL: HZ7-LXC-ENC-100-UG-F	\$51,425.00	K	31%	\$35,483.25			\$0.00					CARAHSOFT
5	11-2392-LIC	SEL: HZ7-MGP-ADC-10-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

				ſ	NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			1
BAND	SKU	DESCRIPTION		TEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM 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			CARAHSOFT
5 5	11-2394-LIC 11-2395-LIC	SEL: HZ7-MGP-ADN-10-UG-F SEL: HZ7-MGP-ADN-100-UG-F	\$1,210.00 \$12,100.00	K K	31% 31%	\$834.90 \$8,349.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2395-LIC 11-2396-LIC	SEL: HZ7-MRG-ADC-10-UG-F	\$3,025.00	K	31%	\$2,087.25	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2397-LIC	SEL: HZ7-MRG-ADC-100-UG-F	\$30,250.00	K	31%	\$20,872.50	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2398-LIC	SEL: HZ7-MRG-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$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				CARAHSOFT
5 5	11-2400-LIC 11-2401-LIC	SEL: HZ7-ST-ADC-10-UG-F SEL: HZ7-ST-ADC-100-UG-F	\$1,815.00 \$18,150.00	K K	31% 31%	\$1,252.35 \$12,523.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) 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				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				CARAHSOFT
5	11-2404-LIC	SEL: HZ7-ST-ADN-1K-UG-F	\$151,250.00	K	31%	\$104,362.50	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2405-LIC 11-2406-LIC	SEL: HZ7-ST-ADN-20-UG-F SEL: HZ7-ST-ADN-200-UG-F	\$3,025.00 \$30,250.00	K K	31% 31%	\$2,087.25 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2407-LIC	SEL: HZ7-ST-ADN-500-UG-F	\$75,625.00	K	31%	\$52,181.25	\$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				CARAHSOFT
5	11-2409-LIC	SEL: HZ7-ST-ENC-100-UG-F	\$39,325.00	K	31%	\$27,134.25	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2410-LIC 11-2411-LIC	SEL: HZ7-ST-ENC-250-UG-F SEL: HZ7-ST-ENC-500-UG-F	\$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) CARAHSOFT) CARAHSOFT
5	11-2411-LIC	SEL: HZ7-ST-ENN-1K-UG-F	\$272,250.00	K	31%	\$187,852.50	\$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				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				CARAHSOFT
5 5	11-2415-LIC 11-2416-LIC	SEL: HZ7-ST-ENN-500-UG-F SEL: HZ7-STD-10-F	\$136,125.00 \$2,750.00	K K	31% 31%	\$93,926.25 \$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2410-LIC 11-2417-LIC	SEL: HZ7-STD-10-F SEL: HZ7-STD-100-F	\$27,500.00	K	31%	\$18,975.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2418-LIC	SEL: HZ7-STD-A10-F	\$2,090.00	K	31%	\$1,442.10	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2419-LIC	SEL: HZ7-STD-A100-F	\$20,900.00	K	31%	\$14,421.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2420-LIC	SEL: HZ7-STDA-STD10-UG-F	\$770.00	K	31%	\$531.30	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2421-LIC 11-2422-LIC	SEL: HZ7-STDA-STD100-UG-F SEL: HZ7-TAC-STA100-UG-F	\$7,700.00 \$18,810.00	K K	31% 31%	\$5,313.00 \$12,978.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT 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				CARAHSOFT
5	11-2424-LIC	SEL: HZ7-TPRO-ST10-UG-F	\$2,310.00	K	31%	\$1,593.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2425-LIC	SEL: HZ7-VAD-ADC-10-UG-F	\$2,530.00	K	31%	\$1,745.70	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2426-LIC 11-2427-LIC	SEL: HZ7-VAD-ADC-100-UG-F SEL: HZ7-VAD-ENC-10-UG-F	\$25,300.00 \$4,647.50	K K	31% 31%	\$17,457.00 \$3,206.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) 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				CARAHSOFT
5	11-2429-LIC	SEL: HZ7-VENT-ST10-UG-F	\$1,100.00	K	31%	\$759.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2430-LIC	SEL: HZ7-VENT-ST100-UG-F	\$11,000.00	K	31%	\$7,590.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2431-LIC	SEL: ST6-AD-D10-F	\$1,100.00	K K	31%	\$759.00	\$0.00		\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
5 5	11-2432-LIC 11-2433-LIC	SEL: ST6-AD-D100-F SEL: ST6-AD-EN-UG-F	\$11,000.00 \$1,815.00	K	31% 31%	\$7,590.00 \$1,252.35	\$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				CARAHSOFT
5	11-2439-LIC	SEL: ST6-EN-F	\$6,044.50	K	31%	\$4,170.71	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2440-LIC	SEL: ST6-ST-AD-UG-F	\$1,815.00	K	31%	\$1,252.35	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2441-LIC 11-2446-LIC	SEL: ST6-ST-EN-UG-F SEL: VR-BCLADVC-F	\$3,630.00 \$3,300.00	K K	31% 31%	\$2,504.70 \$2,277.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2447-LIC	SEL: VR-BCLADVO-25-F	\$5,500.00	K	31%	\$3,795.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2448-LIC	SEL: VR-CODE2C-F	\$5,995.00	K	31%	\$4,136.55	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2449-LIC	SEL: VR-CODE2O-F	\$599.50	K	31%	\$413.66	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2450-LIC 11-2493-LIC	SEL: VR-OAMAD-F SEL: HZ7-PA50-STA100-UG-F	\$1,650.00 \$13,750.00	K K	31% 31%	\$1,138.50 \$9,487.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2493-LIC 11-2494-LIC	SEL: HZ7-PRA50-ST100-UG-F	\$13,750.00	K	31%	\$9,487.50	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2495-LIC	SEL: HZ7-UEM-ENC-100-UG-F	\$57,750.00	K	31%	\$39,847.50	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2496-LIC	SEL: HZ7-UEM-ENC-10-UG-F	\$5,775.00	K	31%	\$3,984.75	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2497-LIC	SEL: HZ7-UEM-ENN-100-UG-F	\$35,200.00	K	31% 31%	\$24,288.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	11-2498-LIC 11-2499-LIC	SEL: HZ7-UEM-ENN-10-UG-F SEL: HZ7-WSP-ADN-100-UG-F	\$3,520.00 \$12,100.00	K K	31% 31%	\$2,428.80 \$8,349.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2500-LIC	SEL: HZ7-WSP-ADN-10-UG-F	\$1,210.00	ĸ	31%	\$834.90	\$0.00		\$0.00	\$0.00			\$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				CARAHSOFT
5 5	11-2506-LIC 11-2507-LIC	SEL: HZ7-ADN-A100-F SEL: HZ7-A100-AERC-F	\$22,000.00 \$33,000.00	K K	31% 31%	\$15,180.00 \$22,770.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5	11-2507-LIC 11-2508-LIC	SEL: HZ7-A100-AERC-F SEL: HZ7-A10-AERC-F	\$33,000.00 \$3,300.00	K K	31% 31%	\$22,770.00 \$2,277.00	\$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	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				CARAHSOFT
5	11-2511-LIC	SEL: HZ7-E10-AERC-F	\$4,675.00	K	31%	\$3,225.75	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	11-2512-LIC 11-2513-LIC	SEL: HZ7-E10-AERC-UG-F SEL: HZ7-ENN-A100-F	\$1,512.50 \$31,350.00	K K	31% 31%	\$1,043.63 \$21,631.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-2513-LIC 11-2514-LIC	SEL: HZ7-ENN-A100-F SEL: HZ7-ENN-A100-UG-F	\$10,285.00	K	31%	\$7,096.65	\$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					CARAHSOFT
5 5	11-2530-LIC 11-2535-LIC	SEL: VR6-OSTC-F SEL: VR-NI-ANXC-F	\$1,375.00 \$1,369.50	K K	31% 31%	\$948.75 \$944.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	HCIAKCPUF	SEL: VR-NI-ANAC-F SEL: HCI-AK-CPU-F	\$1,369.50 \$8,637.75	K	31%	\$5,960.05	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	HCISTDCPUF	SEL: HCI-STD-CPU-F	\$3,839.00	K	31%	\$2,648.91	\$0.00		\$0.00	\$0.00			\$0.00	CARAHSOFT
5		SEL: HZ7-ADC-250-3G-SSS-F	\$60,984.00	K	31%	\$42,078.96	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ADC-250-3P-SSS-F	\$72,600.00 \$23,100.00	K	31%	\$50,094.00	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL: HZ7-ADC-250-G-SSS-F SEL: HZ7-ADC-250-P-SSS-F	\$23,100.00 \$27,500.00	K K	31% 31%	\$15,939.00 \$18,975.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADC-200-F-333-F	\$121,968.00	K	31%	\$84,157.92	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	HZ7ADC5003PSSSF	SEL: HZ7-ADC-500-3P-SSS-F	\$145,200.00	K	31%	\$100,188.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: HZ7-ADC-500-G-SSS-F	\$46,200.00	K	31%	\$31,878.00	\$0.00		\$0.00					CARAHSOFT
5 5		SEL: HZ7-ADC-500-P-SSS-F SEL: HZ7-ADN-1K-3G-SSS-F	\$55,000.00 \$152,460.00	K K	31% 31%	\$37,950.00 \$105,197.40	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
3		322. HZ1-7001-111-00-000-1	φ132,400.00	18	0170	ψ100,157.40	φ0.00	φυ.υυ	φυ.00	φ0.00	. φυ.υυ	φυ.00	φυ.υι	

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ7ADN1K3PSSSF	SEL: HZ7-ADN-1K-3P-SSS-F	\$181,500.00	K	31%	\$125,235.00		LP \$0.00	\$0.00	\$0.00	LP \$0.00		\$0.00) CARAHSOFT
5		SEL: HZ7-ADN-1K-G-SSS-F	\$57,750.00	K	31%	\$39,847.50			\$0.00					CARAHSOFT
5 5		SEL: HZ7-ADN-1K-P-SSS-F SEL: HZ7-ADN-200-3G-SSS-F	\$68,750.00 \$30,492.00	K K	31% 31%	\$47,437.50 \$21,039.48			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-200-3G-3SS-F	\$36,300.00	K	31%	\$25,047.00			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ADN-200-G-SSS-F	\$11,550.00	K	31%	\$7,969.50			\$0.00	\$0.00			\$0.00	CARAHSOFT
5		SEL: HZ7-ADN-200-P-SSS-F	\$13,750.00	K	31%	\$9,487.50			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: HZ7-ADN-20-3G-SSS-F SEL: HZ7-ADN-20-3P-SSS-F	\$3,049.20 \$3,630.00	K K	31% 31%	\$2,103.95 \$2,504.70			\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		SEL: HZ7-ADN-20-G-SSS-F	\$1,155.00	K	31%	\$2,504.70 \$796.95			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ADN-20-P-SSS-F	\$1,375.00	K	31%	\$948.75			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ADN-500-3G-SSS-F	\$76,230.00	K	31%	\$52,598.70			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ADN-500-3P-SSS-F	\$90,750.00	K	31%	\$62,617.50			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ADN-500-G-SSS-F SEL: HZ7-ADN-500-P-SSS-F	\$28,875.00 \$34,375.00	K K	31% 31%	\$19,923.75 \$23,718.75			\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		ISEL: HZ7-AP-STC-ADC100-UG-F	\$15,125.00	ĸ	31%	\$10,436.25			\$0.00	\$0.00				CARAHSOFT
5	HZ7APSTCADC10UG	SEL: HZ7-AP-STC-ADC10-UG-F	\$1,512.50	K	31%	\$1,043.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		ISEL: HZ7-AP-STN-ADN100-UG-F	\$9,075.00	K	31%	\$6,261.75			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: HZ7-AP-STN-ADN10-UG-F SEL: HZ7-ENC-250-3G-SSS-F	\$907.50 \$87,665.95	K K	31% 31%	\$626.18 \$60,489.51			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENC-250-3G-353-F SEL: HZ7-ENC-250-3P-SSS-F	\$104,363.95	K	31%	\$72,011.13			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENC-250-G-SSS-F	\$33,206.80	K	31%	\$22,912.69			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENC-250-P-SSS-F	\$39,531.80	K	31%	\$27,276.94			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENC-500-3G-SSS-F	\$175,329.00	K	31%	\$120,977.01			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: HZ7-ENC-500-3P-SSS-F SEL: HZ7-ENC-500-G-SSS-F	\$208,725.00 \$66,412.50	K K	31% 31%	\$144,020.25 \$45,824.63			\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		SEL: HZ7-ENC-500-G-333-F SEL: HZ7-ENC-500-P-SSS-F	\$79,062.50	K	31%	\$54,553.13			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-1K-3G-SSS-F	\$213,444.00	K	31%	\$147,276.36			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-1K-3P-SSS-F	\$254,100.00	K	31%	\$175,329.00			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-1K-G-SSS-F	\$80,850.00	K	31%	\$55,786.50			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: HZ7-ENN-1K-P-SSS-F SEL: HZ7-ENN-200-3G-SSS-F	\$96,250.00 \$42,688.80	K K	31% 31%	\$66,412.50 \$29,455.27			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENN-200-39-SSS-F	\$50,820.00	K	31%	\$35,065.80			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-200-G-SSS-F	\$16,170.00	K	31%	\$11,157.30			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-200-P-SSS-F	\$19,250.00	K	31%	\$13,282.50			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-20-3G-SSS-F	\$4,268.88	K	31%	\$2,945.53			\$0.00	\$0.00) CARAHSOFT) CARAHSOFT
5 5		SEL: HZ7-ENN-20-3P-SSS-F SEL: HZ7-ENN-20-G-SSS-F	\$5,082.00 \$1,617.00	K K	31% 31%	\$3,506.58 \$1,115.73			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5		SEL: HZ7-ENN-20-P-SSS-F	\$1,925.00	ĸ	31%	\$1,328.25			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-500-3G-SSS-F	\$106,722.00	K	31%	\$73,638.18			\$0.00	\$0.00				CARAHSOFT
5		SEL: HZ7-ENN-500-3P-SSS-F	\$127,050.00	K	31%	\$87,664.50			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: HZ7-ENN-500-G-SSS-F SEL: HZ7-ENN-500-P-SSS-F	\$40,425.00 \$48,125.00	K K	31% 31%	\$27,893.25 \$33,206.25			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: ST6-ED-HA100-F	\$3,630.00	K	31%	\$2,504.70			\$0.00	\$0.00				CARAHSOFT
5	ST6EDHA10F	SEL: ST6-ED-HA10-F	\$363.00	K	31%	\$250.47			\$0.00	\$0.00				CARAHSOFT
5		SEL: ST6-RB-25VM-F	\$13,750.00	K	31%	\$9,487.50			\$0.00	\$0.00				CARAHSOFT
5 5	ST6-RBAD-25-F	SEL: ST6-RBAD-25-F SEL: ST6-RB-ADEN-25-UG-F	\$22,000.00 \$9,075.00	K K	31% 31%	\$15,180.00 \$6,261.75			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: ST6-RB-ADV-25-UG-F	\$9,075.00	K	31%	\$6,261.75			\$0.00	\$0.00				CARAHSOFT
5	ST6RBEN25F	SEL: ST6-RBEN-25-F	\$30,250.00	K	31%	\$20,872.50			\$0.00	\$0.00				CARAHSOFT
5		SEL: ST6-RBEN-25-UG-F	\$18,150.00	K	31%	\$12,523.50			\$0.00	\$0.00				CARAHSOFT
5	VAOMSPLLUE	SEL: VA-OMS-PLL-D-F	\$77.00	K	31%	\$53.13			\$0.00	\$0.00				CARAHSOFT
5 5	VAOMSPLLUF VAOMSTI SSD2PF	SEL: VA-OMS-PLL-U-F SEL: VA-OMS-TLSS-D-2P-F	\$154.00 \$107.80	K K	31% 31%	\$106.26 \$74.38			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VA-OMS-TLSS-D-3P-F	\$151.80	ĸ	31%	\$104.74			\$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				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 K	31% 31%	\$106.26 \$759.00			\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		SEL: V-PS-SUPP-INC-F SEL: VR17-AADV-ADV-UG-F	\$6,798.00	K	31%	\$4,690.62			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-AADV-ENT-UG-F	\$1,056.00	ĸ	31%	\$728.64			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-ADV-ENT-UG-F	\$1,815.00	K	31%	\$1,252.35			\$0.00	\$0.00				CARAHSOFT
5	VR17ADVF	SEL: VR17-ADV-F	\$6,869.50	K	31%	\$4,739.96			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR17-AENT-ENT-UG-F SEL: VR17-BCLC-ADV-UG-F	\$4,378.00 \$3,927.00	K K	31% 31%	\$3,020.82 \$2,709.63			\$0.00 \$0.00	\$0.00 \$0.00) CARAHSOFT) CARAHSOFT
5		SEL: VR17-BCLC-ENT-UG-F	\$5,742.00	K	31%	\$3,961.98			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-BCLO-ADV-UG-F	\$1,507.00	K	31%	\$1,039.83			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-BCLO-ENT-UG-F	\$3,322.00	K	31%	\$2,292.18			\$0.00	\$0.00				CARAHSOFT
5 5	VR17ENTF	SEL: VR17-ENT-F SEL: VR17-LIS4C-ADV-UG-F	\$8,519.50 \$5,742.00	K K	31% 31%	\$5,878.46 \$3,961.98			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR17-LIS4C-ADV-UG-F SEL: VR17-LIS4C-ENT-UG-F	\$5,742.00 \$7,557.00	K	31%	\$5,961.98 \$5,214.33			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-LIS4C-STD-UG-F	\$2,717.00	ĸ	31%	\$1,874.73			\$0.00	\$0.00				CARAHSOFT
5	VR17LIS4OADVUGF	SEL: VR17-LIS4O-ADV-UG-F	\$1,507.00	K	31%	\$1,039.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR17-LIS4O-ENT-UG-F	\$3,322.00	K	31%	\$2,292.18			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-LIS4O-STD-UG-F SEL: VR17-OADV-ADV-UG-F	\$3,012.90 \$6,798.00	K K	31% 31%	\$2,078.90 \$4,690.62			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		FSEL: VR17-OADV-ADV-UG-F	\$6,798.00 \$4,229.50	K K	31%	\$4,690.62 \$2,918.36			\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-OADVC-ADV-OG-F	\$6,044.50	K	31%	\$4,170.71			\$0.00	\$0.00				CARAHSOFT
5	VR17OADVCSTDUGE	SEL: VR17-OADVC-STD-UG-F	\$1,204.50	K	31%	\$831.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR17-OADV-ENT-UG-F	\$1,056.00	K	31%	\$728.64			\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR17-OADV-STD-UG-F SEL: VR17-OENT-ADV-UG-F	\$748.00 \$7,095.00	K K	31% 31%	\$516.12 \$4,895.55			\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR17-OENT-ADV-UG-F SEL: VR17-OENT-ENT-UG-F	\$7,095.00	K	31%	\$4,895.55 \$4,895.55			\$0.00	\$0.00				CARAHSOFT
-			Ţ.,300.00			Ţ.,±30.00	ψ0.00	\$0.00	\$0.00	φ0.00	ψ0.00	\$0.00	\$0.00	

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE]
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	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		SEL: VR17-OENT-STD-UG-F	\$4,361.50		31%	\$3,009.44	\$0.00		\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: VR17-OIST-ADV-UG-F SEL: VR17-OIST-ENT-UG-F	\$5,137.00 \$6,952.00		31% 31%	\$3,544.53 \$4,796.88	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR17-OIST-STD-UG-F	\$2,112.00		31%	\$1,457.28	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-OSTC-ADV-UG-F	\$6,044.50		31%	\$4,170.71	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-OSTC-ENT-UG-F SEL: VR17-OSTC-STD-UG-F	\$7,859.50 \$3,019.50		31% 31%	\$5,423.06 \$2,083.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR17-OSTDC-ADV-UG-F	\$6,649.50		31%	\$4,588.16	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-OSTDC-ENT-UG-F	\$7,694.50		31%	\$5,309.21	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR17-OSTDC-STD-UG-F SEL: VR17-OSTDO-ADV-UG-F	\$3,624.50 \$3,778.50		31% 31%	\$2,500.91 \$2,607.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR17-OSTDO-ADV-OG-F	\$5,593.50		31%	\$3,859.52	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-OSTDO-STD-UG-F	\$753.50		31%	\$519.92	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR17-STD-ADV-UG-F SEL: VR17-STD-ENT-UG-F	\$3,025.00 \$4,840.00		31% 31%	\$2,087.25 \$3,339.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR17-STD-ENT-UG-F	\$4,040.00		31%	\$2,842.46	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	VR6-OADVC-F	SEL: VR6-OADVC-F	\$3,025.00		31%	\$2,087.25	\$0.00		\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: VR6-OSTC-OADVC-UG-F	\$1,815.00		31%	\$1,252.35	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR6-OSTDC-OADVC-UG-F SEL: VR7-OADV-ADV-UG-FPRO	\$2,420.00 \$5,098.50		31% 31%	\$1,669.80 \$3,517.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR7-OADV-ENT-UG-FPRO	\$792.00		31%	\$546.48	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR7-OADV-STD-UG-FPRO	\$561.00		31%	\$387.09	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR7-OENT-ADV-UG-FPRO SEL: VR7-OENT-ENT-UG-FPRO	\$5,324.00 \$5,324.00		31% 31%	\$3,673.56 \$3,673.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR7-0ENT-STD-UG-FPRO	\$3,272.50		31%	\$2,258.03	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	VR70ISTSTDUGFPR	SEL: VR7-OIST-STD-UG-FPRO	\$1,584.00	K	31%	\$1,092.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR7-OSTC-ADV-UG-FPRO	\$4,537.50		31%	\$3,130.88	\$0.00		\$0.00	\$0.00				CARAHSOFT CARAHSOFT
5 5		SEL: VR7-OSTC-ENT-UG-FPRO SEL: VR7-OSTC-STD-UG-FPRO	\$5,896.00 \$2,266.00		31% 31%	\$4,068.24 \$1,563.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT
5		SEL: VR7-OSTDC-ADV-UG-FPRO	\$4,988.50		31%	\$3,442.07	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR7-OSTDC-ENT-UG-FPRO	\$5,769.50		31%	\$3,980.96	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR7-OSTDC-STD-UG-FPRO SEL: VR7-OSTDO-ADV-UG-FPRO	\$2,722.50 \$2,838.00		31% 31%	\$1,878.53 \$1,958.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR7-OSTDO-ENT-UG-FPRO	\$4,196.50		31%	\$2,895.59	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR7-OSTDO-STD-UG-FPRO	\$566.50		31%	\$390.89	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL: VR-LIS4-CPU-F SEL: VR-LIS4O-25-3G-SSS-F	\$1,650.00 \$3,049.20		31% 31%	\$1,138.50 \$2,103.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR-LIS40-25-3G-555-F SEL: VR-LIS40-25-3P-SSS-F	\$3,630.00		31%	\$2,504.70	\$0.00		\$0.00	\$0.00				CARAHSOFT
5	VR-LIS4O-25-F	SEL: VR-LIS4O-25-F	\$5,500.00		31%	\$3,795.00	\$0.00		\$0.00	\$0.00	\$0.00			CARAHSOFT
5		SEL: VR-LIS4O-25-G-SSS-F SEL: VR-LIS4O-25-P-SSS-F	\$1,155.00	K	31%	\$796.95	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR-LIS40-25-P-SSS-F SEL: VR-NI-AENXC-UG-FPRO	\$1,375.00 \$229.90		31% 31%	\$948.75 \$158.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR-NI-ANX100-F	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: VR-NI-ANX10-F	\$275.00	K	31%	\$189.75	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR-NI-ENX100-F SEL: VR-NI-ENX10-F	\$4,895.00 \$489.50		31% 31%	\$3,377.55 \$337.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR-NI-ENXC-F	\$2,414.50		31%	\$1,666.01	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR-NI-UG-AENX100-UG-F	\$2,359.50		31%	\$1,628.06	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR-NI-UG-AENX10-UG-F SEL: VR-NI-UG-AENXC-UG-F	\$236.50 \$1,149.50	K K	31% 31%	\$163.19 \$793.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: VR-OSTACK4-AD-F	\$544.50		31%	\$375.71	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR-OSTACK4-F	\$1,094.50		31%	\$755.21	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5	WS14PLAYF WS14PLAYUGF	SEL: WS14-PLAY-F SEL: WS14-PLAY-UG-F	\$164.99 \$87.99	K K	31% 31%	\$113.84 \$60.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	WS14PROF	SEL: WS14-PRO-F	\$274.99	K	31%	\$189.74	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: WS14-PRO-PLAY-UG-F	\$109.99	K	31%	\$75.89	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: WS14-PRO-UG-F SEL: WS-PLAY-SUP-1PAK	\$164.99 \$33.00	K K	31% 31%	\$113.84 \$22.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5		SEL: WS-PLAY-SUP-3PAK	\$88.00	K	31%	\$60.72	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: WS-PLAY-SUP-5PAK	\$134.00	K	31%	\$92.46	\$0.00		\$0.00	\$0.00				CARAHSOFT
5 5		SEL Cloudera Analytic Brnz TB (100 min) SEL Cloudera Analytic Gold TB (100 min)	\$787.69		31%	\$543.51	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				CLOUDERA
5		SEL Cloudera Analytic Gold 1B (100 min) SEL Cloudera Analytic Brnz Node (10 min)	\$984.62 \$7,876.92		31% 31%	\$679.39 \$5,435.07	\$0.00 \$0.00		\$0.00	\$0.00) CLOUDERA) CLOUDERA
5	CEADN-GOLD	SEL Cloudera Analytic Gold Node (10 min)	\$9,846.15		31%	\$6,793.84	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	CLOUDERA
5		SEL Cloudera Basic Bronze TB (100 min)	\$196.92		31%	\$135.87	\$0.00		\$0.00	\$0.00				CLOUDERA
5		SEL Cloudera Basic Gold TB (100 min) SEL Cloudera Basic Bronze Node (10 min)	\$246.15 \$1,969.23		31% 31%	\$169.84 \$1,358.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CLOUDERA) CLOUDERA
5		SEL Cloudera Basic Gold Node (10 min)	\$2,461.54	ĸ	31%	\$1,698.46	\$0.00		\$0.00	\$0.00				CLOUDERA
5	CEDEC-BRNZ	SEL Cloudera Data Eng Brnz TB (100 min)	\$393.85		31%	\$271.76	\$0.00		\$0.00	\$0.00				CLOUDERA
5 5	CEDEC-GOLD CEDEN-BRNZ	SEL Cloudera Data Eng Gold TB (100 min) SEL Cloudera Data Eng Brnz Node (10 min)	\$492.31 \$3,938.46	K K	31% 31%	\$339.69 \$2,717.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CLOUDERA) CLOUDERA
5		SEL Cloudera Data Eng Gold Node (10 min)	\$3,938.46		31%	\$2,717.54	\$0.00		\$0.00	\$0.00				CLOUDERA 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		SEL Cloudera EDHub Gold TB (100 min)	\$1,230.77		31%	\$849.23	\$0.00		\$0.00	\$0.00				CLOUDERA
5 5		SEL Cloudera EDHub Bronze Node (10 min) SEL Cloudera EDHub Gold Node (10 min)	\$9,846.15 \$12,307.69		31% 31%	\$6,793.84 \$8,492.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CLOUDERA) CLOUDERA
5	CEODC-BRNZ	SEL Cloudera Operatni Brnz 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		SEL Cloudera Operatnl Gold TB (100 min)	\$738.46		31%	\$509.54	\$0.00		\$0.00	\$0.00			\$0.00) CLOUDERA
5		SEL Cloudera Operatnl Brnz Node (10 min) SEL Cloudera Operatnl Gold Node (10 min)	\$5,907.69 \$7,384.62		31% 31%	\$4,076.31 \$5,095.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) CLOUDERA) CLOUDERA
5	456-113-091	Secure VM SecVM PSMC Sub 25-99=IB	\$7,384.62 \$59.00		31%	\$5,095.39 \$40.71	\$0.00		\$0.00	\$0.00				CLOUDERA CLOUDLINK
5	456-113-092	Secure VM SecVM PSMC Sub 100-499=IB	\$48.00	K	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=IB	\$42.00	K	31%	\$28.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	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 CLOUDLINK
5 5	456-113-095 456-113-096	Secure VM SecVM Perpetual 25-99=IB Secure VM SecVM Perpetual 100-499=IB	\$1,425.00 \$1,175.00	K K	31% 31%	\$983.25 \$810.75			\$0.00 \$0.00		\$0.00 \$0.00			5 CLOUDLINK 5 CLOUDLINK
5	456-113-097	Secure VM SecVM Perpetual 100-499=IB	\$1,010.00	K	31%	\$696.90			\$0.00		\$0.00			0 CLOUDLINK
5	456-113-098	Secure VM SecVM Perpetual 1000+=IB	\$775.00	K	31%	\$534.75	\$193.75		\$0.00	\$0.00	\$0.00	\$0.00	\$178.25	5 CLOUDLINK
5	456-113-099	Secure VM SVM for CPSD HW per VM=IB	\$500.00	K	31%	\$345.00			\$0.00		\$0.00			0 CLOUDLINK
5 5	456-113-100 456-113-101	Secure VM SVM for CPSD HW per socket=ZC Secure VM KMIP Client Perpetual=IA	\$5,000.00 \$8,000.00	K K	31% 31%	\$3,450.00 \$5,520.00			\$0.00 \$0.00		\$0.00 \$0.00			0 CLOUDLINK 0 CLOUDLINK
5	456-113-115	Secure VM 6.0 Perp 10 VM HCP Bundle=IB	\$1.00	K	31%	\$0.69			\$0.00		\$0.00			0 CLOUDLINK
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 CLOUDLINK
5	456-113-222	Secure VM SecVM PSPlus Sub 100-499=IB	\$49.00	K	31%	\$33.81	\$0.00		\$0.00		\$0.00			0 CLOUDLINK
5 5	456-113-223 456-113-224	Secure VM SecVM PSPlus Sub 500-999=IB Secure VM SecVM PSPlus Sub 1000+=IB	\$42.00 \$32.00	K K	31% 31%	\$28.98 \$22.08			\$0.00 \$0.00		\$0.00 \$0.00			0 CLOUDLINK 0 CLOUDLINK
5	458-001-000	Secure VM SecVM Perpetual	\$0.00	ĸ	31%	\$0.00			\$0.00		\$0.00			O CLOUDLINK
5	458-001-880	Secure VM SecVM for CPD HW Perpetual	\$0.00	K	31%	\$0.00			\$0.00		\$0.00			0 CLOUDLINK
5	458-002-010	Secure VM KMIP Client Perpetual	\$0.00	K	31%	\$0.00			\$0.00		\$0.00			0 CLOUDLINK
5 5	458-002-012 SH-458-000-168	Secure VM SecVM Perp HCP Bundle Secure VM SecVM Sub	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00			\$0.00 \$0.00		\$0.00 \$0.00			0 CLOUDLINK 0 CLOUDLINK
5	SH-458-000-255	Secure VM SecVM 6.0 Sub HCP Bundle=IB	\$275.00	ĸ	31%	\$189.75			\$0.00		\$0.00			O CLOUDLINK
5	DBMI-MCD-020	SEL Migrate NAS-to-Isilon Initial 50	\$42,348.00	K	31%	\$29,220.12			\$0.00		\$0.00			D DATA DOBI
5 5	DBMI-MCD-021 DBMVNX-MCD-020	SEL Migrate NAS-to-Isilon Addl 10	\$6,489.00 \$42,348.00	K K	31% 31%	\$4,477.41 \$29,220.12			\$0.00 \$0.00		\$0.00 \$0.00			D DATA DOBI D DATA DOBI
5	DBMVNX-MCD-020	SEL Migrate NAS-to-VNX/Unity Initial 50 SEL Migrate NAS-to-VNX/Unity Addl 10	\$6,489.00	K	31%	\$4,477.41			\$0.00		\$0.00			D DATA DOBI
5	LPE12000-E	SELECT SINGLE-PORT 8GB FC PCI EXPRESS		K	31%	\$859.05			\$0.00		\$0.00			0 EMULEX
5	LPE12002-E	SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,660.00	K	31%	\$1,145.40			\$0.00		\$0.00			0 EMULEX
5 5	LPE16000B-E LPE16002B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS SEL DUAL-PORT 16GB FC PCI EXPRESS	\$1,670.00 \$2,199.00	K K	31% 31%	\$1,152.30 \$1,517.31	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			0 EMULEX 0 EMULEX
5	LPE31000-M6-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS - (K	31%	\$1,152.30			\$0.00		\$0.00			D EMULEX
5	LPE31002-M6-E	SEL DUAL-PORT 16GB FC PCI EXPRESS - G6	\$2,199.00	K	31%	\$1,517.31		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 EMULEX
5		SEL HDF Edge Agent Sub- 100 Agents	\$100,000.00	K	31%	\$69,000.00			\$0.00		\$0.00			0 HORTONWORKS
5 5		SEL HDF Edge Agent Sub- 10,000 Agents SEL HDF Edge Agent Sub- 1000 Agents	\$2,000,000.00 \$500,000.00	K K	31% 31%	\$1,380,000.00 \$345,000.00			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5	A-HDF-DIM-1Y	Sel HDF Data in Motion Bundle	\$700,000.00	K	31%	\$483,000.00			\$0.00		\$0.00			0 HORTONWORKS
5	A-HDF-EDG-10-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes	\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 HORTONWORKS
5	A-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$300,000.00	K	31%	\$207,000.00			\$0.00		\$0.00			0 HORTONWORKS
5 5	A-HDF-EDG-25-1Y A-HDF-EFM-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes Sel HDF Ent Flow Mngt- 16 Cores	\$150,000.00 \$72,000.00	K K	31% 31%	\$103,500.00 \$49,680.00			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5	A-HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$20,000.00	ĸ	31%	\$13,800.00			\$0.00		\$0.00			HORTONWORKS
5	A-HDF-ESP-1Y	Sel HDF Stream Processing 4 Nodes	\$36,000.00	K	31%	\$24,840.00			\$0.00		\$0.00			0 HORTONWORKS
5 5	A-HDP-ENT-1Y A-HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$16,000.00 \$28,800.00	K K	31% 31%	\$11,040.00 \$19,872.00			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D 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 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	HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required	\$15,385.00	K	31%	\$10,615.65			\$0.00		\$0.00			0 HORTONWORKS
5 5		SEL HWX Connect Flx Crdts - 12 Credits SEL HWX Connect Flex Plan 1Y	\$8,615.00 \$23,077.00	K K	31% 31%	\$5,944.35 \$15,923.13			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5		SEL HDF Edge Agent Sub- 100 Agents	\$92,308.00	ĸ	31%	\$63,692.52			\$0.00		\$0.00			0 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 HORTONWORKS
5		SEL HDF Edge Agent Sub- 1000 Agents	\$461,538.00	K K	31%	\$318,461.22			\$0.00		\$0.00			0 HORTONWORKS
5 5	E-HDF-DIM-1Y E-HDF-EDG-10-1Y	Sel HDF Data in Motion Bundle SEL HDF Edge Brnch Office Sub - 10 Nodes	\$646,154.00 \$92,308.00	K	31% 31%	\$445,846.26 \$63,692.52			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5	E-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$276,923.00	ĸ	31%	\$191,076.87			\$0.00		\$0.00			HORTONWORKS
5	E-HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$138,462.00	K	31%	\$95,538.78			\$0.00		\$0.00			HORTONWORKS
5 5	E-HDF-EFM-1Y E-HDF-EMS-1Y	Sel HDF Ent Flow Mngt- 16 Cores Sel HDF MNGT Services 1 Cluster	\$66,462.00 \$18,462.00	K K	31% 31%	\$45,858.78 \$12,738.78			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D 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 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 HORTONWORKS
5 5	E-HDP-EPL-1Y	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$26,585.00	K K	31% 31%	\$18,343.65			\$0.00 \$0.00		\$0.00			0 HORTONWORKS
5	E-HDP-JSS-6M E-HDP-SCH-1Y	SEL HDP Jumpstart Sub. 200TB- 6M sub. SEL Solr Search	\$46,154.00 \$7,385.00	K	31%	\$31,846.26 \$5,095.65			\$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required	\$18,462.00	K	31%	\$12,738.78			\$0.00		\$0.00			HORTONWORKS
5		SEL HWX Connect Flx Crdts - 12 Credits	\$10,338.00	K	31%	\$7,133.22			\$0.00		\$0.00) HORTONWORKS
5 5	E-HWC-FLXPLN-1Y HDF-AGT-100-1Y	SEL HWX Connect Flex Plan 1Y SEL HDF Edge Agent Sub- 100 Agents	\$27,692.00 \$76,923.00	K K	31% 31%	\$19,107.48 \$53,076.87			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5	HDF-AGT-10K-1Y	SEL HDF Edge Agent Sub- 10,000 Agents	\$1,538,462.00	K	31%	\$1,061,538.78			\$0.00		\$0.00			0 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			HORTONWORKS
5	HDF-DIM-1Y	Sel HDF Data in Motion Bundle	\$538,462.00	K	31%	\$371,538.78			\$0.00		\$0.00			0 HORTONWORKS
5	HDF-EDG-10-1Y HDF-EDG-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes SEL HWX DataFlow Edge Pack 100 Devices	\$76,923.00 \$230.769.00	K K	31% 31%	\$53,076.87 \$159,230.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D HORTONWORKS
5	HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$115,385.00	K	31%	\$79,615.65			\$0.00) HORTONWORKS
5	HDF-EFM-1Y	Sel HDF Ent Flow Mngt- 16 Cores	\$55,385.00	K	31%	\$38,215.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 HORTONWORKS
5 5	HDF-EMS-1Y HDF-ESP-1Y	Sel HDF MNGT Services 1 Cluster Sel HDF Stream Processing 4 Nodes	\$15,385.00 \$27,692.00	K K	31% 31%	\$10,615.65 \$19,107.48			\$0.00 \$0.00					D HORTONWORKS D HORTONWORKS
5	HDF-ESP-1Y HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$27,692.00 \$12,308.00	K K	31% 31%	\$19,107.48 \$8,492.52			\$0.00 \$0.00		\$0.00 \$0.00			D HORTONWORKS D 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			HORTONWORKS
5 5	HDP-SCH-1Y	SEL Solr Search SEL Flx Sprt Contact - 1 yr - Required	\$6,154.00 \$15,385.00	K K	31% 31%	\$4,246.26 \$10,615.65			\$0.00 \$0.00					D HORTONWORKS D HORTONWORKS
5		SEL FIX Sprt Contact - 1 yr - Required SEL HWX Connect FIx Crdts - 12 Credits	\$15,385.00	K	31%	\$5,944.35			\$0.00					0 HORTONWORKS
5	HWC-FLEXPLAN-1Y	SEL HWX Connect Flex Plan 1Y	\$23,077.00	K	31%	\$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 HORTONWORKS
5		SEL Catalog/Data Mgmt Starter for ENT	\$38,461.54	K	31%	\$26,538.46			\$0.00					0 INDEX ENGINES
5 5		SEL Catalog/Data Mgmt Starter for MM SEL IE Workshop 30 Day Single Server	\$15,384.62 \$0.00	K K	31% 31%	\$10,615.39 \$0.00			\$0.00 \$0.00					0 INDEX ENGINES 0 INDEX ENGINES
5	SSDAT-SOFF NOINO	SEE IE WORKSHOP OF Day Offigie Server	φυ.00	Α.	0170	φ0.00	φυ.υυ	. φυ.υυ	φυ.00	φ0.00	φ0.00	φυ.υυ	φυ.υι	

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			
BAND	ѕки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		CSEL IE Workshop Promo Single Server SEL 1YR 1-9 ADMIN USER LOGIN	\$15,385.00 \$2,307.69	K K	31% 31%	\$10,615.65 \$1,592.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 10-99 ADMIN USER LOGIN	\$1,923.08	ĸ	31%	\$1,326.93	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 1-9 ADMIN USER LOGIN	\$6,230.77	K	31%	\$4,299.23	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 3YR 10-99 ADMIN USER LOGIN SEL 5YR 1-9 ADMIN USER LOGIN	\$5,192.31 \$9,230.77	K K	31% 31%	\$3,582.69 \$6,369.23	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	ADU-5YR-00000010	SEL 5YR 10-99 ADMIN USER LOGIN	\$7,692.31	K	31%	\$5,307.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Up to 1k Tapes	\$15,384.62	K	31%	\$10,615.39	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 1Y BU Catalog Bundle Up to 5k Tapes SEL 1Y BU Catalog Bundle Upto 10k Tapes	\$30,769.23 \$46,153.85	K K	31% 31%	\$21,230.77 \$31,846.16	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Up to 25k Tapes	\$76,923.08	K	31%	\$53,076.93	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3Y BU Catalog Bundle Up to 1k Tapes	\$30,769.23	K	31%	\$21,230.77	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 3Y BU Catalog Bundle Up to 5k Tapes SEL 3Y BU Catalog Bundle Up to 10k Tapes	\$61,538.46 \$92,307.69	K K	31% 31%	\$42,461.54 \$63,692.31	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3Y BU Catalog Bundle Up to 25k Tapes	\$153,846.15	K	31%	\$106,153.84	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5Y BU Catalog Bundle Up to 1k Tapes	\$46,153.85	K	31%	\$31,846.16	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 5Y BU Catalog Bundle Up to 5k Tapes SEL 5Y BU Catalog Bundle Up to 10k Tapes	\$92,307.69 \$138,461.54	K K	31% 31%	\$63,692.31 \$95,538.46	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5Y BU Catalog Bundle Up to 25k Tapes	\$230,769.23	K	31%	\$159,230.77	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 25-49TB FILE METADATA INDEX	\$769.23	K	31%	\$530.77	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 1YR 50-99TB FILE METADATA INDEX SEL 1YR 100-249TB FILE METADATA INDEX	\$634.62 \$519.23	K K	31% 31%	\$437.89 \$358.27	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 250-499TB FILE METADATA INDEX	\$384.62	K	31%	\$265.39	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 500-999TB FILE METADATA INDEX	\$326.92	K	31%	\$225.57	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 1YR 1000-1999TB FILE METADATA INDE SEL 3YR 25-49TB FILE METADATA INDEX	\$269.23 \$2,076.92	K K	31% 31%	\$185.77 \$1,433.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 50-99TB FILE METADATA INDEX	\$1,713.46	ĸ	31%	\$1,182.29	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 100-249TB FILE METADATA INDEX	\$1,401.92	K	31%	\$967.32	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 3YR 250-499TB FILE METADATA INDEX SEL 3YR 500-999TB FILE METADATA INDEX	\$1,038.46 \$882.69	K K	31% 31%	\$716.54 \$609.06	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 1000-1999TB FILE METADATA INDEX	\$726.92	K	31%	\$501.57	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 25-49TB FILE METADATA INDEX	\$3,076.92	K	31%	\$2,123.07	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 5YR 50-99TB FILE METADATA INDEX SEL 5YR 100-249TB FILE METADATA INDEX	\$2,538.46 \$2,076.92	K K	31% 31%	\$1,751.54 \$1,433.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 250-499TB FILE METADATA INDEX	\$1,538.46	K	31%	\$1,061.54	\$0.00		\$0.00			\$0.00		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	INDEX ENGINES
5 5		SEL 5YR 1000-1999TB FILE METADATA INDE SEL 1YR 1000-1999 TAPE CATALOG INGEST	\$1,076.92 \$12.08	K K	31% 31%	\$743.07 \$8.34	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 2000-1999 TAPE CATALOG INGEST	\$9.77	K	31%	\$6.74	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5	TCI-1YR-00005000	SEL 1YR 5000-9999 TAPE CATALOG INGEST	\$7.46	K	31%	\$5.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 10000-19999 TAPE CATALOG INGES SEL 1YR 20000-49999 TAPE CATALOG INGES		K	31%	\$4.20	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 20000-49999 TAPE CATALOG INGES		K K	31% 31%	\$3.39 \$2.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 1000-1999 TAPE CATALOG INGEST	\$24.15	K	31%	\$16.66	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 2000-4999 TAPE CATALOG INGEST	\$19.54	K	31%	\$13.48	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 3YR 5000-9999 TAPE CATALOG INGEST SEL 3YR 10000-19999 TAPE CATALOG INGES	\$14.92 \$12.15	K K	31% 31%	\$10.29 \$8.38	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 20000-49999 TAPE CATALOG INGES	\$9.85	K	31%	\$6.80	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 3YR 50000-99999 TAPE CATALOG INGES		K	31%	\$5.20	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 5YR 1000-1999 TAPE CATALOG INGEST SEL 5YR 2000-4999 TAPE CATALOG INGEST	\$36.23 \$29.31	K K	31% 31%	\$25.00 \$20.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 5000-9999 TAPE CATALOG INGEST	\$22.38	K	31%	\$15.44	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 10000-19999 TAPE CATALOG INGES		K	31%	\$12.58	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 5YR 20000-49999 TAPE CATALOG INGES SEL 5YR 50000-99999 TAPE CATALOG INGES		K K	31% 31%	\$10.19 \$7.80	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 10-49 TAPE CATALOG REBUILD	\$96.15	ĸ	31%	\$66.34	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 1YR 50-99 TAPE CATALOG REBUILD	\$62.54	K	31%	\$43.15	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 1YR 100-249 TAPE CATALOG REBUILD SEL 1YR 250-499 TAPE CATALOG REBUILD	\$48.08 \$38.46	K K	31% 31%	\$33.18 \$26.54	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES 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		INDEX ENGINES
5	TCR-1YR-00001000	SEL 1YR 1000-1999 TAPE CATALOG REBUILD	\$24.15	K	31%	\$16.66	\$0.00		\$0.00			\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 2000-4999 TAPE CATALOG REBUILD SEL 1YR 5000-9999 TAPE CATALOG REBUILD	\$19.54 \$14.92	K K	31% 31%	\$13.48 \$10.29	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 10000-24999 TAPE CATALOG REBUI		K	31%	\$8.38	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5	TCR-1YR-00025000	SEL 1YR 25000-49999 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 5		SEL 3YR 10-49 TAPE CATALOG REBUILD SEL 3YR 50-99 TAPE CATALOG REBUILD	\$144.23 \$93.81	K K	31% 31%	\$99.52 \$64.73	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 100-249 TAPE CATALOG REBUILD	\$72.12	K	31%	\$49.76	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5	TCR-3YR-00000250	SEL 3YR 250-499 TAPE CATALOG REBUILD	\$57.69	K	31%	\$39.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 3YR 500-999 TAPE CATALOG REBUILD	\$50.54	K K	31%	\$34.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL 3YR 1000-1999 TAPE CATALOG REBUILD SEL 3YR 2000-4999 TAPE CATALOG REBUILD		K K	31% 31%	\$25.00 \$20.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-3YR-00005000	SEL 3YR 5000-9999 TAPE CATALOG REBUILD	\$22.38	K	31%	\$15.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	TCR-3YR-00010000	SEL 3YR 10000-24999 TAPE CATALOG REBUI SEL 3YR 25000-49999 TAPE CATALOG REBUI	\$18.23	K K	31%	\$12.58	\$0.00		\$0.00			\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 25000-49999 TAPE CATALOG REBUI SEL 5YR 10-49 TAPE CATALOG REBUILD	\$13.85 \$192.31	K K	31% 31%	\$9.56 \$132.69	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00000050	SEL 5YR 50-99 TAPE CATALOG REBUILD	\$125.08	K	31%	\$86.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 5YR 100-249 TAPE CATALOG REBUILD	\$96.15	K	31%	\$66.34	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 5YR 250-499 TAPE CATALOG REBUILD SEL 5YR 500-999 TAPE CATALOG REBUILD	\$76.92 \$67.38	K K	31% 31%	\$53.07 \$46.49	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	TCR-5YR-00001000	SEL 5YR 1000-1999 TAPE CATALOG REBUILD	\$48.31	K	31%	\$33.33	\$0.00		\$0.00				\$0.00	INDEX ENGINES
5	TCR-5YR-00002000	SEL 5YR 2000-4999 TAPE CATALOG REBUILD	\$39.08	K	31%	\$26.97	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	INDEX ENGINES
5	ICK-5YK-00005000	SEL 5YR 5000-9999 TAPE CATALOG REBUILD	\$29.85	K	31%	\$20.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					NVP LE	VEL 1			NVP MAINTENANG	CE AND WARRANT	UPGRADE PRICE			I
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 NDISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL 5YR 10000-24999 TAPE CATALOG REBUI	\$24.31	K	31%	\$16.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		INDEX ENGINES
5 5		SEL 5YR 25000-49999 TAPE CATALOG REBUI SEL 1YR 10-49 TAPE METADATA INDEX	\$18.46 \$384.62	K K	31% 31%	\$12.74 \$265.39	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 50-99 TAPE METADATA INDEX	\$250.00	ĸ	31%	\$172.50	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5		SEL 1YR 100-249 TAPE METADATA INDEX	\$192.31	K	31%	\$132.69	\$0.00	,	\$0.00		\$0.00	\$0.00		INDEX ENGINES
5 5		SEL 1YR 250-499 TAPE METADATA INDEX SEL 1YR 500-999 TAPE METADATA INDEX	\$146.15 \$119.23	K K	31% 31%	\$100.84 \$82.27	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 1000-1999 TAPE METADATA INDEX	\$96.62	K	31%	\$66.67	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5		SEL 1YR 2000-4999 TAPE METADATA INDEX	\$78.15	K	31%	\$53.92	\$0.00	,	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 5000-9999 TAPE METADATA INDEX SEL 3YR 10-49 TAPE METADATA INDEX	\$59.69 \$500.00	K K	31% 31%	\$41.19 \$345.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 50-99 TAPE METADATA INDEX	\$325.00	K	31%	\$224.25			\$0.00		\$0.00	\$0.00		INDEX ENGINES
5	TMI-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		INDEX ENGINES
5		SEL 3YR 250-499 TAPE METADATA INDEX	\$190.00	K	31% 31%	\$131.10	\$0.00	,	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		INDEX ENGINES
5 5		SEL 3YR 500-999 TAPE METADATA INDEX SEL 3YR 1000-1999 TAPE METADATA INDEX	\$155.00 \$125.60	K K	31%	\$106.95 \$86.66	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 2000-4999 TAPE METADATA INDEX	\$101.60	ĸ	31%	\$70.10			\$0.00		\$0.00	\$0.00		INDEX ENGINES
5			\$77.60	K	31%	\$53.54	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5 5		SEL 5YR 10-49 TAPE METADATA INDEX SEL 5YR 50-99 TAPE METADATA INDEX	\$596.15 \$387.50	K K	31% 31%	\$411.34 \$267.38	\$0.00 \$0.00	,	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 100-249 TAPE METADATA INDEX	\$298.08	ĸ	31%	\$205.68	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5		SEL 5YR 250-499 TAPE METADATA INDEX	\$226.54	K	31%	\$156.31	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5 5		SEL 5YR 500-999 TAPE METADATA INDEX	\$184.81 \$149.75	K K	31% 31%	\$127.52 \$103.33	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL 5YR 1000-1999 TAPE METADATA INDEX SEL 5YR 2000-4999 TAPE METADATA INDEX	\$149.75 \$121.14	K K	31%	\$83.59	\$0.00	,	\$0.00		\$0.00 \$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	TMI-5YR-00005000	SEL 5YR 5000-9999 TAPE METADATA INDEX	\$92.52	ĸ	31%	\$63.84	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5	IOM-SW1Y-0-10	SEL IOMART SW 1Y 0-10	\$538.00	K	31%	\$371.22	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5 5	IOM-SW1Y-1001+ IOM-SW1Y-11-50	SEL IOMART SW 1Y 1001+ SEL IOMART SW 1Y 11-50	\$183.00 \$431.00	K K	31% 31%	\$126.27 \$297.39	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
5		SEL IOMART SW 1Y 151-250	\$323.00	ĸ	31%	\$222.87	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5		SEL IOMART SW 1Y 251-400	\$269.00	K	31%	\$185.61	\$0.00	,	\$0.00		\$0.00	\$0.00		IOMART
5		SEL IOMART SW 1Y 401-600 SEL IOMART SW 1Y 51-150	\$215.00 \$377.00	K K	31% 31%	\$148.35	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		IOMART
5 5		SEL IOMART SW 1Y 51-150 SEL IOMART SW 1Y 601-1000	\$377.00 \$194.00	K K	31%	\$260.13 \$133.86	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		IOMART IOMART
5	IOM-SW2Y-0-10	SEL IOMART SW 2Y 0-10	\$915.00	K	31%	\$631.35	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW2Y-1001+	SEL IOMART SW 2Y 1001+	\$311.00	K	31%	\$214.59			\$0.00		\$0.00	\$0.00		IOMART
5 5	IOM-SW2Y-11-50	SEL IOMART SW 2Y 11-50 SEL IOMART SW 2Y 151-250	\$732.00 \$549.00	K K	31% 31%	\$505.08 \$378.81	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
5		SEL IOMART SW 2Y 251-400	\$458.00	ĸ	31%	\$316.02	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5		SEL IOMART SW 2Y 401-600	\$366.00	K	31%	\$252.54	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5 5		SEL IOMART SW 2Y 51-150 SEL IOMART SW 2Y 601-1000	\$641.00 \$330.00	K K	31% 31%	\$442.29 \$227.70	\$0.00 \$0.00	,	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		IOMART 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		IOMART
5	IOM-SW3Y-1001+	SEL IOMART SW 3Y 1001+	\$439.00	K	31%	\$302.91	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5 5	IOM-SW3Y-11-50	SEL IOMART SW 3Y 11-50 SEL IOMART SW 3Y 151-250	\$1,034.00 \$775.00	K K	31% 31%	\$713.46 \$534.75	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
5		SEL IOMART SW 37 151-250 SEL IOMART SW 3Y 251-400	\$646.00	K	31%	\$445.74	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5	IOM-SW3Y-401-600	SEL IOMART SW 3Y 401-600	\$517.00	K	31%	\$356.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5		SEL IOMART SW 3Y 51-150	\$905.00	K	31%	\$624.45	\$0.00		\$0.00		\$0.00	\$0.00		IOMART
5 5	34585	SEL IOMART SW 3Y 601-1000 STORCENTER IX4-100 6TB	\$465.00 \$1,875.00	K K	31% 31%	\$320.85 \$1,293.75	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMEGA
5	90PCPSQLL1001	SEL PC Perp SQL License 1 Unit	\$882.00	ĸ	31%	\$608.58	\$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		KROLL
5 5	90PCPSQLL1003 90PCPSQLL1004	SEL PC Perp SQL License 6-10 Units SEL PC Perp SQL License 11-20 Units	\$681.00 \$513.00	K K	31% 31%	\$469.89 \$353.97	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	KROLL KROLL
5	90PCPSQLL1005	SEL PC Perp SQL License 21-35 Units	\$373.00	ĸ	31%	\$257.37	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	
5	90PCPSQLL1006	SEL PC Perp SQL License 36-50 Units	\$301.00	K	31%	\$207.69	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	
5 5	90PCPSQLL1007 90PCPSQLL1008	SEL PC Perp SQL License 51-100 Units SEL PC Perp SQL License 101-200 Units	\$196.00 \$147.00	K K	31% 31%	\$135.24 \$101.43	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	KROLL 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		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	
5 5	90PCPSQLL1011 90PCPSQLL1012	SEL PC Perp SQL License 401-500 Units SEL PC Perp SQL License 501-600 Units	\$96.00 \$87.00	K K	31% 31%	\$66.24 \$60.03	\$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	90PCPSQLL1012	SEL PC Perp SQL License 601-700 Units	\$81.00	K	31%	\$55.89	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
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 \$67.00	K	31% 31%	\$48.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	
5 5	90PCPSQLL1016 90PCPSQLL1017	SEL PC Perp SQL License 901-1000 Units SEL PC Perp SQL License 1001+ Units	\$57.00 \$58.00	K K	31%	\$46.23 \$40.02	\$0.00	,	\$0.00	\$0.00	\$0.00	\$0.00		KROLL KROLL
5	90PCREX1035U	SEL PC Perp EXPP License 11-35 Units	\$691.00	ĸ	31%	\$476.79	\$0.00	,	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCREX1U	SEL PC Perp EXPP License 1 Unit	\$1,797.00	K	31%	\$1,239.93	\$0.00		\$0.00		\$0.00	\$0.00		KROLL
5 5	90PCREX210U 90PCREX3650U	SEL PC Perp EXPP License 2-10 Units SEL PC Perp EXPP License 36-50 Units	\$1,048.00 \$520.00	K K	31% 31%	\$723.12 \$358.80	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCREX51U	SEL PC Perp EXPP License 50-50 Units	\$439.00	K	31%	\$302.91	\$0.00		\$0.00		\$0.00	\$0.00		KROLL
5		SEL PC Perp SP+RBS Lic 11-35 TBs	\$1,988.00	K	31%	\$1,371.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCRSP1URBS	SEL PC Perp SP+RBS Lic 1 TB SEL PC Perp SP+RBS Lic 2-10 TBs	\$4,055.00 \$2,839.00	K K	31% 31%	\$2,797.95 \$1,958.91	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5		SEL PC Perp SP+RBS Lic 2-10 TBs SEL PC Perp SP+RBS Lic 36-50 TBs	\$2,839.00 \$1,391.00	K K	31% 31%	\$1,958.91 \$959.79	\$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	90PCRTRIAL	SEL Kroll PC Trial License	\$0.00	K	31%	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00		KROLL NITE COETMARE
5 5	EMCMAEVAL EMCQFSEVAL	SEL 30Day Free Trial of NTP Software M-A SEL 30Day Free Trial of NTP Software QFS	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSDFXB1TB	SELECT NTPS Defendex 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	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

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	NTPSDFXB3TB	SELECT NTPS Defendex 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00		\$0.00) NTP SOFTWARE
5 5	NTPSDFXB4TB NTPSDFXB5TB	SELECT NTPS Defendex 501-750TB License SELECT NTPS Defendex 751-1024TB License	\$509.33 \$476.00	K K	31% 31%	\$351.44 \$328.44	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSECSB16TB	SELECT Archiver for ECS 10-80TB Lic	\$500.00	K	31%	\$345.00	\$0.00		\$0.00		\$0.00) NTP SOFTWARE
5	NTPSECSB17TB	SELECT Archiver for ECS 81-240TB Lic	\$467.00	K	31%	\$322.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSECSB18TB	SELECT Archiver for ECS 241-500TB Lic	\$436.00	K	31%	\$300.84	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSECSB19TB NTPSECSB20TB	SELECT Archiver for ECS 501-750TB Lic SELECT Archiver for ECS 751-1024TB Lic	\$404.00 \$372.00	K K	31% 31%	\$278.76 \$256.68	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSECSB20TB	SELECT Archiver for ECS 1025-1500TB Lic	\$340.00	K	31%	\$234.60	\$0.00		\$0.00		\$0.00) NTP SOFTWARE
5	NTPSECSB22TB	SELECT Archiver for ECS 1501-2048TB 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 2049-2500TB Lic	\$279.00	K	31%	\$192.51	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSECSB24TB NTPSFAB1TB	SELECT Archiver for ECS 2501-3072TB Lic SELECT NTPS FA 10-80TB License	\$245.00 \$601.33	K K	31% 31%	\$169.05 \$414.92	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFAB2TB	SELECT NTPS FA 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00		\$0.00		\$0.00) NTP SOFTWARE
5	NTPSFAB3TB	SELECT NTPS FA 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	K	31%	\$351.44	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSFAB5TB NTPSFILEMGNT	SELECT NTPS FA 751-1024TB License SELECT NTPS FILE MGNT PROD	\$476.00 \$120.00	K K	31% 31%	\$328.44 \$82.80	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFRB1TB	SELECT NTPS FR 10-80TB License	\$601.33	ĸ	31%	\$414.92	\$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			NTP SOFTWARE
5	NTPSFRB3TB	SELECT NTPS FR 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSFRB4TB NTPSFRB5TB	SELECT NTPS FR 501-750TB License SELECT NTPS FR 751-1024TB License	\$509.33 \$476.00	K K	31% 31%	\$351.44 \$328.44	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSQFSB1TB	SELECT NTPS QFS 10-80TB License	\$601.33	ĸ	31%	\$414.92	\$0.00		\$0.00		\$0.00) NTP SOFTWARE
5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5	NTPSQFSB3TB NTPSQFSB4TB	SELECT NTPS QFS 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSQFSB4TB NTPSQFSB5TB	SELECT NTPS QFS 501-750TB License SELECT NTPS QFS 751-1024TB License	\$509.33 \$476.00	K K	31% 31%	\$351.44 \$328.44	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSVFMB10TB	SELECT NTPS VFM 751-1024TB License	\$429.00	ĸ	31%	\$296.01	\$0.00		\$0.00		\$0.00) NTP SOFTWARE
5	NTPSVFMB11TB	SELECT NTPS VFM 1025-1500TB License	\$392.31	K	31%	\$270.69	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5	NTPSVFMB12TB	SELECT NTPS VFM 1501-2048TB License	\$355.38	K	31%	\$245.21	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSVFMB13TB NTPSVFMB14TB	SELECT NTPS VFM 2049-2500TB License SELECT NTPS VFM 2501-3072TB License	\$321.54 \$283.08	K K	31% 31%	\$221.86 \$195.33	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSVFMB6TB	SELECT NTPS VFM 10-80TB License	\$577.00	ĸ	31%	\$398.13	\$0.00		\$0.00		\$0.00) NTP SOFTWARE
5	NTPSVFMB7TB	SELECT NTPS VFM 81-240TB License	\$538.00	K	31%	\$371.22	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5	NTPSVFMB8TB	SELECT NTPS VFM 241-500TB License	\$503.00	K	31%	\$347.07	\$0.00		\$0.00		\$0.00			NTP SOFTWARE
5 5	NTPSVFMB9TB IA-PER-T0	SELECT NTPS VFM 501-750TB License SEL InfoArchive 1-5TB	\$466.00 \$73,076.92	K K	31% 31%	\$321.54 \$50,423.07	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) NTP SOFTWARE) OPENTEXT
5	IA-PER-T1	SEL InfoArchive 6-20TB	\$43,846.00	ĸ	31%	\$30,253.74	\$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			OPENTEXT
5 5	IA-PER-T3 IA-PER-T4	SEL InfoArchive 51-100TB SEL InfoArchive 101-300TB	\$16,077.00 \$10,523.00	K K	31% 31%	\$11,093.13 \$7,260.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			OPENTEXT OPENTEXT
5	IA-PER-T5	SEL InfoArchive 101-3001B	\$5,262.00	K	31%	\$3,630.78	\$0.00		\$0.00		\$0.00			OPENTEXT
5	CQBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$3,720.00	K	31%	\$2,566.80	\$0.00		\$0.00		\$0.00			PANDUIT
5	CQSBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$4,686.00	K	31%	\$3,233.34	\$0.00		\$0.00		\$0.00			PANDUIT
5 5	CQSE2679 CQSE4679	SEL VSPEX Branded 300VM 1 Dyn600x1200 2 SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$13,366.00 \$22,753.00	K K	31% 31%	\$9,222.54 \$15,699.57	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) PANDUIT) PANDUIT
5	CQSEMCMPB679	SEL VSPEX Branded 125VM BH 600x1200 Dyn	\$7,810.00	K	31%	\$5,388.90	\$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
5	CQSEMCSC6079	SEL VSPEX Branded 50VM CH 600x1070 Dyn	\$8,104.00	K	31%	\$5,591.76	\$0.00		\$0.00		\$0.00			PANDUIT
5 5	CVPDUB PEV12	SEL SERVER CABINET PDU BRACKET KIT SEL 12 PATCHRUNNER ENHANCED VERTICA	\$156.00 \$1,018.00	K K	31% 31%	\$107.64 \$702.42	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) PANDUIT) PANDUIT
5	PEV8	SEL 8 PATCHRUNNER ENHANCED VERTICAL	\$910.00	ĸ	31%	\$627.90	\$0.00		\$0.00		\$0.00			PANDUIT
5	PRD12	SEL PATCHRNR 12 DUAL HINGE DR FOR 84 I	\$451.00	K	31%	\$311.19	\$0.00		\$0.00		\$0.00			PANDUIT
5		SEL Network PDU, VERT, 30A, 1P, 208V, L6-30P	\$1,350.00	K K	31%	\$931.50	\$0.00		\$0.00		\$0.00			PANDUIT
5 5		SEL POU Vert 30A 3-Delta L15-30P 208V SEL Network PDU, VERT, 30A, 3P, 208V, L21-30P	\$1,409.00 \$1,455.00	K	31% 31%	\$972.21 \$1,003.95	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) PANDUIT) PANDUIT
5		SEL POU Vert 32A 3-WYE IEC60309	\$4,042.00	ĸ	31%	\$2,788.98	\$0.00		\$0.00		\$0.00			PANDUIT
5		SEL Network PDU, VERT, 32A, 1P, 230V, 60309	\$1,229.00	K	31%	\$848.01	\$0.00		\$0.00		\$0.00			PANDUIT
5 5	R4P36	SEL 36 DEEP 4 POST RACK I SEL Puppet Ent 10K- 19999 nodes Prem Sub	\$1,564.00 \$142.00	K K	31% 31%	\$1,079.16 \$97.98	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) PANDUIT) PUPPET LABS
5		SEL Puppet Ent 10K- 19999 nodes Stnd Sub	\$142.00	K	31%	\$81.74	\$0.00		\$0.00		\$0.00) PUPPET LABS
5		SEL Puppet Ent 1K-2499 nodes Prem Sub	\$185.00	K	31%	\$127.65	\$0.00		\$0.00		\$0.00			PUPPET LABS
5		SEL Puppet Ent 1K-2499 nodes Stnd Sub	\$152.31	K	31%	\$105.09	\$0.00		\$0.00		\$0.00			PUPPET LABS
5 5	PE100249SPRM PE100249SSTD	SEL Puppet Ent 100-249 nodes Prem Sub SEL Puppet Ent 100-249 nodes Stnd Sub	\$328.00 \$172.31	K K	31% 31%	\$226.32 \$118.89	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5		SEL Puppet Ent 100-249 hodes Strid Sub I SEL Puppet Ent 20K- 49999 nodes Prem Sub	\$172.31	K	31%	\$88.32	\$0.00		\$0.00		\$0.00) PUPPET LABS
5		SEL Puppet Ent 20K- 49999 nodes Stnd Sub	\$107.69	K	31%	\$74.31	\$0.00		\$0.00					PUPPET LABS
5		SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$162.00	K	31%	\$111.78	\$0.00		\$0.00		\$0.00			PUPPET LABS
5 5	PE25004999SSTD PE250499SPRM	SEL Puppet Ent 2.5K-4999 nodes Stnd Sub SEL Puppet Ent 250-499 nodes Prem Sub	\$135.38 \$222.00	K K	31% 31%	\$93.41 \$153.18	\$0.00 \$0.00		\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5	PE250499SPRW PE250499SSTD	SEL Puppet Ent 250-499 nodes Prem Sub SEL Puppet Ent 250-499 nodes Stnd Sub	\$222.00 \$163.08	K	31%	\$112.53	\$0.00		\$0.00) PUPPET LABS
5	PE50009999SPRM	SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$157.00	K	31%	\$108.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE50009999SSTD	SEL Puppet Ent 5K- 9999 nodes Stnd Sub	\$130.77	K	31%	\$90.23	\$0.00		\$0.00		\$0.00			PUPPET LABS
5 5	PE500999SPRM PE500999SSTD	SEL Puppet Ent 500-999 nodes Prem Sub SEL Puppet Ent 500-999 nodes Stnd Sub	\$195.00 \$156.92	K K	31% 31%	\$134.55 \$108.27	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5		FSEL Puppet Ent 300-999 nodes Strid Sub FSEL Puppet Ent Bundled-EHC Min Qty=3000	\$156.92 \$151.00	K	31%	\$108.27	\$0.00		\$0.00		\$0.00) PUPPET LABS
5	AIA-1	SEL STEELCNT APPINT AGENT (QTY 1-24)	\$6,399.00	ĸ	31%	\$4,415.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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			RIVERBED
5 5	AIA-3 AIA-4	SEL STEELCNT APPINT AGENT (QTY 50-99) SEL STEELCNT APPINT AGENT (QTY 100-249)	\$4,799.00 \$4,479.00	K K	31% 31%	\$3,311.31 \$3,090.51	\$0.00 \$0.00		\$0.00 \$0.00) RIVERBED) RIVERBED
5	AIA-4 AIA-5	SEL STEELCNT APPINT AGENT (QTY 100-249)		K	31%	\$2,869.71	\$0.00		\$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 L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AIA-7	SEL STEELCNT APPINT AGENT (1000-2499)	\$3,519.00		31%	\$2,428.11			\$0.00	\$0.00				RIVERBED
5 5	AIA-8 AIA-9	SEL STEELCNT APPINT AGENT (2500-4999) SEL STEELCNT APPINT AGENT (5000-99999)	\$3,200.00 \$2,880.00		31% 31%	\$2,208.00 \$1,987.20			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	AIXBMX-40	SEL Al Xprt BrwsrMetrix 10MPqViews-Month	\$26,332.00		31%	\$18,169.08			\$0.00	\$0.00				RIVERBED
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	RIVERBED
5	AIXBMX-60	SEL Al Xprt BrwsrMetrix 1BPgViews-Month	\$882,332.00		31%	\$608,809.08			\$0.00	\$0.00				RIVERBED
5 5	AIXBMX-70 AIXCOL	SEL AI Xprt BrwsrMetrix 10BPgViews-Month SEL AppInternals Xpert Agent	\$1,846,148.00 \$3,932.00		31% 31%	\$1,273,842.12 \$2,713.08			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	AIXCOL	SEL Appliternals Apert Agent SEL Appliternals Xpert Management Server	\$34,455.00		31%	\$23,773.95			\$0.00	\$0.00				RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00		31%	\$45,853.95			\$0.00	\$0.00			\$0.00	RIVERBED
5	ARX-03800-B010	SEL AppResponse 3800	\$105,225.00		31%	\$72,605.25			\$0.00	\$0.00				RIVERBED
5	ARX-04300-B010	SEL AppResponse 4300	\$138,455.00		31%	\$95,533.95			\$0.00	\$0.00				RIVERBED
5 5	ARX-05100-B010 ARX-06000-B010	SEL AppResponse 5100 SEL AppResponse 6000	\$177,225.00 \$253,532.00		31% 31%	\$122,285.25 \$174,937.08			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	ARXCXT10	SEL CX-Tracer - 10 Servers	\$19,686.00		31%	\$13,583.34			\$0.00	\$0.00				RIVERBED
5	ARXCXT100	SEL CX-Tracer - 100 Servers	\$131,686.00		31%	\$90,863.34			\$0.00	\$0.00				RIVERBED
5	ARXCXT500	SEL CX-Tracer - 500 Servers	\$329,225.00		31%	\$227,165.25			\$0.00	\$0.00				RIVERBED
5 5	ARXDB ARX-DIR300-B010	SEL AppResponse DB Module SEL AppResponse Director	\$19,686.00 \$52,055.00		31% 31%	\$13,583.34 \$35,917.95			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL AppResponse Expansion Chassis	\$68,302.00		31%	\$47,128.38			\$0.00	\$0.00				RIVERBED
5	ARX-SM-3000	SEL Shark Module for AppResp 3000 series	\$12,302.00		31%	\$8,488.38			\$0.00	\$0.00				RIVERBED
5	ARX-SM-4000	SEL Shark Module for AppResp 4000 series	\$22,025.00		31%	\$15,197.25			\$0.00	\$0.00				RIVERBED
5 5	ARX-SM-5000	SEL Shark Module for AppResp 5000 series	\$26,455.00		31%	\$18,253.95			\$0.00	\$0.00				RIVERBED
5	ARX-SM-6000 ARX-UCMM	SEL Shark Module for AppResp 6000 series SEL AppResponse UC Module	\$42,332.00 \$39,502.00		31% 31%	\$29,209.08 \$27,256.38			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	ARX-V2000	SEL AppResponse v2000	\$32,855.00		31%	\$22,669.95			\$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	ARXVOI1K	SEL AppResp VolP Module 1-1000 Calls	\$19,686.00		31%	\$13,583.34			\$0.00	\$0.00				RIVERBED
5	ARXVOI250	SEL AppResponse VoIP Module 1-250 Calls	\$7,871.00		31%	\$5,430.99			\$0.00	\$0.00				RIVERBED
5 5	ARXVOI500 ASENX	SEL AppResponse VoIP Module 1-500 Calls SEL AppSensor Xpert	\$13,163.00 \$26,332.00		31% 31%	\$9,082.47 \$18,169.08			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	ASESNMP	SEL AppSensor SNMP Adapter Pack	\$6,154.00		31%	\$4,246.26			\$0.00	\$0.00				RIVERBED
5	ATXP	SEL AppTransaction Plus	\$109,286.00	K	31%	\$75,407.34			\$0.00	\$0.00				RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00		31%	\$53,581.95			\$0.00	\$0.00				RIVERBED
5	CMC-H-10-1 CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 0-4)	\$3,077.00		31%	\$2,123.13			\$0.00	\$0.00				RIVERBED
5 5	CMC-H-10-2 CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 5-19) SELECT 10 PACK CMC LICENSES (QTY 20-44	\$2,462.00 \$1,477.00		31% 31%	\$1,698.78 \$1,019.13			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	CMC-H-10-4	SELECT 10 PACK CMC LICENSES (QTY 45-94	\$1,108.00		31%	\$764.52			\$0.00	\$0.00				RIVERBED
5	CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 95-19	\$923.00		31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 195+)	\$677.00	K	31%	\$467.13			\$0.00	\$0.00				RIVERBED
5 5	CMC-S-10-1 CMC-S-10-2	SELECT CMC-VE Licenses (Qty 0-9) SELECT CMC-VE LICENSES (QTY 10-24)	\$3,077.00 \$2,462.00	K K	31% 31%	\$2,123.13 \$1,698.78			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	CMC-S-10-2 CMC-S-10-3	SELECT CMC-VE LICENSES (QTY 10-24) SELECT CMC-VE LICENSES (QTY 24-29)	\$2,462.00		31%	\$1,098.78			\$0.00	\$0.00				RIVERBED
5	CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 50-99)	\$1,108.00		31%	\$764.52			\$0.00	\$0.00				RIVERBED
5	CMC-S-10-5	SEL CMC-VE Licenses (Qty 100-199)	\$923.00		31%	\$636.87	\$0.00		\$0.00	\$0.00				RIVERBED
5	CMC-S-10-6	SEL CMC-VE Licenses (Qty 200+)	\$677.00	K	31%	\$467.13			\$0.00	\$0.00				RIVERBED
5 5	CMC-VE-INST	SEL VIRTUAL CMC LICENSE SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$1,846.00 \$5,532.00	K K	31% 31%	\$1,273.74 \$3,817.08			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00		31%	\$3,053.25			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentNSharkPackAnaly1CncLic10-24	\$3,563.00		31%	\$2,458.47			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,071.00		31%	\$2,118.99			\$0.00	\$0.00				RIVERBED
5		SEL Pilot Concurrent User 1-4	\$5,532.00		31%	\$3,817.08			\$0.00	\$0.00				RIVERBED
5		SEL Pilot Concurrent User 5-9 SEL Pilot Concurrent User 10-24	\$4,425.00 \$3,563.00		31% 31%	\$3,053.25 \$2,458.47			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Pilot Concurrent User 25+	\$3,071.00		31%	\$2,118.99			\$0.00	\$0.00				RIVERBED
5	CSP-LIC-USR-1	SEL CASCADE PILOT 1 USER 1-2	\$3,686.00	K	31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	CSP-LIC-USR-2	SEL CASCADE PILOT 1 USER 3-4	\$3,563.00		31%	\$2,458.47			\$0.00	\$0.00				RIVERBED
5 5	CSP-LIC-USR-3 CSP-LIC-USR-4	SEL CASCADE PILOT 1 USER 5-9 SEL CASCADE PILOT 1 USER 10-24	\$2,938.00 \$2,791.00		31% 31%	\$2,027.22 \$1,925.79			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 10-24 SEL CASCADE PILOT 1 USER 25-49	\$2,791.00		31%	\$1,925.79 \$1,829.19			\$0.00	\$0.00				RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00		31%	\$1,737.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00		31%	\$1,476.60			\$0.00	\$0.00				RIVERBED
5	CSP-PE-LIC	SEL Cascade Pilot Personal Edition	\$1,594.00		31%	\$1,099.86			\$0.00	\$0.00				RIVERBED
5 5	CX-255-B020 FPS-003	SEL SteelHead CX255B020 with RiOS (TAA) SEL FIPS License (CX555/570/EX560)	\$2,209.00 \$3,077.00		31% 31%	\$1,524.21 \$2,123.13			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	FPS-003	SEL FIPS License (CX555/570/EX560)	\$4,431.00		31%	\$3,057.39			\$0.00	\$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 5050/6050/5055/5070/SFED32/5100	\$9,231.00		31%	\$6,369.39			\$0.00	\$0.00				RIVERBED
5	FPS-007	SEL FIPS License (SH7050/CX7055/CX7070)	\$18,462.00		31%	\$12,738.78			\$0.00	\$0.00				RIVERBED
5 5	FSYNC-001 FSYNC-002	SEL FusionSync GCA2000 SEL FusionSync GCA 3000	\$3,077.00 \$4,615.00		31% 31%	\$2,123.13 \$3,184.35			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	FSYNC-002	SEL FusionSync VGC1000	\$1,846.00		31%	\$1,273.74			\$0.00	\$0.00				RIVERBED
5	FSYNC-004	SEL FusionSync VGC1500	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	FSYNC-005	SEL FusionSync SFCR3500	\$6,154.00		31%	\$4,246.26			\$0.00	\$0.00				RIVERBED
5 5	HA-BUNDLE INT-09600-B010	SEL High Avail Bundle (25% ea adj LP) SEL SteelHead Interceptor 9600 Base	\$0.00 \$55,378.00		31% 31%	\$0.00 \$38,210.82			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	INT-09600-B010 INT-09600-B010-C	SEL SteelHead Interceptor 9600 Base-C	\$55,378.00 \$55,378.00		31%	\$38,210.82 \$38,210.82			\$0.00	\$0.00				RIVERBED
5	KIT-MEM1-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32G			31%	\$1,698.78			\$0.00	\$0.00				RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 64G	\$9,846.00	K	31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B011			31%	\$33,965.25			\$0.00	\$0.00				RIVERBED
5 5	L-CAP4260-CAA LIC-ADD-100MB	SEL CAS ANALYTICS LICENSE FOR ENT PRC SEL License 100Mbps add on-VH only	\$86,148.00 \$4,923.00		31% 31%	\$59,442.12 \$3,396.87			\$0.00 \$0.00					RIVERBED RIVERBED
5	LIC-ADD-100MB LIC-ARX3300	SEL License 100Mbps and on-VH only SEL AppResponse 3300 licenses	\$4,923.00 \$7,385.00		31% 31%	\$3,396.87 \$5,095.65			\$0.00					RIVERBED
	0 / 0 0 0	pr. tooponoo oooo noonooo	Ψ1,000.00	13	3170	ψυ,υυυ.υυ	ψ0.00	ψ0.00	ψ0.00	ψ0.00	Ψ0.00	Ψ0.00	ψ0.00	

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	K	31%	\$8,067.48			\$0.00	\$0.00				RIVERBED
5 5	LIC-ARX4300 LIC-ARX5100	SEL AppResponse 4300 licenses SEL AppResponse 5100 licenses	\$15,385.00 \$19,692.00	K K	31% 31%	\$10,615.65 \$13,587.48			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-ARX6000	SEL AppResponse 5100 licenses SEL AppResponse 6000 licenses	\$28,314.00	K	31%	\$19,536.66			\$0.00	\$0.00				RIVERBED
5	LIC-ARXDIR300	SEL AppResponse Director 300 licenses	\$5,785.00	K	31%	\$3,991.65			\$0.00	\$0.00				RIVERBED
5		SEL SDN Feature License for CAP-VE-100	\$6,148.00	K	31%	\$4,242.12			\$0.00	\$0.00				RIVERBED
5 5		SEL SDN Feature License for CAX-460	\$2,455.00	K K	31% 31%	\$1,693.95			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	LIC-CXA-255-H LIC-CXA-255-L	SEL License SteelHead CX255-H SEL License SteelHead CX255-L	\$6,400.00 \$1,477.00	K	31%	\$4,416.00 \$1,019.13			\$0.00	\$0.00				RIVERBED RIVERBED
5	LIC-CXA-255-M	SEL License SteelHead CX255-M	\$3,938.00	ĸ	31%	\$2,717.22			\$0.00	\$0.00				RIVERBED
5	LIC-CXA-255-U	SEL License SteelHead CX255-U	\$246.00	K	31%	\$169.74			\$0.00	\$0.00				RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00	K	31%	\$3,651.48			\$0.00	\$0.00				RIVERBED
5 5	LIC-CXA-570-L LIC-CXA-570-M	SEL Lic SteelHead CX570L 10Mbps 275conn SEL Lic SteelHead CX570M 10Mbps 450conn	\$985.00 \$3,446.00	K K	31% 31%	\$679.65 \$2,377.74			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-CXA-770-H	SEL Lic SteelHead CX770H 30Mbps 2500conn	\$10,209.00	ĸ	31%	\$7,044.21			\$0.00	\$0.00				RIVERBED
5	LIC-CXA-770-L	SEL Lic SteelHead CX770L 20Mbps 1000conn	\$1,594.00	K	31%	\$1,099.86			\$0.00	\$0.00				RIVERBED
5	LIC-CXA-770-M	SEL Lic SteelHead CX770M 20Mbps 1500conn	\$4,055.00	K	31%	\$2,797.95			\$0.00	\$0.00				RIVERBED
5 5	LIC-INT-09600 LIC-SCAN-02170	SEL License Steelhead INT-9600 SEL SteelCentral NetShark 2170 license	\$6,154.00 \$4,923.00	K K	31% 31%	\$4,246.26 \$3,396.87			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCAN-04170	SEL SteelCentral NetShark 4170 license	\$9,231.00	K	31%	\$6,369.39			\$0.00	\$0.00				RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00	K	31%	\$8,492.52			\$0.00	\$0.00				RIVERBED
5		SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00	K	31%	\$1,524.21			\$0.00	\$0.00				RIVERBED
5 5		SEL NetSharkVE SteelFusionEdge3100 SEL NetSharkVE SteelFusionEdge3200, 5100	\$3,194.00 \$6,148.00	K K	31% 31%	\$2,203.86 \$4,242.12			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCC-1000	SELLic SCC1000incl bundled20 Appliances	\$1,108.00	K	31%	\$764.52			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentralFlowGateway Lic 200K FPM	\$6,154.00	ĸ	31%	\$4,246.26			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentralFlowGateway Lic 400K FPM	\$27,077.00	K	31%	\$18,683.13			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentralFlowGateway Lic 600K FPM	\$44,308.00	K	31%	\$30,572.52			\$0.00	\$0.00				RIVERBED
5 5		SEL SteelCentralFlowGateway Lic 800K FPM SEL SteelCentral Flow Gateway Lic 1M FPM	\$59,077.00 \$72,615.00	K K	31% 31%	\$40,763.13 \$50,104.35			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentral Flow Gateway Lic 2M FPM	\$121,846.00	ĸ	31%	\$84,073.74			\$0.00	\$0.00				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		RIVERBED
5	LIC-SCNE-470-F2	SEL SteelCentral NetExpress Lic 30K FPM	\$18,462.00	K	31%	\$12,738.78			\$0.00	\$0.00				RIVERBED
5 5	LIC-SCNE-470-F3 LIC-SCNE-470-F4	SEL SteelCentral NetExpress Lic 60K FPM SEL SteelCentral NetExpress Lic 90K FPM	\$45,538.00 \$70,154.00	K K	31% 31%	\$31,421.22 \$48,406.26			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentral NetExpress Lic 30K FPM	\$92,308.00	K	31%	\$63,692.52			\$0.00	\$0.00				RIVERBED
5		N SEL SteelCentral SDN License SCNEVE470	\$2,455.00	K	31%	\$1,693.95			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentralNetProfilerEnterprUILic	\$4,923.00	K	31%	\$3,396.87			\$0.00	\$0.00				RIVERBED
5 5		SEL SteelCentralNetProfiler Lic 200K FPM SEL SteelCentralNetProfiler Lic 400K FPM	\$12,923.00	K K	31%	\$8,916.87	\$0.00		\$0.00	\$0.00				RIVERBED RIVERBED
5		SEL SteelCentralNetProfiler Lic 400K FPM SEL SteelCentralNetProfiler Lic 600K FPM	\$65,846.00 \$105,231.00	K	31% 31%	\$45,433.74 \$72,609.39			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5		SEL SteelCentralNetProfiler Lic 800K FPM	\$139,692.00	ĸ	31%	\$96,387.48			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentral NetProfiler Lic 1M FPM	\$168,000.00	K	31%	\$115,920.00			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00	K	31%	\$4,242.12			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentrNetProfilerEntANLic1MFPM SEL SteelCentralNetProfilerEnterpr DBLic	\$18,831.00 \$7,877.00	K K	31% 31%	\$12,993.39 \$5,435.13			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentralNetProfilerEnterpr DPLic	\$6,523.00	ĸ	31%	\$4,500.87			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentrNetProfilerEntEXLic1MFPM	\$18,831.00	K	31%	\$12,993.39			\$0.00	\$0.00				RIVERBED
5		SEL SteelCentralNetProfilerEnterprSDNLic	\$6,148.00	K	31%	\$4,242.12			\$0.00	\$0.00				RIVERBED
5 5	LIC-SCNP-VE-SDN LIC-SCPS-002	SEL SDN License for SCNP-VE-SDN SEL SCPS LICENSE ON 555 SERIES	\$6,148.00 \$2,455.00	K K	31% 31%	\$4,242.12 \$1,693.95			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCPS-002	SEL SCPS License on 755/770 Series	\$4,302.00	K	31%	\$2,968.38			\$0.00	\$0.00				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			RIVERBED
5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	K	31%	\$0.00			\$0.00	\$0.00				RIVERBED
5 5	LIC-SCPS-007 LIC-SCPS-008	SEL SCPS Lic 1260/1360/SFED3100/3200 SEL SCPS License on 1555/3070 Series	\$15,378.00 \$10,455.00	K K	31% 31%	\$10,610.82 \$7,213.95			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	LIC-SCPS-009	SEL SCPS License on 5055/5070 Series	\$15,378.00	K	31%	\$10,610.82			\$0.00	\$0.00				RIVERBED
5	LIC-SCPS-010	SEL SCPS License 7055/7070/DX8000 Series	\$40,609.00	ĸ	31%	\$28,020.21		\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5			\$9,225.00	K	31%	\$6,365.25			\$0.00	\$0.00				RIVERBED
5		SEL LIC SECR3500, C2, 50TB, 200 LUNs	\$19,071.00	K	31%	\$13,158.99			\$0.00	\$0.00				RIVERBED
5 5		SEL LIC SFCR3500, C3, 100 TB, 300 LUNs SEL SFED2100, BlockStream Only, Lic W0	\$46,148.00 \$0.00	K K	31% 31%	\$31,842.12 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL LIC SFED2100 W1 1500cxns, 20Mbps	\$4,923.00	K	31%	\$3,396.87	\$0.00		\$0.00	\$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	\$0.00	RIVERBED
5		SEL LIC SFED2100 W3 5000 cxns, 50Mbps	\$29,538.00	K	31%	\$20,381.22			\$0.00	\$0.00				RIVERBED
5		SEL SFED2200, BlockStream Only, Lic W0 SEL LIC SFED2200 W1 1500cxns. 20Mbps	\$0.00	K K	31%	\$0.00			\$0.00	\$0.00				RIVERBED
5		SEL LIC SFED2200 WT 1500cxns, 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30Mbps	\$6,154.00 \$12,308.00	K	31% 31%	\$4,246.26 \$8,492.52			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$30,769.00	ĸ	31%	\$21,230.61			\$0.00	\$0.00				RIVERBED
5		SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00			\$0.00					RIVERBED
5 5		SEL LIC SFED3100 W1 2500 cxns, 30Mbps SEL LIC SFED3100 W2 5000 cxns, 50Mbps	\$12,308.00 \$24,615.00	K	31%	\$8,492.52 \$16,984.35			\$0.00 \$0.00	\$0.00				RIVERBED RIVERBED
5		SEL LIC SFED3100 W2 5000 cxns, 50Mbps SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$24,615.00 \$33,846.00	K K	31% 31%	\$16,984.35 \$23,353.74			\$0.00	\$0.00 \$0.00				RIVERBED
5		SEL LIC SFED3200 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00			\$0.00	\$0.00				RIVERBED
5	LIC-SFED-3200-W1	SEL LIC SFED3200 W1 2500 cxns, 30Mbps	\$9,846.00	K	31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$27,077.00	K	31%	\$18,683.13			\$0.00	\$0.00				RIVERBED
5 5		SEL LIC SFED3200 W3 10000 cxns, 100Mbps SEL LIC SFED5100 W0 BlockStream 50Mbps	\$39,385.00 \$0.00	K K	31% 31%	\$27,175.65 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL LIC SFED5100 W0 BlockStream 50Mbps SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$0.00 \$18,462.00	K	31%	\$0.00 \$12,738.78			\$0.00	\$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	\$0.00	RIVERBED
5		SEL SupprtNSharkVE StFusionEdg2100, 2200	\$317.00		31%	\$218.73			\$0.00					RIVERBED
5 5	NIC-001-2TX NIC-002-4TX	SEL 2PORT1GBE TX COPPER NIC-VSH USE SEL 4PORT1GBE TXCOPPER NIC EX560/760/		K K	31% 31%	\$1,268.22 \$2,754.48			\$0.00 \$0.00					RIVERBED RIVERBED
э	NIO-002-41X	SEL 4FORTIGDE TAGOPPER NIC EX560//60/	\$3,992.00	Λ.	31%	\$2,754.48	\$0.00	\$0.00	\$0.00	\$0.00	, \$0.00	φυ.00	\$0.00	MACUDED

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	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	NIC-003-4TX	SEL 4P 1GBE TX NIC CX;EX (SPARE)	\$3,992.00	K	31%	\$2,754.48	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5 5	NIC-003-4TX-C NIC-003-4TXEC	SEL 4P1GBE TX COPPER NIC SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00 \$3,194.00	K K	31% 31%	\$2,203.86 \$2,203.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-003-41XEC NIC-004-4SX	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPAF	\$19,992.00	K	31%	\$2,203.86 \$13,794.48	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-004-4SX-C	SEL 4-PORT 1GBE SX MULTI MODE FIBER NI	\$15,994.00	K	31%	\$11,035.86	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-005-4LX	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPAF	\$23,069.00	K	31%	\$15,917.61	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC-005-4LX-C NIC-007-2LR	SEL 4-PORT 1GBE LX SINGLE MODE FIBER N SEL 2-port 10GbE LR Fiber NIC- Gen 2 Spr	\$18,455.00 \$26,146.00	K K	31% 31%	\$12,733.95 \$18,040.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED 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				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	\$0.00	RIVERBED
5	NIC-008-2SR-C	SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$16,609.00	K	31%	\$11,460.21	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC-009-2XF NIC-009-2XF-C	SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S SEL 2-PORT 10G FIBER (LR; SR) SFP+	\$19,992.00 \$15,994.00	K K	31% 31%	\$13,794.48 \$11,035.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-2LX	SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$7,495.00	ĸ	31%	\$5,171.55	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$9,954.00	K	31%	\$6,868.26	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC-01G-2SX NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) SPARE SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$6,495.00 \$8,626.00	K K	31% 31%	\$4,481.55 \$5,951.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-25X-C	SEL 4-PORT 1GBE 3X NIC (XX50) ADD-ON SEL 4-PORT 1GBE LX NIC (XX50) SPARE	\$14,995.00	K	31%	\$10,346.55	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$19,915.00	K	31%	\$13,741.35	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-01G-4SX	SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$12,495.00	K	31%	\$8,621.55	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC-01G-4SX-C NIC-01G-4TX	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON SEL 4-PORT 1GBE TX NIC (XX50) SPARE	\$17,259.00 \$2,595.00	K K	31% 31%	\$11,908.71 \$1,790.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$3,446.00	ĸ	31%	\$2,377.74	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER NI	\$15,994.00	K	31%	\$11,035.86	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER N	\$18,455.00	K K	31% 31%	\$12,733.95	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	NIC-1-001G-2LXBP NIC-1-001G-2SXBP	SEL Dual 1 GbE Fiber LX SEL Dual 1 GbE Fiber SX	\$9,225.00 \$7,994.00	K	31%	\$6,365.25 \$5,515.86	\$0.00 \$0.00		\$0.00	\$0.00				RIVERBED RIVERBED
5		SEL Quad 1 GbE Fiber LX	\$18,455.00	K	31%	\$12,733.95	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Quad 1 GbE Fiber SFP	\$10,455.00	K	31%	\$7,213.95	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T SEL Quad 1 GbE Copper Base-T	\$2,086.00 \$2,702.00	K K	31% 31%	\$1,439.34 \$1,864.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Quad 1 GbE Copper Base-1 SEL Quad 1 GbE Copper Base-T	\$2,702.00	K	31%	\$1,439.34	\$0.00		\$0.00	\$0.00				RIVERBED
5	NIC-1-010G-2LRBP		\$20,917.00	K	31%	\$14,432.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL Dual 10 GbE Fiber SFP+	\$11,686.00	K	31%	\$8,063.34	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Dual 10 GbE Fiber SFP+ SEL Dual 10 GbE Fiber SR	\$11,686.00 \$16,609.00	K K	31% 31%	\$8,063.34 \$11,460.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	NIC-1-010G-2TX	SEL Dual 10 GbE Copper Base-T	\$7,378.00	ĸ	31%	\$5,090.82	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Dual 10 GbE Copper Base-T	\$7,378.00	K	31%	\$5,090.82	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	NIC1-010G-4SFPPC NIC-1-010G-4TX	SEL Quad 10 GbE Fiber SFP+	\$17,840.00 \$6,148.00	K K	31% 31%	\$12,309.60 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Quad 10 GbE Copper Base-T SEL Quad 10 GbE Copper Base-T	\$6,148.00	K	31%	\$4,242.12 \$4,242.12	\$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		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				RIVERBED
5 5	NIC-CSK210G-C NIC-CSK-2TX-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD	\$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				RIVERBED RIVERBED
5	NIC-CSK-4TX-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADI	\$3,686.00	ĸ	31%	\$2,543.34	\$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				RIVERBED
5 5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;(SEL 1U8TBBaseSteelCentNetSharkappl2170-C	\$18,455.00 \$25,846.00	K K	31% 31%	\$12,733.95 \$17,833.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$89,231.00	K	31%	\$61,569.39	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCAN-6170-B010-C	SEL 2UBaseStlCentNetShark6170Creq1SCANS	\$80,000.00	K	31%	\$55,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCAN-SU-48TB	SEL Storage, 48TB SteelCentral NetShark	\$61,538.00	K	31%	\$42,461.22	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCAN-SU-72TB SCC-01000-BASE	SEL Storage, 72TB SteelCentral NetShark SELSteelCentral Controller1000 Appliance	\$123,077.00 \$9,963.00	K K	31% 31%	\$84,923.13 \$6,874.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		1 SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$3,077.00	ĸ	31%	\$2,123.13	\$0.00		\$0.00	\$0.00				RIVERBED
5		2 SEL SCC Add StHd Mgnt Lic 10-pack (5-19)	\$2,462.00	K	31%	\$1,698.78	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		3 SEL SCC Add StHd Mgnt Lic 10-pk (20-44) 4 SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,477.00 \$1,108.00	K K	31% 31%	\$1,019.13 \$764.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		5 SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$923.00	ĸ	31%	\$636.87	\$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				RIVERBED
5 5		SEL SteelCentrl Flow Gatewy SCFG2270B010 SEL SteelCentralFlow GatewayVirEd.15KFPM	\$24,609.00	K K	31%	\$16,980.21	\$0.00		\$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-VE-F1 SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$3,686.00 \$129,225.00	K	31% 31%	\$2,543.34 \$89,165.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	K	31%	\$5,090.82	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCFG-VE-F3	SEL SteelCentralFlow GatewayVirEd,60KFPM	\$12,302.00	K	31%	\$8,488.38	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCFG-VE-F4 SCFG-VE-F5	SEL SteelCentralFlow GatewayVirEd,90KFPM SEL SteelCentralFlowGatewayVirEd,200KFPM	\$18,455.00 \$22,148.00	K K	31% 31%	\$12,733.95 \$15,282.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCFG-VE-F6	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$40,609.00	K	31%	\$28,020.21	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,600KFPM	\$59,071.00	K	31%	\$40,758.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00	K	31%	\$50,949.60	\$0.00		\$0.00					RIVERBED
5 5	SCFG-VE-F9 SCNE-470-B010-C	SEL SteelCentrlFlow GatewayVirEdit,1MFPM SEL SteelCentral NetExpress SCNE470-B10C	\$86,148.00 \$27,071.00	K K	31% 31%	\$59,442.12 \$18,678.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNE-VE-00470-F1	SEL SteelCentralNetExpressVirEdit,15KFPM	\$24,609.00	K	31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00	K	31%	\$28,020.21	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SteelCentralNetExpressVirEdit,60KFPM SEL SteelCentralNetExpressVirEdit,90KFPM	\$66,455.00 \$91,071.00	K K	31% 31%	\$45,853.95 \$62,838.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentralNetExpressVirEdit,90KFPM	\$108,302.00	K	31%	\$74,728.38	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SteelCentrl NetProfiler SCNP2270B010	\$116,302.00	K	31%	\$80,248.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentralNetProfiler SCNP2270B10C SEL SteelCentrlNetProfilrEnterprANModule	\$116,302.00 \$169,471.00	K K	31% 31%	\$80,248.38 \$116,934.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL SteelCentriNetProfilrEnterprANModule SEL SteelCentNetProf Ent AnalysisMod Cfg	\$169,471.00 \$169,471.00	K K	31% 31%	\$116,934.99 \$116,934.99	\$0.00 \$0.00		\$0.00	\$0.00				RIVERBED
5	SCNP-4270-DB-B20	SEL SteelCentrlNetProfilrEnterprDBModule	\$70,886.00	K	31%	\$48,911.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-4270-DP-B50	SEL SteelCntl Dispatch Enterprise Proflr	\$58,702.00	K	31%	\$40,504.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					NVP I	.EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00	K	31%	\$116,934.99	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg SEL SteelCentlNetProf Ent UI Module	\$169,471.00 \$52,917.00		31% 31%	\$116,934.99 \$36,512.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNP-VE-F1	SEL SteelCentrlNetProfilerVirEdit,15KFPM	\$11,071.00		31%	\$7,638.99	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit,2MFPM	\$406,148.00		31%	\$280,242.12	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCNP-VE-F2 SCNP-VE-F3	SEL SteelCentrlNetProfilerVirEdit,30KFPM SEL SteelCentrlNetProfilerVirEdit,60KFPM	\$22,148.00 \$41,840.00		31% 31%	\$15,282.12 \$28,869.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNP-VE-F4	SEL SteelCentrlNetProfilerVirEdit,90KFPM	\$60,302.00		31%	\$41,608.38	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00		31%	\$63,688.38	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCNP-VE-F6 SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,400KFPM SEL SteelCentralNetProfilerVirEd,600KFPM	\$135,378.00 \$196,917.00		31% 31%	\$93,410.82 \$135,872.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCNP-VE-F8	SEL SteelCentralNetProfilerVirEd,800KFPM	\$233,840.00		31%	\$161,349.60	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCNP-VE-F9	SEL SteelCentralNetProfilerVirEdit,1MFPM	\$270,763.00		31%	\$186,826.47	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCPRTL-FNDTN SCPS-001	SEL SteelCentral Portal SEL SCPS on Steelhead 250 Series	\$61,532.00 \$1,225.00		31% 31%	\$42,457.08 \$845.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCPS-004	SEL SCPS on Steelhead 2050 Series	\$10,455.00		31%	\$7,213.95	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00		31%	\$10,610.82	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCPS-006 SCPS-007	SEL SCPS on Steelhead 6050 Series SEL SCPS on Steelhead 7050 Series	\$30,148.00 \$40,609.00		31% 31%	\$20,802.12 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00		31%	\$845.25	\$0.00		\$0.00	\$0.00				RIVERBED
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 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-VCX-004	SEL SCPS on Virtual Steelhead 755 Series	\$4,302.00		31%	\$2,968.38	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED
5	SCPS-VCX-005 SCPS-VSH-001	SEL SCPS on Virtual Steelhd 1555 Series SEL SCPS on Virtual Steelhead 250 Series	\$10,455.00 \$1,225.00		31% 31%	\$7,213.95 \$845.25	\$0.00 \$0.00		\$0.00	\$0.00				RIVERBED RIVERBED
5	SCPS-VSH-002	SEL SCPS on Virtual Steelhead 550 Series	\$2,455.00		31%	\$1,693.95	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SCPS-VSH-003	SEL SCPS on Virtual Steelhd 1050 Series	\$4,302.00		31%	\$2,968.38	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SCPS-VSH-004 SCPS-VSH-01A	SEL SCPS on Virtual Steelhd 2050 Series SEL SCPS on Virtual Steelhead 150 Series	\$10,455.00 \$1,225.00		31% 31%	\$7,213.95 \$845.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFCR-3500-B010	SEL SteelFusion Core, SFCR3500	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5		SEL SteelFusion Core, SFCR3500	\$40,000.00		31%	\$27,600.00	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SFED-2100-B010 SEED-2100-B010-C	SEL SteelFusion Edge SFED 2100 SEL SteelFusion Edge SFED 2100-C	\$19,686.00 \$19,686.00		31% 31%	\$13,583.34 \$13,583.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFED-2200-B010	SEL SteelFusion Edge SFED 2200	\$30,763.00		31%	\$21,226.47	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SteelFusion Edge SFED 2200-C	\$30,763.00		31%	\$21,226.47	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SFED-3100-B010 SEED-3100-B010-C	SEL SteelFusion Edge SFED 3100 SEL SteelFusion Edge SFED 3100-C	\$49,225.00 \$49,225.00		31% 31%	\$33,965.25 \$33,965.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFED-3200-B010	SEL SteelFusion Edge SFED 3200	\$73,840.00		31%	\$50,949.60	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL SteelFusion Edge SFED 3200-C	\$73,840.00		31%	\$50,949.60	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100 SEL SteelFusion Edge SFED 5100-C	\$116,917.00 \$116,917.00		31% 31%	\$80,672.73 \$80,672.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFP-003-LR	SEL Long Reach 10GbE SFP+ module	\$1,785.00		31%	\$1,231.65	\$0.00		\$0.00	\$0.00				RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00		31%	\$721.74	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SFP-005-TX SFP-006-LX	SEL Copper 1GbE SFP module SEL Long haul 1GbE fiber SFP module	\$615.00 \$732.00	K K	31% 31%	\$424.35 \$505.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	K	31%	\$335.34	\$0.00		\$0.00	\$0.00				RIVERBED
5	SMC-U-10-1	SELECT 10 SH MOBILE USER LIC (0-1)	\$2,449.00		31%	\$1,689.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SMC-U-10-10 SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (1001-2000) SELECT 10 SH MOBILE USER LIC (2001-5000)	\$1,452.00 \$1,415.00		31% 31%	\$1,001.88 \$976.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SMC-U-10-11 SMC-U-10-2	SELECT 10 SH MOBILE USER LIC (2001-5000) SELECT 10 SH MOBILE USER LIC (2-3)	\$1,415.00		31%	\$976.35 \$1,673.25	\$0.00		\$0.00	\$0.00				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	\$0.00	RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00		31%	\$1,417.95	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SMC-U-10-5 SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (26-50) SELECT 10 SH MOBILE USER LIC (51-100)	\$2,031.00 \$1,969.00		31% 31%	\$1,401.39 \$1,358.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	SMC-U-10-7	SELECT 10 SH MOBILE USER LIC (101-200)	\$1,908.00		31%	\$1,316.52	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (201-500)	\$1,538.00		31%	\$1,061.22	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	SMC-U-10-9 SMC-VRT-V100	SELECT 10 SH MOBILE USER LIC (501-1000) SEL VirtualSMC manage10 concurrent users	\$1,477.00 \$7,378.00		31% 31%	\$1,019.13 \$5,090.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	TRC-1-SFP-LX-C	SEL SFP - 1GbE LX	\$277.00	K	31%	\$191.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL 10GbE DAC Twinax	\$302.00	K	31%	\$208.38	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	TRC-1-SFPP-LR TRC-1-SFPP-LR-C	SEL SFP+ - 10GbE LR SEL SFP+ - 10GbE LR	\$1,471.00 \$1,471.00	K K	31% 31%	\$1,014.99 \$1,014.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	TRC-1-SFPP-SR	SEL SFP+ - 10GbE SR	\$855.00	K	31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SFP+ - 10GbE SR	\$855.00		31%	\$589.95	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	TRC-1-SFP-SX-C UCXPL-T-P	SEL SFP - 1GbE SX SEL STEELCNTRL UCEXPENTPHONELIC-BAS	\$240.00 \$37.00	K K	31% 31%	\$165.60 \$25.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C2	\$11,323.00		31%	\$7,812.87	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C3	\$42,462.00		31%	\$29,298.78	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SEL Upgrade LIC-SFCR-03500-C2 to C3 SEL Upgrade LIC-SFED-02100-W0 to W1	\$31,138.00 \$5,662.00		31% 31%	\$21,485.22 \$3,906.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W1	\$16,985.00		31%	\$11,719.65			\$0.00					RIVERBED
5	U-SFED2100-W0-W3	SEL Upgrade LIC-SFED-02100-W0 to W3	\$33,969.00	K	31%	\$23,438.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Upgrade LIC-SFED-02100-W1 to W2 SEL Upgrade LIC-SFED-02100-W1 to W3	\$11,323.00 \$28,308.00		31% 31%	\$7,812.87 \$19,532.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W3	\$28,308.00 \$16,985.00		31%	\$19,532.52 \$11,719.65	\$0.00		\$0.00	\$0.00				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	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W2 SEL Upgrade LIC-SFED-02200-W0 to W3	\$14,154.00 \$35,385.00		31% 31%	\$9,766.26 \$24,415.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W0 to W3 SEL Upgrade LIC-SFED-02200-W1 to W2	\$35,385.00 \$7,077.00		31% 31%	\$24,415.65 \$4,883.13	\$0.00 \$0.00		\$0.00	\$0.00				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	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02200-W2 to W3 SEL Upgrade LIC-SFED-03100-W0 to W1	\$21,231.00 \$14,154.00		31% 31%	\$14,649.39 \$9,766.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W1 SEL Upgrade LIC-SFED-03100-W0 to W2	\$14,154.00 \$28,308.00		31% 31%	\$9,766.26 \$19,532.52	\$0.00		\$0.00 \$0.00	\$0.00				RIVERBED
5	U-SFED3100-W0-W3	SEL Upgrade LIC-SFED-03100-W0 to W3	\$38,923.00		31%	\$26,856.87	\$0.00		\$0.00	\$0.00				RIVERBED

					NVP L	EVEL 1			NVP MAINTENANG	E AND WARRANT	Y UPGRADE PRICE			1
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00		31%	\$9,766.26			\$0.00	\$0.00				RIVERBED
5 5		SEL Upgrade LIC-SFED 03100-W1 to W3	\$24,769.00 \$10,615.00		31% 31%	\$17,090.61 \$7,324.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03100-W2 to W3 SEL Upgrade LIC-SFED-03200-W0 to W1	\$10,615.00		31%	\$7,324.35 \$7,812.87	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W2	\$31,138.00		31%	\$21,485.22	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W3	\$45,292.00		31%	\$31,251.48	\$0.00		\$0.00	\$0.00				RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W1 to W2 SEL Upgrade LIC-SFED-03200-W1 to W3	\$19,815.00 \$33,969.00	K K	31% 31%	\$13,672.35 \$23,438.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W3	\$14,154.00		31%	\$9,766.26	\$0.00		\$0.00	\$0.00				RIVERBED
5	U-SFED5100-W0-W1	SEL Upgrade LIC-SFED-05100-W0 to W1	\$21,231.00		31%	\$14,649.39	\$0.00		\$0.00	\$0.00				RIVERBED
5		SEL Upgrade LIC-SFED-05100-W0 to W2	\$35,385.00		31%	\$24,415.65	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	VCX-1555-H	SEL Upgrade LIC-SFED-05100-W1 to W2 SEL Virtual Steelhead 1555 High	\$14,154.00 \$42,825.00		31% 31%	\$9,766.26 \$29,549.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	VCX-1555-L	SEL Virtual Steelhead 1555 Low	\$29,778.00		31%	\$20,546.82	\$0.00		\$0.00	\$0.00				RIVERBED
5	VCX-1555-M	SEL Virtual Steelhead 1555 Mid	\$38,394.00		31%	\$26,491.86	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	VCX-5055-H VCX-5055-M	SEL Virtual Steelhead 5055 High SEL Virtual Steelhead 5055 Mid	\$113,225.00 \$73,594.00		31% 31%	\$78,125.25 \$50,779.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	VCX-555-H	SEL Virtual Steelhead 555 High	\$12,917.00		31%	\$8,912.73	\$0.00		\$0.00	\$0.00				RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00		31%	\$6,450.12			\$0.00	\$0.00				RIVERBED
5	VCX-7055-L	SEL Virtual Steelhead 7055 Low	\$147,194.00		31%	\$101,563.86	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	VCX-7055-M VCX-755-H	SEL Virtual Steelhead 7055 Mid SEL Virtual Steelhead 755 High	\$203,809.00 \$22,763.00		31% 31%	\$140,628.21 \$15,706.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	VCX-755-L	SEL Virtual Steelhead 755 Low	\$14,517.00		31%	\$10,016.73	\$0.00		\$0.00	\$0.00	\$0.00			RIVERBED
5	VCX-755-M	SEL Virtual Steelhead 755 Mid	\$16,978.00		31%	\$11,714.82	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	VGC-1000-L VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-L SEL Virtual SteelFusion Core VGC 1000-M	\$17,225.00 \$23,378.00		31% 31%	\$11,885.25 \$16,130.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	VGC-1000-W	SEL Virtual SteelFusion Core VGC 1000-W	\$9,840.00		31%	\$6,789.60	\$0.00		\$0.00	\$0.00				RIVERBED
5	VGC-1500-L	SEL Virtual SteelFusion Core VGC 1500-L	\$29,532.00	K	31%	\$20,377.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VGC-1500-M VSK-00050	SEL Virtual SteelFusion Core VGC 1500-M SEL Virtual Cascade Shark 50-50 GB Disk	\$40,609.00 \$1,471.00		31% 31%	\$28,020.21 \$1,014.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED
5	VSK-00050 VSK-00200	SEL Virtual Cascade Shark 50-50 GB Disk SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00		31%	\$1,014.99	\$0.00		\$0.00	\$0.00				RIVERBED
5	VSK-00400	SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00		31%	\$8,488.38	\$0.00		\$0.00	\$0.00				RIVERBED
5	XFP-001-LR	SEL Long Reach 10GbE fiber XFP module	\$1,662.00		31%	\$1,146.78	\$0.00		\$0.00	\$0.00				RIVERBED
5 5	XFP-002-SR 300068-001R	SEL Short Reach 10GbE fiber XFP module SEL VX-1000 1 YR SUBSCRIPT RENEW INC M	\$1,169.00 \$1,251.00		31% 31%	\$806.61 \$863.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC IV			31%	\$3,458.97	\$0.00		\$0.00	\$0.00				SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC M	\$10,031.00	K	31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300071-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC N			31%	\$9,949.80	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	300072-001R 300088-001	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC N SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$43,895.00 \$624.00		31% 31%	\$30,287.55 \$430.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MN			31%	\$430.56	\$0.00		\$0.00	\$0.00				SILVER PEAK
5	300089-001	SEL VX-6000 1 YR SUBSCRIPTION INC MNT	\$20,691.00		31%	\$14,276.79	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	300089-001R 300090-001	SEL VX-6000 1 YR SUBSCRIPT RENEW INC N SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$20,691.00 \$30,097.00		31% 31%	\$14,276.79 \$20,766.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC M			31%	\$20,766.93	\$0.00		\$0.00	\$0.00				SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$43,895.00	K	31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300103-001R	SEL VX-8000 1 YR SUBSCRIPT RENEW INC N			31%	\$30,287.55	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	300104-001 300104-001R	SEL VX-9000 1 YR SUBSCRIPTION INC MNT SEL VX-9000 1 YR SUBSCRIPT RENEW INC M	\$62,708.00 \$62,708.00		31% 31%	\$43,268.52 \$43,268.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	300105-001	SEL VRX-2 1 YR SUBSCRIPTTION INC MNT	\$3,133.00		31%	\$2,161.77	\$0.00		\$0.00	\$0.00				SILVER PEAK
5	300105-001R	SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC N			31%	\$2,161.77	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	300106-001 300106-001R	SEL VRX-4 1 YR SUBSCRIPTION INC MNT SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC M	\$9,403.00 \$9,403.00		31% 31%	\$6,488.07 \$6,488.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	300121-001	SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT			31%	\$14,276.79	\$0.00		\$0.00	\$0.00				SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC N			31%	\$14,276.79	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	5000184-001 500031-001	SEL USB GIGABIT BYPASS ADAPTER SELECT NX-1700 4MBPS WAN ACCL	\$504.00 \$3,961.00		31% 31%	\$347.76 \$2,733.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCEL	\$3,961.00		31%	\$2,733.09	\$0.00		\$0.00	\$0.00				SILVER PEAK SILVER PEAK
5	500039-001	SELECT NX-8700 500MBPS WAN ACCL	\$147,328.00	K	31%	\$101,656.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500040-001	SELECT NX-2700 10MBPS WAN ACCEL	\$13,028.00		31% 31%	\$8,989.32	\$0.00		\$0.00	\$0.00 \$0.00				SILVER PEAK
5	500041-001 500042-001	SELECT NX-3700 20MBPS WAN ACCEL SELECT NX-7700 200MBPS WAN ACCEL	\$22,661.00 \$62,328.00		31%	\$15,636.09 \$43,006.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SILVER PEAK SILVER PEAK
5	500043-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00		31%	\$140,755.86	\$0.00		\$0.00	\$0.00				SILVER PEAK
5	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00		31%	\$20,097.63	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	500046-001 500048-001	SELECT VX-1000; VIRTUAL; 4Mbps SELECT VX-3000; VIRTUAL; 20Mbps	\$2,261.00 \$20,260.00		31% 31%	\$1,560.09 \$13,979.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	500048-001	SELECT VX-3000; VIRTUAL; 20MBps SELECT GMS-10 VIRTUAL WAN ACCL MNGT	\$5,661.00		31%	\$13,979.40	\$0.00		\$0.00	\$0.00				SILVER PEAK SILVER PEAK
5	500049-100	SELECT UPGRD VIRTUAL GMS-10 TO GMS-2	\$11,333.00	K	31%	\$7,819.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-5			31%	\$15,640.23	\$0.00		\$0.00					SILVER PEAK
5 5	500070-001 500075-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBI			31% 31%	\$54,736.32 \$234,595.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	500075-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN O			31%	\$234,395.80			\$0.00	\$0.00				SILVER PEAK
5	500113-001	SEL VX-500 VIRTUAL 2Mbps 8K FLOWS	\$1,128.00	K	31%	\$778.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500114-001	SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS			31%	\$25,801.86 \$37,531.86	\$0.00		\$0.00	\$0.00				SILVER PEAK SILVER PEAK
5	500115-001 500137-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOW			31% 31%	\$37,531.86 \$54,736.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	500138-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$113,328.00	K	31%	\$78,196.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00		31%	\$3,906.09	\$0.00		\$0.00	\$0.00				SILVER PEAK
5 5	500140-001 500163-001	SEL VRX-4, VELOCITY, 300GBPH SEL NX-11700. 5Gbps SSD 512K FLOWS FIBE	\$16,994.00 \$453,328.00		31% 31%	\$11,725.86 \$312,796.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SILVER PEAK SILVER PEAK
5	500172-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT			31%	\$29,712.09	\$0.00		\$0.00					SILVER PEAK
5	500180-001	SEL VRX-6, VELOCITY, 300Mbps	\$37,394.00		31%	\$25,801.86	\$0.00		\$0.00					SILVER PEAK
5	500187-001	SEL UNITY CLOUD INTELLIGENCE	\$5,667.00	K	31%	\$3,910.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	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	SB365-1	SEL Spanning O365 Base 1-500	\$48.00	K	31%	\$33.12		\$0.00	\$0.00	\$0.00	\$0.00			SPANNING
5 5	SB365-10001 SB365-10001-3Y	SEL Spanning O365 Base 10001+ SEL Spanning 3Y O365 Base 10001+	\$24.00 \$64.80	K K	31% 31%	\$16.56 \$44.71			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5 5	SB365-10001-3Y-P	SEL Spanning 3Y O365 Base 10001+ SEL Spanning 3Y O365 Base 10001+ PRORTD	\$1.80	K	31%	\$1.24			\$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				SPANNING
5	SB365-1-3Y	SEL Spanning 3Y O365 Base 1-500	\$129.60	K	31%	\$89.42			\$0.00	\$0.00				SPANNING
5 5	SB365-1-3Y-P SB365-1-P	SEL Spanning 3Y O365 Base 1-500 PRORTD SEL Spanning O365 Base 1-500 PRORATION	\$3.60 \$4.00	K K	31% 31%	\$2.48 \$2.76			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB365-2001	SEL Spanning O365 Base 2001-5000	\$33.60	K	31%	\$23.18			\$0.00	\$0.00				SPANNING
5	SB365-2001-3Y	SEL Spanning 3Y O365 Base 2001-5000	\$90.72	K	31%	\$62.60			\$0.00	\$0.00				SPANNING
5	SB365-2001-3Y-P	SEL Spanning 3Y O365 Base 2001-5KPRORTD	\$2.52	K	31%	\$1.74			\$0.00	\$0.00				SPANNING
5	SB365-2001-P SB365-5001	SEL Spanning O365 Base 2001-5000 PRORTD SEL Spanning O365 Base 5001-10000	\$2.80 \$28.80	K K	31% 31%	\$1.93 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB365-5001-3Y	SEL Spanning 3Y O365 Base 5001-10000	\$77.76	K	31%	\$53.65			\$0.00	\$0.00				SPANNING
5	SB365-5001-3Y-P	SEL Spanning 3Y O365Base5001-10K PRORTE	\$2.16	K	31%	\$1.49			\$0.00	\$0.00				SPANNING
5	SB365-5001-P SB365-501	SEL Spanning O365 Base 5001-10000 PRORTE SEL Spanning O365 Base 501-2000	\$2.40 \$38.40	K K	31% 31%	\$1.66 \$26.50			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB365-501-3Y	SEL Spanning 3Y O365 Base 501-2000	\$103.68	ĸ	31%	\$71.54			\$0.00	\$0.00				SPANNING
5	SB365-501-3Y-P	SEL Spanning 3Y O365 Base 501-2K PRORTD	\$2.88	K	31%	\$1.99			\$0.00	\$0.00				SPANNING
5	SB365-501-P SB4GS-1	SEL Spanning O365 Base 501-2K PRTD SEL Spanning GSuite Base 1-500	\$3.20 \$48.00	K K	31% 31%	\$2.21 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB4GS-10001	SEL Spanning GSuite Base 1-500 SEL Spanning GSuite Base 10001+	\$24.00	K	31%	\$16.56			\$0.00	\$0.00) SPANNING
5	SB4GS-10001-3Y	SEL Spanning 3Y GSuite Base 10001+	\$64.80	K	31%	\$44.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning 3Y GSte Base 10001+ PRORTD	\$1.80	K	31%	\$1.24			\$0.00	\$0.00				SPANNING
5	SB4GS-10001-P SB4GS-1-3Y	SEL Spanning GSuiteBase 10001+ PRORTD SEL Spanning 3Y GSuite Base 1-500	\$2.00 \$129.60	K K	31% 31%	\$1.38 \$89.42			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB4GS-1-3Y-P	SEL Spanning 3Y GSte Base 1-500 PRORTD	\$3.60	ĸ	31%	\$2.48			\$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				SPANNING
5 5	SB4GS-2001 SB4GS-2001-3Y	SEL Spanning GSuite Base 2001-5000 SEL Spanning 3Y GSuite Base 2001-5000	\$33.60 \$90.72	K K	31% 31%	\$23.18 \$62.60			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB4GS-2001-31	SEL Spanning 3Y GSte Base 2001-5000 SEL Spanning 3Y GSte Base 2001-5K PRORTD	\$2.52	K	31%	\$1.74			\$0.00	\$0.00				SPANNING
5	SB4GS-2001-P	SEL Spanning GSuiteBase 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	SB4GS-5001	SEL Spanning GSuite Base 5001-10K	\$28.80	K	31%	\$19.87	\$0.00		\$0.00	\$0.00				SPANNING
5	SB4GS-5001-3Y SB4GS-5001-3Y-P	SEL Spanning 3Y GSuite Base 5001-10K SEL Spanning 3Y GSteBase5001-10K PRORTD	\$77.76 \$2.16	K K	31% 31%	\$53.65 \$1.49			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB4GS-5001-P	SEL Spanning GSuite Base 5001-10K PRORTD	\$2.40	ĸ	31%	\$1.66			\$0.00	\$0.00				SPANNING
5	SB4GS-501	SEL Spanning GSuite Base 501-2000	\$38.40	K	31%	\$26.50			\$0.00	\$0.00				SPANNING
5 5	SB4GS-501-3Y SB4GS-501-3Y-P	SEL Spanning 3Y GSuite Base 501-2000 SEL Spanning 3Y GSte Base 501-2K PRORTD	\$103.68 \$2.88	K K	31% 31%	\$71.54 \$1.99			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SB4GS-501-P	SEL Spanning GSuite Base 501-2000 PRORTD	\$3.20	ĸ	31%	\$2.21	\$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				SPANNING
5	SBSF-1001 SBSF-1001-3Y	SEL Spanning BU Salesforce 1001-5000 SEL Spanning BU 3Y Salesforce 1001-5000	\$28.80 \$77.76	K K	31% 31%	\$19.87 \$53.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SBSF-1001-31	SEL Spanning BU 3Y SFDC 1001-5K PRTD	\$2.16	K	31%	\$1.49			\$0.00	\$0.00) SPANNING
5	SBSF-1001-P	SEL Spanning BU SFDC 1001-5K PRTD	\$2.40	K	31%	\$1.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SBSF-1-3Y SBSF-1-3Y-P	SEL Spanning BU 3Y Salesforce 1-50	\$129.60	K K	31% 31%	\$89.42 \$2.48			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5 5	SBSF-1-31-P SBSF-1-P	SEL Spanning BU 3Y SFDC 1-50 PRTD SEL Spanning BU SFDC 1-50 PRTD	\$3.60 \$4.00	K	31%	\$2.48 \$2.76			\$0.00	\$0.00) SPANNING) 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		SPANNING
5	SBSF-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$90.72	K	31%	\$62.60			\$0.00	\$0.00				SPANNING
5 5	SBSF-201-3Y-P SBSF-201-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTD SEL Spanning BU SFDC 201-1000 PRTD	\$2.52 \$2.80	K K	31% 31%	\$1.74 \$1.93			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SBSF-5001	SEL Spanning BU Salesforce 5001+	\$24.00	K	31%	\$16.56	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SBSF-5001-3Y	SEL Spanning BU 3Y Salesforce 5001+	\$64.80	K	31%	\$44.71			\$0.00	\$0.00				SPANNING
5 5	SBSF-5001-3Y-P SBSF-5001-P	SEL Spanning BU 3Y SFDC 5001+ PRTD SEL Spanning BU SFDC 5001+ PRTD	\$1.80 \$2.00	K K	31% 31%	\$1.24 \$1.38			\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	SBSF-51	SEL Spanning BU Salesforce 51-200	\$38.40	K	31%	\$26.50			\$0.00	\$0.00				SPANNING
5	SBSF-51-3Y	SEL Spanning BU 3Y Salesforce 51-200	\$103.68	K	31%	\$71.54			\$0.00	\$0.00				SPANNING
5 5	SBSF-51-3Y-P SBSF-51-P	SEL Spanning BU 3Y SFDC 51-200 PRTD SEL Spanning BU SFDC 51-200 PRTD	\$2.88 \$3.20	K K	31% 31%	\$1.99 \$2.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	3136SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$5.00	ĸ	31%	\$3.45			\$0.00	\$0.00				SPECTRALOGIC
5	5500SL	SEL: CORD SET,4.5M,NEMA L6-20P	\$84.00	K	31%	\$57.96			\$0.00	\$0.00				SPECTRALOGIC
5 5	6349 6803SL	SEL: CABLE;OPTICAL;50U;SC-LC;10M SEL: CORD,POWER,220V,AUSTRALIA	\$208.00 \$37.00	K K	31% 31%	\$143.52 \$25.53			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	6804SL	SEL: CORD, POWER, 220V, S.AFRICA-INDIA	\$55.00	K	31%	\$37.95			\$0.00	\$0.00) SPECTRALOGIC
5	6805SL	SEL: CORD,POWER,220V,UK	\$46.00	K	31%	\$31.74			\$0.00	\$0.00) SPECTRALOGIC
5	6806SL	SEL: CORD, POWER, 220V, ISRAEL	\$35.00	K K	31%	\$24.15			\$0.00	\$0.00) SPECTRALOGIC
5 5	6807SL 6808SI	SEL: CORD,POWER,220V,JAPAN SEL: CORD,POWER,220V,EUROPE	\$81.00 \$36.00	K	31% 31%	\$55.89 \$24.84			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	7029SL	SEL: CORD SET,4.5M,NEMA L6-30P	\$74.00	K	31%	\$51.06			\$0.00					SPECTRALOGIC
5	7741SL	SEL: CORD, POWER, S. AFRICA	\$20.00	K	31%	\$13.80			\$0.00	\$0.00				SPECTRALOGIC
5 5	8147SL 8289SL	SEL: CORD SET,2.5M,NEMA5-15,IEC C19 SEL: CORD,PWR,N5-15 C13,14AWG,2M	\$76.00 \$9.00	K K	31% 31%	\$52.44 \$6.21			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	8296SL	SEL: CORD,PWR,N3-13 C13,14AWG,2M SEL: CORD,POWER,C14-C13,16AWG,6FT	\$6.00	K	31%	\$4.14			\$0.00	\$0.00) SPECTRALOGIC
5	8297SL	SEL: CORD,POWER,C14-C19,14AWG,6FT	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5 5	8665SL 8840SL	SEL: CORD,POWER,60309-C19,15FT SEL: CABLE:EX:SAS:SFF8088-SF8088:2M	\$109.00 \$194.00	K K	31% 31%	\$75.21 \$133.86			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90879028	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$56.00	K	31%	\$38.64			\$0.00	\$0.00) SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5 5	90943365	SEL: ASY,EDBA,SINGLE,PYTHON	\$35.00	K	31%	\$24.15 \$47.61			\$0.00	\$0.00) SPECTRALOGIC
5	90943366 90949024	SEL: FRU,EDBA,DOUBLE,PYTHON SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$69.00 \$395.00	K K	31% 31%	\$47.61 \$272.55			\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00	ĸ	31%	\$0.00			\$0.00	\$0.00) SPECTRALOGIC

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949030	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE	\$1,308.00	K	31%	\$902.52	\$0.00		\$0.00) SPECTRALOGIC
5 5	90949030-F 90949030FIN-D	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE SEL: CHAMBER-SLOT KEY; DICOUNT; TFIN	\$1,308.00 \$1,112.00	K K	31% 31%	\$902.52 \$767.28	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949030FIN-F	SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN	\$1,308.00	K	31%	\$902.52	\$0.00		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949030-J-D	SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT	\$1,112.00	K	31%	\$767.28	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90949030T380J 90949030T380J-F	SEL: CHAMB/SLOT KEY ENABLE,T380 ENT SEL: UPG,CHAMB/SLOT KEY,T380,ENT	\$1,635.00 \$1,635.00	K K	31% 31%	\$1,128.15 \$1,128.15	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949030T950-J	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949030T950-J-F	SEL: UPG,CHAMB/SLOT KEY,T950,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00		\$0.00					SPECTRALOGIC
5 5	90949030TFIN 90949030TFIN-J	SEL: CHAMBER-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE.TFIN ENT	\$1,308.00 \$1,635.00	K K	31% 31%	\$902.52 \$1,128.15	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949030TFIN-J-F	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$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			SPECTRALOGIC
5 5	90949099 90949099-F	SEL: T950;ENCRYPTION;PROFESSIONAL SEL: T950:ENCRYPTION:PROFESSIONAL	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$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) SPECTRALOGIC
5 5	90949106 90949112T200	SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST SEL: FRU;5-12V PWR SUPPLY;ROHS;T200	\$56.00 \$3,877.00	K K	31% 31%	\$38.64 \$2,675.13	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949112T380	SEL: FRU;5-12V PWR SUPPLY;ROHS;T380	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949112T680	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					SPECTRALOGIC
5 5	90949118 90949120	SEL: FRU,TRANSPORTER,PYTH SEL: FRU;DBA;PYTHON;ROHS ONLY	\$19,615.00 \$6,148.00	K K	31% 31%	\$13,534.35 \$4,242.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949120T68-F	SEL: FRU;DBA;ROHS ONLY;T680	\$6,092.00	ĸ	31%	\$4,203.48	\$0.00		\$0.00		\$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					SPECTRALOGIC
5 5	90949135 90949156SL	SEL: TAPES;TERAPACK;CUST;LTO-4 SEL: CLN TPS X5,W TPK,BCD,CERT	\$522.00 \$328.00	K K	31% 31%	\$360.18 \$226.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X3,W TPK,BCD,CERT	\$596.00	K	31%	\$411.24	\$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	90949166-F	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00					SPECTRALOGIC
5 5	90949166FIN-F 90949166TFIN	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN SEL: FRU;5-12VPWRSUP:8AMP;ROHS;TFIN	\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949170SL	SEL: FRU,MAINT TAPES,10-TPK,CERT	\$596.00	ĸ	31%	\$411.24	\$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			SPECTRALOGIC
5 5	90949175SL 90949191	SEL: FRU,MAINT TAPES,5-TPK,CERT SEL: TAPES:20:WO-TPK:CUST:LTO-4	\$328.00 \$997.00	K K	31% 31%	\$226.32 \$687.93	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949219	SEL: TAPES;20;WO-TPK;CERT;LTO-5	\$922.00	K	31%	\$636.18	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949221	SEL: TAPES;TERAPACK;CERT;LTO-5	\$495.00	K	31%	\$341.55	\$0.00		\$0.00					SPECTRALOGIC
5	90949222	SEL: TAPES;TERAPACK;CUST;LTO-5	\$495.00	K K	31%	\$341.55	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90949258 90949259	SEL: FRU;VAX;BUMPER;T950 SEL: SLS:SW KEY:DIRECT-CON:T950	\$55.00 \$6,538.00	K	31% 31%	\$37.95 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949259-F	SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00) SPECTRALOGIC
5	90949261	SEL: FRU;TAPE;LTO-5;CERTIFIED	\$48.00	K	31%	\$33.12	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90949264 90949266	SEL: TAPES;TRPK;CERT;LTO5 WORM;T950 SEL: TAPES;TRPK;CUST;LTO5 WORM;T950	\$588.00 \$588.00	K K	31% 31%	\$405.72 \$405.72	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949294	SEL: TAPES;TPK;CERT;3592 JC	\$3,005.00	ĸ	31%	\$2,073.45	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949295	SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00	K	31%	\$2,073.45	\$0.00		\$0.00					SPECTRALOGIC
5 5	90949298 90949305-A	SEL: FRU HP TRANSPORTER SEL: ACCESS TPK;W-O CVR;NO MED;3592	\$32,692.00 \$0.00	K K	31% 31%	\$22,557.48 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949310SPL	SEL: FRU,MAINT TPk, 9-TPS,CERT,3592	\$2,382.00	K	31%	\$1,643.58	\$0.00		\$0.00) SPECTRALOGIC
5	90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00	K	31%	\$1,643.58	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5 5	90949312SPL	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592 SEL: FRU,TRANSPORTER,ENT	\$1,352.00	K K	31% 31%	\$932.88	\$0.00		\$0.00) SPECTRALOGIC
5	90949334 90949349	SEL: FRU, TRANSPORTER, ENT SEL: TAPES; TPK; NO CVR; CERT; LTO-5	\$19,615.00 \$489.00	K	31%	\$13,534.35 \$337.41	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949350	SEL: TAPES;TPK;NO CVR;CUST;LTO-5	\$489.00	K	31%	\$337.41	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949357	SEL: FRU;UPG;SPECTRA LS;GEN III	\$2,520.00	K	31%	\$1,738.80	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90949371 90949374SL	SEL: FRU,CABLES,T950,EXP,UPGRADE SEL: TAPES.LTO5.CUST.10.CASE.NOTPK	\$1.00 \$468.00	K K	31% 31%	\$0.69 \$322.92	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949375SL	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK	\$468.00	ĸ	31%	\$322.92	\$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			SPECTRALOGIC
5 5	90949382T20-F 90949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T200 SEL: FRU,UPG,LTO-6,FC,FH,T380	\$17,598.00 \$17,598.00	K K	31% 31%	\$12,142.62 \$12,142.62	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$17,598.00	K	31%	\$12,142.62	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949382TFI-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 5	90949396	SEL: TAPES, TERAPACK, CERT, LTO-6	\$723.00	K K	31% 31%	\$498.87	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949397 90949398	SEL: TAPES,TERAPACK,CUST,LTO-6 SEL: TAPES,TPK,NO CVR,CERT,LTO-6	\$723.00 \$716.00	K	31%	\$498.87 \$494.04	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949399	SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$716.00	K	31%	\$494.04	\$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					SPECTRALOGIC
5 5	90949405 90949406	SEL: TAPES,20 TERAPACKS,CUST,LTO-6 SEL: TAPES.20 TPKS.NO CVR.CERT.LTO6	\$14,319.00 \$14,185.00	K K	31% 31%	\$9,880.11 \$9,787.65	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949408	SEL: TAPES,20 TPRS,NO CVR,CERT,ETO0 SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,379.00	K	31%	\$9,767.03	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949410	SEL: FRU,TAPE,LTO-6,CERTIFIED	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5 5	90949412 90949414SL	SEL: TAPES,LTO6,10,CERT,CASE,NOTPK SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$727.00 \$869.00	K K	31% 31%	\$501.63 \$599.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949414SL 90949415SL	SEL: TAPES,TRPK,CUST,LT06 WORM,T950 SEL: TAPES,TRPK,CERT,LT06 WORM,T950	\$869.00 \$869.00	K K	31%	\$599.61 \$599.61	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) 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) SPECTRALOGIC
5 5	90949439TFIN 90949442	SEL: FRU,EDBA,TFIN SEL FRU,LTO-6,FC,FH,IMPACT	\$6,092.00 \$17,598.00	K K	31% 31%	\$4,203.48 \$12,142.62	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949442-F	SEL UPG,FRU,LTO-6,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$0.00		\$0.00) SPECTRALOGIC
5	90949442T200	SEL FRU,LTO-6,T200,FC,FH,IMPACT	\$17,598.00	K	31%	\$12,142.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$17,598.00		31%	\$12,142.62	\$0.00	\$0.00			\$0.00			SPECTRALOGIC
5	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$17,598.00		31%	\$12,142.62	\$0.00							SPECTRALOGIC
5	90949442T38-F 90949442T680	SEL UPG,LTO-6,T380,FC,FH,IMPACT SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$17,598.00 \$17,598.00		31% 31%	\$12,142.62 \$12,142.62	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$17,598.00		31%	\$12,142.62	\$0.00				\$0.00			SPECTRALOGIC
5	90949442TFI-F	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT	\$18,242.00		31%	\$12,586.98	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949442TFIN	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT	\$17,598.00		31%	\$12,142.62	\$0.00				\$0.00			SPECTRALOGIC
5 5	90949468 90949469	SEL: TAPES,TERAPACK,CERT,LTO-6,MP SEL: TAPES,TERAPACK,CUST,LTO-6,MP	\$645.00 \$645.00		31% 31%	\$445.05 \$445.05	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949470	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP	\$638.00		31%	\$440.22	\$0.00							SPECTRALOGIC
5	90949472	SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$12,883.00		31%	\$8,889.27	\$0.00				\$0.00			SPECTRALOGIC
5	90949476	SEL: TAPES,20,WO-TP,CERT,LTO-6,MP	\$1,222.00		31%	\$843.18	\$0.00							SPECTRALOGIC
5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950 SEL: UPG,SLS,SW-KEY,QIP-CON,T950	\$6,538.00		31%	\$4,511.22	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5 5	90949488-F 90949489	SEL: SLS,SW-KEY,QIP-CON,T930 SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00 \$6,538.00		31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949489-F	SEL: UPG.SLS.SW-KEY.QIP-CON.TFIN	\$6,538.00		31%	\$4,511.22	\$0.00				\$0.00			SPECTRALOGIC
5	90949538-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$4,154.00		31%	\$2,866.26	\$0.00							SPECTRALOGIC
5	90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00		31%	\$2,866.26	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00		31%	\$2,866.26	\$0.00							SPECTRALOGIC
5	90949539-F 90949539TFIN	SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00 \$4,154.00		31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949539TFIN-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00		31%	\$2,866.26	\$0.00							SPECTRALOGIC
5	90949553	SEL: FRU LS SD CARD IND TFIN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND T-SERIES	\$1.00		31%	\$0.69	\$0.00							SPECTRALOGIC
5	90949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5 5	90949558T2-F 90949558T380T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49,846.00		31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00				\$0.00			SPECTRALOGIC
5	90949558TFINT2	SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00							SPECTRALOGIC
5	90949558TFINT2-F		\$49,846.00		31%	\$34,393.74	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5 5		SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00		31%	\$34,393.74	\$0.00							SPECTRALOGIC
5	90949564 90949565	SEL: TAPES,20 TPK,CERT,3592 JD SEL: TAPES,20 TPK,CUST,3592 JD	\$79,309.00 \$79,309.00		31% 31%	\$54,723.21 \$54,723.21	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949566	SEL: TAPES,TPK,CERT,3592 JD	\$3,973.00		31%	\$2,741.37	\$0.00							SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD	\$3,973.00		31%	\$2,741.37	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949578	SEL: FRU,RIM2,T950	\$12,462.00		31%	\$8,598.78	\$0.00							SPECTRALOGIC
5	90949578-F 90949578T200	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T200	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949578T200-F	SEL: FRU,RIM2,T200 SEL: FRU,RIM2,T200	\$12,462.00		31%	\$8,598.78	\$0.00							SPECTRALOGIC
5	90949578T380	SEL: FRU,RIM2,T380	\$12,462.00		31%	\$8,598.78	\$0.00				\$0.00			SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380	\$12,462.00		31%	\$8,598.78	\$0.00							SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00		31%	\$8,598.78	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5 5	90949578T680-F 90949578TFIN	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949578TFIN-F	SEL: FRU,RIM2,TFIN	\$12,462.00		31%	\$8,598.78	\$0.00				\$0.00			SPECTRALOGIC
5	90949613	SEL: TAPES,TERAPACK,CERT,LTO-7	\$1,869.00		31%	\$1,289.61	\$0.00							SPECTRALOGIC
5	90949614	SEL: TAPES,TERAPACK,CUST,LTO-7	\$1,869.00		31%	\$1,289.61	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5 5	90949615-F 90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T200 SEL: FRU,UPG,LTO-7,FC,FH,T380	\$24,600.00		31%	\$16,974.00	\$0.00				\$0.00			SPECTRALOGIC
5	90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T680	\$24,600.00		31%	\$16,974.00	\$0.00							SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,TFIN	\$24,600.00		31%	\$16,974.00	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949616	SEL: FRU,LTO-7,FC,FH,IMPACT,T950	\$24,600.00		31%	\$16,974.00	\$0.00							SPECTRALOGIC
5 5	90949616-F 90949616T200	SEL: UPG,LTO-7,FC,FH,IMPACT,T950 SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$24,600.00		31%	\$16,974.00	\$0.00				\$0.00			SPECTRALOGIC
5	90949616T380	SEL: FRU,LTO-7,FC,FH,IMPACT,T380	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949616T380-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00		31%	\$16,974.00	\$0.00							SPECTRALOGIC
5 5	90949616T680 90949616T680-F	SEL: FRU,LTO-7,FC,FH,IMPACT,T680 SEL: UPG,LTO-7,FC,FH,IMPACT,T680	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949616TFIN	SEL: FRU.LTO-7.FC.FH.IMPACT.TFIN	\$24,600.00		31%	\$16,974.00	\$0.00				\$0.00			SPECTRALOGIC
5	90949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00		31%	\$16,974.00	\$0.00				\$0.00			SPECTRALOGIC
5	90949621	SEL: FRU,BRUSHES,TFIN,CARBON	\$1.00		31%	\$0.69	\$0.00							SPECTRALOGIC
5	90949625	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00		31%	\$0.69	\$0.00				\$0.00			SPECTRALOGIC
5 5	90949626 90949627	SEL: FRU,LSB,PWR RAILS,G2,UPG KIT SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00		31% 31%	\$0.69 \$0.69	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949628	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT	\$1.00		31%	\$0.69	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949629	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT	\$1.00		31%	\$0.69	\$0.00							SPECTRALOGIC
5	90949635	SEL: TPK,LTO-7,CERT,NCVR	\$1,862.00		31%	\$1,284.78	\$0.00			\$0.00	\$0.00			SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR	\$1,862.00		31%	\$1,284.78	\$0.00							SPECTRALOGIC
5 5	90949637 90949638	SEL: 20TPK,LTO-7,CERT SEL: 20TPK,LTO-7,CUST	\$37,443.00 \$37,443.00		31% 31%	\$25,835.67 \$25,835.67	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90949639	SEL: 20TPK,LTO-7,COST SEL: 20TPK,LTO-7,CERT,NCVR	\$37,092.00		31%	\$25,593.48	\$0.00							SPECTRALOGIC
5	90949640	SEL: 20TPK,LTO-7,CUST,NCVR	\$37,092.00		31%	\$25,593.48	\$0.00							SPECTRALOGIC
5	90949641	SEL: TAPES,LTO-7,CERT,CLAM20	\$3,664.00		31%	\$2,528.16	\$0.00							SPECTRALOGIC
5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20	\$3,664.00		31%	\$2,528.16	\$0.00				\$0.00			SPECTRALOGIC
5 5	90949643 90949644	SEL: FRU,TAPE,LTO-7,CERT SEL: FRU,TAPE,LTO-7,CUST	\$186.00 \$186.00		31% 31%	\$128.34 \$128.34	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90949645	SEL: TAPES,LTO-7,CERT,CASE10	\$1,849.00		31%	\$1,275.81	\$0.00							SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10	\$1,849.00	K	31%	\$1,275.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM	\$2,086.00		31%	\$1,439.34	\$0.00							SPECTRALOGIC
5 5	90949648 90949717	SEL: TPK,LTO-7,CERT,WORM SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10	\$2,086.00 \$861.00		31% 31%	\$1,439.34 \$594.09	\$0.00 \$0.00				\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
J	55545111	JEE. IT O,ETO-OBALE, CENT, WORKIN, CASE IU	φου 1.00	IX.	0170	φυσ 4 .09	φυ.υυ	φυ.υυ	φυ.00	φ0.00	φ0.00	φυ.00	φυ.υυ	J. LUTTUREOUTO

					NVP L	EVEL 1			NVP MAINTENAN	CE AND WARRANT	Y UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949720	SEL: FRU, TAPE, LTO6, BAFE, WORM, CUSTOM	\$87.00	K	31%	\$60.03	\$0.00		\$0.00					SPECTRALOGIC
5 5	90949721 90949723	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT SEL: FRU,TAPE,LTO-7,WORM,CERT	\$87.00 \$207.00	K K	31% 31%	\$60.03 \$142.83	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CUST	\$207.00	K	31%	\$142.83	\$0.00		\$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			SPECTRALOGIC
5 5	90949728 90949729	SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10 SEL: TPS,LTO-7,CUST,WORM,CASE10	\$861.00 \$2,053.00	K K	31% 31%	\$594.09 \$1,416.57	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949739	SEL: FRU;24V POW SUP;8AMPFUSE;ROHS	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90949740	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROH	\$3,877.00	K	31%	\$2,675.13	\$0.00		\$0.00					SPECTRALOGIC
5 5	90949743 90949744	SEL: FRU;N+1 PWR SUPPLIES;ROHS ONLY SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$9,138.00 \$46,385.00	K K	31% 31%	\$6,305.22 \$32,005.65	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949744-F	SEL: FRU,TS1155,DRV,T950,IMPACT,T2	\$46,385.00	ĸ	31%	\$32,005.65	\$0.00		\$0.00) SPECTRALOGIC
5	90949744T380	SEL: FRU,TS1155,DRV,T380,IMPACT,T2	\$46,385.00	K	31%	\$32,005.65	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90949744T380-F 90949744TFIN	SEL: FRU,TS1155,DRV,T380,IMPACT,T2 SEL: FRU,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00 \$46,385.00	K K	31% 31%	\$32,005.65 \$32,005.65	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949744TFIN-F	SEL: UPG,TS1155,DRV,TFIN,IMPACT,T2	\$46,385.00	ĸ	31%	\$32,005.65	\$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					SPECTRALOGIC
5 5	90949769 90949771	SEL:PREPUR,NEW,LTO-8,FC,T950 SEL:PREPUR,NEW,LTO-8,FC,TFIN	\$8,385.00 \$8,385.00	K K	31% 31%	\$5,785.65 \$5,785.65	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) 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) 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			SPECTRALOGIC
5 5	90959034-F 90959042	SEL: FRU;T120;COD;5 SLOT KEY SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$647.00 \$6,538.00	K K	31% 31%	\$446.43 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90959209-F 90959226	SEL: T120;ENCRYPTION;PROFESSIONAL SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$6,538.00 \$2,769.00	K K	31% 31%	\$4,511.22 \$1,910.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959240	SEL: FRU;DRIVE SHELF;HH;T120	\$2,769.00	K	31%	\$1,910.61	\$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;CUST;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00		\$0.00					SPECTRALOGIC
5 5	90959257 90959261	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120 SEL: FRU,LTO-6,HH,FC,T120	\$446.00 \$9,462.00	K K	31% 31%	\$307.74 \$6,528.78	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$9,462.00	ĸ	31%	\$6,528.78	\$0.00		\$0.00) SPECTRALOGIC
5	90959262	SEL: FRU,LTO-6,HH,SAS,T120	\$7,569.00	K	31%	\$5,222.61	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90959262-F 90959268	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120 SEL: TAPES.TPK.NOCVR.CERT.LTO6.T120	\$7,569.00 \$629.00	K K	31% 31%	\$5,222.61 \$434.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK.CERT,LTO-6,T120	\$636.00	K	31%	\$438.84	\$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	90959276	SEL: TPK,NOCVR,CERT,LT06,T120,MP SEL: FRU,LTO-7,HH,FC,T120	\$566.00	K	31%	\$390.54	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5 5	90959295 90959295-F	SEL: FRO,LTO-7,HH,FC,T120 SEL: UPG,LTO-7,HH,FC,T120	\$19,428.00 \$19,554.00	K K	31% 31%	\$13,405.32 \$13,492.26	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959296	SEL: FRU,LTO-7,HH,SAS,T120	\$17,535.00	K	31%	\$12,099.15	\$0.00		\$0.00	\$0.00) SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00	K	31%	\$12,099.15	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90959297 90959298	SEL: TPK,LTO-7,CERT,120,NCVR SEL: TPK,LTO-7,CUST,120,NCVR	\$1,548.00 \$1,548.00	K K	31% 31%	\$1,068.12 \$1,068.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120	\$1,716.00	ĸ	31%	\$1,184.04	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90959300	SEL: TPK,LTO-7,CUST,WORM,120	\$1,716.00	K	31%	\$1,184.04	\$0.00		\$0.00					SPECTRALOGIC
5 5	90959301 90959302	SEL: TPK,LTO-7,CERT,120 SEL: TPK,LTO-7,CUST,120	\$1,555.00 \$1,555.00	K K	31% 31%	\$1,072.95 \$1,072.95	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90959317	SEL:PREPUR,LTO-8,FC,HH,T120	\$7,000.00	K	31%	\$4,830.00	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90959318	SEL:PREPUR,LTO-8,SAS,HH,T120	\$6,077.00	K	31%	\$4,193.13	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5 5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00	K K	31% 31%	\$2,255.61	\$0.00		\$0.00) SPECTRALOGIC
5 5	90979018-F 90979438	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E SEL: T50,ENCRYPTION,PROFESSIONAL	\$3,269.00 \$6,538.00	K	31%	\$2,255.61 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90979438-F	SEL: T50;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90979471	SEL: FRU;POWER SUPPLY;T50E	\$1,149.00	K	31%	\$792.81	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90979471-F 90979473	SEL: FRU;UPGRD;POWER SUPPLY;T50E SEL: FRU:SLOT CARTRIDGE SLED:T50E	\$1,149.00 \$0.00	K K	31% 31%	\$792.81 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90979476	SEL: COD-KEY;5 SLOT;T50E	\$647.00	ĸ	31%	\$446.43	\$0.00		\$0.00) SPECTRALOGIC
5	90979476U-F	SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00	K	31%	\$446.43	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5 5	90979478 90979478-F	SEL: COD-KEY;1 SLOT;T50E SEL: FRU:COD-KEY:1 SLOT:T50E	\$129.00 \$129.00	K K	31% 31%	\$89.01 \$89.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90979510	SEL: FRU,LTO-6,FC,HH,T50E	\$9,462.00	K	31%	\$6,528.78	\$0.00		\$0.00		\$0.00) 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 5	90979511	SEL: FRU,LTO-6,SAS,HH,T50E	\$7,569.00	K K	31% 31%	\$5,222.61	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5 5	90979511-F 90979523	SEL: FRU,UPG,LTO-6,SAS,HH,T50E SEL: FRU,LTO-7,FC,HH,T50E	\$7,569.00 \$10,975.00	K	31%	\$5,222.61 \$7,572.75	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90979523-F	SEL: UPG,LTO-7,HH,FC,T50E	\$10,975.00	ĸ	31%	\$7,572.75	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	90979524	SEL: FRU,LTO-7,SAS,HH,T50E	\$10,092.00	K	31%	\$6,963.48	\$0.00		\$0.00					SPECTRALOGIC
5 5	90979524-F 90979532	SEL: UPG,LTO-7,HH,SAS,T50E SEL:PREPUR.LTO-8.SAS.HH.T50E	\$10,092.00 \$5,769.00	K K	31% 31%	\$6,963.48 \$3,980.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90979533	SEL:PREPUR,LTO-8,FC,HH,T50E	\$6,846.00	K	31%	\$4,723.74	\$0.00		\$0.00		\$0.00) SPECTRALOGIC
5	91019814T200	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5 5	91019814T20-F 91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T200 SEL: CHAMBER-SLOT KEY ENABLE:T380	\$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) SPECTRALOGIC) SPECTRALOGIC
5	910198141380 91019814T38-F	SEL: CHAMBER-SLOT KEY ENABLE; 1380 SEL: FRU:CHAMBER-SLOT KEY:T380	\$1,308.00 \$1,308.00	K K	31%	\$902.52 \$902.52	\$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	91019814T680	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	91019814T68-F	SEL: FRU; CHAMBER-SLOT KEY; T680	\$1,308.00	K	31%	\$902.52	\$0.00		\$0.00) SPECTRALOGIC
5 5	91019816 91019816-F	SEL: ENCRYPTION;PRO;T200-380-680 SEL: FRU:ENCRYPTON:PRO:T200-380-680	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	91019817	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00	K	31%	\$4,511.22	\$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 L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	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) SPECTRALOGIC
5 5	91019818-F 91019824	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200 SEL: RACK:STANDARD 19 INCH	\$6,538.00 \$4,015.00	K K	31% 31%	\$4,511.22 \$2,770.35	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	91019832	SEL: SLS SW KEY;DIRECTCONN;T380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00	\$0.00				SPECTRALOGIC
5	91019832-F	SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00					SPECTRALOGIC
5 5	91019877 91019878	SEL:PREPUR,NEW,LTO-8,FC,BOA SEL:PREPUR,UPG,LTO-8,FC,ADAPT,BOA	\$8,385.00 \$8,385.00	K K	31% 31%	\$5,785.65 \$5,785.65	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	ĸ	31%	\$181.47	\$0.00		\$0.00) SPECTRALOGIC
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00	K	31%	\$129.03	\$0.00		\$0.00					SPECTRALOGIC
5 5	9314 9317	SEL: CABLE,OPTICAL,50U,LC-LC,20M SEL: CABLE,OPTICAL,LC-LC,50M	\$235.00 \$291.00	K K	31% 31%	\$162.15 \$200.79	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19	\$75.00	ĸ	31%	\$51.75	\$0.00		\$0.00) SPECTRALOGIC
5	T120-6-H-A-2-30	SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$37,890.00	K	31%	\$26,144.10	\$0.00		\$0.00					SPECTRALOGIC
5 5	T120-6HA-2-50 T120-6HA-3-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S SEL: T120BUNDLE.3 LTO-6,HH,SAS,50S	\$39,198.00 \$50,019.00	K K	31% 31%	\$27,046.62 \$34,513.11	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T120-6HA-4-50	SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S	\$61,788.00	ĸ	31%	\$42,633.72	\$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) SPECTRALOGIC
5 5	T120-6HF-2-50 T120-6HF-3-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S SEL: T120BUNDLE,3 LTO-6,HH,FC,50S	\$44,396.00 \$56,198.00	K K	31% 31%	\$30,633.24 \$38,776.62	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T120-6HF-4-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S SEL: T120BUNDLE,4 LTO-6,HH,FC,50S	\$68,556.00	K	31%	\$47,303.64	\$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					SPECTRALOGIC
5 5	T120-7-H-A-3-50 T120-7-H-A-4-50	SEL: T120BUNDLE,3 LTO-7,HH,SAS,50S SEL: T120BUNDLE,4 LTO-7,HH,SAS,50S	\$52,177.00 \$63,423.00	K K	31% 31%	\$36,002.13 \$43,761.87	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T120-7-H-F-2-30	SEL: T120BUNDLE,2 LTO-7,HH,FC,30S	\$45,638.00	ĸ	31%	\$31,490.22	\$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					SPECTRALOGIC
5 5	T120-7-H-F-3-50 T120-7-H-F-4-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S SEL: T120BUNDLE.4 LTO-7.HH.FC.50S	\$58,192.00 \$70,485.00	K K	31% 31%	\$40,152.48 \$48,634.65	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T200-DBA-1	SEL: T200;BASE UNIT W- 1 DBA	\$47,574.00	K	31%	\$32,826.06	\$0.00		\$0.00) SPECTRALOGIC
5	T200-DBA-2	SEL: T200;BASE UNIT W- 2 DBA	\$54,112.00	K	31%	\$37,337.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00		\$0.00					SPECTRALOGIC
5 5	T380-DBA-2 T380-DBA-3	SEL: T380;BASE UNIT W- 2 DBA SEL: T380;BASE UNIT W- 3 DBA	\$73,074.00 \$78,958.00	K K	31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA	\$67,189.00	ĸ	31%	\$46,360.41	\$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					SPECTRALOGIC
5 5	T380-J-DBA-3 T50E-7-H-A-1-10	SEL: T380 ENT,BASE UNIT W- 3 DBA SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$78,958.00 \$16,346.00	K K	31% 31%	\$54,481.02 \$11,278.74	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T50E-7-H-A-1-10	SEL: T50E,LTO-7,HH,SAS,1DR,105 SEL: T50E,LTO-7.HH,SAS,2DR,25S	\$24,715.00	K	31%	\$17,053.35	\$0.00		\$0.00) SPECTRALOGIC
5	T50E-7-H-F-1-10	SEL: T50E,LTO-7,HH,FIBRE,1DR,10S	\$20,269.00	K	31%	\$13,985.61	\$0.00		\$0.00					SPECTRALOGIC
5	T50E-7-H-F-2-25	SEL: T50E,LTO-7,HH,FIBRE,2DR,25S	\$28,769.00	K	31%	\$19,850.61	\$0.00		\$0.00					SPECTRALOGIC
5 5	T680-DBA-1 T680-DBA-2	SEL: T680;BASE UNIT W- 1 DBA SEL: T680:BASE UNIT W- 2 DBA	\$102,366.00 \$108,251.00	K K	31% 31%	\$70,632.54 \$74,693.19	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T680-DBA-3	SEL: T680;BASE UNIT W- 3 DBA	\$114,135.00	K	31%	\$78,753.15	\$0.00		\$0.00					SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00		\$0.00					SPECTRALOGIC
5 5	T9503FRMEXP T9504FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT SEL: T950 4 FRM HAX EXPANSION KIT	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00	ĸ	31%	\$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					SPECTRALOGIC
5 5	T9508FRMEXP T950B1D	SEL: T950 8 FRAME HAX EXPANSION KIT SEL: T950B WITH 1 DBA	\$0.00 \$112,658.00	K K	31% 31%	\$0.00 \$77,734.02	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950B3D3T	SEL: T950 W-3 DBA'S & 3 TBA'S	\$112,658.00	K	31%	\$77,734.02	\$0.00		\$0.00) SPECTRALOGIC
5	T950B3D3TDVXP	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00		\$0.00) SPECTRALOGIC
5 5	T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K K	31%	\$34,333.02	\$0.00		\$0.00) SPECTRALOGIC
5 5	T950B6D0DVXP T950B6D0T	SEL: T950 DRV EXP 6D 0T SEL: T950 W- 6 DBA'S & 0 TBA'S	\$63,292.00 \$128,808.00	K	31% 31%	\$43,671.48 \$88,877.52	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$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					SPECTRALOGIC
5 5	T950B-J-3D T950B-J3DDVXP	SEL: T950B ENT 3 DBA SEL: T950B ENT DRV EXP 3DBA	\$112,658.00 \$49,758.00	K K	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950BJ3DDVXPF	SEL: FRU,T950B ENT DRV EXP 3DBA	\$49,758.00	ĸ	31%	\$34,333.02	\$0.00		\$0.00) SPECTRALOGIC
5	T950B-J-6D	SEL: T950B ENT 6 DBA	\$128,808.00	K	31%	\$88,877.52	\$0.00		\$0.00					SPECTRALOGIC
5 5	T950B-J6DDVXP T950BJ6DDVXPF	SEL: T950B ENT DRV EXP 6DBA SEL: FRU,T950B ENT DRV EXP 6DBA	\$63,292.00 \$63,292.00	K K	31% 31%	\$43,671.48 \$43,671.48	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950B-JMEDEXF	SEL: FRU,T950 ENT MEDIA EXP FRAME	\$26,023.00	K	31%	\$17,955.87	\$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 5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00 \$112.658.00	K K	31% 31%	\$77,734.02	\$0.00		\$0.00) SPECTRALOGIC
5 5	T950BJMULTI3D T950BJMULTI6D	SEL: T950B ENT,MULTI,3 DBA SEL: T950B ENT,MULTI,6 DBA	\$112,058.00	K	31%	\$77,734.02 \$88,877.52	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$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					SPECTRALOGIC
5 5	T950BMEDBULK T950BMEDEX-F	SEL: T950,LEFT,MED,EX,FRAME,W-BULK SEL: T950 MEDIA ONLY EXPANSN FRAME	\$45,769.00 \$26,023.00	K K	31% 31%	\$31,580.61 \$17,955.87	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSI FRAME	\$26,023.00	K	31%	\$17,955.87	\$0.00		\$0.00) SPECTRALOGIC
5	T950BMEDLBLKJ	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 5	T950BMULT1D T950BMULT3D3T	SEL: T950,MULTI,WITH 1 DBA SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00 \$112,658.00	K K	31% 31%	\$77,734.02 \$77,734.02	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	T950BMULT6D0T	SEL: T950,MULTI,W-5 DBA'S & 3 TBA'S SEL: T950,MULTI,W-6DBA'S & 0TBA'S	\$112,658.00	K	31%	\$77,734.02 \$88,877.52	\$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	TFIN3D3T	SEL: TFIN W- 3 DBA'S & 3 TBA'S	\$122,923.00	K	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	\$57,538.00	K	31%	\$39,701.22	\$0.00		\$0.00) SPECTRALOGIC
5 5	TFIN3D3TDVXP TFIN6D0T	SEL: TFIN DRV EXP 3D 3T SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$57,538.00 \$142.538.00	K K	31% 31%	\$39,701.22 \$98,351.22	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	TFIN6D0TDVX-F	SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00		\$0.00) SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	TFINBSB-LEFT TFINBSBLFT-F	SEL: TFIN BULK SERV BAY;LEFT	\$58,846.00 \$58,846.00	K K	31%	\$40,603.74 \$40,603.74			\$0.00 \$0.00					D SPECTRALOGIC D SPECTRALOGIC
5	TFINBSBLFT-F TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;LEFT SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00	K	31% 31%	\$40,603.74 \$40,603.74			\$0.00					0 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 SPECTRALOGIC
5	TFIN-J3D3S	SEL: TFIN ENT 3D 3S	\$122,923.00	K	31%	\$84,816.87			\$0.00					0 SPECTRALOGIC
5 5	TFINJ3D3SDVXP TFINJ3D3SDX-F	SEL: TFIN ENT DRV EXP 3D 3S SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00 \$57,538.00	K K	31% 31%	\$39,701.22 \$39,701.22			\$0.00 \$0.00					0 SPECTRALOGIC 0 SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S	\$142,538.00	ĸ	31%	\$98,351.22			\$0.00					0 SPECTRALOGIC
5	TFINJ6D0SDVXP	SEL: TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39			\$0.00) SPECTRALOGIC
5 5	TFINJ6D0SDX-F TFINJBSBLEFT	SEL: FRU;TFIN ENT DRV EXP 6D 0S SEL: TFIN ENT BULK SERV BAY;LEFT	\$73,231.00 \$58,846.00	K K	31% 31%	\$50,529.39 \$40,603.74			\$0.00 \$0.00					0 SPECTRALOGIC 0 SPECTRALOGIC
5	TFINJBSBLFT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00	ĸ	31%	\$40,603.74			\$0.00					O SPECTRALOGIC
5	TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00	K	31%	\$40,603.74			\$0.00) SPECTRALOGIC
5 5	TFIN-J-BSB-RIGHT TFINJMEDEX-F	SEL: TFIN ENT BULK SERV BAY,RGT W/ROB(SEL: FRU;TFIN ENT MEDIA EXP FRAME	\$91,538.00 \$26,154.00	K K	31% 31%	\$63,161.22 \$18,046.26			\$0.00 \$0.00					0 SPECTRALOGIC 0 SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	K	31%	\$18,046.26			\$0.00					O SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00					0 SPECTRALOGIC
5 5	TFINJSBLEFT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT	\$45,769.00	K K	31%	\$31,580.61	\$0.00		\$0.00 \$0.00					0 SPECTRALOGIC
5 5	TFINJSBRGT-F TFIN-J-SB-RIGHT	SEL: FRU;TFIN ENT SERV BAY;RIGHT SEL: TFIN ENT SERV BAY,RIGHT WITH ROBC	\$45,769.00 \$78,462.00	K	31% 31%	\$31,580.61 \$54,138.78			\$0.00					0 SPECTRALOGIC 0 SPECTRALOGIC
5	TFINMEDEX-F	SEL: TFIN;UPG;MEDIA EXP	\$26,154.00	K	31%	\$18,046.26			\$0.00					0 SPECTRALOGIC
5	TFINMEDIAEXP	SEL: TFIN MEDIA EXP	\$26,154.00	K	31%	\$18,046.26			\$0.00) SPECTRALOGIC
5 5	TFINSB-LEFT TFINSBLEFT-F	SEL: TFIN SERV BAY;LEFT SEL: TFIN;UPG;SERV BAY;LEFT	\$45,769.00 \$45,769.00	K K	31% 31%	\$31,580.61 \$31,580.61			\$0.00 \$0.00					0 SPECTRALOGIC 0 SPECTRALOGIC
5	TFIN-SB-RIGHT	SEL: TFIN SERV BAY,RIGHT, WITH ROBOT	\$78,462.00	K	31%	\$54,138.78			\$0.00					O 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 SPLUNK
5 5	ESP-100-199AP-D ESP-100-199EM-D	SEL Splunk Ent Sec Perp Lic 100-199GBAP SEL Splunk Ent Sec Perp Lic 100-199GBEM	\$865.38 \$663.46	K K	31% 31%	\$597.11 \$457.79			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ESP-100-199US-D	SEL Splunk EntSecPerpLic 100-199GB/dayUS	\$576.92	ĸ	31%	\$398.07			\$0.00					0 SPLUNK
5	ESP-1K-1999AN-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBAN	\$432.69	K	31%	\$298.56			\$0.00					0 SPLUNK
5 5	ESP-1K-1999AP-D ESP-1K-1999EM-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBAP SEL Splunk Ent Sec Perp Lic 1K-1999GBEM	\$519.23 \$398.08	K K	31% 31%	\$358.27 \$274.68			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ESP-1K-1999US-D	SEL Splunk Ent Sec Perp 1K-1999GB/dayUS	\$346.15	K	31%	\$238.84			\$0.00					O SPLUNK
5	ESP-200-499AN-D	SEL Splunk Ent Sec Perp Lic 200-499GBAN	\$540.87	K	31%	\$373.20			\$0.00	\$0.00				0 SPLUNK
5	ESP-200-499AP-D	SEL Splunk Ent Sec Perp Lic 200-499GBAP	\$649.04	K	31%	\$447.84			\$0.00					0 SPLUNK
5 5	ESP-200-499EM-D ESP-200-499US-D	SEL Splunk Ent Sec Perp Lic 200-499GBEM SEL Splunk EntSecPerpLic 200-499GB/dayUS	\$497.60 \$432.69	K K	31% 31%	\$343.34 \$298.56			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ESP-2K-4999AN-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBAN	\$317.31	ĸ	31%	\$218.94			\$0.00					O SPLUNK
5	ESP-2K-4999AP-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBAP	\$475.96	K	31%	\$328.41			\$0.00					0 SPLUNK
5 5	ESP-2K-4999EM-D ESP-2K-4999US-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBEM SEL Splunk Ent Sec Perp 2K-4999GB/dayUS	\$364.90 \$317.31	K K	31% 31%	\$251.78 \$218.94			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ESP-500-999AN-D	SEL Splunk Ent Sec Perp Lic 500-999GBAN	\$468.75	K	31%	\$323.44			\$0.00					O SPLUNK
5	ESP-500-999AP-D	SEL Splunk Ent Sec Perp Lic 500-999GBAP	\$562.50	K	31%	\$388.13			\$0.00					0 SPLUNK
5	ESP-500-999EM-D	SEL Splunk Ent Sec Perp Lic 500-999GBEM	\$431.25	K	31%	\$297.56			\$0.00					0 SPLUNK
5 5	ESP-500-999US-D ESP-50-99AN-D	SEL Splunk Ent Sec Perp 500-999GB/dayUS SEL Splunk Ent Sec Perp Lic 50-99GBAN	\$375.00 \$1,153.85	K K	31% 31%	\$258.75 \$796.16			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ESP-50-99AP-D	SEL Splunk Ent Sec Perp Lic 50-99GBAP	\$1,384.62	ĸ	31%	\$955.39			\$0.00					0 SPLUNK
5	ESP-50-99EM-D	SEL Splunk Ent Sec Perp Lic 50-99GBEM	\$1,061.54	K	31%	\$732.46			\$0.00					0 SPLUNK
5 5	ESP-50-99US-D	SEL Splunk Ent Sec Perp Lic 50-99GBdayUS SEL Splunk ES Perp UPG 100-199GB/dayAN	\$923.08 \$576.92	K K	31% 31%	\$636.93 \$398.07			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ES Perp UPG 100-199GB/dayAP	\$865.38	ĸ	31%	\$597.11			\$0.00					O SPLUNK
5		SEL Splunk ES Perp UPG 100-199GB/dayEM	\$663.46	K	31%	\$457.79			\$0.00					0 SPLUNK
5 5		SEL Splunk ES Perp UPG 100-199GB/dayUS SEL Splunk ES Perp UPG 1K-1999GB/dayAN	\$576.92 \$346.15	K K	31% 31%	\$398.07 \$238.84			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ES Perp UPG 1K-1999GB/dayAP	\$519.23	K	31%	\$358.27			\$0.00					O SPLUNK
5	ESPU-1K-1999EM-D	SEL Splunk ES Perp UPG 1K-1999GB/dayEM	\$398.08	K	31%	\$274.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 SPLUNK
5		SEL Splunk ES Perp UPG 1K-1999GB/dayUS	\$346.15	K	31%	\$238.84			\$0.00					0 SPLUNK
5 5		SEL Splunk ES Perp UPG 200-499GB/dayAN SEL Splunk ES Perp UPG 200-499GB/dayAP	\$432.69 \$649.62	K K	31% 31%	\$298.56 \$448.24			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ES Perp UPG 200-499GB/dayEM	\$497.31	ĸ	31%	\$343.14			\$0.00					0 SPLUNK
5		SEL Splunk ES Perp UPG 200-499GB/dayUS	\$432.69	K	31%	\$298.56			\$0.00					0 SPLUNK
5 5		SEL Splunk ES Perp UPG 2K-4999GB/dayAN SEL Splunk ES Perp UPG 2K-4999GB/dayAP	\$317.31 \$476.54	K K	31% 31%	\$218.94 \$328.81			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ES Perp UPG 2K-4999GB/dayEM	\$364.62	K	31%	\$251.59			\$0.00					O SPLUNK
5		SEL Splunk ES Perp UPG 2K-4999GB/dayUS	\$317.31	K	31%	\$218.94			\$0.00					0 SPLUNK
5		SEL Splunk ES Perp UPG 500-999GB/dayAN	\$375.00	K	31%	\$258.75			\$0.00					0 SPLUNK
5 5		SEL Splunk ES Perp UPG 500-999GB/dayAP SEL Splunk ES Perp UPG 500-999GB/dayEM	\$563.08 \$431.54	K	31% 31%	\$388.53 \$297.76			\$0.00 \$0.00	\$0.00 \$0.00				0 SPLUNK 0 SPLUNK
5		SEL Splunk ES Perp UPG 500-999GB/dayUS	\$375.00	ĸ	31%	\$258.75			\$0.00					0 SPLUNK
5	ESPU-50-99AN-D	SEL Splunk ES Perp UPG 50-99GB/dayAN	\$923.08	K	31%	\$636.93			\$0.00					0 SPLUNK
5 5	ESPU-50-99AP-D ESPU-50-99EM-D	SEL Splunk ES Perp UPG 50-99GB/dayAP SEL Splunk ES Perp UPG 50-99GB/davEM	\$1,384.62 \$1,061.54	K K	31% 31%	\$955.39 \$732.46			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ESPU-50-99EM-D ESPU-50-99US-D	SEL Splunk ES Perp UPG 50-99GB/dayUS	\$1,061.54	K	31%	\$636.93			\$0.00					0 SPLUNK
5	ESTE-100-199AN-D	SEL Splunk Ent Sec Term ESUP100-199GBAN	\$288.46	K	31%	\$199.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 SPLUNK
5		SEL Splunk Ent Sec Term ESUP100-199GBAP	\$346.15	K	31%	\$238.84			\$0.00					0 SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP100-199GBEM SEL Splunk Ent Sec Term ESUP100-199GBUS	\$265.38 \$230.77	K K	31% 31%	\$183.11 \$159.23			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk Ent Sec Term ESUP1K-199GBAN	\$230.77 \$194.71	K	31%	\$134.35			\$0.00					O SPLUNK
5		SEL Splunk Ent Sec Term ESUP1K-199GBAP	\$233.65	K	31%	\$161.22			\$0.00					0 SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP1K-199GBEM SEL Splunk Ent Sec Term ESUP1K-199GBUS	\$179.13 \$155.77	K K	31% 31%	\$123.60 \$107.48			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk Ent Sec Term ESUP200-499GBAN	\$223.56	K	31%	\$107.46 \$154.26			\$0.00					O SPLUNK

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
DAND	OKII	DECORPORION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	DACIO MNT I D	WTY UPG ENH TO	WTY UPG BASIC	DENEMAL	THER BARTY PROPHET BARTHER
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk Ent Sec Term ESUP200-499GBAP SEL Splunk Ent Sec Term ESUP200-499GBEM	\$268.27 \$205.67	K K	31% 31%	\$185.11 \$141.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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 5		SEL Splunk Ent Sec Term ESUP2K-4999GBAN SEL Splunk Ent Sec Term ESUP2K-4999GBAP	\$187.50 \$225.00	K K	31% 31%	\$129.38 \$155.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP2K-4999GBEM	\$172.50	K	31%	\$119.03	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent Sec Term ESUP2K-4999GBUS	\$150.00	K	31%	\$103.50	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent Sec Term ESUP500-999GBAN SEL Splunk Ent Sec Term ESUP500-999GBAP	\$201.92 \$242.31	K K	31% 31%	\$139.32 \$167.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term ESUP500-999GBEM	\$185.77	K	31%	\$128.18	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent Sec Term ESUP500-999GBUS	\$161.54	K	31%	\$111.46	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	ESTE-50-99AN-D ESTE-50-99AP-D	SEL Splunk Ent Sec Term ESUP50-99GBAN SEL Splunk Ent Sec Term ESUP50-99GBAP	\$461.54 \$553.85	K K	31% 31%	\$318.46 \$382.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESTE-50-99EM-D	SEL Splunk Ent Sec Term ESUP50-99GBEM	\$424.62	ĸ	31%	\$292.99	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5 5	ESTE-50-99US-D	SEL Splunk Ent Sec Term ESUP50-99GBUS	\$369.23	K	31% 31%	\$254.77 \$223.92	\$0.00		\$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP100-199GBAN SEL Splunk Ent Sec Term GSUP100-199GBAP	\$324.52 \$389.42	K K	31%	\$223.92 \$268.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK
5	ESTG-100-199EM-D	SEL Splunk Ent Sec Term GSUP100-199GBEM	\$298.56	K	31%	\$206.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP100-199GBUS SEL Splunk Ent Sec Term GSUP1K-199GBAN	\$259.62 \$216.35	K K	31% 31%	\$179.14 \$149.28	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP1K-199GBAN	\$259.62	K	31%	\$149.26 \$179.14	\$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 5		SEL Splunk Ent Sec Term GSUP1K-199GBUS SEL Splunk Ent Sec Term GSUP200-499GBAN	\$173.08 \$252.40	K K	31% 31%	\$119.43 \$174.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Sec Term GSUP200-499GBAN	\$302.88	K	31%	\$208.99	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5		SEL Splunk Ent Sec Term GSUP200-499GBEM	\$232.21	K	31%	\$160.22	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP200-499GBUS SEL Splunk Ent Sec Term GSUP2K-4999GBAN	\$201.92 \$209.13	K K	31% 31%	\$139.32 \$144.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESTG-2K-4999AP-D	SEL Splunk Ent Sec Term GSUP2K-4999GBAP	\$250.96	ĸ	31%	\$173.16	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5		SEL Splunk Ent Sec Term GSUP2K-4999GBEM	\$192.40	K	31%	\$132.76	\$0.00		\$0.00	\$0.00				SPLUNK SPLUNK
5 5		SEL Splunk Ent Sec Term GSUP2K-4999GBUS SEL Splunk Ent Sec Term GSUP500-999GBAN	\$167.31 \$223.56	K K	31% 31%	\$115.44 \$154.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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 5		SEL Splunk Ent Sec Term GSUP500-999GBEM SEL Splunk Ent Sec Term GSUP500-999GBUS	\$205.67 \$178.85	K K	31% 31%	\$141.91 \$123.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$1000AN	\$1,000.00	K	31%	\$690.00	\$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		SPLUNK
5 5		SEL Splunk ES TermUPG ESup Buck \$1000EM SEL Splunk ES TermUPG ESup Buck \$1000US	\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$1000S	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk ES TermUPG ESup Buck \$100AP	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	ESTU-ES-100EM-D ESTU-ES-100US-D	SEL Splunk ES TermUPG ESup Buck \$100EM SEL Splunk ES TermUPG ESup Buck \$100US	\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	ESTU-ES-1AN-D	SEL Splunk ES TermUPG ESup Buck \$1AN	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5	ESTU-ES-1AP-D	SEL Splunk ES TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	ESTU-ES-1EM-D ESTU-ES-1US-D	SEL Splunk ES TermUPG ESup Buck \$1EM SEL Splunk ES TermUPG ESup Buck \$1US	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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 5		SEL Splunk ES TermUPG GSup Buck \$1000AP	\$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00		\$0.00	\$0.00 \$0.00				SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$1000EM SEL Splunk ES TermUPG GSup Buck \$1000US	\$1,000.00 \$1,000.00	K	31%	\$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK 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		SEL Splunk ES TermUPG GSup Buck \$100AP SEL Splunk ES TermUPG GSup Buck \$100EM	\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk ES TermUPG GSup Buck \$100US	\$100.00	K	31%	\$69.00	\$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				SPLUNK
5 5	ESTU-GS-1AP-D ESTU-GS-1EM-D	SEL Splunk ES TermUPG GSup Buck \$1AP SEL Splunk ES TermUPG GSup Buck \$1EM	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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 5	EXP-100GB-AN-D EXP-100GB-AP-D	SEL Splunk EXCH Perp Lic 51-100GB/dayAN	\$108,173.08 \$129,807.69	K K	31% 31%	\$74,639.43 \$89,567.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXP-100GB-AP-D	SEL Splunk EXCH Perp Lic 51-100GB/dayAP SEL Splunk EXCH Perp Lic 51-100GB/dayEM	\$99,519.23	K	31%	\$68,668.27	\$0.00		\$0.00	\$0.00				SPLUNK SPLUNK
5	EXP-100GB-US-D	SEL Splunk EXCH Perp Lic 51-100GB/dayUS	\$86,538.46	K	31%	\$59,711.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	EXP-101GB-AN-D EXP-101GB-AP-D	SEL Splunk EXCH Perp Lic > 100+GB/dayAN SEL Splunk EXCH Perp Lic > 100+GB/dayAP	\$201,923.08 \$242,307.69	K K	31% 31%	\$139,326.93 \$167,192.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXP-101GB-AP-D	SEL Splunk EXCH Perp Lic > 100+GB/dayAP	\$185,769.23	K	31%	\$128,180.77	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5	EXP-101GB-US-D	SEL Splunk EXCH Perp Lic > 100+GB/dayUS	\$161,538.46	K	31%	\$111,461.54	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	EXP-10GB-AN-D EXP-10GB-AP-D	SEL Splunk EXCH Perp Lic 6-10GB/dayAN SEL Splunk EXCH Perp Lic 6-10GB/dayAP	\$18,028.85 \$21,634.62	K K	31% 31%	\$12,439.91 \$14,927.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	EXP-10GB-EM-D	SEL Splunk EXCH Perp Lic 6-10GB/dayEM	\$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/dayUS	\$14,423.08	K	31%	\$9,951.93	\$0.00		\$0.00					SPLUNK SPLUNK
5 5	EXP-20GB-AN-D EXP-20GB-AP-D	SEL Splunk EXCH Perp Lic 11-20GB/dayAN SEL Splunk EXCH Perp Lic 11-20GB/dayAP	\$32,451.92 \$38,942.31	K K	31% 31%	\$22,391.82 \$26,870.19			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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 5	EXP-20GB-US-D EXP-50GB-AN-D	SEL Splunk EXCH Perp Lic 11-20GB/dayUS SEL Splunk EXCH Perp Lic 21-50GB/dayAN	\$25,961.54 \$68,509.62	K K	31% 31%	\$17,913.46 \$47,271.64	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXP-50GB-AN-D	SEL Splunk EXCH Perp Lic 21-50GB/dayAN SEL Splunk EXCH Perp Lic 21-50GB/dayAP	\$68,509.62 \$82,211.54	K	31% 31%	\$47,271.64 \$56,725.96	\$0.00		\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5	EXP-50GB-EM-D	SEL Splunk EXCH Perp Lic 21-50GB/dayEM	\$63,028.85	K	31%	\$43,489.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	EXP-50GB-US-D EXP-5GB-AN-D	SEL Splunk EXCH Perp Lic 21-50GB/dayUS SEL Splunk EXCH Perp Lic 3-5GB/dayAN	\$54,807.69 \$10,817.31	K K	31% 31%	\$37,817.31 \$7,463.94	\$0.00 \$0.00		\$0.00 \$0.00					SPLUNK SPLUNK
5	EXP-5GB-AP-D	SEL Splunk EXCH Perp Lic 3-5GB/dayAP	\$10,817.31	K	31%	\$8,956.73	\$0.00		\$0.00					SPLUNK SPLUNK
5	EXP-5GB-EM-D	SEL Splunk EXCH Perp Lic 3-5GB/dayEM	\$9,951.92	K	31%	\$6,866.82	\$0.00		\$0.00					SPLUNK
5	EXP-5GB-US-D	SEL Splunk EXCH Perp Lic 3-5GB/dayUS	\$8,653.85	K	31%	\$5,971.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL Splunk EXCH Term ESUP 51-100GB/dayAl	\$43,269.23		31%	\$29,855.77		\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5		SEL Splunk EXCH Term ESUP 51-100GB/dayAl SEL Splunk EXCH Term ESUP 51-100GB/dayEl	\$51,923.08 \$39,807.69		31% 31%	\$35,826.93 \$27,467.31			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk EXCH Term ESUP 51-100GB/dayU:	\$34,615.38		31%	\$23,884.61			\$0.00	\$0.00				SPLUNK
5		SEL Splunk EXCH Term ESUP >100+GB/dayAN	\$107,668.27	K	31%	\$74,291.11			\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5		SEL Splunk EXCH Term ESUP >100+GB/dayAF	\$129,201.92		31%	\$89,149.32			\$0.00	\$0.00				SPLUNK
5		SEL Splunk EXCH Term ESUP >100+GB/dayEN SEL Splunk EXCH Term ESUP >100+GB/dayUS	\$99,054.81 \$86,134.62	K K	31% 31%	\$68,347.82 \$59,432.89			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTE-10GB-AN-D	SEL Splunk EXCH Term ESUP 6-10GB/dayAN	\$7,211.54		31%	\$4,975.96			\$0.00	\$0.00				SPLUNK
5	EXTE-10GB-AP-D	SEL Splunk EXCH Term ESUP 6-10GB/dayAP	\$8,653.85	K	31%	\$5,971.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTE-10GB-EM-D	SEL Splunk EXCH Term ESUP 6-10GB/dayEM	\$6,634.62		31%	\$4,577.89			\$0.00	\$0.00				SPLUNK
5 5	EXTE-10GB-US-D EXTE-20GB-AN-D	SEL Splunk EXCH Term ESUP 6-10GB/dayUS SEL Splunk EXCH Term ESUP 11-20GB/dayAN	\$5,769.23 \$12,980.77		31% 31%	\$3,980.77 \$8,956.73			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTE-20GB-AP-D	SEL Splunk EXCH Term ESUP 11-20GB/dayAP	\$15,576.92		31%	\$10,748.07	\$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/dayUS	\$10,384.62		31%	\$7,165.39			\$0.00	\$0.00				SPLUNK
5 5	EXTE-50GB-AN-D EXTE-50GB-AP-D	SEL Splunk EXCH Term ESUP 21-50GB/dayAN SEL Splunk EXCH Term ESUP 21-50GB/dayAP	\$27,403.85 \$32,884.62		31% 31%	\$18,908.66 \$22,690.39			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTE-50GB-EM-D	SEL Splunk EXCH Term ESUP 21-50GB/dayEM	\$25,211.54		31%	\$17,395.96			\$0.00	\$0.00				SPLUNK
5	EXTE-50GB-US-D	SEL Splunk EXCH Term ESUP 21-50GB/dayUS	\$21,923.08		31%	\$15,126.93			\$0.00	\$0.00				SPLUNK
5	EXTE-5GB-AN-D	SEL Splunk EXCH Term ESUP 3-5GB/dayAN	\$4,326.92		31%	\$2,985.57			\$0.00	\$0.00				SPLUNK
5	EXTE-5GB-AP-D EXTE-5GB-EM-D	SEL Splunk EXCH Term ESUP 3-5GB/dayAP SEL Splunk EXCH Term ESUP 3-5GB/dayEM	\$5,192.31 \$3,980.77	K K	31% 31%	\$3,582.69 \$2,746.73			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTE-5GB-US-D	SEL Splunk EXCH Term ESUP 3-5GB/dayUS	\$3,461.54		31%	\$2,388.46			\$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		SEL Splunk EXCH Term GSUP 51-100GB/dayA	\$58,413.46		31%	\$40,305.29			\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk EXCH Term GSUP 51-100GB/dayE SEL Splunk EXCH Term GSUP 51-100GB/dayU	\$44,783.65 \$38,942.31	K K	31% 31%	\$30,900.72 \$26,870.19			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk EXCH Term GSUP >100+GB/dayAN	\$121,153.85		31%	\$83,596.16			\$0.00	\$0.00				SPLUNK
5	EXTG-101GB-AP-D	SEL Splunk EXCH Term GSUP >100+GB/dayAF	\$145,384.62		31%	\$100,315.39			\$0.00	\$0.00				SPLUNK
5		SEL Splunk EXCH Term GSUP >100+GB/dayEN	\$111,461.54		31%	\$76,908.46			\$0.00	\$0.00				SPLUNK
5 5	EXTG-101GB-US-D EXTG-10GB-AN-D	SEL Splunk EXCH Term GSUP >100+GB/dayUS SEL Splunk EXCH Term GSUP 6-10GB/dayAN	\$96,923.08 \$8,112.98		31% 31%	\$66,876.93 \$5,597.96			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTG-10GB-AN-D	SEL Splunk EXCH Term GSUP 6-10GB/dayAP	\$9,735.58		31%	\$6,717.55			\$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				SPLUNK
5	EXTG-10GB-US-D	SEL Splunk EXCH Term GSUP 6-10GB/dayUS	\$6,490.38		31%	\$4,478.36			\$0.00	\$0.00				SPLUNK
5 5	EXTG-20GB-AN-D EXTG-20GB-AP-D	SEL Splunk EXCH Term GSUP 11-20GB/dayAN SEL Splunk EXCH Term GSUP 11-20GB/dayAP	\$14,603.37 \$17,524.04	K K	31% 31%	\$10,076.33 \$12,091.59			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTG-20GB-AF-D	SEL Splunk EXCH Term GSUP 11-20GB/dayAP SEL Splunk EXCH Term GSUP 11-20GB/dayEN	\$17,524.04		31%	\$9,270.22			\$0.00	\$0.00				SPLUNK
5	EXTG-20GB-US-D	SEL Splunk EXCH Term GSUP 11-20GB/dayUS	\$11,682.69		31%	\$8,061.06			\$0.00	\$0.00			\$0.00	SPLUNK
5	EXTG-50GB-AN-D	SEL Splunk EXCH Term GSUP 21-50GB/dayAN	\$30,829.33		31%	\$21,272.24			\$0.00	\$0.00				SPLUNK
5	EXTG-50GB-AP-D EXTG-50GB-EM-D	SEL Splunk EXCH Term GSUP 21-50GB/dayAP SEL Splunk EXCH Term GSUP 21-50GB/dayEN	\$36,995.19 \$28,362.98		31% 31%	\$25,526.68 \$19,570.46			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EXTG-50GB-LW-D	SEL Splunk EXCH Term GSUP 21-50GB/dayUS	\$24,663.46		31%	\$17,017.79			\$0.00	\$0.00				SPLUNK
5	EXTG-5GB-AN-D	SEL Splunk EXCH Term GSUP 3-5GB/dayAN	\$4,867.79		31%	\$3,358.78			\$0.00	\$0.00				SPLUNK
5	EXTG-5GB-AP-D	SEL Splunk EXCH Term GSUP 3-5GB/dayAP	\$5,841.35		31%	\$4,030.53			\$0.00	\$0.00				SPLUNK
5	EXTG-5GB-EM-D EXTG-5GB-US-D	SEL Splunk EXCH Term GSUP 3-5GB/dayEM SEL Splunk EXCH Term GSUP 3-5GB/dayUS	\$4,478.37 \$3,894.23		31% 31%	\$3,090.08 \$2,687.02			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdAN	\$3,807.69		31%	\$2,627.31			\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdAP	\$4,569.23		31%	\$3,152.77			\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdEM	\$3,503.08		31%	\$2,417.13			\$0.00	\$0.00				SPLUNK
5	HUTE-100-249US-D HUTE-10-24AN-D	SEL Splunk-Hadoop Term +Esup100-249NdUS SEL Splunk-Hadoop Term +Esup10-24NdAN	\$3,046.15 \$4,326.92		31% 31%	\$2,101.84 \$2,985.57			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	HUTE-10-24AP-D	SEL Splunk-Hadoop Term +Esup10-24NdAP	\$5,192.31	ĸ	31%	\$3,582.69			\$0.00	\$0.00				SPLUNK
5	HUTE-10-24EM-D	SEL Splunk-Hadoop Term +Esup10-24NdEM	\$3,980.77		31%	\$2,746.73			\$0.00	\$0.00				SPLUNK
5	HUTE-10-24US-D	SEL Splunk-Hadoop Term +Esup10-24NdUS	\$3,461.54		31%	\$2,388.46			\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup250-499NdAN SEL Splunk-Hadoop Term +Esup250-499NdAP	\$3,461.54 \$4,153.85		31% 31%	\$2,388.46 \$2,866.16			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup250-499NdEM	\$3,184.62		31%	\$2,197.39			\$0.00	\$0.00				SPLUNK
5	HUTE-250-499US-D	SEL Splunk-Hadoop Term +Esup250-499NdUS	\$2,769.23		31%	\$1,910.77			\$0.00	\$0.00				SPLUNK
5 5	HUTE-25-49AN-D HUTE-25-49AP-D	SEL Splunk-Hadoop Term +Esup25-49NdAN	\$4,153.85 \$4,984.62		31% 31%	\$2,866.16 \$3,439.39			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5	HUTE-25-49AP-D HUTE-25-49EM-D	SEL Splunk-Hadoop Term +Esup25-49NdAP SEL Splunk-Hadoop Term +Esup25-49NdEM	\$4,984.62 \$3,821.54		31% 31%	\$3,439.39 \$2,636.86			\$0.00	\$0.00				SPLUNK SPLUNK
5	HUTE-25-49US-D	SEL Splunk-Hadoop Term +Esup25-49NdUS	\$3,323.08		31%	\$2,292.93			\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Esup500-999NdAN	\$3,028.85		31%	\$2,089.91			\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Esup500-999NdAP	\$3,634.62		31%	\$2,507.89			\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk-Hadoop Term +Esup500-999NdEM SEL Splunk-Hadoop Term +Esup500-999NdUS	\$2,786.54 \$2,423.08	K	31% 31%	\$1,922.71 \$1,671.93			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup50-99NdAN	\$3,980.77	ĸ	31%	\$2,746.73			\$0.00	\$0.00			\$0.00	SPLUNK
5	HUTE-50-99AP-D	SEL Splunk-Hadoop Term +Esup50-99NdAP	\$4,776.92		31%	\$3,296.07			\$0.00					SPLUNK
5	HUTE-50-99EM-D HUTE-50-99US-D	SEL Splunk-Hadoop Term +Esup50-99NdEM	\$3,662.31 \$3,184.62	K K	31% 31%	\$2,526.99 \$2,197.39			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup50-99NdUS SEL Splunk-Hadoop Term +Gsup100-249NdAN	\$3,184.82 \$4,284.23		31%	\$2,197.39			\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Gsup100-249NdAP	\$5,140.38	K	31%	\$3,546.86	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5		SEL Splunk-Hadoop Term +Gsup100-249NdEM	\$3,941.54		31%	\$2,719.66			\$0.00	\$0.00				SPLUNK
5		SEL Splunk-Hadoop Term +Gsup10-249NdUS	\$3,426.92 \$4,868.08		31%	\$2,364.57 \$3,358.98			\$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5 5	HUTG-10-24AN-D HUTG-10-24AP-D	SEL Splunk-Hadoop Term +Gsup10-24NdAN SEL Splunk-Hadoop Term +Gsup10-24NdAP	\$4,868.08 \$5,841.92		31% 31%	\$3,358.98 \$4,030.92			\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5	HUTG-10-24AF-D	SEL Splunk-Hadoop Term +Gsup10-24NdEM	\$4,478.08		31%	\$3,089.88			\$0.00	\$0.00				SPLUNK
5	HUTG-10-24US-D	SEL Splunk-Hadoop Term +Gsup10-24NdUS	\$3,894.23		31%	\$2,687.02			\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk-Hadoop Term +Gsup250-499NdAN SEL Splunk-Hadoop Term +Gsup250-499NdAP	\$3,894.23 \$4,673.08		31% 31%	\$2,687.02 \$3,224.43			\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Gsup250-499NdEM	\$4,673.08		31%	\$3,224.43 \$2,472.06			\$0.00	\$0.00				SPLUNK
-	=		,			. ,								

Math						NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
		0141	DEGGDIDTION.	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT		PROSUPPORT	D4010 MUT I D		WTY UPG BASIC	BENEMA	TURN DARTY PRODUCT DARTUE
The Control of Contr	BAN	D SKU	DESCRIPTION	LIST PRICE USD							BASIC MNT LP			RENEWAL	THIRD PARTY PRODUCT PARTNER
Column															
March Color Colo															
MITCH Mitc		HUTG-25-49EM-D		\$4,299.23	K	31%	\$2,966.47				\$0.00	\$0.00		\$0.00	SPLUNK
1															
1.															
1															
1.															
Column															
1															
State															
1															
The first Highway Section The First Left Highway Section															
STATE - COURT Cour															
The Company Control of the Company Control of the															
The Good Control Contr															
1 1 1 1 1 1 1 1 1 1															
State															
S THE COLOR Colo															
The Control			SEL Splunk ITSI Perp Lic200-499GB/dayUS												
Fig.															
Fig. 1772-4-6900-175 Fig. 1944-176 Fig.															
Fig. Cont.		ITP-2K-4999US-D	SEL Splunk ITSI Perp Lic2K-4999GB/dayUS	\$317.31	K	31%	\$218.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
The Content															
Fig. 10															
5 TP-3-969A-CP SE Splesk TRS Peps L L-99-9660EdesyAP \$1.04.23 K \$11.04 K \$10.05 \$			SEL Splunk ITSI Perp Lic500-999GB/dayUS		K	31%									
S TIP-O-0-0-0-12 TIP-O-0-0-12 TIP-O-0-0-12 TIP-O-0-0-12 TIP-O-0-0-0-12 TIP-O-0-0-0-12 TIP-O-0-0-0-12 TIP-O-0-0-0-0-12 TIP-O-0-0-0-0-0-12 TIP-O-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-0-															
Fig.															
5 TPL-101-1999A-D SEL Spluth TIS Perp UPC100-19050Hosp/EMP 31,003.66 K 31% 578-54 S0.00 \$0														\$0.00	SPLUNK
FIFL-101-1998-No. Six System TSP perp IPPC101-19986 State State TSP perp IPPC101-19986 State TSP perp IPPC101-1998															
Fig. 17 1.1 1.1 1.2															
Fig.															
Fig. 1															
Fig. 17PL-14-1990U-5D SEL Splunk TSI Perp UPCISCA-0490CHS SA16 S K 31% \$238.84 \$0.00 \$0.															
Fig. TPU-200-499A-PA SELS gluth TSI PRP UPG200-499CBHayPK S77.85 K 31% \$537.41 \$5.00															
FPU-000-4998UM SEL Spilum KTS Perp UPC200-49960EduyEM \$597.69 K 31% \$398.27 \$0.00 \$0.0															
Fig. 1781-1784-0904-No. Sel. Spinuk ITS Pep UPG00-49906Religible Septim ITS Pep UPG00-49906Religible															
TPU_2K_4998AP_D SEL Splusk TISP Pep UPCZK_49996GBdiayAP															
TPU-ZX-4999EMD SEL, Splum KTS Pept UPGZX-4999GBRaig/MP S84-62 K 31% \$218.94 \$0.00 \$0.0			SEL Splunk ITSI Perp UPG2K-4999GB/dayAN												
TPU-ZX-4999(J-S) El. Splank TIST Pem UPGSQ-4999GBIdayUS S317.31 K 31% \$229.75 S30.00 \$0.															
For ITPL-50-9999A-D SEL Splutk ITSI Perg UPGS00-9996EdidayAP \$468.46 K 31% \$332.24 \$0.00 \$0															
5 TPL-500-999UR-D SEL Splunk TISI Perp UPG500-9990BidayUR \$431.54 K 31% \$297.76 \$0.00		ITPU-500-999AN-D	SEL Splunk ITSI Perp UPG500-999GB/dayAN	\$468.46		31%	\$323.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 TPU-50-999US-D SEL Splunk TIST Perp UPG50-999GB(dayUS \$375.00 K 31% \$346.83 \$0.00															
5 ITPL-50-99AN-D SEL Splunk ITSI Perp UPC50-99GBdayAM \$1,370.77 K 31% \$945.83 \$0.00															
S	5	ITPU-50-99AN-D	SEL Splunk ITSI Perp UPG50-99GB/dayAN	\$1,370.77	K	31%	\$945.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 TIPU-60-999US-D SEL Splunk FISI Pem SUP IGSO-999GBIday/M \$415.8 \$134 \$756.34 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1.00 \$															
State															
Fig. ITTE-101-199LM-D SEL Splunk TIS1 Term ESUP100-199GBldayU S276.92 K 31% S19.107 \$0.00	5	ITTE-100-199AN-D	SEL Splunk ITSI Term ESUP100-199GB/dayAN	\$346.15	K	31%	\$238.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Title-1-10-199US-D SEL Splunk Tisl Term ESUP1-10-1996BidayAN S195.00 K 31% S191.07 S0.00															
Fig. ITTE-IK-1999AP-D SEL Splunk ITSI Term ESUPIK-1999GB/dayAN \$195.00 K \$134 \$195.00 \$0.00															
5 ITTE-1K-1999EM-D SEL Splunk ITSI Term ESUP1K-1999GB/day/EM \$178.85 K 31% \$107.48 \$0.00 \$0.	5	ITTE-1K-1999AN-D	SEL Splunk ITSI Term ESUP1K-1999GB/dayAN	\$195.00	K	31%	\$134.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-14-1999US-D SEL Splunk ITSI Term ESUP20-4996B/dayAN \$266.54 K 31% \$183.91 \$0.00 \$0.	-														
5 ITTE-200-499AN-D SEL Splunk ITSI Term ESUP200-499GB/dayAP \$320.77 K 31% \$193.91 \$0.00 \$0	5				K										
5 ITTE-200-499R-D SEL Splunk ITSI Term ESUP200-499GBldayAP \$24.77 K 31% \$22.133 \$0.00 \$0.0	5			\$266.54	K	31%	\$183.91				\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-200-499US-D SEL Splunk ITSI Term ESUP2X-4999GB/dayAN \$123.46 K 31% \$147.29 \$0.00 \$0		ITTE-200-499AP-D	SEL Splunk ITSI Term ESUP200-499GB/dayAP	\$320.77			\$221.33			\$0.00	\$0.00			\$0.00	SPLUNK
5 ITTE-2K-4999AN-D SEL Splunk ITSI Term ESUP2K-4999GB/dayAN \$187.50 K 31% \$159.38 \$0.00 \$0															
5 ITTE-2K-4999AP-D SEL Splunk ITSI Term ESUP2K-4999GB/dayAP \$225.00 K 31% \$155.25 \$0.00 \$0															
5 ITTE-2K-4999US-D SEL Splunk ITSI Term ESUP50-999GB/dayUS \$150.00 K 31% \$103.50 \$0.00 \$0.			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		
5 ITTE-500-999AN-D SEL Splunk ITSI Term ESUP500-999GB/dayAN \$24.91 K 31% \$139.32 \$0.00 \$0.															
5 ITTE-500-999AP-D SEL Splunk ITSI Term ESUP500-999GB/dayAP \$242.31 K 31% \$167.19 \$0.00 \$0															
5 ITTE-500-999US-D SEL Splunk ITSI Term ESUP500-999GB/dayVUS \$161.54 K 31% \$111.46 \$0.00 \$	5	ITTE-500-999AP-D	SEL Splunk ITSI Term ESUP500-999GB/dayAP	\$242.31	K	31%	\$167.19	\$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 \$0.00															

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ITTE-50-99EM-D	SEL Splunk ITSI Term ESUP50-99GB/dayEM	\$504.23		31%	\$347.92			\$0.00					O SPLUNK
5 5	ITTE-50-99US-D ITTG-100-199AN-D	SEL Splunk ITSI Term ESUP50-99GB/dayUS SEL Splunk ITSI Term GSUP100-199GB/dayAN	\$438.46 \$390.00		31% 31%	\$302.54 \$269.10			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ITTG-100-199AP-D		\$467.31		31%	\$322.44			\$0.00					O SPLUNK
5		SEL Splunk ITSI Term GSUP100-199GB/dayEM			31%	\$247.61			\$0.00					0 SPLUNK
5		SEL Splunk ITSI Term GSUP100-199GB/dayUS			31%	\$214.96			\$0.00					0 SPLUNK
5		SEL Splunk ITSI Term GSUP1K-1999GB/dayAN SEL Splunk ITSI Term GSUP1K-1999GB/dayAP			31% 31%	\$149.28 \$179.14			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ITSI Term GSUP1K-1999GB/dayEN		ĸ	31%	\$137.34			\$0.00					0 SPLUNK
5		SEL Splunk ITSI Term GSUP1K-1999GB/dayUS			31%	\$119.43			\$0.00					0 SPLUNK
5		SEL Splunk ITSI Term GSUP200-499GB/dayAN SEL Splunk ITSI Term GSUP200-499GB/dayAP		K K	31% 31%	\$208.99 \$250.79			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ITSI Term GSUP200-499GB/dayAP SEL Splunk ITSI Term GSUP200-499GB/dayEM			31%	\$250.79 \$192.27			\$0.00					O SPLUNK
5	ITTG-200-499US-D	SEL Splunk ITSI Term GSUP200-499GB/dayUS	\$242.31	K	31%	\$167.19			\$0.00	\$0.00	\$0.00			0 SPLUNK
5		SEL Splunk ITSI Term GSUP2K-4999GB/dayAN			31%	\$144.30			\$0.00					0 SPLUNK
5 5		SEL Splunk ITSI Term GSUP2K-4999GB/dayAP SEL Splunk ITSI Term GSUP2K-4999GB/dayEN		K K	31% 31%	\$173.16 \$132.76			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk ITSI Term GSUP2K-4999GB/dayUS		K	31%	\$132.70			\$0.00					O SPLUNK
5		SEL Splunk ITSI Term GSUP500-999GB/dayAN			31%	\$154.26			\$0.00					0 SPLUNK
5		SEL Splunk ITSI Term GSUP500-999GB/dayAP		K	31%	\$185.11			\$0.00					0 SPLUNK
5		SEL Splunk ITSI Term GSUP500-999GB/dayEM SEL Splunk ITSI Term GSUP500-999GB/dayUS		K K	31% 31%	\$141.91 \$123.41			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk IT TermUPG ESup Buck \$1000AN	\$1,000.00		31%	\$690.00			\$0.00					0 SPLUNK
5		SEL Splunk IT TermUPG ESup Buck \$1000AP	\$1,000.00		31%	\$690.00			\$0.00					0 SPLUNK
5 5		SEL Splunk IT TermUPG ESup Buck \$1000EM	\$1,000.00 \$1,000.00		31% 31%	\$690.00 \$690.00			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ITTU-ES-100003-D	SEL Splunk IT TermUPG ESup Buck \$1000US SEL Splunk IT TermUPG ESup Buck \$100AN	\$1,000.00		31%	\$69.00			\$0.00					O SPLUNK
5	ITTU-ES-100AP-D	SEL Splunk IT TermUPG ESup Buck \$100AP	\$100.00		31%	\$69.00			\$0.00					0 SPLUNK
5	ITTU-ES-100EM-D	SEL Splunk IT TermUPG ESup Buck \$100EM	\$100.00		31%	\$69.00			\$0.00					0 SPLUNK
5 5	ITTU-ES-100US-D ITTU-ES-1AN-D	SEL Splunk IT TermUPG ESup Buck \$100US SEL Splunk IT TermUPG ESup Buck \$1AN	\$100.00 \$1.00	K K	31% 31%	\$69.00 \$0.69			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ITTU-ES-TAN-D	SEL Splunk IT TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69			\$0.00					O SPLUNK
5	ITTU-ES-1EM-D	SEL Splunk IT TermUPG ESup Buck \$1EM	\$1.00	K	31%	\$0.69			\$0.00	\$0.00	\$0.00			0 SPLUNK
5	ITTU-ES-1US-D	SEL Splunk IT TermUPG ESup Buck \$1US	\$1.00	K	31%	\$0.69			\$0.00					0 SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000AN SEL Splunk IT TermUPG GSup Buck \$1000AP	\$1,000.00 \$1,000.00		31% 31%	\$690.00 \$690.00			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000EM	\$1,000.00		31%	\$690.00			\$0.00					O SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000US	\$1,000.00		31%	\$690.00			\$0.00					0 SPLUNK
5 5	ITTU-GS-100AN-D ITTU-GS-100AP-D	SEL Splunk IT TermUPG GSup Buck \$100AN	\$100.00		31%	\$69.00			\$0.00					0 SPLUNK 0 SPLUNK
5 5	ITTU-GS-100AP-D	SEL Splunk IT TermUPG GSup Buck \$100AP SEL Splunk IT TermUPG GSup Buck \$100EM	\$100.00 \$100.00		31% 31%	\$69.00 \$69.00			\$0.00 \$0.00					0 SPLUNK
5	ITTU-GS-100US-D	SEL Splunk IT TermUPG GSup Buck \$100US	\$100.00		31%	\$69.00			\$0.00					0 SPLUNK
5	ITTU-GS-1AN-D	SEL Splunk IT TermUPG GSup Buck \$1AN	\$1.00	K	31%	\$0.69			\$0.00					0 SPLUNK
5	ITTU-GS-1AP-D ITTU-GS-1EM-D	SEL Splunk IT TermUPG GSup Buck \$1AP SEL Splunk IT TermUPG GSup Buck \$1EM	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	ITTU-GS-1US-D	SEL Splunk IT TermUPG GSup Buck \$1US	\$1.00	ĸ	31%	\$0.69			\$0.00					O SPLUNK
5	SEP-100-199AN-D	SEL Splunk Ent Perp Lic 100-199GB/day AN	\$2,163.46		31%	\$1,492.79			\$0.00					0 SPLUNK
5 5	SEP-100-199AP-D	SEL Splunk Ent Perp Lic 100-199GB/day AP	\$2,596.15		31%	\$1,791.34			\$0.00					0 SPLUNK
5 5	SEP-100-199EM-D SEP-100-199US-D	SEL Splunk Ent Perp Lic 100-199GB/day EM SEL Splunk Ent Perp Lic 100-199GB/day US	\$1,990.38 \$1,730.77	K	31% 31%	\$1,373.36 \$1,194.23			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	SEP-1K-1999AN-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$1,730.77	K	31%	\$1,194.23			\$0.00					0 SPLUNK
5	SEP-1K-1999AP-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AP	\$2,076.92		31%	\$1,433.07			\$0.00					0 SPLUNK
5 5	SEP-1K-1999EM-D SEP-1K-1999US-D	SEL Splunk Ent Perp Lic 1K-1999GB/day EM SEL Splunk Ent Perp Lic 1K-1999GB/day US	\$1,592.31 \$1,384.62	K K	31% 31%	\$1,098.69 \$955.39			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	SEP-200-499AN-D	SEL Splunk Ent Perp Lic 200-499GB/day AN	\$2,019.23		31%	\$1,393.27	\$0.00		\$0.00					O SPLUNK
5	SEP-200-499AP-D	SEL Splunk Ent Perp Lic 200-499GB/day AP	\$2,423.08		31%	\$1,671.93			\$0.00					0 SPLUNK
5 5	SEP-200-499EM-D SEP-200-499US-D	SEL Splunk Ent Perp Lic 200-499GB/day EM SEL Splunk Ent Perp Lic 200-499GB/day US	\$1,857.69 \$1,615.38		31% 31%	\$1,281.81 \$1,114.61			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	SEP-2W-4990S-D SEP-2K-4999AN-D	SEL Splunk Ent Perp Lic 200-499GB/day US SEL Splunk Ent Perp Lic 2K-4999GB/dayAN	\$1,586.54		31%	\$1,114.61 \$1,094.71			\$0.00					0 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	0 SPLUNK
5	SEP-2K-4999EM-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayEM	\$1,459.62		31%	\$1,007.14			\$0.00					0 SPLUNK
5 5	SEP-2K-4999US-D SEP-500-999AN-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayUS SEL Splunk Ent Perp Lic 500-999GB/day AN	\$1,269.23 \$1,875.00		31% 31%	\$875.77 \$1,293.75			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5	SEP-500-999AP-D	SEL Splunk Ent Perp Lic 500-999GB/day AP	\$2,250.00		31%	\$1,552.50			\$0.00					O SPLUNK
5	SEP-500-999EM-D	SEL Splunk Ent Perp Lic 500-999GB/day EM	\$1,725.00		31%	\$1,190.25			\$0.00					0 SPLUNK
5	SEP-500-999US-D	SEL Splunk Ent Perp Lic 500-999GB/day US SEL Splunk Ent Perp Lic 50-99GB/day AN	\$1,500.00	K K	31%	\$1,035.00			\$0.00					0 SPLUNK 0 SPLUNK
5 5	SEP-50-99AN-D SEP-50-99AP-D	SEL Splunk Ent Perp Lic 50-99GB/day AN SEL Splunk Ent Perp Lic 50-99GB/day AP	\$2,740.38 \$3,288.46		31% 31%	\$1,890.86 \$2,269.04			\$0.00 \$0.00					0 SPLUNK
5	SEP-50-99EM-D	SEL Splunk Ent Perp Lic 50-99GB/day EM	\$2,521.15		31%	\$1,739.59			\$0.00				\$0.00	0 SPLUNK
5	SEP-50-99US-D	SEL Splunk Ent Perp Lic 50-99GB/day US	\$2,192.31	K	31%	\$1,512.69			\$0.00					0 SPLUNK
5 5		SEL Splunk Ent Perp UPG 100-199GB/dayAN SEL Splunk Ent Perp UPG 100-199GB/dayAP	\$2,163.46 \$2,596.15		31% 31%	\$1,492.79 \$1,791.34			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk Ent Perp UPG 100-199GB/dayAP SEL Splunk Ent Perp UPG 100-199GB/dayEM	\$2,596.15		31%	\$1,791.34 \$1,373.36			\$0.00					0 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	0 SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayAN	\$1,730.77		31%	\$1,194.23			\$0.00					0 SPLUNK
5 5		SEL Splunk Ent Perp UPG 1K-1999GB/dayAP SEL Splunk Ent Perp UPG 1K-1999GB/dayEM	\$2,076.92 \$1,592.31		31% 31%	\$1,433.07 \$1,098.69			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayEM	\$1,384.62		31%	\$955.39			\$0.00					O 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	0 SPLUNK
5		SEL Splunk Ent Perp UPG 200-499GB/dayAP	\$2,423.08		31%	\$1,671.93			\$0.00					0 SPLUNK
5 5		SEL Splunk Ent Perp UPG 200-499GB/dayEM SEL Splunk Ent Perp UPG 200-499GB/dayUS	\$1,857.69 \$1,615.38		31% 31%	\$1,281.81 \$1,114.61			\$0.00 \$0.00					0 SPLUNK 0 SPLUNK
5		SEL Splunk Ent Perp UPG 2K-4999GB/dayAN	\$1,586.54		31%	\$1,094.71			\$0.00					0 SPLUNK

					NVP L	EVEL 1			NVP MAINTENANG	E AND WARRANT	Y UPGRADE PRICE			
DAND	OKII	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	DAGIC MUT I D	WTY UPG ENH TO	WTY UPG BASIC	DENEMAL	THIRD DARTY PRODUCT DARTHER
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk Ent Perp UPG 2K-4999GB/dayAP SEL Splunk Ent Perp UPG 2K-4999GB/dayEM	\$1,903.85 \$1,459.62	K K	31% 31%	\$1,313.66 \$1,007.14	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SEPU-2K-4999US-D	SEL Splunk Ent Perp UPG 2K-4999GB/dayUS	\$1,269.23	K	31%	\$875.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent Perp UPG 500-999GB/dayAN SEL Splunk Ent Perp UPG 500-999GB/dayAP	\$1,875.00 \$2,250.00		31% 31%	\$1,293.75 \$1,552.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 500-999GB/dayEM	\$1,725.00		31%	\$1,190.25	\$0.00		\$0.00	\$0.00				SPLUNK
5	SEPU-500-999US-D	SEL Splunk Ent Perp UPG 500-999GB/dayUS	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	SEPU-50-99AN-D SEPU-50-99AP-D	SEL Splunk Ent Perp UPG 50-99GB/dayAN SEL Splunk Ent Perp UPG 50-99GB/dayAP	\$2,740.38 \$3,288.46		31% 31%	\$1,890.86 \$2,269.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SEPU-50-99EM-D	SEL Splunk Ent Perp UPG 50-99GB/dayEM	\$2,521.15		31%	\$1,739.59	\$0.00		\$0.00	\$0.00				SPLUNK
5	SEPU-50-99US-D	SEL Splunk Ent Perp UPG 50-99GB/dayUS	\$2,192.31	K	31%	\$1,512.69	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL ESUP100-199GB/dayAN SEL Splunk Ent TermL ESUP100-199GB/dayAP	\$865.38 \$1,038.46	K K	31% 31%	\$597.11 \$716.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETE-100-199EM-D	SEL Splunk Ent TermL ESUP100-199GB/dayEN	\$796.15	K	31%	\$549.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL ESUP100-199GB/dayUS SEL Splunk Ent TermL ESUP1K-1999GB/dayAN	\$692.31 \$778.85	K K	31% 31%	\$477.69 \$537.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP1K-1999GB/dayAF	\$934.62		31%	\$644.89	\$0.00		\$0.00	\$0.00				SPLUNK
5	SETE-1K-1999EM-D	SEL Splunk Ent TermL ESUP1K-1999GB/dayEN	\$716.54		31%	\$494.41	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL ESUP1K-1999GB/dayUS SEL Splunk Ent TermL ESUP200-499GB/dayAN	\$623.08 \$836.54	K K	31% 31%	\$429.93 \$577.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP200-499GB/dayAP	\$1,003.85		31%	\$692.66	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5		SEL Splunk Ent TermL ESUP200-499GB/dayEN	\$769.62		31%	\$531.04	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL ESUP200-499GB/dayUS SEL Splunk Ent TermL ESUP2K-4999GB/dayAN	\$669.23 \$750.00		31% 31%	\$461.77 \$517.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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 5		SEL Splunk Ent TermL ESUP2K-4999GB/dayEN SEL Splunk Ent TermL ESUP2K-4999GB/dayUS	\$690.00 \$600.00		31% 31%	\$476.10 \$414.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayAN	\$807.69		31%	\$557.31	\$0.00		\$0.00	\$0.00				SPLUNK
5	SETE-500-999AP-D	SEL Splunk Ent TermL ESUP500-999GB/dayAP	\$969.23		31%	\$668.77	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL ESUP500-999GB/dayEN SEL Splunk Ent TermL ESUP500-999GB/dayUS	\$743.08 \$646.15		31% 31%	\$512.73 \$445.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETE-50-99AN-D	SEL Splunk Ent TermL ESUP50-99GB/dayAN	\$1,096.15		31%	\$756.34	\$0.00		\$0.00	\$0.00				SPLUNK
5	SETE-50-99AP-D	SEL Splunk Ent TermL ESUP50-99GB/dayAP	\$1,315.38		31%	\$907.61	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	SETE-50-99EM-D SETE-50-99US-D	SEL Splunk Ent TermL ESUP50-99GB/dayEM SEL Splunk Ent TermL ESUP50-99GB/dayUS	\$1,008.46 \$876.92		31% 31%	\$695.84 \$605.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETG-100-199AN-D	SEL Splunk Ent TermL GSUP100-199GB/dayAN	\$973.85	K	31%	\$671.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP100-199GB/dayAF SEL Splunk Ent TermL GSUP100-199GB/dayEN	\$1,168.85 \$895.38		31% 31%	\$806.51 \$617.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayUS	\$778.85		31%	\$537.41	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayAN	\$865.38	K	31%	\$597.11	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL GSUP1K-1999GB/dayAF SEL Splunk Ent TermL GSUP1K-1999GB/dayEN	\$1,038.46 \$796.15	K K	31% 31%	\$716.54 \$549.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayUS	\$692.31	ĸ	31%	\$477.69	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5 5		SEL Splunk Ent TermL GSUP200-499GB/dayAN	\$937.50 \$1,125.00		31% 31%	\$646.88 \$776.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP200-499GB/dayAF SEL Splunk Ent TermL GSUP200-499GB/dayEN	\$862.50		31%	\$595.13	\$0.00		\$0.00	\$0.00				SPLUNK
5	SETG-200-499US-D	SEL Splunk Ent TermL GSUP200-499GB/dayUS	\$750.00		31%	\$517.50	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL GSUP2K-4999GB/dayAN SEL Splunk Ent TermL GSUP2K-4999GB/dayAF	\$829.33 \$995.19		31% 31%	\$572.24 \$686.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayEN	\$762.98	ĸ	31%	\$526.46	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayU\$	\$663.46		31%	\$457.79	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermL GSUP500-999GB/dayAN SEL Splunk Ent TermL GSUP500-999GB/dayAP	\$901.44 \$1,081.73		31% 31%	\$621.99 \$746.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETG-500-999EM-D	SEL Splunk Ent TermL GSUP500-999GB/dayEN	\$829.33	K	31%	\$572.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP500-999GB/dayUS SEL Splunk Ent TermUPG ESup Buck \$1000AN	\$721.15 \$1,000.00		31% 31%	\$497.59 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000AP	\$1,000.00		31%	\$690.00	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000EM	\$1,000.00		31%	\$690.00	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$1000US SEL Splunk Ent TermUPG ESup Buck \$100AN	\$1,000.00 \$100.00		31% 31%	\$690.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETU-ES-100AP-D	SEL Splunk Ent TermUPG ESup Buck \$100AP	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$100EM SEL Splunk Ent TermUPG ESup Buck \$100US	\$100.00 \$100.00		31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETU-ES-1AN-D	SEL Splunk Ent TermUPG ESup Buck \$10003	\$1.00		31%	\$0.69	\$0.00		\$0.00	\$0.00				SPLUNK
5	SETU-ES-1AP-D	SEL Splunk Ent TermUPG ESup Buck \$1AP	\$1.00		31%	\$0.69	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	SETU-ES-1EM-D SETU-ES-1US-D	SEL Splunk Ent TermUPG ESup Buck \$1EM SEL Splunk Ent TermUPG ESup Buck \$1US	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETU-GS-1000AN-D	SEL Splunk Ent TermUPG GSup Buck \$1000AN	\$1,000.00		31%	\$690.00	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$1000AP SEL Splunk Ent TermUPG GSup Buck \$1000EN	\$1,000.00		31%	\$690.00	\$0.00		\$0.00	\$0.00	*****	\$0.00		SPLUNK SPLUNK
5 5		SEL Splunk Ent TermUPG GSup Buck \$1000EN SEL Splunk Ent TermUPG GSup Buck \$1000US	\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK 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		SEL Splunk Ent TermUPG GSup Buck \$100AP SEL Splunk Ent TermUPG GSup Buck \$100EM	\$100.00 \$100.00		31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETU-GS-100US-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	SPLUNK
5	SETU-GS-1AN-D	SEL Splunk Ent TermUPG GSup Buck \$1AN	\$1.00		31%	\$0.69	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	SETU-GS-1AP-D SETU-GS-1EM-D	SEL Splunk Ent TermUPG GSup Buck \$1AP SEL Splunk Ent TermUPG GSup Buck \$1EM	\$1.00 \$1.00		31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	SETU-GS-1US-D	SEL Splunk Ent 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 5	VMP-100GB-AN-D VMP-100GB-AP-D	SEL Splunk VM Perp Lic 21-100GB/dayAN SEL Splunk VM Perp Lic 21-100GB/dayAP	\$28,846.15 \$34,615.38		31% 31%	\$19,903.84 \$23,884.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMP-100GB-EM-D	SEL Splunk VM Perp Lic 21-100GB/dayEM	\$26,538.46	K	31%	\$18,311.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	VMP-100GB-US-D	SEL Splunk VM Perp Lic 21-100GB/dayUS	\$23,076.92	K	31%	\$15,923.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP L	EVEL 1			NVP MAINTENANG	E AND WARRANT	Y UPGRADE PRICE			1
			EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT		WTY UPG ENH TO	WTY UPG BASIC		
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VMP-101GB-AN-D	SEL Splunk VM Perp Lic 101+GB/dayAN	\$50,480.77	K K	31%	\$34,831.73			\$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMP-101GB-AP-D VMP-101GB-EM-D	SEL Splunk VM Perp Lic 101+GB/dayAP SEL Splunk VM Perp Lic 101+GB/dayEM	\$60,576.92 \$46,442.31	K	31% 31%	\$41,798.07 \$32,045.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK
5	VMP-101GB-US-D	SEL Splunk VM Perp Lic 101+GB/dayUS	\$40,384.62		31%	\$27,865.39	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	VMP-20GB-AN-D VMP-20GB-AP-D	SEL Splunk VM Perp Lic 6-20GB/dayAN SEL Splunk VM Perp Lic 6-20GB/dayAP	\$14,423.08 \$17,307.69	K K	31% 31%	\$9,951.93 \$11,942.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMP-20GB-EM-D	SEL Splunk VM Perp Lic 6-20GB/dayFM	\$13,269.23	ĸ	31%	\$9,155.77	\$0.00		\$0.00	\$0.00				SPLUNK
5	VMP-20GB-US-D	SEL Splunk VM Perp Lic 6-20GB/dayUS	\$11,538.46	K	31%	\$7,961.54	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	VMP-5GB-AN-D VMP-5GB-AP-D	SEL Splunk VM Perp Lic 1-5GB/dayAN SEL Splunk VM Perp Lic 1-5GB/dayAP	\$7,211.54 \$8,653.85	K K	31% 31%	\$4,975.96 \$5,971.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMP-5GB-EM-D	SEL Splunk VM Perp Lic 1-5GB/dayEM	\$6,634.62		31%	\$4,577.89	\$0.00		\$0.00	\$0.00	\$0.00			SPLUNK
5 5	VMP-5GB-US-D	SEL Splunk VM Perp Lic 1-5GB/dayUS	\$5,769.23	K K	31%	\$3,980.77	\$0.00		\$0.00	\$0.00 \$0.00				SPLUNK
5		SEL Splunk VM Term ESUP 21-100GB/dayAN SEL Splunk VM Term ESUP 21-100GB/dayAP	\$11,538.46 \$13,846.15		31% 31%	\$7,961.54 \$9,553.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5	VMTE-100GB-EM-D	SEL Splunk VM Term ESUP 21-100GB/dayEM	\$10,615.38	K	31%	\$7,324.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk VM Term ESUP 21-100GB/dayUS SEL Splunk VM Term ESUP 101+GB/dayAN	\$9,230.77 \$26,899.04	K K	31% 31%	\$6,369.23 \$18,560.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk VM Term ESUP 101+GB/dayAP	\$32,278.85	K	31%	\$22,272.41	\$0.00		\$0.00	\$0.00				SPLUNK
5		SEL Splunk VM Term ESUP 101+GB/dayEM	\$24,747.12		31%	\$17,075.51	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	VMTE-101GB-US-D VMTE-20GB-AN-D	SEL Splunk VM Term ESUP 101+GB/dayUS SEL Splunk VM Term ESUP 6-20GB/dayAN	\$21,519.23 \$5,769.23		31% 31%	\$14,848.27 \$3,980.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMTE-20GB-AP-D	SEL Splunk VM Term ESUP 6-20GB/dayAP	\$6,923.08	ĸ	31%	\$4,776.93	\$0.00		\$0.00	\$0.00				SPLUNK
5	VMTE-20GB-EM-D	SEL Splunk VM Term ESUP 6-20GB/dayEM	\$5,307.69	K	31%	\$3,662.31	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	VMTE-20GB-US-D VMTE-5GB-AN-D	SEL Splunk VM Term ESUP 6-20GB/dayUS SEL Splunk VM Term ESUP 1-5GB/dayAN	\$4,615.38 \$2,884.62	K K	31% 31%	\$3,184.61 \$1,990.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMTE-5GB-AP-D	SEL Splunk VM Term ESUP 1-5GB/dayAP	\$3,461.54		31%	\$2,388.46	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	SPLUNK
5	VMTE-5GB-EM-D VMTE-5GB-US-D	SEL Splunk VM Term ESUP 1-5GB/dayEM	\$2,653.85		31%	\$1,831.16	\$0.00		\$0.00	\$0.00				SPLUNK
5 5		SEL Splunk VM Term ESUP 1-5GB/dayUS SEL Splunk VM Term GSUP 21-100GB/dayAN	\$2,307.69 \$12,980.77	K K	31% 31%	\$1,592.31 \$8,956.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMTG-100GB-AP-D	SEL Splunk VM Term GSUP 21-100GB/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 5		SEL Splunk VM Term GSUP 21-100GB/dayEM	\$11,942.31 \$10,384.62	K K	31%	\$8,240.19	\$0.00		\$0.00	\$0.00 \$0.00				SPLUNK
5		SEL Splunk VM Term GSUP 21-100GB/dayUS SEL Splunk VM Term GSUP 101+GB/dayAN	\$10,384.62		31% 31%	\$7,165.39 \$20,899.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				SPLUNK SPLUNK
5	VMTG-101GB-AP-D	SEL Splunk VM Term GSUP 101+GB/dayAP	\$36,346.15	K	31%	\$25,078.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk VM Term GSUP 101+GB/dayEM SEL Splunk VM Term GSUP 101+GB/dayUS	\$27,865.38 \$24,230.77	K K	31% 31%	\$19,227.11 \$16,719.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5		SEL Splunk VM Term GSUP 6-20GB/dayAN	\$6,490.38		31%	\$4,478.36	\$0.00		\$0.00	\$0.00				SPLUNK
5	VMTG-20GB-AP-D	SEL Splunk VM Term GSUP 6-20GB/dayAP	\$7,788.46	K	31%	\$5,374.04	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	VMTG-20GB-EM-D VMTG-20GB-US-D	SEL Splunk VM Term GSUP 6-20GB/dayEM SEL Splunk VM Term GSUP 6-20GB/dayUS	\$5,971.15 \$5,192.31	K K	31% 31%	\$4,120.09 \$3,582.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	VMTG-5GB-AN-D	SEL Splunk VM Term GSUP 1-5GB/dayAN	\$3,245.19		31%	\$2,239.18	\$0.00		\$0.00	\$0.00				SPLUNK
5	VMTG-5GB-AP-D	SEL Splunk VM Term GSUP 1-5GB/dayAP	\$3,894.23		31%	\$2,687.02	\$0.00		\$0.00	\$0.00				SPLUNK
5 5	VMTG-5GB-EM-D VMTG-5GB-US-D	SEL Splunk VM Term GSUP 1-5GB/dayEM SEL Splunk VM Term GSUP 1-5GB/dayUS	\$2,985.58 \$2,596.15		31% 31%	\$2,060.05 \$1,791.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SPLUNK SPLUNK
5	EGL-0032PE14-I	SEL Eyeglass 2 Cluster Kit Ent-Installed	\$14,369.00	K	31%	\$9,914.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EGL-0032PE15-P EGL-0032PE15-Q	SEL IGLS 2 CLST KIT ENT-QUICK START PLU SEL IGLS 2 CLST KIT ENT-QUICK START	\$36,165.00 \$23,600.00		31% 31%	\$24,953.85 \$16,284.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	EGL-0032FE15-Q	SEL IGLS 2 CLST KIT ENT-QUICK STAKT SEL IGLS Basic-ADV to ENT Upg 2 Pack v2	\$7,338.00		31%	\$5,063.22	\$0.00		\$0.00	\$0.00				SUPERNA
5	EGL2-SRM-LIC	SEL Cluster Storage Monitor Lic v2	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EGL-AUD-AGT EGL-AUD-LIC	SEL Eyeglass Easy Auditor Agent Lic SEL Eyeglass Easy Auditor Feature Lic	\$4,615.00 \$2,565.00		31% 31%	\$3,184.35 \$1,769.85	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	EGL-EDGE-C1	SEL ISILONSD EDGE CLUSTER DISCOVERY-	\$1,250.00		31%	\$862.50	\$0.00		\$0.00	\$0.00				SUPERNA
5		SEL EYEGLASS DR MANAGER Enterprise VAF			31%	\$425.73	\$0.00		\$0.00	\$0.00				SUPERNA
5 5	EGL-RAND-AGT EGL-RAND-LIC	SEL Ransomware Defender Agent Lic SEL Ransomware Defender Feature Lic	\$2,565.00 \$1,923.00		31% 31%	\$1,769.85 \$1,326.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	EYEGLASS-003E	SEL EyeGlass DR Single Cluster License	\$5,986.00	K	31%	\$4,130.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EYEGLASS-I1 IGL-CA-009	SEL IGLS RHEL-Centos Installer License SEL Eyeglass Isilon Probe-Basic	\$3,077.00 \$1,795.00		31% 31%	\$2,123.13 \$1,238.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	IGL-CA-009 IGLS-CB-3YR	SEL Eyegiass Islion Probe-Basic SEL IGLS Starter Suite 2 CLSTR Bundle 3y	\$1,795.00 \$43,840.00		31% 31%	\$1,238.55 \$30,249.60	\$0.00		\$0.00 \$0.00	\$0.00				SUPERNA
5	IGLS-CB-5YR	SEL IGLS Starter Suite 2 CLSTR Bundle 5y	\$51,391.00	K	31%	\$35,459.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	IGLS-NB-3YR IGLS-NB-5YR	SEL IGLS Starter Suite 6 Node Bundle 3y SEL IGLS Starter Suite 6 Node Bundle 5y	\$35,926.00 \$42,822.00	K K	31% 31%	\$24,788.94 \$29,547.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	IGLS-SUITE-1YR	SEL IGLS Starter Suite 6 Node Buridie Sy SEL IGLS Bundle 1 Writeable Cluster 1yr	\$19,851.00		31%	\$13,697.19	\$0.00		\$0.00	\$0.00			\$0.00	SUPERNA
5	IGLS-SUITE2-1YR	SEL IGLS Bundle 2 Writeable Cluster 1y	\$25,918.00		31%	\$17,883.42	\$0.00		\$0.00	\$0.00				SUPERNA
5 5	IGLS-SUITE2-3YR IGLS-SUITE2-5YR	SEL IGLS Bundle 2 Writeable Cluster 3y SEL IGLS Bundle 2 Writeable Cluster 5y	\$33,918.00 \$41,918.00		31% 31%	\$23,403.42 \$28,923.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SUPERNA SUPERNA
5	IGLS-SUITE-3YR	SEL IGLS Bundle 1 Writeable Cluster 3yr	\$25,051.00	K	31%	\$17,285.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-SUITE-5YR	SEL IGLS Bundle 1 Writeable Cluster 5yr	\$30,251.00		31%	\$20,873.19	\$0.00		\$0.00	\$0.00				SUPERNA
5 5		' SEL Sync EE CLD Storage 1-10 TB 1 yr ' SEL Sync EE CLD Storage 1-10 TB 2 yr	\$2,160.00 \$4,104.00		31% 31%	\$1,490.40 \$2,831.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-T1-3Y	SEL Sync EE CLD Storage 1-10 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		SEL Sync EE CLD Storage 11-100 TB 1 yr	\$1,800.00		31%	\$1,242.00	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5 5		SEL Sync EE CLD Storage 11-100 TB 2 yr SEL Sync EE CLD Storage 11-100 TB 3 yr	\$3,420.00 \$4,860.00		31% 31%	\$2,359.80 \$3,353.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-T3-1Y	SEL Sync EE CLD Storage 101-1,000 TB 1yr	\$1,620.00	K	31%	\$1,117.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5		SEL Sync EE CLD Storage 101-1,000 TB 2yr SEL Sync EE CLD Storage 101-1,000 TB 3yr	\$3,078.00 \$4,374.00		31% 31%	\$2,123.82 \$3,018.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SYNCPLICITY SYNCPLICITY
5		SEL Sync EE CLD Storage 101-1,000 1B syr SEL Sync EE CLD Storage 1,001 TB+ 1yr	\$4,374.00		31%	\$3,018.06	\$0.00		\$0.00	\$0.00			\$0.00	SYNCPLICITY
5		SEL Sync EE CLD Storage 1,001 TB+ 2 yr	\$2,736.00	K	31%	\$1,887.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNCCD-STG-T4-3Y SYNC-EE-T1-1Y	SEL Sync EE CLD Storage 1,001 TB+ 3 yr SEL Sync EE 25-1,000 sts 1 yr	\$3,888.00 \$150.00		31% 31%	\$2,682.72 \$103.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T1-2Y	SEL Sync EE 25-1,000 sts 2 yr	\$286.00	K	31%	\$197.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 3 yr	\$405.00	K	31%	\$279.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY

					NVP L	EVEL 1			NVP MAINTENANO	E AND WARRANT	Y UPGRADE PRICE	<u> </u>]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SYNC-EE-T2-1Y	SEL Sync EE 1,001-5,000 sts 1 yr	\$120.00		31%	\$82.80	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5 5	SYNC-EE-T2-2Y SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 2 yr SEL Sync EE 1,001-5,000 sts 3 yr	\$228.00 \$324.00		31% 31%	\$157.32 \$223.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5	SYNC-EE-T3-1Y	SEL Sync EE 5,001-10,000 sts 1 yr	\$96.00		31%	\$66.24	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5	SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 2 yr	\$182.00		31%	\$125.58	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5 5	SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 3 yr	\$258.00	K K	31% 31%	\$178.02 \$58.65	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				SYNCPLICITY
5	SYNC-EE-T4-1Y SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 1 yr SEL Sync EE 10,001+ sts 2 yr	\$85.00 \$160.00		31%	\$58.65 \$110.40	\$0.00 \$0.00		\$0.00	\$0.00) SYNCPLICITY) SYNCPLICITY
5	SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 3 yr	\$225.00		31%	\$155.25	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE 25-1,000 sts 1 yr	\$225.00		31%	\$155.25	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE 25-1,000 sts 2 yr SEL Sync Gov EE 25-1,000 sts 3 yr	\$429.00 \$608.00		31% 31%	\$296.01 \$419.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5		SEL Sync Gov EE 1,001-5,000 sts 1 yr	\$180.00		31%	\$124.20	\$0.00		\$0.00	\$0.00) SYNCPLICITY
5		SEL Sync Gov EE 1,001-5,000 sts 2 yr	\$342.00	K	31%	\$235.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync Gov EE 1,001-5,000 sts 3 yr	\$486.00		31%	\$335.34	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE 5,001-10,000 sts 1 yr SEL Sync Gov EE 5,001-10,000 sts 2 yr	\$144.00 \$273.00		31% 31%	\$99.36 \$188.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5		SEL Sync Gov EE 5,001-10,000 sts 3 yr	\$387.00		31%	\$267.03	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE 10,001+ sts 1 yr	\$128.00		31%	\$88.32	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE 10,001+ sts 2 yr	\$240.00 \$338.00		31% 31%	\$165.60 \$233.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5		SEL Sync Gov EE 10,001+ sts 3 yr SEL Sync Gov EE CLD STG 1-10 TB 1 yr	\$3,240.00		31%	\$2,235.60	\$0.00		\$0.00	\$0.00) SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1-10 TB 2 yr	\$6,156.00	K	31%	\$4,247.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1-10 TB 3 yr	\$8,748.00		31%	\$6,036.12	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5 5		SEL Sync Gov EE CLD STG 11-100 TB 1 yr SEL Sync Gov EE CLD STG 11-100 TB 2 yr	\$2,700.00 \$5,130.00		31% 31%	\$1,863.00 \$3,539.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5		SEL Sync Gov EE CLD STG 11-100 TB 2 yr	\$7,290.00		31%	\$5,030.10	\$0.00		\$0.00	\$0.00) SYNCPLICITY
5	SYNC-GV-ST-T3-1Y	SEL Sync Gov EE CLD STG 101-1,000 TB 1yr	\$2,430.00		31%	\$1,676.70	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE CLD STG 101-1,000 TB 2yr	\$4,617.00		31%	\$3,185.73	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5 5		SEL Sync Gov EE CLD STG 101-1,000 TB 3yr SEL Sync Gov EE CLD STG 1,001 TB+ 1 yr	\$6,561.00 \$2,160.00		31% 31%	\$4,527.09 \$1,490.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1,001 TB+ 2 yr	\$4,104.00		31%	\$2,831.76	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1,001 TB+ 3 yr	\$5,832.00		31%	\$4,024.08	\$0.00		\$0.00	\$0.00				SYNCPLICITY
5 5	SYNC-S1-EE-1Y SYNC-S1-EE-2Y	SEL Sync EE 1-10TB 1 yr	\$26,125.00 \$49,775.00		31% 31%	\$18,026.25 \$34,344.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SYNCPLICITY) SYNCPLICITY
5	SYNC-S1-EE-21	SEL Sync EE 1-10TB 2 yr SEL Sync EE 1-10TB 3 yr	\$71,225.00		31%	\$49,145.25	\$0.00		\$0.00	\$0.00) SYNCPLICITY
5	AE-0-50PL	SEL Automation Engine PL	\$149.25		31%	\$102.98	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-0-50TL	SEL Automation Engine TL	\$59.70		31%	\$41.19	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-1001-1500PL AE-1001-1500TL	SEL Automation Engine PL SEL Automation Engine TL	\$42.75 \$17.10	K K	31% 31%	\$29.50 \$11.80	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	AE-100K-150KPL	SEL Automation Engine PL	\$22.50	K	31%	\$15.53	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-100K-150KTL	SEL Automation Engine TL	\$9.00	K	31%	\$6.21	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-101-250PL	SEL Automation Engine PL	\$81.75 \$32.70		31% 31%	\$56.41 \$22.56	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS
5 5	AE-101-250TL AE-10K-20KPL	SEL Automation Engine TL SEL Automation Engine PL	\$32.70 \$26.25	K	31%	\$22.56 \$18.11	\$0.00 \$0.00		\$0.00	\$0.00) VARONIS) VARONIS
5	AE-10K-20KTL	SEL Automation Engine TL	\$10.50		31%	\$7.25	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-1501-2000PL	SEL Automation Engine PL	\$38.70	K	31%	\$26.70	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-1501-2000TL AE-150K-PL	SEL Automation Engine TL SEL Automation Engine PL	\$15.45 \$22.20	K K	31% 31%	\$10.66 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	AE-150K-TL	SEL Automation Engine TL	\$8.85	K	31%	\$6.11	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-2001-2500PL	SEL Automation Engine PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-2001-2500TL AE-20K-35KPL	SEL Automation Engine TL SEL Automation Engine PL	\$14.40 \$24.75	K K	31% 31%	\$9.94 \$17.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5	AE-20K-35KFL AE-20K-35KTL	SEL Automation Engine FL	\$9.90		31%	\$6.83	\$0.00		\$0.00	\$0.00				VARONIS VARONIS
5	AE-2501-4000PL	SEL Automation Engine PL	\$33.75		31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	AE-2501-4000TL	SEL Automation Engine TL	\$13.50	K	31%	\$9.32	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-251-500PL AE-251-500TL	SEL Automation Engine PL SEL Automation Engine TL	\$62.25 \$24.90	K K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	AE-35K-50KPL	SEL Automation Engine PL	\$24.00		31%	\$16.56	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-35K-50KTL	SEL Automation Engine TL	\$9.60	K	31%	\$6.62	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-4001-6000PL AE-4001-6000TL	SEL Automation Engine PL SEL Automation Engine TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	AE-501-750PL	SEL Automation Engine PL	\$50.25		31%	\$34.67	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-501-750TL	SEL Automation Engine TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-50K-100KPL AE-50K-100KTL	SEL Automation Engine PL SEL Automation Engine TL	\$23.25	K	31%	\$16.04	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-50K-100K1L AE-51-100PL	SEL Automation Engine TL SEL Automation Engine PL	\$9.30 \$104.25	K K	31% 31%	\$6.42 \$71.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	AE-51-100TL	SEL Automation Engine TL	\$41.70		31%	\$28.77	\$0.00		\$0.00	\$0.00				VARONIS
5	AE-6001-8000PL	SEL Automation Engine PL	\$29.25	K	31%	\$20.18	\$0.00		\$0.00	\$0.00				VARONIS
5 5	AE-6001-8000TL AE-751-1000PL	SEL Automation Engine TL SEL Automation Engine PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	AE-751-1000PL AE-751-1000TL	SEL Automation Engine PL SEL Automation Engine TL	\$46.50 \$18.60		31%	\$32.09 \$12.83	\$0.00		\$0.00	\$0.00				VARONIS 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	\$0.00	VARONIS
5	AE-8001-10KTL	SEL Automation Engine TL	\$11.10		31%	\$7.66	\$0.00		\$0.00	\$0.00				VARONIS
5 5	CL-11-15PL CL-11-15TL	SEL Collector PL SEL Collector TL	\$4,725.00 \$1,890.00		31% 31%	\$3,260.25 \$1,304.10	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) 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	\$0.00	VARONIS
5	CL-1-5TL	SEL Collector TL	\$4,200.00	K	31%	\$2,898.00	\$0.00		\$0.00	\$0.00				VARONIS
5 5	CL-16-20PL CL-16-20TL	SEL Collector PL SEL Collector TL	\$4,252.50 \$1,701.00		31% 31%	\$2,934.23 \$1,173.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	CL-16-201L CL-21-PL	SEL Collector PL	\$1,701.00		31%	\$1,173.69	\$0.00		\$0.00	\$0.00				VARONIS 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	\$0.00	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 L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CL-6-10TL	SEL Collector TL	\$2,940.00		31%	\$2,028.60			\$0.00	\$0.00				VARONIS
5 5	CLC-11-15PL CLC-11-15TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$9,450.00 \$3,780.00		31% 31%	\$6,520.50 \$2,608.20			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	CLC-11-151L	SEL Collector 100 SL TL	\$21,000.00		31%	\$14,490.00			\$0.00	\$0.00) VARONIS
5	CLC-1-5TL	SEL Collector 100 SL TL	\$8,400.00		31%	\$5,796.00			\$0.00	\$0.00				VARONIS
5	CLC-16-20PL	SEL Collector 100 SL PL	\$8,505.00		31%	\$5,868.45			\$0.00	\$0.00				VARONIS
5 5	CLC-16-20TL	SEL Collector 100 SL TL SEL Collector 100 SL PL	\$3,402.00 \$7,656.00		31% 31%	\$2,347.38 \$5,282.64			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	CLC-21-PL CLC-21-TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$3,062.40		31%	\$5,282.04 \$2,113.06			\$0.00	\$0.00) VARONIS
5	CLC-6-10PL	SEL Collector 100 SL PL	\$14,700.00		31%	\$10,143.00			\$0.00	\$0.00				VARONIS
5	CLC-6-10TL	SEL Collector 100 SL TL	\$5,880.00		31%	\$4,057.20			\$0.00	\$0.00				VARONIS
5	CLU-11-15PL	SEL Collector Upgrade PL	\$4,725.00		31%	\$3,260.25			\$0.00	\$0.00				VARONIS
5 5	CLU-11-15TL CLU-1-5PL	SEL Collector Upgrade TL SEL Collector Upgrade PL	\$1,890.00 \$10,500.00		31% 31%	\$1,304.10 \$7,245.00			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	CLU-1-5TL	SEL Collector Upgrade TL	\$4,200.00		31%	\$2,898.00			\$0.00	\$0.00				VARONIS
5	CLU-16-20PL	SEL Collector Upgrade PL	\$4,252.50		31%	\$2,934.23			\$0.00	\$0.00				VARONIS
5	CLU-16-20TL	SEL Collector Upgrade TL	\$1,701.00		31%	\$1,173.69			\$0.00	\$0.00				VARONIS
5 5	CLU-21+TL CLU-21-PL	SEL Collector Upgrade TL SEL Collector Upgrade PL	\$1,531.20 \$3,828.00		31% 31%	\$1,056.53 \$2,641.32			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	CLU-6-10PL	SEL Collector Upgrade PL	\$7,350.00		31%	\$5,071.50			\$0.00	\$0.00				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	VARONIS
5	DADS-0-50PL	SEL DatAdvantage - DS PL	\$194.10		31%	\$133.93			\$0.00	\$0.00				VARONIS
5 5	DADS-0-50TL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$77.55 \$55.65		31% 31%	\$53.51 \$38.40	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - DS TL	\$22.20		31%	\$15.32			\$0.00	\$0.00) VARONIS
5		SEL DatAdvantage - DS PL	\$29.25		31%	\$20.18			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - DS TL	\$11.70		31%	\$8.07			\$0.00	\$0.00				VARONIS
5	DADS-101-250PL	SEL DatAdvantage - DS PL	\$106.35		31%	\$73.38			\$0.00	\$0.00				VARONIS
5 5	DADS-101-250TL DADS-10K-20KPL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$42.45 \$34.20		31% 31%	\$29.29 \$23.60			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DADS-10K-20KTL	SEL DatAdvantage - DS TL	\$13.65		31%	\$9.42			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - DS PL	\$50.25		31%	\$34.67			\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage - DS TL	\$20.10		31%	\$13.87			\$0.00	\$0.00				VARONIS
5 5	DADS-150K-PL DADS-150K-TL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$28.80 \$11.55		31% 31%	\$19.87 \$7.97			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - DS PL	\$46.80		31%	\$32.29			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - DS TL	\$18.75		31%	\$12.94			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - DS PL	\$32.25		31%	\$22.25			\$0.00	\$0.00				VARONIS
5 5	DADS-20K-35KTL	SEL DatAdvantage - DS TL	\$12.90 \$43.95		31% 31%	\$8.90 \$30.33			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$43.95 \$17.55		31%	\$30.33 \$12.11			\$0.00	\$0.00) VARONIS
5	DADS-251-500PL	SEL DatAdvantage - DS PL	\$81.00		31%	\$55.89			\$0.00	\$0.00				VARONIS
5	DADS-251-500TL	SEL DatAdvantage - DS TL	\$32.40		31%	\$22.36			\$0.00	\$0.00				VARONIS
5	DADS-35K-50KPL	SEL DatAdvantage - DS PL	\$31.20		31%	\$21.53			\$0.00	\$0.00				VARONIS
5	DADS-35K-50KTL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$12.45 \$40.95		31% 31%	\$8.59 \$28.26			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - DS TL	\$16.35		31%	\$11.28			\$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	VARONIS
5	DADS-501-750TL	SEL DatAdvantage - DS TL	\$26.10		31%	\$18.01	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$30.30 \$12.15		31% 31%	\$20.91 \$8.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DADS-50K-100K1E	SEL DatAdvantage - DS PL	\$135.60		31%	\$93.56			\$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		SEL DatAdvantage - DS PL	\$38.10		31%	\$26.29			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$15.15 \$60.45		31% 31%	\$10.45 \$41.71			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - DS TL	\$24.15		31%	\$16.66			\$0.00	\$0.00) VARONIS
5		SEL DatAdvantage - DS PL	\$36.15		31%	\$24.94			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - DS TL	\$14.40		31%	\$9.94			\$0.00	\$0.00				VARONIS
5	DAEL-0-50PL	SEL DatAdvantage for Exchange Lite PL	\$149.25		31%	\$102.98			\$0.00	\$0.00				VARONIS
5 5	DAEL-0-50TL DAEL-1001-1500PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$59.70 \$42.75		31% 31%	\$41.19 \$29.50			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$17.10		31%	\$11.80			\$0.00	\$0.00				VARONIS
5	DAEL-100K-150KPL	SEL DatAdvantage for Exchange Lite PL	\$22.50	K	31%	\$15.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$9.00		31%	\$6.21			\$0.00	\$0.00				VARONIS
5	DAEL-101-250PL DAEL-101-250TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$81.75 \$32.70		31% 31%	\$56.41 \$22.56			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAEL-10K-20KPL	SEL DatAdvantage for Exchange Lite PL	\$26.25		31%	\$18.11			\$0.00	\$0.00) VARONIS
5	DAEL-10K-20KTL	SEL DatAdvantage for Exchange Lite TL	\$10.50		31%	\$7.25			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$38.70		31%	\$26.70			\$0.00					VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$15.45		31%	\$10.66			\$0.00	\$0.00				VARONIS
5 5	DAEL-150K-PL DAEL-150K-TL	SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$22.20 \$8.85		31% 31%	\$15.32 \$6.11			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$36.00		31%	\$24.84			\$0.00	\$0.00				VARONIS
5	DAEL-2001-2500TL	SEL DatAdvantage for Exchange Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAEL-20K-35KPL	SEL DatAdvantage for Exchange Lite PL	\$24.75		31%	\$17.08			\$0.00	\$0.00				VARONIS
5	DAEL-20K-35KTL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$9.90 \$33.75		31% 31%	\$6.83 \$23.29			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$33.75 \$13.50		31%	\$23.29 \$9.32			\$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	DAEL-251-500TL	SEL DatAdvantage for Exchange Lite TL	\$24.90	K	31%	\$17.18			\$0.00	\$0.00		\$0.00		VARONIS
5	DAEL-35K-50KPL	SEL DatAdvantage for Exchange Lite PL	\$24.00		31%	\$16.56			\$0.00	\$0.00				VARONIS
5	DAEL-35K-50KTL	SEL DatAdvantage for Exchange Lite TL	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE	:]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$31.50 \$12.60	K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5	DAEL-4001-60001L	SEL DatAdvantage for Exchange Lite PL	\$12.00 \$50.25		31%	\$8.69 \$34.67	\$0.00		\$0.00					VARONIS
5	DAEL-501-750TL	SEL DatAdvantage for Exchange Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DAEL-50K-100KPL	SEL DatAdvantage for Exchange Lite PL	\$23.25		31%	\$16.04	\$0.00		\$0.00					VARONIS
5 5	DAEL-50K-100KTL DAEL-51-100PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$9.30 \$104.25		31% 31%	\$6.42 \$71.93	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEL-51-100TL	SEL DatAdvantage for Exchange Lite TL	\$41.70		31%	\$28.77	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$29.25	K	31%	\$20.18	\$0.00		\$0.00					VARONIS
5	DAEL-6001-80001L DAEL-751-1000PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEL-751-1000TL	SEL DatAdvantage for Exchange Lite TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$27.75		31%	\$19.15	\$0.00		\$0.00					VARONIS
5 5	DAEL-8001-10KTL DAEX-0-50PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange PL	\$11.10 \$298.50		31% 31%	\$7.66 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-0-50TL	SEL DatAdvantage for Exchange TL	\$119.40		31%	\$82.39	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage for Exchange PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00					VARONIS
5 5		SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Exchange TL	\$18.00	ĸ	31%	\$12.42	\$0.00		\$0.00					VARONIS
5	DAEX-101-250PL	SEL DatAdvantage for Exchange PL	\$163.50		31%	\$112.82	\$0.00		\$0.00					VARONIS
5	DAEX-101-250TL DAEX-10K-20KPL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-10K-20KTL	SEL DatAdvantage for Exchange TL	\$21.00		31%	\$14.49	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage for Exchange PL	\$77.25		31%	\$53.30	\$0.00		\$0.00					VARONIS
5 5	DAEX-1501-2000TL DAEX-150K-PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-150K-FL	SEL DatAdvantage for Exchange TL	\$44.25 \$17.70	K	31%	\$12.21	\$0.00		\$0.00					VARONIS
5	DAEX-2001-2500PL	SEL DatAdvantage for Exchange PL	\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00		\$0.00 \$0.00					VARONIS
5 5	DAEX-20K-35KPL DAEX-20K-35KTL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$49.50 \$19.80	K	31%	\$34.16 \$13.66	\$0.00 \$0.00		\$0.00					VARONIS VARONIS
5	DAEX-2501-4000PL	SEL DatAdvantage for Exchange PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DatAdvantage for Exchange TL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00					VARONIS
5 5	DAEX-251-500PL DAEX-251-500TL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-35K-50KPL	SEL DatAdvantage for Exchange PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAEX-35K-50KTL	SEL DatAdvantage for Exchange TL	\$19.20	K	31%	\$13.25	\$0.00		\$0.00					VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$63.00 \$25.20	K K	31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-501-750PL	SEL DatAdvantage for Exchange PL	\$100.50		31%	\$69.35	\$0.00		\$0.00					VARONIS
5	DAEX-501-750TL	SEL DatAdvantage for Exchange TL	\$40.20	K	31%	\$27.74	\$0.00		\$0.00					VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAEX-51-100PL	SEL DatAdvantage for Exchange PL	\$208.50		31%	\$143.87	\$0.00		\$0.00					VARONIS
5	DAEX-51-100TL	SEL DatAdvantage for Exchange TL	\$83.40	K	31%	\$57.55	\$0.00		\$0.00					VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage for Exchange PL	\$93.00	K	31%	\$64.17	\$0.00		\$0.00					VARONIS
5	DAEX-751-1000TL	SEL DatAdvantage for Exchange TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00					VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-0-50PL	SEL DatAdvantage for Exchange 12	\$298.50	K	31%	\$205.97	\$0.00		\$0.00					VARONIS
5	DAOD-0-50TL	SEL DatAdvantage - OD TL	\$119.40	K	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$85.50 \$34.20	K K	31% 31%	\$59.00 \$23.60	\$0.00		\$0.00 \$0.00					VARONIS VARONIS
5 5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$34.20 \$45.00	K	31%	\$23.60 \$31.05	\$0.00 \$0.00		\$0.00					VARONIS
5	DAOD-100K-150KTL	SEL DatAdvantage - OD TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAOD-101-250PL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$163.50	K K	31% 31%	\$112.82	\$0.00		\$0.00					VARONIS
5	DAOD-101-250TL DAOD-10K-20KPL	SEL DatAdvantage - OD PL	\$65.40 \$52.50	K	31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-10K-20KTL	SEL DatAdvantage - OD TL	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD PL	\$77.25		31%	\$53.30	\$0.00		\$0.00					VARONIS
5 5	DAOD-1501-20001L	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-150K-TL	SEL DatAdvantage - OD TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5		SEL DatAdvantage - OD PL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00					VARONIS
5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage - OD TL	\$19.80		31%	\$13.66	\$0.00							VARONIS
5	DAOD-2501-4000PL	SEL DatAdvantage - OD PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$27.00 \$124.50		31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-251-500PL DAOD-251-500TL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$124.50 \$49.80		31%	\$34.36	\$0.00		\$0.00					VARONIS
5	DAOD-35K-50KPL	SEL DatAdvantage - OD PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD TL	\$19.20		31%	\$13.25	\$0.00		\$0.00					VARONIS
5 5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$63.00 \$25.20		31% 31%	\$43.47 \$17.39	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DAOD-501-750PL	SEL DatAdvantage - OD PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOD-501-750TL	SEL DatAdvantage - OD TL	\$40.20	K	31%	\$27.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$46.50 \$18.60		31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5		SEL DatAdvantage - OD PL	\$208.50		31%	\$143.87	\$0.00		\$0.00					VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DAOD-51-100TL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - OD TL	\$23.40		31%	\$16.15			\$0.00	\$0.00				0 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	0 VARONIS
5 5		SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$37.20 \$55.50	K K	31% 31%	\$25.67 \$38.30			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - OD TL	\$22.20	K	31%	\$38.30 \$15.32			\$0.00	\$0.00				0 VARONIS
5	DAOL-0-50PL	SEL DatAdvantage - OD Lite PL	\$149.25	K	31%	\$102.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 VARONIS
5	DAOL-0-50TL	SEL DatAdvantage - OD Lite TL	\$59.70		31%	\$41.19			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$42.75 \$17.10		31% 31%	\$29.50 \$11.80			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 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 VARONIS
5		SEL DatAdvantage - OD Lite TL	\$9.00		31%	\$6.21			\$0.00	\$0.00				0 VARONIS
5 5	DAOL-101-250PL DAOL-101-250TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$81.75 \$32.70		31% 31%	\$56.41 \$22.56			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOL-10K-20KPL	SEL DatAdvantage - OD Lite PL	\$26.25	ĸ	31%	\$18.11			\$0.00	\$0.00				0 VARONIS
5	DAOL-10K-20KTL	SEL DatAdvantage - OD Lite TL	\$10.50		31%	\$7.25			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOL-1501-20001L	SEL DatAdvantage - OD Lite TL	\$22.20	K	31%	\$15.32			\$0.00	\$0.00				0 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	0 VARONIS
5		SEL DatAdvantage - OD Lite PL	\$36.00	K	31%	\$24.84			\$0.00	\$0.00				0 VARONIS
5		SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$14.40 \$24.75		31% 31%	\$9.94 \$17.08			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOL-20K-35KTL	SEL DatAdvantage - OD Lite TL	\$9.90	ĸ	31%	\$6.83			\$0.00	\$0.00				0 VARONIS
5		SEL DatAdvantage - OD Lite PL	\$33.75		31%	\$23.29			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$13.50 \$62.25	K K	31% 31%	\$9.32 \$42.95			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5 5	DAOL-251-500PL DAOL-251-500TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$02.25 \$24.90	K	31%	\$42.95 \$17.18			\$0.00	\$0.00				0 VARONIS
5	DAOL-35K-50KPL	SEL DatAdvantage - OD Lite PL	\$24.00		31%	\$16.56			\$0.00	\$0.00				0 VARONIS
5	DAOL-35K-50KTL	SEL DatAdvantage - OD Lite TL	\$9.60	K	31%	\$6.62			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOL-501-750PL	SEL DatAdvantage - OD Lite PL	\$50.25		31%	\$34.67			\$0.00	\$0.00				0 VARONIS
5	DAOL-501-750TL	SEL DatAdvantage - OD Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 VARONIS
5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$23.25		31%	\$16.04			\$0.00	\$0.00				0 VARONIS
5 5	DAOL-50K-100KTL DAOL-51-100PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$9.30 \$104.25		31% 31%	\$6.42 \$71.93			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOL-51-100TL	SEL DatAdvantage - OD Lite TL	\$41.70		31%	\$28.77			\$0.00	\$0.00				0 VARONIS
5		SEL DatAdvantage - OD Lite PL	\$29.25		31%	\$20.18			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - OD Lite TL	\$18.60		31%	\$12.83			\$0.00	\$0.00				0 VARONIS
5		SEL DatAdvantage - OD Lite PL	\$27.75		31%	\$19.15			\$0.00	\$0.00				0 VARONIS
5 5	DAOL-8001-10KTL DAOS-0-50PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - SPOL & OD PL	\$11.10 \$447.75		31% 31%	\$7.66 \$308.95			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOS-0-50FL	SEL DatAdvantage - SPOL & OD FL	\$179.10		31%	\$123.58			\$0.00	\$0.00				0 VARONIS
5	DAOS-1001-1500PL	SEL DatAdvantage - SPOL & OD PL	\$128.25		31%	\$88.49	\$0.00		\$0.00	\$0.00				0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$51.30		31%	\$35.40			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$245.25		31%	\$169.22			\$0.00	\$0.00				0 VARONIS
5	DAOS-101-250TL	SEL DatAdvantage - SPOL & OD TL	\$98.10		31%	\$67.69			\$0.00	\$0.00				0 VARONIS
5 5	DAOS-10K-20KPL DAOS-10K-20KTL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$78.75 \$31.50		31% 31%	\$54.34 \$21.74			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - SPOL & OD TE	\$115.95		31%	\$80.01			\$0.00	\$0.00				0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$46.35		31%	\$31.98			\$0.00	\$0.00				0 VARONIS
5 5	DAOS-150K-PL DAOS-150K-TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$66.45 \$26.55		31% 31%	\$45.85 \$18.32			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$26.55 \$108.00		31% 31%	\$18.32 \$74.52			\$0.00	\$0.00				U VARONIS D 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	0 VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$74.25		31%	\$51.23			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$29.70 \$101.25		31% 31%	\$20.49 \$69.86			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$40.50		31%	\$27.95			\$0.00	\$0.00				O VARONIS
5	DAOS-251-500PL	SEL DatAdvantage - SPOL & OD PL	\$186.75	K	31%	\$128.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 VARONIS
5 5	DAOS-251-500TL DAOS-35K-50KPL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$74.70 \$72.00		31% 31%	\$51.54 \$49.68			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5 5	DAOS-35K-50KPL DAOS-35K-50KTL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87			\$0.00	\$0.00				U VARONIS D VARONIS
5	DAOS-4001-6000PL	SEL DatAdvantage - SPOL & OD PL	\$94.50	K	31%	\$65.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$37.80	K	31%	\$26.08			\$0.00	\$0.00				0 VARONIS
5 5	DAOS-501-750PL DAOS-501-750TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$150.75 \$60.30		31% 31%	\$104.02 \$41.61			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5	DAOS-50K-100KPL	SEL DatAdvantage - SPOL & OD PL	\$69.75		31%	\$48.13			\$0.00	\$0.00				O 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	0 VARONIS
5 5	DAOS-51-100PL DAOS-51-100TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$312.75 \$125.10		31% 31%	\$215.80 \$86.32			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$125.10 \$87.75		31% 31%	\$86.32 \$60.55			\$0.00	\$0.00				U VARONIS D VARONIS
5	DAOS-6001-8000TL	SEL DatAdvantage - SPOL & OD TL	\$35.10	K	31%	\$24.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$139.50		31%	\$96.26			\$0.00	\$0.00				0 VARONIS
5 5		SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$55.80 \$83.25		31% 31%	\$38.50 \$57.44			\$0.00 \$0.00	\$0.00 \$0.00				0 VARONIS 0 VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$33.30		31%	\$22.98			\$0.00	\$0.00				O VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DASL-0-50PL	SEL DatAdvantage - SP Lite PL	\$149.25		31%	\$102.98			\$0.00	\$0.00				VARONIS
5 5	DASL-0-50TL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$59.70 \$42.75		31% 31%	\$41.19 \$29.50			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SP Lite TL	\$17.10		31%	\$11.80			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite PL	\$22.50	K	31%	\$15.53		\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DatAdvantage - SP Lite TL	\$9.00		31%	\$6.21			\$0.00	\$0.00				VARONIS
5 5	DASL-101-250PL DASL-101-250TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$81.75 \$32.70		31% 31%	\$56.41 \$22.56			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DASL-10K-20KPL	SEL DatAdvantage - SP Lite PL	\$26.25	K	31%	\$18.11			\$0.00	\$0.00				VARONIS
5	DASL-10K-20KTL	SEL DatAdvantage - SP Lite TL	\$10.50	K	31%	\$7.25			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite PL	\$38.70	K	31%	\$26.70			\$0.00	\$0.00				VARONIS
5 5	DASL-1501-20001L DASL-150K-PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$15.45 \$22.20	K K	31% 31%	\$10.66 \$15.32			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DASL-150K-TL	SEL DatAdvantage - SP Lite TL	\$8.85	K	31%	\$6.11			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite PL	\$36.00		31%	\$24.84			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite TL	\$14.40	K	31%	\$9.94			\$0.00	\$0.00				VARONIS
5 5	DASL-20K-35KPL DASL-20K-35KTL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$24.75 \$9.90	K K	31% 31%	\$17.08 \$6.83			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SP Lite PL	\$33.75		31%	\$23.29			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite TL	\$13.50	K	31%	\$9.32			\$0.00	\$0.00				VARONIS
5 5	DASL-251-500PL DASL-251-500TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$62.25 \$24.90		31% 31%	\$42.95 \$17.18			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5	DASL-35K-50KPL	SEL DatAdvantage - SP Lite TL	\$24.90 \$24.00		31%	\$17.16 \$16.56			\$0.00	\$0.00) VARONIS
5	DASL-35K-50KTL	SEL DatAdvantage - SP Lite TL	\$9.60		31%	\$6.62			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite PL	\$31.50		31%	\$21.74			\$0.00	\$0.00				VARONIS
5	DASL-4001-6000TL DASL-501-750PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$12.60 \$50.25		31% 31%	\$8.69 \$34.67			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5	DASL-501-750PL DASL-501-750TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$20.25 \$20.10		31%	\$34.67 \$13.87			\$0.00	\$0.00) VARONIS
5	DASL-50K-100KPL	SEL DatAdvantage - SP Lite PL	\$23.25		31%	\$16.04			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite TL	\$9.30		31%	\$6.42			\$0.00	\$0.00				VARONIS
5	DASL-51-100PL DASL-51-100TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$104.25 \$41.70		31% 31%	\$71.93 \$28.77			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5		SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$41.70 \$29.25		31%	\$28.77 \$20.18			\$0.00	\$0.00) VARONIS
5		SEL DatAdvantage - SP Lite TL	\$11.70		31%	\$8.07			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP Lite PL	\$46.50	K	31%	\$32.09			\$0.00	\$0.00				VARONIS
5 5	DASL-751-1000TL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$18.60 \$27.75	K K	31% 31%	\$12.83 \$19.15			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5		SEL DatAdvantage - SP Lite FL	\$27.75 \$11.10		31%	\$7.66			\$0.00	\$0.00) VARONIS
5	DASO-0-50PL	SEL DatAdvantage - SPOL PL	\$298.50		31%	\$205.97			\$0.00	\$0.00				VARONIS
5	DASO-0-50TL	SEL DatAdvantage - SPOL TL	\$119.40		31%	\$82.39			\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$85.50 \$34.20		31% 31%	\$59.00 \$23.60			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SPOL PL	\$45.00	K	31%	\$31.05			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL TL	\$18.00		31%	\$12.42			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL PL	\$163.50		31%	\$112.82			\$0.00	\$0.00				VARONIS
5	DASO-101-250TL DASO-10K-20KPL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DASO-10K-20KTL	SEL DatAdvantage - SPOL TL	\$21.00		31%	\$14.49			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL PL	\$77.25		31%	\$53.30			\$0.00	\$0.00				VARONIS
5 5	DASO-1501-2000TL DASO-150K-PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$30.90 \$44.25		31% 31%	\$21.32 \$30.53			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5	DASO-150K-FL	SEL DatAdvantage - SPOL FL	\$44.25 \$17.70		31%	\$12.21			\$0.00	\$0.00) VARONIS
5		SEL DatAdvantage - SPOL PL	\$72.00	K	31%	\$49.68			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL TL	\$28.80	K	31%	\$19.87			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$49.50 \$19.80	K K	31% 31%	\$34.16 \$13.66			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SPOL PL	\$67.50		31%	\$46.58			\$0.00	\$0.00				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	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL PL	\$124.50		31%	\$85.91			\$0.00	\$0.00				VARONIS
5 5	DASO-251-500TL DASO-35K-50KPL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DASO-35K-50KTL	SEL DatAdvantage - SPOL TL	\$19.20	ĸ	31%	\$13.25			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL PL	\$63.00		31%	\$43.47			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL TL	\$25.20	K	31%	\$17.39			\$0.00	\$0.00				VARONIS
5 5	DASO-501-750PL DASO-501-750TL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$100.50 \$40.20		31% 31%	\$69.35 \$27.74			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SPOL PL	\$46.50	ĸ	31%	\$32.09			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SPOL TL	\$18.60		31%	\$12.83			\$0.00	\$0.00				VARONIS
5	DASO-51-100PL	SEL DatAdvantage - SPOL PL	\$208.50		31%	\$143.87			\$0.00	\$0.00) VARONIS) VARONIS
5 5	DASO-51-100TL DASO-6001-8000PL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DASO-6001-8000TL	SEL DatAdvantage - SPOL TL	\$23.40	K	31%	\$16.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL PL	\$93.00		31%	\$64.17			\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$37.20 \$55.50		31% 31%	\$25.67 \$38.30			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$22.20		31%	\$38.30 \$15.32			\$0.00	\$0.00) 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	\$0.00	VARONIS
5	DASP-0-50TL	SEL DatAdvantage - SP TL	\$119.40		31%	\$82.39			\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$85.50 \$34.20		31% 31%	\$59.00 \$23.60			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage - SP PL	\$34.20 \$45.00		31%	\$23.60 \$31.05			\$0.00	\$0.00) VARONIS
5	DASP-100K-150KTL	SEL DatAdvantage - SP TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-101-250PL	SEL DatAdvantage - SP PL	\$163.50	K	31%	\$112.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DASP-101-250TL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$65.40 \$52.50	K	31%	\$45.13 \$36.23			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DASP-10K-20KPL DASP-10K-20KTL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$52.50 \$21.00		31% 31%	\$30.23 \$14.49			\$0.00	\$0.00				VARONIS
5	DASP-1501-2000PL	SEL DatAdvantage - SP PL	\$77.25	K	31%	\$53.30	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5		SEL DatAdvantage - SP TL	\$30.90		31%	\$21.32			\$0.00	\$0.00				VARONIS
5 5	DASP-150K-PL DASP-150K-TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$44.25 \$17.70	K K	31% 31%	\$30.53 \$12.21			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5		SEL DatAdvantage - SP PL	\$72.00	K	31%	\$49.68			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP TL	\$28.80	K	31%	\$19.87			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP PL	\$49.50	K	31%	\$34.16			\$0.00	\$0.00				VARONIS
5	DASP-20K-35KTL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5		SEL DatAdvantage - SP TL	\$27.00		31%	\$18.63			\$0.00	\$0.00				VARONIS
5	DASP-251-500PL	SEL DatAdvantage - SP PL	\$124.50		31%	\$85.91			\$0.00	\$0.00				VARONIS
5	DASP-251-500TL	SEL DatAdvantage - SP TL	\$49.80		31%	\$34.36			\$0.00	\$0.00				VARONIS
5 5	DASP-35K-50KPL DASP-35K-50KTL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - SP PL	\$63.00	K	31%	\$43.47			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP TL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00	\$0.00				VARONIS
5	DASP-501-750PL	SEL DatAdvantage - SP PL	\$100.50		31%	\$69.35			\$0.00	\$0.00				VARONIS
5	DASP-501-750TL DASP-50K-100KPL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5			\$18.60	K	31%	\$12.83			\$0.00	\$0.00				VARONIS
5	DASP-51-100PL	SEL DatAdvantage - SP PL	\$208.50		31%	\$143.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DASP-51-100TL	SEL DatAdvantage - SP TL	\$83.40	K	31%	\$57.55			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - SP PL	\$93.00	ĸ	31%	\$64.17			\$0.00	\$0.00				VARONIS
5			\$37.20	K	31%	\$25.67			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$55.50	K	31%	\$38.30			\$0.00	\$0.00				VARONIS
5 5	DASP-8001-10KTL DAUX-0-50PL	SEL DatAdvantage - SP IL SEL DatAdvantage - NIX PL	\$22.20 \$298.50	K K	31% 31%	\$15.32 \$205.97			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAUX-0-50TL	SEL DatAdvantage - NIX TL	\$119.40		31%	\$82.39			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - NIX PL	\$85.50		31%	\$59.00			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - NIX TL	\$34.20		31%	\$23.60			\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$45.00 \$18.00	K K	31% 31%	\$31.05 \$12.42			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAUX-101-250PL	SEL DatAdvantage - NIX PL	\$163.50		31%	\$112.82			\$0.00	\$0.00				VARONIS
5	DAUX-101-250TL	SEL DatAdvantage - NIX TL	\$65.40		31%	\$45.13			\$0.00	\$0.00				VARONIS
5 5	DAUX-10K-20KPL DAUX-10K-20KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - NIX PL	\$21.00 \$77.25		31%	\$53.30			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - NIX TL	\$30.90	K	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	DAUX-150K-PL	SEL DatAdvantage - NIX PL	\$44.25		31%	\$30.53			\$0.00	\$0.00				VARONIS
5	DAUX-150K-TL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - NIX TL	\$28.80	ĸ	31%	\$19.87			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - NIX PL	\$49.50	K	31%	\$34.16			\$0.00	\$0.00				VARONIS
5	DAUX-20K-35KTL	SEL DatAdvantage - NIX TL	\$19.80	K	31%	\$13.66			\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$67.50 \$27.00	K K	31% 31%	\$46.58 \$18.63			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAUX-251-500PL	SEL DatAdvantage - NIX PL	\$124.50		31%	\$85.91			\$0.00	\$0.00				VARONIS
5	DAUX-251-500TL	SEL DatAdvantage - NIX TL	\$49.80	K	31%	\$34.36			\$0.00	\$0.00				VARONIS
5 5	DAUX-35K-50KPL DAUX-35K-50KTL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - NIX PL	\$63.00	K	31%	\$43.47			\$0.00	\$0.00				VARONIS
5	DAUX-4001-6000TL	SEL DatAdvantage - NIX TL	\$25.20	K	31%	\$17.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAUX-501-750PL	SEL DatAdvantage - NIX PL	\$100.50		31%	\$69.35			\$0.00	\$0.00				VARONIS
5 5	DAUX-501-750TL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - NIX TL	\$18.60		31%	\$12.83			\$0.00	\$0.00				VARONIS
5	DAUX-51-100PL	SEL DatAdvantage - NIX PL	\$208.50		31%	\$143.87			\$0.00	\$0.00				VARONIS
5 5	DAUX-51-100TL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$83.40	K	31%	\$57.55			\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage - NIX PL	\$93.00	ĸ	31%	\$64.17			\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - NIX TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DatAdvantage - NIX PL	\$55.50	K K	31%	\$38.30			\$0.00	\$0.00				VARONIS
5 5	DAW-0-50PL	SEL DatAdvantage - NIX TL SEL DatAdvantage for Windows PL	\$22.20 \$298.50	K	31% 31%	\$15.32 \$205.97			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAW-0-50TL	SEL DatAdvantage for Windows TL	\$119.40	K	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5			\$85.50		31%	\$59.00			\$0.00	\$0.00				VARONIS
5	DAW-1001-1500TL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$34.20 \$45.00	K K	31% 31%	\$23.60 \$31.05			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$45.00 \$18.00		31%	\$31.05 \$12.42			\$0.00	\$0.00				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	\$0.00	VARONIS
5	DAW-101-250TL	SEL DatAdvantage for Windows TL	\$65.40		31%	\$45.13			\$0.00	\$0.00				VARONIS
5 5	DAW-10K-20KPL DAW-10K-20KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DAW-1501-2000PL	SEL DatAdvantage for Windows PL	\$21.00 \$77.25		31%	\$53.30			\$0.00	\$0.00				VARONIS
5	DAW-1501-2000TL	SEL DatAdvantage for Windows TL	\$30.90	K	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAW-150K-PL DAW-150K-TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$44.25	K K	31%	\$30.53			\$0.00					VARONIS VARONIS
э	PWM-190K-1F	SEE DatAdvantage for Windows TE	\$17.70	r.	31%	\$12.21	\$0.00	, \$0.00	\$0.00	\$0.00	, \$0.00	\$0.00	φ0.00	VALVONIO

					NVP L	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	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					VARONIS
5 5	DAW-2001-2500TL DAW-20K-35KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAW-20K-35KTL	SEL DatAdvantage for Windows TL	\$19.80	K	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-2501-4000PL	SEL DatAdvantage for Windows PL	\$67.50		31%	\$46.58	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAW-2501-4000TL DAW-251-500PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$27.00 \$124.50		31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAW-251-500TL	SEL DatAdvantage for Windows TL	\$49.80	ĸ	31%	\$34.36	\$0.00		\$0.00	\$0.00				VARONIS
5	DAW-35K-50KPL	SEL DatAdvantage for Windows PL	\$48.00	K	31%	\$33.12	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAW-35K-50KTL DAW-4001-6000PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$19.20 \$63.00	K K	31% 31%	\$13.25 \$43.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAW-4001-6000TL	SEL DatAdvantage for Windows TL	\$25.20	ĸ	31%	\$17.39	\$0.00		\$0.00	\$0.00				VARONIS
5	DAW-501-750PL	SEL DatAdvantage for Windows PL	\$100.50		31%	\$69.35	\$0.00		\$0.00	\$0.00				VARONIS
5	DAW-501-750TL DAW-50K-100KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$40.20 \$46.50	K K	31% 31%	\$27.74 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAW-50K-100KTL	SEL DatAdvantage for Windows TL	\$18.60	ĸ	31%	\$12.83	\$0.00		\$0.00	\$0.00				VARONIS
5	DAW-51-100PL	SEL DatAdvantage for Windows PL	\$208.50		31%	\$143.87	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAW-51-100TL DAW-6001-8000PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$83.40 \$58.50	K K	31% 31%	\$57.55 \$40.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAW-6001-8000TL	SEL DatAdvantage for Windows TL	\$23.40	ĸ	31%	\$16.15	\$0.00		\$0.00	\$0.00				VARONIS
5	DAW-751-1000PL	SEL DatAdvantage for Windows PL	\$93.00	K	31%	\$64.17	\$0.00		\$0.00	\$0.00				VARONIS
5	DAW-751-1000TL DAW-8001-10KPL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$37.20 \$55.50	K K	31% 31%	\$25.67 \$38.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAW-8001-10KTL	SEL DatAdvantage for Windows FL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00	\$0.00				VARONIS
5	DAWL-0-50PL	SEL DatAdvantage for Windows Lite PL	\$149.25	K	31%	\$102.98	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAWL-0-50TL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$59.70 \$42.75	K K	31% 31%	\$41.19 \$29.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Windows Lite FL	\$17.10	K	31%	\$11.80	\$0.00		\$0.00	\$0.00				VARONIS 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	VARONIS
5 5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows 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) VARONIS) VARONIS
5	DAWL-101-250PL DAWL-101-250TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$32.70		31%	\$22.56	\$0.00		\$0.00	\$0.00				VARONIS 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	\$0.00	VARONIS
5	DAWL-10K-20KTL	SEL DatAdvantage for Windows Lite TL	\$10.50	K	31%	\$7.25	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAWL-150K-PL	SEL DatAdvantage for Windows Lite PL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5	DAWL-150K-TL	SEL DatAdvantage for Windows Lite TL	\$8.85	K	31%	\$6.11	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$36.00 \$14.40	K K	31% 31%	\$24.84 \$9.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$24.75		31%	\$17.08	\$0.00		\$0.00	\$0.00				VARONIS
5	DAWL-20K-35KTL	SEL DatAdvantage for Windows Lite TL	\$9.90	K	31%	\$6.83	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$33.75 \$13.50	K K	31% 31%	\$23.29 \$9.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAWL-251-500PL	SEL DatAdvantage for Windows Lite PL	\$62.25	ĸ	31%	\$42.95	\$0.00		\$0.00	\$0.00				VARONIS
5	DAWL-251-500TL	SEL DatAdvantage for Windows Lite TL	\$24.90	K	31%	\$17.18	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAWL-35K-50KPL DAWL-35K-50KTL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$31.50	K	31%	\$21.74	\$0.00		\$0.00	\$0.00				VARONIS
5	DAWL-4001-6000TL	SEL DatAdvantage for Windows Lite TL	\$12.60	K	31%	\$8.69	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DAWL-501-750PL DAWL-501-750TL	SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$50.25 \$20.10	K K	31% 31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$23.25	K	31%	\$16.04	\$0.00		\$0.00	\$0.00				VARONIS 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	\$0.00	VARONIS
5	DAWL-51-100PL	SEL DatAdvantage for Windows Lite PL	\$104.25		31%	\$71.93	\$0.00		\$0.00	\$0.00				VARONIS
5	DAWL-51-100TL DAWL-6001-8000PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DAWL-6001-8000TL	SEL DatAdvantage for Windows Lite TL	\$11.70	K	31%	\$8.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DatAdvantage for Windows Lite PL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5		SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$18.60 \$27.75		31% 31%	\$12.83 \$19.15	\$0.00		\$0.00 \$0.00	\$0.00				VARONIS 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	\$0.00	VARONIS
5	DCF-0-50PL	SEL Data Classification Framework PL	\$214.95		31%	\$148.32	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DCF-0-50TL DCF-1001-1500PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$85.95 \$61.50	K K	31% 31%	\$59.31 \$42.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DCF-1001-1500TL	SEL Data Classification Framework TL	\$24.60	K	31%	\$16.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL Data Classification Framework PL	\$32.40	K	31%	\$22.36	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DCF-100K-150KTL DCF-101-250PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$12.90 \$117.75	K K	31% 31%	\$8.90 \$81.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	DCF-101-250TL	SEL Data Classification Framework TL	\$47.10	K	31%	\$32.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-10K-20KPL	SEL Data Classification Framework PL	\$37.80	K	31%	\$26.08	\$0.00		\$0.00			\$0.00	\$0.00	VARONIS
5 5	DCF-10K-20KTL DCF-1501-2000PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$15.15 \$55.65		31% 31%	\$10.45 \$38.40	\$0.00 \$0.00		\$0.00 \$0.00) VARONIS) VARONIS
5	DCF-1501-2000FL	SEL Data Classification Framework TL	\$22.20		31%	\$15.32	\$0.00		\$0.00					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	\$0.00	VARONIS
5 5	DCF-150K-TL DCF-2001-2500PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$12.75 \$51.90		31% 31%	\$8.80 \$35.81	\$0.00 \$0.00		\$0.00 \$0.00) VARONIS) VARONIS
5	DCF-2001-2500PL DCF-2001-2500TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$51.90 \$20.70		31% 31%	\$35.81 \$14.28	\$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCF-20K-35KPL	SEL Data Classification Framework PL	\$35.70	K	31%	\$24.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-20K-35KTL	SEL Data Classification Framework TL	\$14.25		31%	\$9.83	\$0.00		\$0.00					VARONIS
5 5	DCF-2501-4000PL DCF-2501-4000TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$48.60 \$19.50	K K	31% 31%	\$33.53 \$13.46	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DCF-251-500PL	SEL Data Classification Framework PL	\$89.70		31%	\$61.89	\$0.00		\$0.00					VARONIS

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

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL DCF for OneDrive PL	\$33.45	K	31%	\$23.08			\$0.00	\$0.00				VARONIS
5 5	DCOD-50K-100KTL DCOD-51-100PL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$13.35 \$150.15		31% 31%	\$9.21 \$103.60			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCOD-51-100FL	SEL DCF for OneDrive TL	\$60.00		31%	\$41.40			\$0.00	\$0.00				VARONIS
5	DCOD-6001-8000PL	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		SEL DCF for OneDrive TL	\$16.80		31%	\$11.59			\$0.00	\$0.00				VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$66.90 \$26.85	K K	31% 31%	\$46.16 \$18.53			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$39.90	K	31%	\$27.53			\$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		31%	\$222.42			\$0.00	\$0.00				VARONIS
5 5	DCOS-0-50TL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$129.00 \$92.40		31% 31%	\$89.01 \$63.76			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$36.90	K	31%	\$25.46			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$48.60	K	31%	\$33.53			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$19.50	K	31%	\$13.46			\$0.00	\$0.00				VARONIS
5 5	DCOS-101-250PL DCOS-101-250TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$176.55 \$70.65		31% 31%	\$121.82 \$48.75			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCOS-101-2301E DCOS-10K-20KPL	SEL DCF for SP Online & OneDrive PL	\$56.70		31%	\$39.12			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$22.65	K	31%	\$15.63			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$83.40	K	31%	\$57.55			\$0.00	\$0.00				VARONIS
5 5	DCOS-1501-2000TL DCOS-150K-PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$33.30 \$47.85	K K	31% 31%	\$22.98 \$33.02			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DCOS-150K-FL	SEL DCF for SP Online & OneDrive TL	\$47.05 \$19.05		31%	\$13.14			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$77.70		31%	\$53.61			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$31.05		31%	\$21.42			\$0.00	\$0.00				VARONIS
5 5		SEL DCF for SP Online & OneDrive PL	\$53.40	K	31%	\$36.85			\$0.00	\$0.00				VARONIS
5 5		SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$21.45 \$72.90	K K	31% 31%	\$14.80 \$50.30			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$29.10		31%	\$20.08			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$134.40		31%	\$92.74			\$0.00	\$0.00				VARONIS
5	DCOS-251-500TL	SEL DCF for SP Online & OneDrive TL	\$53.85		31%	\$37.16			\$0.00	\$0.00				VARONIS
5 5	DCOS-35K-50KPL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$51.90 \$20.70		31% 31%	\$35.81 \$14.28			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$68.10		31%	\$46.99			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$27.15	K	31%	\$18.73	\$0.00	\$0.00	\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$108.60		31%	\$74.93			\$0.00	\$0.00				VARONIS
5 5	DCOS-501-750TL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$43.35 \$50.25		31% 31%	\$29.91 \$34.67			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5		SEL DCF for SP Online & OneDrive TL	\$20.10		31%	\$13.87			\$0.00	\$0.00				VARONIS
5	DCOS-51-100PL	SEL DCF for SP Online & OneDrive PL	\$225.15		31%	\$155.35			\$0.00	\$0.00				VARONIS
5	DCOS-51-100TL	SEL DCF for SP Online & OneDrive TL	\$90.00		31%	\$62.10			\$0.00	\$0.00				VARONIS
5 5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$63.15 \$25.20		31% 31%	\$43.57 \$17.39			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5		SEL DCF for SP Online & OneDrive PL	\$100.50		31%	\$69.35			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$40.20		31%	\$27.74			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$60.00		31%	\$41.40			\$0.00	\$0.00				VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$24.00		31%	\$16.56			\$0.00	\$0.00				VARONIS
5 5	DCSO-0-50PL DCSO-0-50TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$214.95 \$85.95		31% 31%	\$148.32 \$59.31			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SharePoint Online PL	\$61.50		31%	\$42.44			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online TL	\$24.60		31%	\$16.97			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online PL	\$32.40	K	31%	\$22.36			\$0.00	\$0.00				VARONIS
5 5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$12.90 \$117.75		31% 31%	\$8.90 \$81.25			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCSO-101-250TL	SEL DCF for SharePoint Online TL	\$47.10		31%	\$32.50			\$0.00	\$0.00				VARONIS
5	DCSO-10K-20KPL	SEL DCF for SharePoint Online PL	\$37.80		31%	\$26.08			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online TL	\$15.15		31%	\$10.45			\$0.00	\$0.00				VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$55.65 \$22.20		31% 31%	\$38.40 \$15.32			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DCSO-150K-PL	SEL DCF for SharePoint Online PL	\$31.80		31%	\$21.94			\$0.00	\$0.00				VARONIS
5	DCSO-150K-TL	SEL DCF for SharePoint Online TL	\$12.75		31%	\$8.80			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online PL	\$51.90		31%	\$35.81			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$20.70 \$35.70		31% 31%	\$14.28 \$24.63			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5		SEL DCF for SharePoint Online TL	\$35.70 \$14.25		31%	\$9.83			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online PL	\$48.60	K	31%	\$33.53			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online TL	\$19.50		31%	\$13.46			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online PL	\$89.70		31%	\$61.89	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DCSO-251-500TL DCSO-35K-50KPL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$35.85 \$34.50	K K	31% 31%	\$24.74 \$23.81			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SharePoint Online TL	\$13.80		31%	\$9.52			\$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		SEL DCF for SharePoint Online TL	\$18.15		31%	\$12.52			\$0.00	\$0.00				VARONIS
5 5	DCSO-501-750PL DCSO-501-750TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$72.30 \$28.95		31% 31%	\$49.89 \$19.98			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$28.95		31%	\$19.98			\$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		SEL DCF for SharePoint Online PL	\$150.15		31%	\$103.60			\$0.00	\$0.00				VARONIS
5 5	DCSO-51-100TL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$60.00 \$42.15		31% 31%	\$41.40 \$29.08			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$42.15 \$16.80		31%	\$29.08 \$11.59			\$0.00	\$0.00				VARONIS
5		SEL DCF for SharePoint Online PL	\$66.90		31%	\$46.16			\$0.00	\$0.00				VARONIS

Dell EMC NASPO ValuePoint Contract MNWNC-109 3rd Party Product Price List Effective December 1, 2017

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DCSO-751-1000TL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$26.85 \$39.90	K K	31% 31%	\$18.53 \$27.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DCF for SharePoint Online TL	\$16.05		31%	\$27.55 \$11.07	\$0.00		\$0.00	\$0.00				VARONIS
5	DL-0-50PL	SEL DatAlert PL	\$134.40		31%	\$92.74	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DL-0-50TL DL-1001-1500PL	SEL DatAlert TL SEL DatAlert PL	\$53.70 \$38.55	K K	31% 31%	\$37.05 \$26.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-1001-1500TL	SEL DatAlert TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-100K-150KPL	SEL DatAlert PL	\$20.25	K K	31% 31%	\$13.97	\$0.00		\$0.00	\$0.00 \$0.00				VARONIS
5 5	DL-100K-150KTL DL-101-250PL	SEL DatAlert TL SEL DatAlert PL	\$8.10 \$73.65	K	31%	\$5.59 \$50.82	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	DL-101-250TL	SEL DatAlert TL	\$29.40	K	31%	\$20.29	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DL-10K-20KPL DL-10K-20KTL	SEL DatAlert PL SEL DatAlert TL	\$23.70 \$9.45	K K	31% 31%	\$16.35 \$6.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-1501-2000PL	SEL DatAlert PL	\$34.80	K	31%	\$24.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-1501-2000TL DL-150K-PL	SEL DatAlert TL SEL DatAlert PL	\$13.95 \$19.95		31% 31%	\$9.63 \$13.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-150K-FL	SEL DatAlert TL	\$7.95		31%	\$5.49	\$0.00		\$0.00	\$0.00				VARONIS
5	DL-2001-2500PL	SEL DatAlert PL	\$32.40	K	31%	\$22.36	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DL-2001-2500TL DL-20K-35KPL	SEL DatAlert TL SEL DatAlert PL	\$12.90 \$22.35		31% 31%	\$8.90 \$15.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-20K-35KTL	SEL DatAlert TL	\$8.85	K	31%	\$6.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	DL-2501-4000PL DL-2501-4000TL	SEL DatAlert PL SEL DatAlert TL	\$30.45 \$12.15		31% 31%	\$21.01 \$8.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-251-500PL	SEL DatAlert PL	\$56.10		31%	\$38.71	\$0.00		\$0.00	\$0.00				VARONIS
5	DL-251-500TL	SEL DatAlert TL	\$22.35	K	31%	\$15.42	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DL-35K-50KPL DL-35K-50KTL	SEL DatAlert PL SEL DatAlert TL	\$21.60 \$8.70		31% 31%	\$14.90 \$6.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-4001-6000PL	SEL DatAlert PL	\$28.35	K	31%	\$19.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-4001-6000TL DL-501-750PL	SEL DatAlert TL SEL DatAlert PL	\$11.40 \$45.30	K K	31% 31%	\$7.87 \$31.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-501-750FL DL-501-750TL	SEL Datalert FL SEL DatAlert TL	\$45.30 \$18.15		31%	\$12.52	\$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				VARONIS
5 5	DL-50K-100KTL DL-51-100PL	SEL DatAlert TL SEL DatAlert PL	\$8.40 \$93.90	K K	31% 31%	\$5.80 \$64.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-51-100TL	SEL DatAlert TL	\$37.50	K	31%	\$25.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-6001-8000PL DL-6001-8000TL	SEL DatAlert PL SEL DatAlert TL	\$26.40 \$10.50	K K	31% 31%	\$18.22 \$7.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DL-751-1000PL	SEL DatAlert PL	\$41.85		31%	\$28.88	\$0.00		\$0.00	\$0.00				VARONIS
5	DL-751-1000TL	SEL DatAlert TL SEL DatAlert PL	\$16.80	K	31%	\$11.59	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DL-8001-10KPL DL-8001-10KTL	SEL DatAlert PL SEL DatAlert TL	\$25.05 \$10.05		31% 31%	\$17.28 \$6.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS 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		VARONIS
5 5	DLS-0-50TL DLS-1001-1500PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$83.55 \$59.85		31% 31%	\$57.65 \$41.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-1001-1500TL	SEL DatAlert Suite TL	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-100K-150KPL DLS-100K-150KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-101-250PL	SEL DatAlert Suite PL	\$114.45		31%	\$78.97	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLS-101-250TL	SEL DatAlert Suite TL	\$45.75 \$36.75		31% 31%	\$31.57 \$25.36	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS
5	DLS-10K-20KPL DLS-10K-20KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$36.75 \$14.70		31%	\$25.36 \$10.14	\$0.00 \$0.00		\$0.00	\$0.00				VARONIS VARONIS
5	DLS-1501-2000PL	SEL DatAlert Suite PL	\$54.15		31%	\$37.36	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLS-1501-2000TL DLS-150K-PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$21.60 \$31.05	K K	31% 31%	\$14.90 \$21.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS 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 5	DLS-2001-2500PL DLS-2001-2500TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$50.40 \$20.10	K K	31% 31%	\$34.78 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-20K-35KPL	SEL DatAlert Suite PL	\$34.65	ĸ	31%	\$23.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-20K-35KTL	SEL DatAlert Suite TL	\$13.80 \$47.25	K	31% 31%	\$9.52	\$0.00		\$0.00	\$0.00 \$0.00				VARONIS
5	DLS-2501-4000PL DLS-2501-4000TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$47.25 \$18.90		31%	\$32.60 \$13.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	DLS-251-500PL	SEL DatAlert Suite PL	\$87.15		31%	\$60.13	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLS-251-500TL DLS-35K-50KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$34.80 \$33.60	K K	31% 31%	\$24.01 \$23.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-35K-50KTL	SEL DatAlert Suite TL	\$13.50	K	31%	\$9.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-4001-6000PL DLS-4001-6000TL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$44.10 \$17.70	K K	31% 31%	\$30.43 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-501-750PL	SEL DatAlert Suite PL	\$70.35	K	31%	\$48.54	\$0.00		\$0.00	\$0.00				VARONIS
5	DLS-501-750TL	SEL DatAlert Suite TL	\$28.20	K	31%	\$19.46	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLS-50K-100KPL DLS-50K-100KTL	SEL DatAlert Suite PL SEL DatAlert Suite TL	\$32.55 \$13.05		31% 31%	\$22.46 \$9.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-51-100PL	SEL DatAlert Suite PL	\$145.95	K	31%	\$100.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLS-51-100TL DLS-6001-8000PL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$58.35 \$40.95		31% 31%	\$40.26 \$28.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-6001-8000FL	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 5	DLS-751-1000PL	SEL DatAlert Suite PL	\$65.10		31%	\$44.92	\$0.00		\$0.00	\$0.00				VARONIS
5	DLS-751-1000TL DLS-8001-10KPL	SEL DatAlert Suite TL SEL DatAlert Suite PL	\$26.10 \$38.85		31% 31%	\$18.01 \$26.81	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLS-8001-10KTL	SEL DatAlert Suite TL	\$15.60	K	31%	\$10.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-0-50PL DLX-0-50TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$89.55 \$35.85		31% 31%	\$61.79 \$24.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS 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

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DLX-100K-150KPL	SEL DatAlert Analytics PL	\$13.50	K	31%	\$9.32	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-100K-150KTL DLX-101-250PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.40 \$49.05	K K	31% 31%	\$3.73 \$33.84	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-101-250TL	SEL DatAlert Analytics TL	\$19.65		31%	\$13.56	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-10K-20KPL	SEL DatAlert Analytics PL	\$15.75		31%	\$10.87	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-10K-20KTL	SEL DatAlert Analytics TL	\$6.30	K	31%	\$4.35	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-1501-2000PL DLX-1501-2000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-150K-PL	SEL DatAlert Analytics PL	\$13.35	ĸ	31%	\$9.21	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-150K-TL	SEL DatAlert Analytics TL	\$5.25	K	31%	\$3.62	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-2001-2500PL DLX-2001-2500TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$21.60 \$8.70	K K	31% 31%	\$14.90 \$6.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-20K-35KPL	SEL DatAlert Analytics PL	\$14.85		31%	\$10.25	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-20K-35KTL	SEL DatAlert Analytics TL	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-2501-4000PL	SEL DatAlert Analytics PL	\$20.25		31%	\$13.97	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-2501-4000TL DLX-251-500PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$8.10 \$37.35	K K	31% 31%	\$5.59 \$25.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-251-500TL	SEL DatAlert Analytics TL	\$15.00	ĸ	31%	\$10.35	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-35K-50KPL	SEL DatAlert Analytics PL	\$14.40	K	31%	\$9.94	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-35K-50KTL DLX-4001-6000PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$5.70 \$18.90	K K	31% 31%	\$3.93 \$13.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DLX-4001-6000FL	SEL DatAlert Analytics FL SEL DatAlert Analytics TL	\$7.50	K	31%	\$5.18	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-501-750PL	SEL DatAlert Analytics PL	\$30.15	K	31%	\$20.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-501-750TL	SEL DatAlert Analytics TL	\$12.00	K	31%	\$8.28	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-50K-100KPL DLX-50K-100KTL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$13.95 \$5.55		31% 31%	\$9.63 \$3.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-51-100PL	SEL DatAlert Analytics PL	\$62.55		31%	\$43.16	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-51-100TL	SEL DatAlert Analytics TL	\$25.05		31%	\$17.28	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-6001-8000PL	SEL DatAlert Analytics PL	\$17.55		31%	\$12.11	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-6001-8000TL DLX-751-1000PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$7.05 \$27.90	K K	31% 31%	\$4.86 \$19.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-751-1000TL	SEL DatAlert Analytics TL	\$11.10	ĸ	31%	\$7.66	\$0.00		\$0.00	\$0.00				VARONIS
5	DLX-8001-10KPL	SEL DatAlert Analytics PL	\$16.65	K	31%	\$11.49	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DLX-8001-10KTL DN-0-50PL	SEL DatAlert Analytics TL SEL DatAnywhere PL	\$6.60 \$238.80	K K	31% 31%	\$4.55 \$164.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DN-0-50TL	SEL DatAnywhere TL	\$95.55	K	31%	\$65.93	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-1001-1500PL	SEL DatAnywhere PL	\$68.40	K	31%	\$47.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-1001-1500TL	SEL DatAnywhere TL	\$27.30	K	31%	\$18.84	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DN-100K-150KPL DN-100K-150KTL	SEL DatAnywhere PL SEL DatAnywhere TL	\$36.00 \$14.40	K K	31% 31%	\$24.84 \$9.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DN-101-250PL	SEL DatAnywhere PL	\$130.80		31%	\$90.25	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-101-250TL	SEL DatAnywhere TL	\$52.35		31%	\$36.12	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DN-10K-20KPL	SEL DatAnywhere PL SEL DatAnywhere TL	\$42.00 \$16.80	K K	31% 31%	\$28.98 \$11.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DN-10K-20KTL DN-1501-2000PL	SEL DatAnywhere PL	\$61.80	K	31%	\$11.59 \$42.64	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-1501-2000TL	SEL DatAnywhere TL	\$24.75		31%	\$17.08	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-150K-PL	SEL DatAnywhere PL	\$35.40	K	31%	\$24.43	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DN-150K-TL DN-2001-2500PL	SEL DatAnywhere TL SEL DatAnywhere PL	\$14.10 \$57.60	K K	31% 31%	\$9.73 \$39.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DN-2001-2500TL	SEL DatAnywhere TL	\$23.10	K	31%	\$15.94	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-20K-35KPL	SEL DatAnywhere PL	\$39.60	K	31%	\$27.32	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DN-20K-35KTL	SEL DatAnywhere TL SEL DatAnywhere PL	\$15.90 \$54.00	K K	31% 31%	\$10.97 \$37.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DN-2501-4000PL DN-2501-4000TL	SEL DatAnywhere TL	\$54.00 \$21.60	K	31%	\$37.26 \$14.90	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-251-500PL	SEL DatAnywhere PL	\$99.60	K	31%	\$68.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-251-500TL	SEL DatAnywhere TL	\$39.90	K	31%	\$27.53	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DN-35K-50KPL DN-35K-50KTL	SEL DatAnywhere PL SEL DatAnywhere TL	\$38.40 \$15.30	K K	31% 31%	\$26.50 \$10.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DN-4001-6000PL	SEL DatAnywhere PL	\$50.40	ĸ	31%	\$34.78	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-4001-6000TL	SEL DatAnywhere TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DN-501-750PL DN-501-750TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$80.40 \$32.10	K K	31% 31%	\$55.48 \$22.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DN-50K-100KPL	SEL DatAnywhere PL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-50K-100KTL	SEL DatAnywhere TL	\$14.85	K	31%	\$10.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-51-100PL	SEL DatAnywhere PL	\$166.80		31%	\$115.09	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-51-100TL DN-6001-8000PL	SEL DatAnywhere TL SEL DatAnywhere PL	\$66.75 \$46.80	K K	31% 31%	\$46.06 \$32.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DN-6001-8000TL	SEL DatAnywhere TL	\$18.75		31%	\$12.94	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-751-1000PL	SEL DatAnywhere PL	\$74.40	K	31%	\$51.34	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-751-1000TL	SEL DatAnywhere TL	\$29.70		31%	\$20.49			\$0.00					VARONIS
5 5	DN-8001-10KPL DN-8001-10KTL	SEL DatAnywhere PL SEL DatAnywhere TL	\$44.40 \$17.70		31% 31%	\$30.64 \$12.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DNI-PL	SEL DatAnywhere Instance Add-on PL	\$10,500.00	K	31%	\$7,245.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNI-TL	SEL DatAnywhere Instance Add-on TL	\$4,200.00		31%	\$2,898.00	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DNM-PL DNS-11-15PL	SEL DatAnywhere Mobile Editor PL SEL DatAnywhere Server PL	\$15.00 \$8,099.25		31% 31%	\$10.35 \$5,588.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DNS-11-15TL	SEL DatAnywhere Server TL	\$3,239.70		31%	\$2,235.39	\$0.00		\$0.00	\$0.00				VARONIS
5	DNS-1-3PL	SEL DatAnywhere Server PL	\$10,500.00	K	31%	\$7,245.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DNS-1-3TL DNS-16-PL	SEL DatAnywhere Server TL SEL DatAnywhere Server PL	\$4,200.00 \$7,299.45		31% 31%	\$2,898.00 \$5,036.62	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DNS-16-PL DNS-16-TL	SEL DatAnywhere Server PL SEL DatAnywhere Server TL	\$7,299.45 \$2,919.75		31% 31%	\$5,036.62 \$2,014.63	\$0.00 \$0.00		\$0.00					VARONIS VARONIS
5	DNS-4-5PL	SEL DatAnywhere Server PL	\$9,997.50	K	31%	\$6,898.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNS-4-5TL	SEL DatAnywhere Server TL	\$3,999.00	K	31%	\$2,759.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DNS-6-10PL	SEL DatAnywhere Server PL	\$8,998.50		31%	\$6,208.97			\$0.00	\$0.00				VARONIS
5 5	DNS-6-10TL DNX-0-50PL	SEL DatAnywhere Server TL SEL DatAnywhere - Ext Users PL	\$3,599.40 \$119.40		31% 31%	\$2,483.59 \$82.39			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DNX-0-50TL	SEL DatAnywhere - Ext Users TL	\$47.70		31%	\$32.91	\$0.00		\$0.00	\$0.00				VARONIS
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	K	31%	\$9.42			\$0.00	\$0.00				VARONIS
5	DNX-100K-150KPL DNX-100K-150KTL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$18.00 \$7.20	K K	31% 31%	\$12.42 \$4.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DNX-100K-130K1E	SEL DatAnywhere - Ext Users PL	\$65.40	K	31%	\$45.13			\$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				VARONIS
5 5	DNX-10K-20KTL DNX-1501-2000PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$8.40 \$30.90	K K	31% 31%	\$5.80 \$21.32			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DNX-1501-2000TL	SEL DatAnywhere - Ext Users TL	\$12.30	ĸ	31%	\$8.49			\$0.00	\$0.00				VARONIS
5	DNX-150K-PL	SEL DatAnywhere - Ext Users PL	\$17.70	K	31%	\$12.21	\$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				VARONIS
5 5	DNX-2001-2500PL DNX-2001-2500TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$28.80 \$11.55	K K	31% 31%	\$19.87 \$7.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DNX-20K-35KPL	SEL DatAnywhere - Ext Users PL	\$19.80	ĸ	31%	\$13.66			\$0.00	\$0.00				VARONIS
5	DNX-20K-35KTL	SEL DatAnywhere - Ext Users TL	\$7.95		31%	\$5.49			\$0.00	\$0.00				VARONIS
5 5	DNX-2501-4000PL DNX-2501-4000TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$27.00 \$10.80	K K	31% 31%	\$18.63 \$7.45			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DNX-251-500PL	SEL DatAnywhere - Ext Users PL	\$49.80	K	31%	\$34.36			\$0.00	\$0.00				VARONIS
5	DNX-251-500TL	SEL DatAnywhere - Ext Users TL	\$19.95		31%	\$13.77			\$0.00	\$0.00				VARONIS
5	DNX-35K-50KPL	SEL DatAnywhere - Ext Users PL	\$19.20	K	31%	\$13.25			\$0.00	\$0.00				VARONIS
5	DNX-35K-50KTL DNX-4001-6000PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$7.65 \$25.20	K K	31% 31%	\$5.28 \$17.39			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DNX-4001-6000PL DNX-4001-6000TL	SEL DatAnywhere - Ext Users TL	\$25.20 \$10.05		31%	\$6.93			\$0.00	\$0.00				VARONIS
5	DNX-501-750PL	SEL DatAnywhere - Ext Users PL	\$40.20	ĸ	31%	\$27.74			\$0.00	\$0.00				VARONIS
5	DNX-501-750TL	SEL DatAnywhere - Ext Users TL	\$16.05	K	31%	\$11.07			\$0.00	\$0.00				VARONIS
5	DNX-50K-100KPL DNX-50K-100KTL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$18.60 \$7.50	K K	31% 31%	\$12.83 \$5.18			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DNX-50K-100K1L DNX-51-100PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$7.50 \$83.40	K	31%	\$5.18 \$57.55			\$0.00	\$0.00				VARONIS
5	DNX-51-100TL	SEL DatAnywhere - Ext Users TL	\$33.30	ĸ	31%	\$22.98			\$0.00	\$0.00				VARONIS
5	DNX-6001-8000PL	SEL DatAnywhere - Ext Users PL	\$23.40	K	31%	\$16.15			\$0.00	\$0.00				VARONIS
5	DNX-6001-8000TL DNX-751-1000PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$9.30 \$37.20	K K	31% 31%	\$6.42 \$25.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DNX-751-1000FL	SEL DatAnywhere - Ext Users TL	\$14.85	K	31%	\$10.25			\$0.00	\$0.00				VARONIS
5	DNX-8001-10KPL	SEL DatAnywhere - Ext Users PL	\$22.20	K	31%	\$15.32			\$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				VARONIS
5 5	DP-0-50PL DP-0-50TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$194.10 \$77.55		31% 31%	\$133.93 \$53.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-1001-1500PL	SEL DataPrivilege PL	\$55.65	K	31%	\$38.40			\$0.00	\$0.00				VARONIS
5	DP-1001-1500TL	SEL DataPrivilege TL	\$22.20	K	31%	\$15.32			\$0.00	\$0.00				VARONIS
5	DP-100K-150KPL	SEL DataPrivilege PL	\$29.25	K	31%	\$20.18			\$0.00	\$0.00				VARONIS
5 5	DP-100K-150KTL DP-101-250PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$11.70 \$106.35		31% 31%	\$8.07 \$73.38			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-101-250TL	SEL DataPrivilege TL	\$42.45		31%	\$29.29			\$0.00	\$0.00				VARONIS
5	DP-10K-20KPL	SEL DataPrivilege PL	\$34.20	K	31%	\$23.60			\$0.00	\$0.00				VARONIS
5 5	DP-10K-20KTL DP-1501-2000PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$13.65 \$50.25	K K	31% 31%	\$9.42 \$34.67			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DP-1501-2000FL	SEL DataPrivilege FL SEL DataPrivilege TL	\$20.10	K	31%	\$13.87	\$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				VARONIS
5	DP-150K-TL	SEL DataPrivilege TL	\$11.55	K	31%	\$7.97			\$0.00	\$0.00				VARONIS
5	DP-2001-2500PL DP-2001-2500TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$46.80 \$18.75	K K	31% 31%	\$32.29 \$12.94			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-20K-35KPL	SEL DataPrivilege PL	\$32.25		31%	\$22.25			\$0.00	\$0.00				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		31%	\$30.33			\$0.00	\$0.00				VARONIS
5 5	DP-2501-4000TL DP-251-500PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$17.55 \$81.00	K K	31% 31%	\$12.11 \$55.89			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-251-500TL	SEL DataPrivilege TL	\$32.40	ĸ	31%	\$22.36			\$0.00	\$0.00				VARONIS
5	DP-35K-50KPL	SEL DataPrivilege PL	\$31.20	K	31%	\$21.53			\$0.00	\$0.00				VARONIS
5	DP-35K-50KTL	SEL DataPrivilege TL	\$12.45	K	31%	\$8.59			\$0.00	\$0.00				VARONIS
5	DP-4001-6000PL DP-4001-6000TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$40.95 \$16.35	K K	31% 31%	\$28.26 \$11.28			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-501-750PL	SEL DataPrivilege PL	\$65.40	ĸ	31%	\$45.13			\$0.00	\$0.00				VARONIS
5	DP-501-750TL	SEL DataPrivilege TL	\$26.10	K	31%	\$18.01	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DP-50K-100KPL DP-50K-100KTL	SEL DataPrivilege PL SEL DataPrivilege TL	\$30.30 \$12.15	K	31%	\$20.91	\$0.00		\$0.00	\$0.00				VARONIS
5	DP-50K-100KTL DP-51-100PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$12.15 \$135.60		31% 31%	\$8.38 \$93.56			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS 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		31%	\$26.29			\$0.00	\$0.00				VARONIS
5 5	DP-6001-8000TL DP-751-1000PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$15.15 \$60.45		31% 31%	\$10.45 \$41.71			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DP-751-1000FL	SEL DataPrivilege FL SEL DataPrivilege TL	\$24.15		31%	\$16.66			\$0.00	\$0.00				VARONIS
5	DP-8001-10KPL	SEL DataPrivilege PL	\$36.15	K	31%	\$24.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-8001-10KTL	SEL DataPrivilege TL	\$14.40		31%	\$9.94			\$0.00	\$0.00				VARONIS
5 5	DPS-0-50PL DPS-0-50TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$194.10 \$77.55		31% 31%	\$133.93 \$53.51			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-1001-1500PL	SEL DataPrivilege for SharePoint PL	\$55.65		31%	\$38.40			\$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

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DPS-100K-150KTL	SEL DataPrivilege for SharePoint TL	\$11.70		31%	\$8.07			\$0.00	\$0.00				VARONIS
5 5	DPS-101-250PL DPS-101-250TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$106.35 \$42.45		31% 31%	\$73.38 \$29.29			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DPS-101-2301L DPS-10K-20KPL	SEL DataFrivilege for SharePoint PL	\$42.43 \$34.20		31%	\$23.60			\$0.00	\$0.00				VARONIS
5	DPS-10K-20KTL	SEL DataPrivilege for SharePoint TL	\$13.65	K	31%	\$9.42			\$0.00	\$0.00				VARONIS
5	DPS-1501-2000PL	SEL DataPrivilege for SharePoint PL	\$50.25		31%	\$34.67			\$0.00	\$0.00				VARONIS
5 5	DPS-1501-2000TL DPS-150K-PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$20.10 \$28.80	K K	31% 31%	\$13.87 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-150K-TL	SEL DataPrivilege for SharePoint TL	\$11.55		31%	\$7.97			\$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 DataPrivilege for SharePoint TL	\$18.75		31%	\$12.94			\$0.00	\$0.00				VARONIS
5 5	DPS-20K-35KPL DPS-20K-35KTL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$32.25 \$12.90	K K	31% 31%	\$22.25 \$8.90			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-2501-4000PL	SEL DataPrivilege for SharePoint PL	\$43.95		31%	\$30.33			\$0.00	\$0.00				VARONIS
5	DPS-2501-4000TL	SEL DataPrivilege for SharePoint TL	\$17.55		31%	\$12.11			\$0.00	\$0.00				VARONIS
5	DPS-251-500PL	SEL DataPrivilege for SharePoint PL	\$81.00	K	31%	\$55.89			\$0.00	\$0.00				VARONIS
5 5	DPS-251-500TL DPS-35K-50KPL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$32.40 \$31.20	K K	31% 31%	\$22.36 \$21.53			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DPS-35K-50KTL	SEL DataPrivilege for SharePoint TL	\$12.45	ĸ	31%	\$8.59			\$0.00	\$0.00				VARONIS
5	DPS-4001-6000PL	SEL DataPrivilege for SharePoint PL	\$40.95	K	31%	\$28.26			\$0.00	\$0.00				VARONIS
5 5	DPS-4001-6000TL DPS-501-750PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$16.35 \$65.40	K K	31% 31%	\$11.28 \$45.13			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DPS-501-750FL	SEL DataFrivilege for SharePoint TL	\$26.10	K	31%	\$18.01	\$0.00		\$0.00	\$0.00				VARONIS
5	DPS-50K-100KPL	SEL DataPrivilege for SharePoint PL	\$30.30	ĸ	31%	\$20.91	\$0.00		\$0.00	\$0.00				VARONIS
5	DPS-50K-100KTL	SEL DataPrivilege for SharePoint TL	\$12.15		31%	\$8.38			\$0.00	\$0.00				VARONIS
5 5	DPS-51-100PL DPS-51-100TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$135.60 \$54.15		31% 31%	\$93.56 \$37.36			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DPS-6001-8000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$38.10	K	31%	\$37.36 \$26.29			\$0.00	\$0.00				VARONIS
5	DPS-6001-8000TL	SEL DataPrivilege for SharePoint TL	\$15.15	ĸ	31%	\$10.45			\$0.00	\$0.00				VARONIS
5	DPS-751-1000PL	SEL DataPrivilege for SharePoint PL	\$60.45		31%	\$41.71			\$0.00	\$0.00				VARONIS
5	DPS-751-1000TL DPS-8001-10KPL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$24.15 \$36.15	K K	31% 31%	\$16.66 \$24.94	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DPS-8001-10KTL	SEL DataPrivilege for SharePoint TL	\$14.40	K	31%	\$9.94			\$0.00	\$0.00				VARONIS
5	DR-PL	SEL Disaster Recovery Add-on PL	\$15,000.00		31%	\$10,350.00			\$0.00	\$0.00				VARONIS
5	DR-TL	SEL Disaster Recovery Add-on TL	\$6,000.00		31%	\$4,140.00			\$0.00	\$0.00				VARONIS
5 5	DTE-0-50PL DTE-0-50TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$179.10 \$71.70		31% 31%	\$123.58 \$49.47			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-1001-1500PL	SEL Data Transport Engine TE	\$51.30	K	31%	\$35.40			\$0.00	\$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		VARONIS
5	DTE-100K-150KPL	SEL Data Transport Engine PL	\$27.00	K	31%	\$18.63			\$0.00	\$0.00				VARONIS
5	DTE-100K-150KTL DTE-101-250PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$10.80 \$98.10	K K	31% 31%	\$7.45 \$67.69			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-101-250TL	SEL Data Transport Engine TL	\$39.30	ĸ	31%	\$27.12			\$0.00	\$0.00				VARONIS
5	DTE-10K-20KPL	SEL Data Transport Engine PL	\$31.50	K	31%	\$21.74			\$0.00	\$0.00				VARONIS
5	DTE-10K-20KTL	SEL Data Transport Engine TL	\$12.60	K K	31%	\$8.69			\$0.00	\$0.00				VARONIS
5 5	DTE-1501-2000PL DTE-1501-2000TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$46.35 \$18.60	K	31% 31%	\$31.98 \$12.83			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-150K-PL	SEL Data Transport Engine PL	\$26.55	ĸ	31%	\$18.32			\$0.00	\$0.00				VARONIS
5	DTE-150K-TL	SEL Data Transport Engine TL	\$10.65	K	31%	\$7.35			\$0.00	\$0.00				VARONIS
5 5	DTE-2001-2500PL DTE-2001-2500TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$43.20 \$17.25	K K	31% 31%	\$29.81 \$11.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-20K-35KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$29.70	K	31%	\$20.49			\$0.00	\$0.00				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				VARONIS
5	DTE-2501-4000TL DTE-251-500PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$16.20 \$74.70	K K	31% 31%	\$11.18 \$51.54			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-251-500TL	SEL Data Transport Engine TL	\$29.85	ĸ	31%	\$20.60			\$0.00	\$0.00				VARONIS
5	DTE-35K-50KPL	SEL Data Transport Engine PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00	\$0.00				VARONIS
5	DTE-35K-50KTL	SEL Data Transport Engine TL	\$11.55 \$37.80	K K	31% 31%	\$7.97 \$26.08			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS
5 5	DTE-4001-6000PL DTE-4001-6000TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$15.15		31%	\$10.45			\$0.00	\$0.00				VARONIS VARONIS
5	DTE-501-750PL	SEL Data Transport Engine PL	\$60.30	K	31%	\$41.61	\$0.00		\$0.00	\$0.00				VARONIS
5	DTE-501-750TL	SEL Data Transport Engine TL	\$24.15		31%	\$16.66			\$0.00	\$0.00				VARONIS
5	DTE-50K-100KPL DTE-50K-100KTL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$27.90 \$11.10	K K	31% 31%	\$19.25 \$7.66			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	DTE-51-100PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$125.10	K	31%	\$86.32			\$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				VARONIS
5	DTE-6001-8000PL	SEL Data Transport Engine PL	\$35.10	K	31%	\$24.22			\$0.00	\$0.00				VARONIS
5 5	DTE-6001-8000TL DTE-751-1000PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$14.10 \$55.80	K K	31% 31%	\$9.73 \$38.50			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DTE-751-1000FL	SEL Data Transport Engine FL SEL Data Transport Engine TL	\$22.35		31%	\$15.42			\$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	VARONIS
5	DTE-8001-10KTL	SEL Data Transport Engine TL	\$13.35		31%	\$9.21			\$0.00	\$0.00				VARONIS
5 5	DW-0-50PL DW-0-50TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$298.50 \$119.40		31% 31%	\$205.97 \$82.39			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-1001-1500PL	SEL DATANSWERS - WIN TE SEL DATANSWERS - WIN PL	\$85.50		31%	\$59.00			\$0.00	\$0.00				VARONIS
5	DW-1001-1500TL	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	DW-100K-150KPL	SEL DATANSWERS - WIN PL	\$45.00		31%	\$31.05			\$0.00	\$0.00				VARONIS
5 5	DW-100K-150KTL DW-101-250PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$18.00 \$163.50		31% 31%	\$12.42 \$112.82			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-101-250FL	SEL DATANSWERS - WIN TL	\$65.40		31%	\$45.13			\$0.00	\$0.00				VARONIS
5	DW-10K-20KPL	SEL DATANSWERS - WIN PL	\$52.50	K	31%	\$36.23			\$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

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	DW-1501-2000PL	SEL DATANSWERS - WIN PL	\$77.25		31%	\$53.30			\$0.00	\$0.00				VARONIS
5 5	DW-1501-2000TL DW-150K-PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$30.90 \$44.25		31% 31%	\$21.32 \$30.53			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-150K-TL	SEL DATANSWERS - WIN TL	\$17.70	K	31%	\$12.21			\$0.00	\$0.00				VARONIS
5	DW-2001-2500PL	SEL DATANSWERS - WIN PL	\$72.00	K	31%	\$49.68			\$0.00	\$0.00				VARONIS
5 5	DW-2001-2500TL DW-20K-35KPL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$28.80 \$49.50	K K	31% 31%	\$19.87 \$34.16			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-20K-35KTL	SEL DATANSWERS - WIN TL	\$19.80		31%	\$13.66			\$0.00	\$0.00				VARONIS
5	DW-2501-4000PL	SEL DATANSWERS - WIN PL	\$67.50		31%	\$46.58			\$0.00	\$0.00				VARONIS
5	DW-2501-4000TL	SEL DATANSWERS - WIN TL	\$27.00		31%	\$18.63			\$0.00	\$0.00				VARONIS
5 5	DW-251-500PL DW-251-500TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$124.50 \$49.80		31% 31%	\$85.91 \$34.36			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-35K-50KPL	SEL DATANSWERS - WIN TE SEL DATANSWERS - WIN PL	\$48.00		31%	\$34.30 \$33.12			\$0.00	\$0.00				VARONIS
5	DW-35K-50KTL	SEL DATANSWERS - WIN TL	\$19.20		31%	\$13.25			\$0.00	\$0.00				VARONIS
5	DW-4001-6000PL	SEL DATANSWERS - WIN PL	\$63.00		31%	\$43.47			\$0.00	\$0.00				VARONIS
5 5	DW-4001-6000TL DW-501-750PL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$25.20 \$100.50	K K	31% 31%	\$17.39 \$69.35			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-501-750FL	SEL DATANSWERS - WIN TL	\$40.20		31%	\$27.74			\$0.00	\$0.00				VARONIS
5	DW-50K-100KPL	SEL DATANSWERS - WIN PL	\$46.50		31%	\$32.09			\$0.00	\$0.00				VARONIS
5	DW-50K-100KTL	SEL DATANSWERS - WIN TL	\$18.60		31%	\$12.83			\$0.00	\$0.00				VARONIS
5 5	DW-51-100PL DW-51-100TL	SEL DATANSWERS - WIN PL SEL DATANSWERS - WIN TL	\$208.50 \$83.40		31% 31%	\$143.87 \$57.55			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-6001-8000PL	SEL DATANSWERS - WIN PL	\$58.50	K	31%	\$40.37			\$0.00	\$0.00				VARONIS
5	DW-6001-8000TL	SEL DATANSWERS - WIN TL	\$23.40	K	31%	\$16.15			\$0.00	\$0.00				VARONIS
5	DW-751-1000PL	SEL DATANSWERS - WIN PL	\$93.00	K	31%	\$64.17			\$0.00	\$0.00				VARONIS
5 5	DW-751-1000TL DW-8001-10KPL	SEL DATANSWERS - WIN TL SEL DATANSWERS - WIN PL	\$37.20 \$55.50	K K	31% 31%	\$25.67 \$38.30			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DW-8001-10KFL	SEL DATANSWERS - WIN TL	\$22.20		31%	\$15.32			\$0.00	\$0.00				VARONIS
5	DWOD-0-50PL	SEL DATANSWERS - OD PL	\$298.50		31%	\$205.97			\$0.00	\$0.00				VARONIS
5	DWOD-0-50TL	SEL DATANSWERS - OD TL	\$119.40		31%	\$82.39			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$85.50 \$34.20		31% 31%	\$59.00 \$23.60			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		L SEL DATANSWERS - OD TE	\$45.00	K	31%	\$23.00 \$31.05			\$0.00	\$0.00				VARONIS
5		L SEL DATANSWERS - OD TL	\$18.00		31%	\$12.42			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD PL	\$163.50		31%	\$112.82			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$65.40		31%	\$45.13			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$52.50 \$21.00		31% 31%	\$36.23 \$14.49			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD PL	\$77.25		31%	\$53.30			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD TL	\$30.90	K	31%	\$21.32			\$0.00	\$0.00				VARONIS
5 5	DWOD-150K-PL DWOD-150K-TL	SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$44.25 \$17.70		31% 31%	\$30.53 \$12.21			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD PL	\$72.00		31%	\$49.68			\$0.00	\$0.00				VARONIS
5		. SEL DATANSWERS - OD TL	\$28.80	K	31%	\$19.87			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD PL	\$49.50		31%	\$34.16			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$19.80 \$67.50		31% 31%	\$13.66 \$46.58			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD TL	\$27.00		31%	\$18.63			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD PL	\$124.50		31%	\$85.91	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD TL	\$49.80		31%	\$34.36			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD PL	\$63.00	ĸ	31%	\$43.47			\$0.00	\$0.00				VARONIS
5		. SEL DATANSWERS - OD TL	\$25.20		31%	\$17.39			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD PL	\$100.50		31%	\$69.35			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$40.20 \$46.50		31% 31%	\$27.74 \$32.09			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD TL	\$18.60	ĸ	31%	\$12.83			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD PL	\$208.50		31%	\$143.87			\$0.00	\$0.00				VARONIS
5	DWOD-51-100TL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD PL	\$83.40		31%	\$57.55			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD PL SEL DATANSWERS - OD TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD PL	\$93.00		31%	\$64.17			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD TL	\$37.20		31%	\$25.67			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD PL	\$55.50	K	31%	\$38.30			\$0.00	\$0.00				VARONIS VARONIS
5	DWOD-8001-10KTL DWOS-0-50PL	SEL DATANSWERS - OD TL SEL DATANSWERS - OD & SPOL PL	\$22.20 \$447.75		31% 31%	\$15.32 \$308.95			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS
5	DWOS-0-50TL	SEL DATANSWERS - OD & SPOL TL	\$179.10		31%	\$123.58			\$0.00	\$0.00				VARONIS
5		. SEL DATANSWERS - OD & SPOL PL	\$128.25		31%	\$88.49			\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$51.30		31%	\$35.40			\$0.00					VARONIS
5 5		L SEL DATANSWERS - OD & SPOL PL L SEL DATANSWERS - OD & SPOL TL	\$67.50 \$27.00		31% 31%	\$46.58 \$18.63			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$245.25		31%	\$169.22			\$0.00	\$0.00				VARONIS
5	DWOS-101-250TL	SEL DATANSWERS - OD & SPOL TL	\$98.10	K	31%	\$67.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$78.75		31%	\$54.34			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$31.50 \$115.95		31% 31%	\$21.74 \$80.01			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$115.95 \$46.35		31%	\$31.98			\$0.00	\$0.00				VARONIS
5	DWOS-150K-PL	SEL DATANSWERS - OD & SPOL PL	\$66.45	K	31%	\$45.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWOS-150K-TL	SEL DATANSWERS - OD & SPOL TL	\$26.55		31%	\$18.32			\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$108.00 \$43.20		31% 31%	\$74.52 \$29.81			\$0.00 \$0.00					VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$74.25		31%	\$51.23			\$0.00	\$0.00				VARONIS

					NVP L	EVEL 1			NVP MAINTENANG	E AND WARRANT	Y UPGRADE PRICE			1
24112	91411	DECODIFICU.	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET	PROSUPPORT	PROSUPPORT	PROSUPPORT	D 4 010 14117 1 D	WTY UPG ENH TO	WTY UPG BASIC	551151441	TUUDD DADTY DDODUGT DADTUED
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	PRICE	PLUS MNT LP	W/MC PREM MNT LP	ENH MNT LP	BASIC MNT LP	PS W/MC PREM LP	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$29.70 \$101.25		31% 31%	\$20.49 \$69.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$40.50		31%	\$27.95	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$186.75		31%	\$128.86	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWOS-251-500TL DWOS-35K-50KPL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$74.70 \$72.00		31% 31%	\$51.54 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL FL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00	\$0.00				VARONIS
5	DWOS-4001-6000PL	SEL DATANSWERS - OD & SPOL PL	\$94.50		31%	\$65.21	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$37.80	K	31%	\$26.08	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWOS-501-750PL DWOS-501-750TL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$150.75 \$60.30		31% 31%	\$104.02 \$41.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$69.75		31%	\$48.13	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$27.90		31%	\$19.25	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWOS-51-100PL DWOS-51-100TL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$312.75 \$125.10		31% 31%	\$215.80 \$86.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$87.75		31%	\$60.55	\$0.00		\$0.00	\$0.00				VARONIS
5	DWOS-6001-8000TL	SEL DATANSWERS - OD & SPOL TL	\$35.10	K	31%	\$24.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$139.50		31%	\$96.26	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$55.80 \$83.25		31% 31%	\$38.50 \$57.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$33.30	ĸ	31%	\$22.98	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-0-50PL	SEL DATANSWERS - SP PL	\$298.50		31%	\$205.97	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-0-50TL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$119.40 \$85.50		31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SP TL	\$34.20		31%	\$23.60	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-100K-150KPL	SEL DATANSWERS - SP PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-100K-150KTL DWS-101-250PL	SEL DATANSWERS - SP TL	\$18.00		31%	\$12.42	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-101-250PL DWS-101-250TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$163.50 \$65.40		31% 31%	\$112.82 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-10K-20KPL	SEL DATANSWERS - SP PL	\$52.50		31%	\$36.23	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-10K-20KTL	SEL DATANSWERS - SP TL	\$21.00		31%	\$14.49	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-1501-2000PL DWS-1501-2000TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$77.25 \$30.90		31% 31%	\$53.30 \$21.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-1501-20001L	SEL DATANSWERS - SP TL	\$44.25		31%	\$30.53	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-150K-TL	SEL DATANSWERS - SP TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$72.00		31%	\$49.68	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-2001-2500TL DWS-20K-35KPL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$28.80 \$49.50		31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-20K-35KTL	SEL DATANSWERS - SP TL	\$19.80		31%	\$13.66	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-2501-4000PL	SEL DATANSWERS - SP PL	\$67.50		31%	\$46.58	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-2501-4000TL DWS-251-500PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$27.00 \$124.50		31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-251-500TL	SEL DATANSWERS - SP TL	\$49.80		31%	\$34.36	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-35K-50KPL	SEL DATANSWERS - SP PL	\$48.00		31%	\$33.12			\$0.00	\$0.00				VARONIS
5 5	DWS-35K-50KTL DWS-4001-6000PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$19.20 \$63.00		31% 31%	\$13.25 \$43.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-4001-6000FL	SEL DATANSWERS - SP FL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-501-750PL	SEL DATANSWERS - SP PL	\$100.50		31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-501-750TL	SEL DATANSWERS - SP TL	\$40.20		31% 31%	\$27.74 \$32.09	\$0.00		\$0.00	\$0.00 \$0.00				VARONIS
5	DWS-50K-100KPL DWS-50K-100KTL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$46.50 \$18.60	K	31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VARONIS VARONIS
5	DWS-51-100PL	SEL DATANSWERS - SP PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-51-100TL	SEL DATANSWERS - SP TL	\$83.40		31%	\$57.55	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-6001-8000PL DWS-6001-8000TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$58.50 \$23.40		31% 31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWS-751-1000PL	SEL DATANSWERS - SP PL	\$93.00		31%	\$64.17	\$0.00		\$0.00	\$0.00				VARONIS
5	DWS-751-1000TL	SEL DatAnswers - SP TL	\$37.20		31%	\$25.67	\$0.00		\$0.00	\$0.00				VARONIS
5 5	DWS-8001-10KPL DWS-8001-10KTL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$55.50 \$22.20	K K	31% 31%	\$38.30 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-0-50PL	SEL DATANSWERS - SPOL PL	\$298.50		31%	\$205.97	\$0.00		\$0.00	\$0.00				VARONIS
5	DWSO-0-50TL	SEL DATANSWERS - SPOL TL	\$119.40		31%	\$82.39	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$85.50 \$34.20		31% 31%	\$59.00 \$23.60	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SPOL TE	\$45.00		31%	\$31.05	\$0.00		\$0.00	\$0.00				VARONIS
5	DWSO-100K-150KTL	SEL DATANSWERS - SPOL TL	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWSO-101-250PL DWSO-101-250TL	SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$163.50 \$65.40		31% 31%	\$112.82 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SPOL TE SEL DATANSWERS - SPOL PL	\$52.50	K	31%	\$36.23	\$0.00		\$0.00	\$0.00				VARONIS
5	DWSO-10K-20KTL	SEL DATANSWERS - SPOL TL	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SPOL TI	\$77.25		31%	\$53.30	\$0.00		\$0.00					VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$30.90 \$44.25	K K	31% 31%	\$21.32 \$30.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-150K-TL	SEL DATANSWERS - SPOL TL	\$17.70	K	31%	\$12.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SPOL PL	\$72.00		31%	\$49.68	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$28.80 \$49.50		31% 31%	\$19.87 \$34.16	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SPOL FL SEL DATANSWERS - SPOL TL	\$19.80		31%	\$13.66	\$0.00		\$0.00	\$0.00				VARONIS
5	DWSO-2501-4000PL	SEL DATANSWERS - SPOL PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$27.00 \$124.50		31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$124.50 \$49.80		31%	\$34.36	\$0.00		\$0.00					VARONIS
5	DWSO-35K-50KPL	SEL DATANSWERS - SPOL PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWSO-35K-50KTL	SEL DATANSWERS - SPOL TL	\$19.20	K	31%	\$13.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL DATANSWERS - SPOL PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$25.20 \$100.50		31% 31%	\$17.39 \$69.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-501-750TL	SEL DATANSWERS - SPOL TL	\$40.20		31%	\$27.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SPOL PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00	\$0.00				VARONIS
5	DWSO-50K-100KTL DWSO-51-100PL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$18.60 \$208.50	K K	31% 31%	\$12.83 \$143.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DWSO-51-100TL	SEL DATANSWERS - SPOL TL	\$83.40	ĸ	31%	\$57.55	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - SPOL PL	\$58.50	K	31%	\$40.37	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL DATANSWERS - SPOL TL	\$37.20	ĸ	31%	\$25.67	\$0.00		\$0.00	\$0.00				VARONIS
5		SEL DATANSWERS - SPOL PL	\$55.50	K	31%	\$38.30	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-0-50PL	SEL DATANSWERS - SPOL TL SEL DatAdvantage for EO Lite PL	\$22.20 \$149.25	K K	31% 31%	\$15.32 \$102.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-0-50TL	SEL DatAdvantage for EO Lite TL	\$59.70		31%	\$41.19	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-1001-1500PL	SEL DatAdvantage for EO Lite PL	\$42.75		31%	\$29.50	\$0.00		\$0.00	\$0.00				VARONIS
5 5	EOL-1001-1500TL EOL-100K-150KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$17.10 \$22.50	K K	31% 31%	\$11.80 \$15.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-100K-150KFL	SEL DatAdvantage for EO Lite FL	\$9.00	K	31%	\$6.21	\$0.00		\$0.00	\$0.00				O VARONIS
5	EOL-101-250PL	SEL DatAdvantage for EO Lite PL	\$81.75		31%	\$56.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-101-250TL	SEL DatAdvantage for EO Lite TL	\$32.70	K	31%	\$22.56	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-10K-20KPL EOL-10K-20KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$26.25 \$10.50	K K	31% 31%	\$18.11 \$7.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-1501-2000PL	SEL DatAdvantage for EO Lite PL	\$38.70	ĸ	31%	\$26.70	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-1501-2000TL	SEL DatAdvantage for EO Lite TL	\$15.45	K	31%	\$10.66	\$0.00		\$0.00	\$0.00				VARONIS
5 5	EOL-150K-PL EOL-150K-TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$22.20 \$8.85	K K	31% 31%	\$15.32 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-2001-2500PL	SEL DatAdvantage for EO Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-2001-2500TL	SEL DatAdvantage for EO Lite TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-20K-35KPL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$24.75		31%	\$17.08	\$0.00		\$0.00	\$0.00				VARONIS
5 5	EOL-20K-35KTL EOL-2501-4000PL	SEL DatAdvantage for EO Lite 1L SEL DatAdvantage for EO Lite PL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-2501-4000TL	SEL DatAdvantage for EO Lite TL	\$13.50	ĸ	31%	\$9.32	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-251-500PL	SEL DatAdvantage for EO Lite PL	\$62.25	K	31%	\$42.95	\$0.00		\$0.00	\$0.00				VARONIS
5 5	EOL-251-500TL EOL-35K-50KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$24.90 \$24.00	K K	31% 31%	\$17.18 \$16.56	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-35K-50KTL	SEL DatAdvantage for EO Lite TL	\$9.60	K	31%	\$6.62	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-4001-6000PL	SEL DatAdvantage for EO Lite PL	\$31.50	K	31%	\$21.74	\$0.00		\$0.00	\$0.00				VARONIS
5 5	EOL-4001-6000TL EOL-501-750PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$12.60 \$50.25	K K	31% 31%	\$8.69 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-501-750TL	SEL DatAdvantage for EO Lite FL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00	\$0.00				O VARONIS
5	EOL-50K-100KPL	SEL DatAdvantage for EO Lite PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-50K-100KTL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$9.30 \$104.25	K K	31% 31%	\$6.42 \$71.93	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	EOL-51-100PL EOL-51-100TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$104.25 \$41.70		31%	\$71.93 \$28.77	\$0.00 \$0.00		\$0.00	\$0.00) VARONIS) VARONIS
5	EOL-6001-8000PL	SEL DatAdvantage for EO Lite PL	\$29.25	K	31%	\$20.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-6001-8000TL	SEL DatAdvantage for EO Lite TL	\$11.70	K	31%	\$8.07	\$0.00		\$0.00	\$0.00				VARONIS
5 5	EOL-751-1000PL EOL-751-1000TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	EOL-8001-10KPL	SEL DatAdvantage for EO Lite PL	\$27.75	ĸ	31%	\$19.15	\$0.00		\$0.00	\$0.00				VARONIS
5	EOL-8001-10KTL	SEL DatAdvantage for EO Lite TL	\$11.10	K	31%	\$7.66	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-0-50PL FC-0-50TL	SEL Framework Connector PL SEL Framework Connector TL	\$134.40 \$53.70	K K	31% 31%	\$92.74 \$37.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	FC-1001-1500PL	SEL Framework Connector PL	\$38.55	ĸ	31%	\$26.60	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-1001-1500TL	SEL Framework Connector TL	\$15.45	K	31%	\$10.66	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-100K-150KPL FC-100K-150KTL	SEL Framework Connector PL SEL Framework Connector TL	\$20.25 \$8.10	K K	31% 31%	\$13.97 \$5.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	FC-101-250PL	SEL Framework Connector PL	\$73.65	ĸ	31%	\$50.82	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-101-250TL	SEL Framework Connector TL	\$29.40	K	31%	\$20.29	\$0.00		\$0.00	\$0.00				VARONIS
5 5	FC-10K-20KPL FC-10K-20KTL	SEL Framework Connector PL SEL Framework Connector TL	\$23.70 \$9.45	K K	31% 31%	\$16.35 \$6.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	FC-1501-2000PL	SEL Framework Connector PL	\$34.80	K	31%	\$24.01	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-1501-2000TL	SEL Framework Connector TL	\$13.95	K	31%	\$9.63	\$0.00		\$0.00	\$0.00				VARONIS
5 5	FC-150K-PL FC-150K-TL	SEL Framework Connector PL SEL Framework Connector TL	\$19.95 \$7.95		31% 31%	\$13.77 \$5.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5 5	FC-150K-1L FC-2001-2500PL	SEL Framework Connector TL SEL Framework Connector PL	\$7.95 \$32.40	K	31%	\$5.49 \$22.36	\$0.00		\$0.00	\$0.00) VARONIS) VARONIS
5	FC-2001-2500TL	SEL Framework Connector TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-20K-35KPL	SEL Framework Connector PL	\$22.35	K	31%	\$15.42	\$0.00		\$0.00	\$0.00				VARONIS
5 5	FC-20K-35KTL FC-2501-4000PL	SEL Framework Connector TL SEL Framework Connector PL	\$8.85 \$30.45		31% 31%	\$6.11 \$21.01	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	FC-2501-4000TL	SEL Framework Connector TL	\$12.15		31%	\$8.38	\$0.00		\$0.00	\$0.00				VARONIS
5	FC-251-500PL	SEL Framework Connector PL	\$56.10		31%	\$38.71	\$0.00		\$0.00	\$0.00				VARONIS
5 5	FC-251-500TL FC-35K-50KPL	SEL Framework Connector TL SEL Framework Connector PL	\$22.35 \$21.60		31% 31%	\$15.42 \$14.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	FC-35K-50KTL	SEL Framework Connector PL SEL Framework Connector TL	\$21.00		31%	\$14.90 \$6.00	\$0.00		\$0.00	\$0.00) VARONIS) VARONIS
5	FC-4001-6000PL	SEL Framework Connector PL	\$28.35	K	31%	\$19.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-4001-6000TL	SEL Framework Connector TL	\$11.40		31%	\$7.87	\$0.00		\$0.00	\$0.00				VARONIS
5 5	FC-501-750PL FC-501-750TL	SEL Framework Connector PL SEL Framework Connector TL	\$45.30 \$18.15		31% 31%	\$31.26 \$12.52	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	FC-50K-100KPL	SEL Framework Connector PL	\$21.00		31%	\$14.49	\$0.00		\$0.00				\$0.00	VARONIS
5	FC-50K-100KTL	SEL Framework Connector TL	\$8.40	K	31%	\$5.80	\$0.00		\$0.00					VARONIS
5	FC-51-100PL	SEL Framework Connector PL	\$93.90	K	31%	\$64.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	FC-51-100TL	SEL Framework Connector TL	\$37.50	K	31%	\$25.88			\$0.00	\$0.00				VARONIS
5 5	FC-6001-8000PL FC-6001-8000TL	SEL Framework Connector PL SEL Framework Connector TL	\$26.40 \$10.50	K K	31% 31%	\$18.22 \$7.25			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	FC-751-1000PL	SEL Framework Connector PL	\$41.85		31%	\$28.88			\$0.00	\$0.00				VARONIS
5	FC-751-1000TL	SEL Framework Connector TL	\$16.80	K	31%	\$11.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-8001-10KPL	SEL Framework Connector PL	\$25.05		31%	\$17.28			\$0.00	\$0.00				VARONIS
5 5	FC-8001-10KTL GDPR-0-50PL	SEL Framework Connector TL SEL GDPR Patterns PL	\$10.05 \$74.63	K K	31% 31%	\$6.93 \$51.49			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	GDPR-0-50TL	SEL GDPR Patterns TL	\$29.85	K	31%	\$20.60			\$0.00	\$0.00				VARONIS
5	GDPR-1001-1500PL	SEL GDPR Patterns PL	\$21.38	K	31%	\$14.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns TL	\$8.55	K	31%	\$5.90			\$0.00	\$0.00				VARONIS
5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$11.25 \$4.50	K K	31% 31%	\$7.76 \$3.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL GDPR Patterns PL	\$40.88	K	31%	\$28.21	\$0.00		\$0.00	\$0.00				VARONIS
5	GDPR-101-250TL	SEL GDPR Patterns TL	\$16.35		31%	\$11.28			\$0.00	\$0.00				VARONIS
5		SEL GDPR Patterns PL	\$13.13		31%	\$9.06			\$0.00	\$0.00				VARONIS
5 5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$5.25 \$19.31	K K	31% 31%	\$3.62 \$13.32			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL GDPR Patterns TL	\$7.73		31%	\$5.33			\$0.00	\$0.00				VARONIS
5	GDPR-150K-PL	SEL GDPR Patterns PL	\$11.06	K	31%	\$7.63			\$0.00	\$0.00				VARONIS
5	GDPR-150K-TL	SEL GDPR Patterns TL	\$4.43	K	31%	\$3.06			\$0.00	\$0.00				VARONIS
5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$18.00 \$7.20	K K	31% 31%	\$12.42 \$4.97			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL GDPR Patterns PL	\$12.38	ĸ	31%	\$8.54			\$0.00	\$0.00				VARONIS
5	GDPR-20K-35KTL	SEL GDPR Patterns TL	\$4.95		31%	\$3.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns PL	\$16.88	K	31%	\$11.65			\$0.00	\$0.00				VARONIS
5 5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$6.75 \$31.13		31% 31%	\$4.66 \$21.48			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	GDPR-251-500TL	SEL GDPR Patterns TL	\$12.45		31%	\$8.59			\$0.00	\$0.00				VARONIS
5	GDPR-35K-50KPL	SEL GDPR Patterns PL	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns TL	\$4.80	K	31%	\$3.31	\$0.00		\$0.00	\$0.00				VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$15.75 \$6.30	K K	31% 31%	\$10.87 \$4.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL GDPR Patterns PL	\$25.13		31%	\$17.34			\$0.00	\$0.00				VARONIS
5	GDPR-501-750TL	SEL GDPR Patterns TL	\$10.05	K	31%	\$6.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL GDPR Patterns PL	\$11.63		31%	\$8.02			\$0.00	\$0.00				VARONIS
5 5	GDPR-50K-100KTL GDPR-51-100PL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$4.65 \$52.13		31% 31%	\$3.21 \$35.97	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	GDPR-51-100TL	SEL GDPR Patterns TL	\$20.85	ĸ	31%	\$14.39			\$0.00	\$0.00				VARONIS
5		SEL GDPR Patterns PL	\$14.63		31%	\$10.09			\$0.00	\$0.00				VARONIS
5		SEL GDPR Patterns TL	\$5.85	K	31%	\$4.04			\$0.00	\$0.00				VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$23.25 \$9.30	K K	31% 31%	\$16.04 \$6.42			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5		SEL GDPR Patterns PL	\$13.88	ĸ	31%	\$9.58			\$0.00	\$0.00				VARONIS
5		SEL GDPR Patterns TL	\$5.55	K	31%	\$3.83			\$0.00	\$0.00				VARONIS
5 5	IDAW-0-500	SEL DAWin+Pb+SS⋑ 1yr 1 user 500band SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500	\$142.00 \$81.00		31% 31%	\$97.98 \$55.89			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	IDAW-1000-2500 IDAW-10K-25K	SEL DAWIN+Pb+SS⋑ Tyr Tuser 1001-2500 SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000	\$52.00	K	31%	\$35.88			\$0.00	\$0.00				VARONIS
5	IDAW-2500-5000	SEL DAWin+Pb+SS⋑ 1yr 1 user 2501-5000	\$69.00	ĸ	31%	\$47.61	\$0.00		\$0.00	\$0.00				VARONIS
5	IDAW-25K-50K	SEL DAWin+Pb+SS&Sup1yr 1user 25001-50000	\$49.00		31%	\$33.81	\$0.00		\$0.00	\$0.00				VARONIS
5 5	IDAW-5000-10K IDAW-500-1000	SEL DAWin+Pb+SS⋑ 1yr 1user 5001-10000 SEL DAWin+Pb+SS⋑ 1yr 1 user 501-1000	\$57.00 \$108.00	K K	31% 31%	\$39.33 \$74.52			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5 5	IDAW-0VER50K	SEL DAWIN+Pb+SS⋑ 1yr 1 user 5001-1000 SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+	\$47.00		31%	\$74.52 \$32.43			\$0.00	\$0.00				VARONIS
5	IDTE-0-500	SEL DTE+SS⋑ 1 yr 1 user 500band	\$59.00	K	31%	\$40.71			\$0.00	\$0.00				VARONIS
5	IDTE-1000-2500	SEL DTE+SS⋑ 1 yr 1 user 1001-2500	\$46.00	K	31%	\$31.74			\$0.00	\$0.00				VARONIS
5 5	IDTE-10K-25K IDTE-2500-5000	SEL DTE+SS⋑ 1 yr 1 user 10001-25000 SEL DTE+SS⋑ 1 yr 1 user 2501-5000	\$31.00 \$40.00	K K	31% 31%	\$21.39 \$27.60			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	IDTE-25K-50K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000	\$30.00	K	31%	\$20.70			\$0.00	\$0.00				VARONIS
5	IDTE-5000-10K	SEL DTE+SS⋑ 1 yr 1 user 5001-10000	\$34.00	K	31%	\$23.46			\$0.00	\$0.00				VARONIS
5	IDTE-500-1000	SEL DTE+SS⋑ 1 yr 1 user 501-1000	\$56.00	K	31%	\$38.64			\$0.00	\$0.00				VARONIS
5 5	IDTE-OVER50K IVSB-0-500	SEL DTE+SS⋑ 1 yr 1 user 50000+ SEL SecBun+SS⋑ 1yr 1 user 500band	\$29.00 \$282.00		31% 31%	\$20.01 \$194.58			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	IVSB-1000-2500	SEL SecBun+SS⋑ 1yr 1 user 1001-2500	\$187.00		31%	\$129.03			\$0.00	\$0.00				VARONIS
5	IVSB-10K-25K	SEL SecBun+SS⋑ 1yr 1 user 10001-25000	\$125.00		31%	\$86.25			\$0.00	\$0.00				VARONIS
5	IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$164.00		31%	\$113.16			\$0.00	\$0.00				VARONIS
5	IVSB-25K-50K IVSB-5000-10K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000 SEL SecBun+SS⋑ 1yr 1 user 5001-10000	\$118.00 \$138.00		31% 31%	\$81.42 \$95.22			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 501-1000	\$241.00		31%	\$166.29			\$0.00	\$0.00				VARONIS
5	IVSB-OVER50K	SEL SecBun+SS⋑ 1yr 1 user 50001+	\$113.00		31%	\$77.97	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-0-50PL	SEL DatAdvantage - SPOL & OD Lite PL	\$223.95		31%	\$154.53			\$0.00					VARONIS
5 5	OSL-0-50TL OSL-1001-1500PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$89.55 \$64.20		31% 31%	\$61.79 \$44.30			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-1001-1500FL	SEL DatAdvantage - SPOL & OD Lite FL SEL DatAdvantage - SPOL & OD Lite TL	\$25.65		31%	\$44.30 \$17.70			\$0.00	\$0.00				VARONIS
5	OSL-100K-150KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$33.75	K	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-100K-150KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$13.50		31%	\$9.32			\$0.00	\$0.00				VARONIS
5 5	OSL-101-250PL OSL-101-250TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$122.70 \$49.05		31% 31%	\$84.66 \$33.84			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-10K-20KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$39.45		31%	\$33.64 \$27.22			\$0.00	\$0.00				VARONIS
5	OSL-10K-20KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$15.75	K	31%	\$10.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-1501-2000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$57.90		31%	\$39.95			\$0.00	\$0.00				VARONIS
5 5	OSL-1501-2000TL OSL-150K-PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$23.25 \$33.15		31% 31%	\$16.04 \$22.87			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-150K-TL	SEL DatAdvantage - SPOL & OD Lite TL	\$13.35		31%	\$9.21			\$0.00	\$0.00				VARONIS

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	OSL-2001-2500PL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$54.00 \$21.60	K	31%	\$37.26 \$14.90			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-2001-2500TL OSL-20K-35KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$37.20	K K	31% 31%	\$25.67			\$0.00	\$0.00				O 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	\$0.00	VARONIS
5 5	OSL-2501-4000PL OSL-2501-4000TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$50.70 \$20.25	K K	31% 31%	\$34.98 \$13.97			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	OSL-2501-40001L OSL-251-500PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$20.25 \$93.45	K	31%	\$13.97 \$64.48			\$0.00	\$0.00				O VARONIS
5	OSL-251-500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$37.35	K	31%	\$25.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	OSL-35K-50KPL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$36.00 \$14.40	K K	31% 31%	\$24.84			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	OSL-35K-50KTL OSL-4001-6000PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$14.40 \$47.25	K	31%	\$9.94 \$32.60			\$0.00	\$0.00				O 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	\$0.00	VARONIS
5	OSL-501-750PL OSL-501-750TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$75.45 \$30.15	K K	31% 31%	\$52.06 \$20.80			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	OSL-50K-100KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$34.95	K	31%	\$20.00			\$0.00	\$0.00				O 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	\$0.00	VARONIS
5 5	OSL-51-100PL OSL-51-100TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$156.45 \$62.55	K K	31% 31%	\$107.95 \$43.16			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	OSL-6001-8000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$43.95	K	31%	\$30.33			\$0.00	\$0.00				VARONIS
5	OSL-6001-8000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$17.55	K	31%	\$12.11			\$0.00	\$0.00				VARONIS
5 5	OSL-751-1000PL OSL-751-1000TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$69.75 \$27.90	K K	31% 31%	\$48.13 \$19.25			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	OSL-8001-10KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$41.70	ĸ	31%	\$28.77			\$0.00	\$0.00				VARONIS
5	OSL-8001-10KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$16.65	K	31%	\$11.49			\$0.00	\$0.00				VARONIS
5 5	PE-PL PE-TL	SEL Production Environment Add-on PL SEL Production Environment Add-on TL	\$15,000.00 \$6,000.00	K K	31% 31%	\$10,350.00 \$4,140.00			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-0-50PL	SEL DatAdvantage - SPOL Lite PL	\$149.25	K	31%	\$102.98			\$0.00	\$0.00				VARONIS
5	SOL-0-50TL	SEL DatAdvantage - SPOL Lite TL	\$59.70	K	31%	\$41.19			\$0.00	\$0.00				VARONIS
5 5	SOL-1001-1500PL SOL-1001-1500TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$42.75 \$17.10	K K	31% 31%	\$29.50 \$11.80			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-100K-150KPL	SEL DatAdvantage - SPOL Lite PL	\$22.50	K	31%	\$15.53			\$0.00	\$0.00				VARONIS
5	SOL-100K-150KTL	SEL DatAdvantage - SPOL Lite TL	\$9.00	K	31%	\$6.21			\$0.00	\$0.00				VARONIS
5 5	SOL-101-250PL SOL-101-250TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-10K-20KPL	SEL DatAdvantage - SPOL Lite PL	\$26.25	K	31%	\$18.11			\$0.00	\$0.00				VARONIS
5	SOL-10K-20KTL	SEL DatAdvantage - SPOL Lite TL	\$10.50	K	31%	\$7.25			\$0.00	\$0.00				VARONIS
5 5	SOL-1501-2000PL SOL-1501-2000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$38.70 \$15.45	K K	31% 31%	\$26.70 \$10.66			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-150K-PL	SEL DatAdvantage - SPOL Lite PL	\$22.20	K	31%	\$15.32			\$0.00	\$0.00				VARONIS
5	SOL-150K-TL	SEL DatAdvantage - SPOL Lite TL	\$8.85	K	31%	\$6.11			\$0.00	\$0.00				VARONIS
5 5	SOL-2001-2500PL SOL-2001-2500TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$36.00 \$14.40	K K	31% 31%	\$24.84 \$9.94			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-20K-35KPL	SEL DatAdvantage - SPOL Lite PL	\$24.75	ĸ	31%	\$17.08			\$0.00	\$0.00				VARONIS
5	SOL-20K-35KTL	SEL DatAdvantage - SPOL Lite TL	\$9.90	K	31%	\$6.83			\$0.00	\$0.00				VARONIS
5 5	SOL-2501-4000PL SOL-2501-4000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$33.75 \$13.50	K K	31% 31%	\$23.29 \$9.32			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-251-500PL	SEL DatAdvantage - SPOL Lite PL	\$62.25	ĸ	31%	\$42.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5	SOL-251-500TL	SEL DatAdvantage - SPOL Lite TL	\$24.90	K	31%	\$17.18			\$0.00	\$0.00				VARONIS
5 5	SOL-35K-50KPL SOL-35K-50KTL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-4001-6000PL	SEL DatAdvantage - SPOL Lite PL	\$31.50	K	31%	\$21.74		\$0.00	\$0.00	\$0.00	\$0.00			VARONIS
5 5	SOL-4001-6000TL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$12.60	K K	31%	\$8.69 \$34.67			\$0.00	\$0.00 \$0.00				VARONIS
5	SOL-501-750PL SOL-501-750TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$50.25 \$20.10	K	31% 31%	\$34.67 \$13.87			\$0.00 \$0.00	\$0.00) VARONIS) VARONIS
5	SOL-50K-100KPL	SEL DatAdvantage - SPOL Lite PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-50K-100KTL SOL-51-100PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$9.30 \$104.25	K K	31% 31%	\$6.42 \$71.93			\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	SOL-51-100PL SOL-51-100TL	SEL DatAdvantage - SPOL Life PL SEL DatAdvantage - SPOL Life TL	\$104.25 \$41.70	K	31%	\$71.93 \$28.77			\$0.00	\$0.00) 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	\$0.00	VARONIS
5 5	SOL-6001-8000TL SOL-751-1000PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	SOL-751-1000FL SOL-751-1000TL	SEL DatAdvantage - SPOL Lite TL	\$18.60	K	31%	\$12.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			VARONIS VARONIS
5	SOL-8001-10KPL	SEL DatAdvantage - SPOL Lite PL	\$27.75	K	31%	\$19.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SOL-8001-10KTL TE-PL	SEL DatAdvantage - SPOL Lite TL SEL Test Environment Add-on PL	\$11.10 \$15,000.00	K K	31% 31%	\$7.66 \$10,350.00			\$0.00 \$0.00	\$0.00 \$0.00) VARONIS) VARONIS
5	TE-TL	SEL Test Environment Add-on TL	\$6,000.00	K	31%	\$4,140.00			\$0.00	\$0.00	\$0.00			VARONIS
5	VARONIS-30DAY	SEL VRNS 30DAY FREETRIAL	\$0.00	K	31%	\$0.00			\$0.00	\$0.00				VARONIS
5 5	100-100198 100-100199	SEL SW VWisdom Server Ent Lic SEL SW VWisdom Server Dept Lic	\$40,000.00 \$21,538.00	K	31% 31%	\$27,600.00 \$14,861.22			\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100206-AA	SEL AS ProbeSW-024 Lic Ann'l	\$258.00	K	31%	\$178.02			\$0.00					O VIRTUAL INSTRUMENTS
5	100-100207-AA	SEL AS ProbeSW-032 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 5	100-100208-AA 100-100209-AA	SEL AS ProbeSW-192 Lic Ann'l SEL AS ProbeSW-256 Lic Ann'l	\$2,123.00 \$2,843.00	K K	31% 31%	\$1,464.87 \$1,961.67			\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100210-AA	SEL AS ProbeSW-236 Lic Ann'l	\$3,729.00	K	31%	\$2,573.01			\$0.00	\$0.00				O VIRTUAL INSTRUMENTS
5	100-100211-AA	SEL AS ProbeSW-384 Lic Ann'I	\$4,246.00	K	31%	\$2,929.74			\$0.00	\$0.00				O VIRTUAL INSTRUMENTS
5 5	100-100212-AA 100-100213	SEL AS ProbeSW-528 Lic Ann'l SEL SW ProbeVM-001 vSphere Lic	\$5,852.00 \$1,523.00	K K	31% 31%	\$4,037.88 \$1,050.87			\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100213-AA	SEL AS vSphere-001 Lic Ann I	\$148.00	K	31%	\$102.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100214-AA	SEL AS ProbeVM-010 Lic Ann'l	\$1,477.00	K	31%	\$1,019.13			\$0.00	\$0.00				O VIRTUAL INSTRUMENTS
5 5	100-100215-AA 100-100216	SEL AS ProbeVM-050 Lic Ann'l SEL SW ProbeVM-100 vSphere Lic	\$7,385.00 \$152,308.00	K K	31% 31%	\$5,095.65 \$105,092.52			\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) 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'l	\$73,846.00	K	31%	\$50,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					NVP I	LEVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	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					VIRTUAL INSTRUMENTS
5 5	100-100278 100-100280	SEL HW PCbl OM3 2F LC-LC 3M SEL HW PCbl OM3 2F LC-LC 5M	\$69.00 \$77.00	K K	31% 31%	\$47.61 \$53.13	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100288	SEL HW TCV-008LFLFLF-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	VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RP Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-100292 100-100293	SEL HW TCV-012MRLFLF-57-OB Cass SEL HW TCV-024MRLFMR-57-OB Cass	\$2,538.00 \$5,077.00	K K	31% 31%	\$1,751.22 \$3,503.13	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-010F TCV TAP Shelf 1U	\$285.00	ĸ	31%	\$196.65	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-100301	SEL HW TPS-010S TCV TAP Shelf 1U	\$192.00	K	31%	\$132.48	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-100346 100-100602	SEL HW ProbeFC8 8G MM SEL SW FC8-0802 2 Link Lic	\$36,923.00 \$21,538.00	K K	31% 31%	\$25,476.87 \$14,861.22	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100602-AA	SEL AS ProbeFC8-0802 Lic Ann'l	\$2,031.00	ĸ	31%	\$1,401.39	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00	K	31%	\$59,446.26	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-100603-AA 100-100617-AA	SEL AS ProbeFC8-0808 Lic Ann'l SEL AS ProbeSWAG-24 Lic Ann'l	\$8,031.00 \$37.00	K K	31% 31%	\$5,541.39 \$25.53	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100617-AA	SEL AS ProbeSWAG-192 Lic Ann'l	\$351.00	K	31%	\$242.19	\$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					VIRTUAL INSTRUMENTS
5 5	100-100837 100-101019	SEL HW ProbeFC8/-HD FRU Pwr Sup SEL HW Mob Rack Cab Probe	\$846.00 \$17,308.00	K K	31% 31%	\$583.74 \$11,942.52	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101019	SEL HW Pwr Cord C19-515 15A 15FT	\$62.00	K	31%	\$11,942.32	\$0.00		\$0.00) VIRTUAL INSTRUMENTS
5	100-101049	SEL HW Pwr Cord C19-520 20A 15FT	\$92.00	K	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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					VIRTUAL INSTRUMENTS
5 5	100-101051 100-101052	SEL HW Pwr Cord C19-615 15A 15FT SEL HW Pwr Cord C13-515 18IN x2	\$85.00 \$11.00	K K	31% 31%	\$58.65 \$7.59	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101052	SEL HW Pwr Cord C13-515 6FT x2	\$17.00	K	31%	\$11.73	\$0.00		\$0.00) VIRTUAL INSTRUMENTS
5	100-101054	SEL HW Pwr Cord C13-C14 6FT x2	\$23.00	K	31%	\$15.87	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2 SEL HW Pwr Cord C13-CEE77 2M x2	\$14.00	K	31%	\$9.66	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101056 100-101057	SEL HW Pwr Cord C13-CEE/7 2M x2 SEL HW Pwr Cord C13-1363 2M x2	\$20.00 \$31.00	K K	31% 31%	\$13.80 \$21.39	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101058	SEL HW Pwr Cord C13-C14 3FT x2	\$17.00	ĸ	31%	\$11.73	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00	K	31%	\$318.78	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101216 100-101228	SEL HW PCbl OM3 2F LC-LC 10M SEL HW PCbl OM3 2F LC-LC 15M	\$100.00 \$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101226	SEL HW ProbeFC8-HD 8G MM	\$52,308.00	K	31%	\$36,092.52	\$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		VIRTUAL INSTRUMENTS
5	100-101309	SEL HW Fiblns CIT Kit Refill	\$2,231.00	K	31%	\$1,539.39	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101310 100-101311	SEL HW FibIns CIT MPO Refill SEL HW TCbI OM3 1F LCLC 2M x2	\$538.00 \$208.00	K K	31% 31%	\$371.22 \$143.52	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbi OM3 12F MPOfLC 2M x2	\$885.00	ĸ	31%	\$610.65	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-101313	SEL HW TCbl OM3 1F LCSC 2M x2	\$208.00	K	31%	\$143.52	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101314 100-101315	SEL HW TCbl OM3 1F LCMU 2M x2 SEL HW TCbl OM3 12F MPOmLC 2M x2	\$231.00 \$885.00	K K	31% 31%	\$159.39 \$610.65	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101318	SEL HW Ship Rack Cab 2 Probe	\$9,231.00	K	31%	\$6,369.39	\$0.00		\$0.00) 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		VIRTUAL INSTRUMENTS
5	100-101322	SEL HW ProbeFC8/-HD FRU Fan	\$577.00	K	31%	\$398.13	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101324 100-101325	SEL HW Rack Shelf 1U 20 SEL HW Rack Shelf 1U 24	\$485.00 \$577.00	K K	31% 31%	\$334.65 \$398.13	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101343	SEL SW FC8HD-0816 16 Link Lic	\$120,000.00	ĸ	31%	\$82,800.00	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5	100-101343-AA	SEL AS ProbeFC8-0816 Lic Ann'l	\$11,077.00	K	31%	\$7,643.13	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101348 100-101566	SEL HW Pwr Cord C19-C14 15A 15FT SEL HW SFP 8GFC 850NM MM HS x16	\$108.00 \$7,308.00	K K	31% 31%	\$74.52 \$5,042.52	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101570	SEL HW Fiblns Cass Refill	\$615.00	K	31%	\$424.35	\$0.00		\$0.00) VIRTUAL INSTRUMENTS
5	100-101571	SEL HW FibIns MPO Cass Refill	\$692.00	K	31%	\$477.48	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-101753	SEL SW VWisdom Srvr Ent DR Lic	\$20,000.00	K K	31% 31%	\$13,800.00	\$0.00 \$0.00		\$0.00 \$0.00					VIRTUAL INSTRUMENTS
5	100-101804 100-101854	SEL HW ProbeFC8-HD48 8G MM SEL HW FibIns CIT Adv Kit	\$147,692.00 \$22,308.00	K	31%	\$101,907.48 \$15,392.52	\$0.00		\$0.00) VIRTUAL INSTRUMENTS) 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		VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102044 100-102045	SEL HW ProbeFC8-HD48 FRU Fan SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$1,115.00 \$923.00	K K	31% 31%	\$769.35 \$636.87	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102046	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	ĸ	31%	\$167,723.13	\$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					VIRTUAL INSTRUMENTS
5	100-102064 100-102065	SEL HW TCV-024MRLFMR-57-EB Cass SEL SW FC8HD48-0824 24 Link Lic	\$5,077.00 \$156,923.00	K K	31% 31%	\$3,503.13 \$108,276.87	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102065-AA	SEL AS ProbeFC8-0824 Lic Ann'l	\$14,677.00	K	31%	\$100,270.07	\$0.00		\$0.00) VIRTUAL INSTRUMENTS
5	100-102069	SEL HW VWisdom Pltfrm Appl 4210	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102070	SEL SW VWisdom Mgmt Ent Ed	\$67,692.00	K	31%	\$46,707.48	\$0.00		\$0.00					VIRTUAL INSTRUMENTS
5 5	100-102071 100-102072	SEL SW VWisdom Mgmt Virt Ed SEL SW VWisdom Mgmt Ent DR Ed	\$36,923.00 \$33,846.00	K	31% 31%	\$25,476.87 \$23,353.74	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102073	SEL HW PA 4210 FRU Pwr Sup	\$538.00	ĸ	31%	\$371.22	\$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	VIRTUAL INSTRUMENTS
5 5	100-102075 100-102076	SEL HW PA 4210 FRU Sys Drv 80GB SEL HW PA 4210 Shllw Mnt Kit	\$385.00 \$115.00	K K	31% 31%	\$265.65 \$79.35	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102076	SEL HW PA 4210 Shilw Mnt Kit SEL HW PA 4210 FRU Bezel/Keys	\$115.00 \$69.00	K K	31% 31%	\$79.35 \$47.61	\$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) 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					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% 31%	\$212.52 \$785.22	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102267 100-102267-AA	SEL AS ProbeSW-010 Lic Ann'l	\$1,136.00	ĸ	31%	\$765.22 \$76.59	\$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	SEL AS ProbeSW-100 Lic Ann'l SEL SW ProbeSWAG-010 Port Lic	\$1,108.00	K K	31%	\$764.52	\$0.00 \$0.00		\$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102269 100-102269-AA	SEL SW ProbeSWAG-010 Port Lic SEL AS ProbeSWAG-010 Lic Ann'l	\$569.00 \$18.00	K K	31% 31%	\$392.61 \$12.42	\$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
•			Ų.J.00			Ψ.L.72	\$3.00	φυ.υυ	\$0.00	\$3.00	ψ0.00	Ψ0.00	ψ3.00	

					NVP I	EVEL 1			NVP MAINTENANG	CE AND WARRANT	Y UPGRADE PRICE			1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102270	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00	К	31%	\$3,927.48	\$0.00	\$0.00		\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102270-AA 100-102271	SEL AS ProbeSWAG-100 Lic Ann'l SEL SW ProbeNTAP-001 Node Lic	\$185.00 \$1,769.00		31% 31%	\$127.65 \$1,220.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102271 100-102271-AA	SEL AS ProbeNTAP-001 Lic Ann'l	\$166.00		31%	\$1,220.01	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102272	SEL SW ProbeNTAP-100 Node Lic	\$176,923.00	K	31%	\$122,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102272-AA 100-102301	SEL AS ProbeNTAP-100 Lic Ann'l SEL HW PA 4210 Std Mnt Kit	\$16,615.00 \$115.00		31% 31%	\$11,464.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102301	SEL HW TCV Blank Plate Kit x3	\$38.00		31%	\$79.35 \$26.22	\$0.00		\$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) 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 Shilly Mnt Kit	\$115.00		31% 31%	\$79.35	\$0.00 \$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102456 100-102457	SEL HW ProbeFC8/All Std Mnt Kit SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00 \$115.00		31% 31%	\$79.35 \$79.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102458	SEL HW PA-4210 Rk Adpt 2U35	\$115.00		31%	\$79.35	\$0.00		\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102490	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00		31%	\$1,273.74	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102491 100-102500	SEL HW TCV-012LRLFLF-58-RP Cass SEL HW TCV-012LRLFLF-97-RP Cass	\$2,769.00 \$2,169.00	K	31% 31%	\$1,910.61 \$1,496.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00	ĸ	31%	\$2,123.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102580	SEL HW SFP 4-Link Kit 8G SM SR	\$4,308.00		31%	\$2,972.52	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102581 100-102581-AA	SEL SW Link Lic 8G 4-Link Kit SEL AS LnkLic 8G 4Lnk Kit Ann'l	\$24,615.00 \$2,215.00		31% 31%	\$16,984.35 \$1,528.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102582	SEL SW Link Lic 8G Full FC8-HD48	\$203,077.00		31%	\$140,123.13	\$0.00		\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102582-AA	SEL AS LnkLic 8G FC8-HD48 Ann'l	\$23,077.00		31%	\$15,923.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102583 100-102583-AA	SEL SW Link Lic 8G Full FC16G24 SEL AS LnkLic 8G FC16G24 Ann'l	\$100,000.00 \$13,292.00		31% 31%	\$69,000.00 \$9,171.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102584	SEL SW Link Lic 8G Full FC8-HD	\$86,154.00		31%	\$59,446.26	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102584-AA	SEL AS LnkLic 8G FC8-HD Ann'I	\$8,862.00	K	31%	\$6,114.78	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102595 100-102595-AA	SEL SW Link Lic 16G 4-Link Kit SEL AS Link lic 16G 41 nk Kit Ann'l	\$36,923.00		31% 31%	\$25,476.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102595-AA	SEL SW Link Lic 16G FullFC16G24	\$2,954.00 \$138,462.00		31%	\$2,038.26 \$95,538.78	\$0.00		\$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102596-AA	SEL AS LnkLic 16G FC16G24 Ann'l	\$17,723.00		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 16G MM UHS	\$6,154.00		31% 31%	\$4,246.26	\$0.00 \$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102615 100-102618	SEL HW SFP 4-Link Kit 16G SM SR SEL HW SFP 16GFC 1310NM SM LR	\$7,385.00 \$922.00		31%	\$5,095.65 \$636.18	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102624	SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$88.00		31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00		31%	\$63.48	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102626 100-102627	SEL Opt patch cable 50um OM4 MM LC-LC 5M SEL Opt patch cable 50um OM4 MM LCLC 10M			31% 31%	\$70.38 \$89.01	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic	\$754.00		31%	\$520.26	\$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				VIRTUAL INSTRUMENTS
5 5	100-102646 100-102646-AA	SEL SW ProbeVM-100 HyperV Lic SEL AS ProbeVM-100 Hyper-V Ann'l	\$75,385.00 \$7,385.00		31% 31%	\$52,015.65 \$5,095.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102647	SEL SW ProbeVM-001 PowerVM Lic	\$762.00		31%	\$525.78	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102647-AA	SEL AS ProbeVM-001 PowerVM Ann'I	\$74.00	K	31%	\$51.06	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102648 100-102648-AA	SEL SW ProbeVM-100 PowerVM Lic SEL AS ProbeVM-100 PowerVM Ann'l	\$76,154.00 \$7,385.00		31% 31%	\$52,546.26 \$5,095.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102697	SEL HW ProbeFC-16G-12 Chass	\$40,000.00		31%	\$27,600.00	\$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	VIRTUAL INSTRUMENTS
5 5	100-102700 100-102701	SEL CABLE OM4 MM MTP MALE - LC B SEL CABLE OM4 MM MTP FEMALE2M12F	\$392.00 \$374.00		31% 31%	\$270.48 \$258.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS
5	100-102701	SEL CABLE ON WITH MALE 2M12F	\$263.00		31%	\$181.47	\$0.00		\$0.00	\$0.00) VIRTUAL INSTRUMENTS) 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 PCbl OM4 12F MTPmLC 3M	\$471.00		31% 31%	\$324.99	\$0.00 \$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102740 100-102741	SEL HW PCbl OM4 12F MTPfLC 3M SEL HW PCbl OM4 12F MTPmLC 5M	\$449.00 \$523.00		31%	\$309.81 \$360.87	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102742	SEL HW PCbl OM4 12F MTPfLC 5M	\$497.00		31%	\$342.93	\$0.00	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102743	SEL HW PCbl OM4 12F MTPmLC 10M	\$649.00		31%	\$447.81	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102744 100-102745	SEL HW PCbl OM4 12F MTPfLC 10M SEL HW PCbl OS2 SM 12F MTPmLC 3M	\$623.00 \$309.00		31% 31%	\$429.87 \$213.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbl OS2 SM 12F MTPfLC 3M	\$283.00		31%	\$195.27	\$0.00	\$0.00	\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102747	SEL HW PCbl OS2 SM 12F MTPmLC 5M	\$318.00		31%	\$219.42	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102748 100-102749	SEL HW PCbl OS2 SM 12F MTPfLC 5M SEL HW PCbl OS2 SM 12F MTPmLC10M	\$298.00 \$351.00		31% 31%	\$205.62 \$242.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102743	SEL HW PCbi OS2 SM 12F MTPfLC10M	\$329.00		31%	\$227.01	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00		31%	\$1,627.02	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102752 100-102753	SEL HW TCV-012MRLFLF-97-OB Cass SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00 \$3,448.00		31% 31%	\$2,379.12 \$2,379.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00		31%	\$4,756.86	\$0.00		\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102755	SEL HW TCV-024MRLFMR-97-EB Cass	\$6,894.00		31%	\$4,756.86	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102791	SEL SW Link Lic NAS 10G 1Active	\$6,923.00 \$738.00		31% 31%	\$4,776.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102791-AA 100-102792	SEL AS LnkLic 10G 1Lnk Actv Annl SEL SW Link Lic NAS 10G 1Passive	\$738.00 \$1,846.00		31% 31%	\$509.22 \$1,273.74	\$0.00 \$0.00			\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102792-AA	SEL AS LnkLic 10G 1Lnk Pasv Annl	\$92.00	K	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102793	SEL SW Link Lic 10G FullNAS10G16	\$93,846.00		31%	\$64,753.74	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102793-AA 100-102794	SEL AS LnkLic 10G NAS10G16 Ann'l SEL SW Target Lic 10G 4-Tgt Kit	\$9,231.00 \$9,231.00		31% 31%	\$6,369.39 \$6,369.39	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102794-AA	SEL AS TgtLic 10G 4Tgt Kit Ann'l	\$923.00		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 10G 4-Link Kit	\$36,923.00		31%	\$25,476.87	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102795-AA 100-102796	SEL AS LnkLic 10G 4Lnk Kit Ann'l SEL SW LinkLic 10G FullFCoE10G24	\$3,692.00 \$152,308.00		31% 31%	\$2,547.48 \$105,092.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102796-AA	SEL AS LnkLic 10G FCoE10G24 Annl	\$15,231.00		31%	\$10,509.39	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5	100-102797	SEL SW Link Lic 8G 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 100-102798	SEL AS LnkLic 8G FC16G12 Ann'l SEL SW Link Lic 16G Full FC16G12	\$6,000.00 \$92,308.00		31% 31%	\$4,140.00 \$63,692.52	\$0.00 \$0.00			\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
3	100-102/30	OLL OV LINK LIC 1001 UII I C10012	φ32,300.00	IX.	3170	φυσ,υθ2.02	φυ.υι	, \$0.00	φ0.00	\$0.00	φ0.00	φ0.00	φυ.υυ	VILLIONE INSTITUTION

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	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		31%	\$6,369.39	\$0.00	\$0.00			\$0.00			VIRTUAL INSTRUMENTS
5	100-102799	SEL HW ProbeFCoE-10G-24 Chass SEL HW VWisdom Pltfrm Appl 4220	\$76,923.00		31%	\$53,076.87	\$0.00							VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103010 100-103077	SEL SW ProbeSDS-001 Server Lic	\$60,000.00 \$2,769.00		31% 31%	\$41,400.00 \$1,910.61	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5	100-103077-AA	SEL AS ProbeSDS-001 Server Lic	\$295.00		31%	\$203.55	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-103078	SEL SW ProbeNetFlow-100 Endpoint Lic	\$3,692.00		31%	\$2,547.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103078-AA	SEL AS ProbeNetFlow-100 Endpoint Lic	\$443.00		31%	\$305.67	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200000	SEL-HW LDX-E PItfmAppl LDX-E1000	\$60,000.00		31%	\$41,400.00	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200003 200-200006	SEL-HW LDX LoadGenAppl LDX-5108S SEL-HW LDX LoadGenAppl LDX-6204	\$227,885.00 \$136,731.00		31% 31%	\$157,240.65 \$94,344.39	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200007	SEL-HW LDX LoadGenAppl LDX-6208	\$227,885.00		31%	\$157,240.65	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200011	SEL-HW LDX LoadGenAppl LDX-U1044	\$273,462.00		31%	\$188,688.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200014	SEL-HW LDXE+LoadGnAppl LDX-E1040	\$190,577.00	K	31%	\$131,498.13	\$0.00			\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	200-200015	SEL-HW LDXE+LoadGnAppl LDX-E1004	\$190,577.00		31%	\$131,498.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200025 200-200069	SEL-SW Virt LDX-E1000V-10TB-VW SEL-SW LG CInt FCS FCS-FCI1-4	\$29,231.00 \$60,577.00		31% 31%	\$20,169.39 \$41,798.13	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200009	SEL-SW LG CITT PC3 PC3-PC11-4 SEL-SW LG CITT PC3 PC3-PC11-4	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200071	SEL-SW LG CInt CIFS SMB-10GC1-4	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200072	SEL-SW LG CInt SMB2 SMB-10GC2-4	\$60,577.00	K	31%	\$41,798.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200073	SEL-SW LG CInt SMB3 SMB-10GC3-4	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200074	SEL-SW LG Clnt NFSv2 NFS-10GC2-4	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200075 200-200076	SEL-SW LG CInt NFSv3 NFS-10GC3-4 SEL-SW LG CInt NFSv4NFS-10GC4-4	\$60,577.00 \$60,577.00		31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200077	SEL-SW LG CINT N SV4N 3-10GC444 SEL-SW LG CINTNFS41 NFS-10GC41-4	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200078	SEL-SW LG CInt HTTP HCS-10GC1-4	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200079	SEL-SW LG CInt HTPS HCSS-10GC1-4	\$17,308.00		31%	\$11,942.52	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200080	SEL-SW LG Clnt Swt OSSWT-10GC1-4	\$17,308.00		31%	\$11,942.52	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200081 200-200084	SEL-SW LG CInt S3 AMZS3-10GC1-4 SEL-SW LG CInt Kerb KER-10GC1-4	\$17,308.00 \$17,308.00		31% 31%	\$11,942.52 \$11,942.52	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200084	SEL-SW LG CIRL KERD KER-10GC 1-4 SEL-SW LG Srvr CIFS SMB-10GS1-4	\$42,692.00		31%	\$11,942.52 \$29,457.48	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200086	SEL-SW LG Srvr SMB2 SMB-10GS2-4	\$42,692.00		31%	\$29,457.48	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200087	SEL-SW LG Srvr SMB3 SMB-10GS3-4	\$42,692.00		31%	\$29,457.48	\$0.00			\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	200-200089	SEL-SW LG CInt IPv6 IPV6-10GC1-4	\$138,462.00		31%	\$95,538.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200090	SEL-SW LG CInt FCS FCS-FCI1-8	\$100,962.00		31%	\$69,663.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200091 200-200092	SEL-SW LG CInt ISCSI ISC-10GC1-8 SEL-SW LG CInt CIFS SMB-10GC1-8	\$100,962.00 \$100,962.00		31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200092	SEL-SW LG CINT CIT 3 3MB-10GC1-0 SEL-SW LG CINT SMB2 SMB-10GC2-8	\$100,962.00		31%	\$69,663.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200094	SEL-SW LG CInt SMB3 SMB-10GC3-8	\$100,962.00		31%	\$69,663.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200095	SEL-SW LG Clnt NFSv2 NFS-10GC2-8	\$100,962.00		31%	\$69,663.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200096	SEL-SW LG Clnt NFSv3 NFS-10GC3-8	\$100,962.00		31%	\$69,663.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200097 200-200098	SEL-SW LG CInt NFSv4 NFS-10GC4-8 SEL-SW LG CIntNFS41 NFS-10GC41-8	\$100,962.00 \$100,962.00		31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200099	SEL-SW LG CITILITES 1 NF3-10GC41-6 SEL-SW LG CINT HTTP HCS-10GC1-8	\$100,962.00		31%	\$69,663.78	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200100	SEL-SW LG CInt HTPS HCSS-10GC1-8	\$28,846.00		31%	\$19,903.74	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200101	SEL-SW LG Clnt Swt OSSWT-10GC1-8	\$28,846.00	K	31%	\$19,903.74	\$0.00			\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	200-200102	SEL-SW LG CInt S3 AMZS3-10GC1-8	\$28,846.00		31%	\$19,903.74	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200105	SEL-SW LG CInt Kerb KER-10GC1-8	\$28,846.00		31% 31%	\$19,903.74	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200106 200-200107	SEL-SW LG Srvr CIFS SMB-10GS1-8 SEL-SW LG Srvr SMB2 SMB-10GS2-8	\$71,154.00 \$71,154.00		31%	\$49,096.26 \$49,096.26	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200107	SEL-SW LG Srvr SMB3 SMB-10GS3-8	\$71,154.00		31%	\$49,096.26	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200110	SEL-SW LG CInt IPv6 IPV6-10GC1-8	\$230,769.00		31%	\$159,230.61	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200111	SEL-SW LDX-E Mgmt 2P LDXE-APP02	\$40,385.00		31%	\$27,865.65	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200112	SEL-SW LDX-E Mgmt 4P LDXE-APP04	\$60,577.00		31%	\$41,798.13	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200113 200-200302	SEL-SW LDX-E Mgmt 8P LDXE-APP08 SEL-HW LDX LoadGenAppl LDX-5104	\$100,962.00 \$136,731.00		31% 31%	\$69,663.78 \$94,344.39	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200302	SEL-HW LDX LoadGenA LDX-6204-32G	\$329,008.00		31%	\$227,015.52	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200312	SEL-SW LG Srvr NFSv3 NFS-10GS3-4	\$42,692.00		31%	\$29,457.48	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200313	SEL-SW LG Srvr NFSv3 NFS-10GS3-8	\$71,154.00		31%	\$49,096.26	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200324	SEL-SW LG Srvr HTTP HTTP-10GS3-4	\$42,692.00		31%	\$29,457.48	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	200-200325 200-200398	SEL-SW LG Srvr HTTP HTTP-10GS3-8 SEL-SW LG Cint FCS FCS-FCI2-4	\$71,154.00 \$151,442.00		31% 31%	\$49,096.26 \$104,494.98	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200330	SEL-HW LDX LoadGenAppl LDX-7104	\$329,008.00		31%	\$227,015.52	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200430	SEL-SW LG CInt iSCSI ISC-40GC1-4	\$145,769.00		31%	\$100,580.61	\$0.00			\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5	200-200432	SEL-SW LG CInt SMB2 SMB-40GC2-4	\$145,769.00		31%	\$100,580.61	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200433	SEL-SW LG Clnt SMB3 SMB-40GC3-4	\$145,769.00		31%	\$100,580.61	\$0.00			\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	200-200435 200-200437	SEL-SW LG CInt NFSv3 NFS-40GC3-4 SEL-SW LG CInt NFSv4 NFS-40GC4-4	\$145,769.00 \$145,769.00		31% 31%	\$100,580.61 \$100,580.61	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200437	SEL-SW LG Clift NFS41 NFS-40GC4-4 SEL-SW LG Clnt NFS41 NFS-40GC41-	\$145,769.00		31%	\$100,580.61	\$0.00			\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200439	SEL-SW LG CINT NT 341 NT 3-40GC41- SEL-SW LG CINT HTTP HCS-40GC1-4	\$145,769.00		31%	\$100,580.61	\$0.00			\$0.00	\$0.00	\$0.00		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	VIRTUAL INSTRUMENTS
5	200-200441	SEL-SW LG CInt Swt OSSWT-40GC1-4	\$41,646.00		31%	\$28,735.74	\$0.00							VIRTUAL INSTRUMENTS
5	200-200442	SEL-SW LG Clot Korb KEB 400C1.4	\$41,646.00		31%	\$28,735.74	\$0.00							VIRTUAL INSTRUMENTS
5 5	200-200445 200-200450	SEL-SW LG CInt Kerb KER-40GC1-4 SEL-SW LG CInt IPv6 IPV6-40GC1-4	\$41,646.00 \$333,169.00		31% 31%	\$28,735.74 \$229,886.61	\$0.00 \$0.00							VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	1433-LIC	SEL 1433-LIC VF-DD2-25VM-F	\$20,625.00		31%	\$14,231.25	\$0.00							VMWARE
5	AADENC100UC	SEL AV-ADV-ENTC100-UG-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AADENC100UC-I	SEL AV-ADV-ENTC100-UG-C)	\$3,448.50		31%	\$2,379.47	\$0.00							VMWARE
5	AADENC100UC-K	SEL AV-ADV-ENTC100-UG-C)	\$3,535.86		31%	\$2,439.74	\$0.00							VMWARE
5 5	AADENT100UC AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C) SEL AV-ADV-ENTN100-UG-C)	\$2,200.00 \$2,299.00		31% 31%	\$1,518.00 \$1,586.31	\$0.00 \$0.00							VMWARE VMWARE
5	AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C) SEL AV-ADV-ENTN100-UG-C)	\$2,299.00 \$2,355.96		31%	\$1,586.31	\$0.00							VMWARE
5	AADENT10UC	SEL AV-ADV-ENTC10-UG-C)	\$330.00		31%	\$227.70	\$0.00							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	\$0.00	VMWARE

Mail						NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			1
A MATERIAL Section Company C	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM	WIT UPG BASIC	RENEWAL	THIRD PARTY PRODUCT PARTNER
A Controlled Section (Controlled Controlled Contr															
A STATEMENT ST															
A MINISTRATE SELECT CONTROL C. 100	-														
A STATISTICAL SEA AND COLOMO 100	-														
A CONTINUES CO	-														
A CAMPANICA C. S. A. CAMPANICA C. S. A. CAMPANICA C. S. A. CAMPANICA C.	-														
A CONTINUE CONTINU	-														
S. MATTON COLUMN STATE OF THE STATE STAT	-														
A PATRICULAR SALE	-														
A PATRIMENT OF A PA	-														
2	5		SEL AV-STD-ADVN100-UG-C)		K	31%			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
2 ARTINICATION SECURITY SEC	-														
1	-														
S ASTERNINGUE SEL VOTE DETINIQUES) 56000 K 2 31% \$4.5500 S 200 S	-														
STATISTICATION STAT	5														
Teach	-														
STATEMPHORE	-														
STATEMPRICE	-														
STATISTICOLIC SEA ANAPOTE COLOR 1000	-														
S. ARTENTIOLIC St. ALACTIC COLLEG \$1.044.52 \$1.0000 \$1.0	-														
STATISTICALICAL STATISTICAL STATISTICA	-														
\$ AMPRICIACL SEA, AMAPRICIACL SEA, AMAPR	5														
\$ AMPONING \$1,000 \$10,	-														
5 AVAPORTIC SEL	-														
5 AVAPWINDOC SELAVAPON-DOC J \$1000 X 3100 X 3100 X 300	-														
5 A/APPNINCO SELA-APPNINCO SEL	5	AVADVC10C-I	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	\$0.00	VMWARE
5 AVENTWOOL SE. AVENTWOOL \$10,4000 K 31% \$72,70.73 \$0.00	-														
5 AVADMINIOCK SELAVADNINGC; SE	-														
5 AVADITICAL SELAVADNICAL SELAV	-														
AMENING SEL AVERTICO SEL AVERT	-														
APENTCHOOL SELANENT-GROC	-														
APENTCHOCK SELANENT-GROC \$18,8100 K 31% \$12,778.00 \$0.00	-														
AVENTICIC SELAVENT-10-C)	5		SEL AV-ENTC-100-C)			31%			\$0.00	\$0.00	\$0.00	\$0.00			
AVENTICID-C SEL AVENTICID-C \$1,808.00 K 31% \$1,297.89 \$0.00	-														
AVENITICICAL SELAVENT-10-C) \$12,000 K 31% \$1,226.07 \$0.00 \$0.0	-														
5 AVENTINIOC. SELA/ENTINIOC. \$12,540.00 K 31% \$8,652.60 \$0.00	-														
AVENTINIOC SEL AVENTINIOC \$1,283.28 K 31% \$8,854.86 \$0.00 \$0.0	-														
5 AVENTINIC SEL AVENTIN-ID-C 51,200 00 K 31% \$828.00 \$0.00 \$	-														
5 AVENTINICC. SEL AVENTH-ID-C \$1,254.00 K 31% \$885.26 \$0.00 \$0	-														
5 AVSTIC-100C SEL AV-STDC-100-C) \$9,000.00 K 31% \$0,210.00 \$	5					31%	\$865.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 AVSTDC100C-L SELAV-STDC-10-C) \$3,405.00 K 31% \$6,489.45 \$0.00 \$0	-														
5 AVSTDC10CK SEL AVSTDC10CC) \$9,615.38 K 31% \$6,634.61 \$0.00	-														
5 AVSTDC10C-L SEL AVSTDC-10-C) S940.50 K 31% S648.95 S0.00 S	-														
5 AVSTDC10C-K 5 AVSTDC10C-K 5 EL AV-STDC-10C-C) 5 AVSTDC110C-K 5 EL AV-STDC-110C-C) 5 AVSTDC110C-C 5 AVSTDC110C-C 5 EL AV-STDC-110C-C 5 EL AV-STDC	-														
5 AVSTINNIOC SEL AVSTINN-100-C) \$6,00.00 K 31% \$4.140.00 \$0.	-														
5 AVSTINHOOC-I SEL AV-STIN-HOC-C) \$6,270.00 K 31% \$4,326.30 \$0.00	-														
5 AVSTDN10C SEL AV-STDN-10-C) \$627.00 K 31% \$414.00 \$0	5					31%			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 AVSTDN10C-I SEL AV-STDN-10-C) \$627.00 K 31% \$432.83 \$0.00	-														
5 AVSTDN10C-K SEL AV-STDN-10C-C) \$434.20 K 31% \$443.81 \$0.00	-														
5 CA6DEVKC-I SEL CA6-DEVK-C-) \$22,400.00 K 31% \$16,146.00 \$0.00<	-														
5 CA6DEVK/CK SEL CA6-DEVK/C) \$22,486.98 K 31% \$15,516.02 \$0.00 </td <td>-</td> <td></td>	-														
\$ CL17ADVC \$EL CL17-ADV-C) \$7,095.00 K 31% \$5,516.55 \$0.00 \$	5														
5 CL17ADVC-I SEL CL17-ADV-C) \$9,354.15 K 31% \$6,454.36 \$0.00	5														
5 CL17ENTADVUGC SEL CL17-ENT-ADV-UG-C) \$6,925.00 K 31% \$4,778.25 \$0.00 \$	5														
5 CL17ENTADVUGC-I SEL CL17-ENT-ADV-UG-C) \$8,102.25 K 31% \$5,590.55 \$0.00															
5 CL17ENTADVUGC-K SEL CL17-ENT-ADV-LIG-C) \$7,776.59 K 31% \$5,365.85 \$0.00 \$0.0	-														
5 CL17ENTC SEL CL17-ENT-C) \$9,495.00 K 31% \$6,551.55 \$0.00 \$	-														
5 CL17ENTC-K SEL CL17-ENT-C) \$10,688.02 K 31% \$7,374.73 \$0.00 \$0.0	-	CL17ENTC	SEL CL17-ENT-C)	\$9,495.00	K	31%	\$6,551.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 CL17ENTENTUGC SEL CL17-ENT-ENT-UG-C) \$8,425.00 K 31% \$5,813.25 \$0.00 \$	-														
5 CL17ENTENTUGC-I SEL CL17-ENT-ENT-UG-C) \$9,857.25 K 31% \$6,801.50 \$0.00	-														
5 CL17ENTENTUGC-K SEL CL17-ENT-STD-UG-C) \$9,462.15 K 31% \$6,528.88 \$0.00	-														
5 CL17ENTSTDUGC-I SEL CL17-ENT-STD-UG-C) \$5,177.25 K 31% \$3,572.30 \$0.0	-	CL17ENTENTUGC-K	(SEL CL17-ENT-ENT-UG-C)	\$9,462.15	K	31%	\$6,528.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 CL17ENTSTDUGC-K SEL CL17-ENT-STD-UG-C) \$4,976.25 K 31% \$3,433.61 \$0.00 \$0.0	-														
	-														
	5														

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	<u> </u>]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CL17EPAVUGC-I	SEL CL17-EPL-ADV-UG-C)	\$7,306.65		31%	\$5,041.59			\$0.00	\$0.00				VMWARE
5 5	CL17EPAVUGC-K CL17EPLENTUGC	SEL CL17-EPL-ADV-UG-C) SEL CL17-EPL-ENT-UG-C)	\$7,021.91 \$7,745.00		31% 31%	\$4,845.12 \$5,344.05			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL CL17-EPL-ENT-UG-C)	\$9,061.65		31%	\$6,252.54			\$0.00	\$0.00				VMWARE
5		SEL CL17-EPL-ENT-UG-C)	\$8,695.99		31%	\$6,000.23			\$0.00	\$0.00				VMWARE
5 5		SEL CL17-EPL-STD-UG-C)	\$3,745.00		31%	\$2,584.05			\$0.00	\$0.00				VMWARE
5		SEL CL17-EPL-STD-UG-C) (SEL CL17-EPL-STD-UG-C)	\$4,381.65 \$4,210.08		31% 31%	\$3,023.34 \$2,904.96			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL170EADUGC	SEL CL17-OENT-ADV-UG-C)	\$5,935.00		31%	\$4,095.15			\$0.00	\$0.00				VMWARE
5	CL170EADUGC-I	SEL CL17-OENT-ADV-UG-C)	\$6,943.95		31%	\$4,791.33			\$0.00	\$0.00				VMWARE
5 5	CL170EADUGC-K CL170EENUGC	SEL CL17-OENT-ADV-UG-C) SEL CL17-OEPL-ENT-UG-C)	\$6,669.48 \$6,755.00		31% 31%	\$4,601.94 \$4,660.95			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL17OEENUGC	SEL CL17-OEPL-ENT-UG-C)	\$7,903.35		31%	\$5,453.31			\$0.00	\$0.00				VMWARE
5	CL170EENUGC-K	SEL CL17-OEPL-ENT-UG-C)	\$7,596.54	K	31%	\$5,241.61			\$0.00	\$0.00				VMWARE
5	CL170ENNTUGC	SEL CL17-OENT-ENT-UG-C)	\$7,435.00		31%	\$5,130.15			\$0.00	\$0.00				VMWARE
5 5		SEL CL17-OENT-ENT-UG-C) SEL CL17-OENT-ENT-UG-C)	\$8,698.95 \$8,389.52		31% 31%	\$6,002.28 \$5,788.77			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL17OPLAUGC	SEL CL17-OEPL-ADV-UG-C)	\$5,255.00		31%	\$3,625.95			\$0.00	\$0.00				VMWARE
5	CL17OPLAUGC-I	SEL CL17-OEPL-ADV-UG-C)	\$6,148.35		31%	\$4,242.36			\$0.00	\$0.00				VMWARE
5	CL17OPLAUGC-K	SEL CL17-OEPL-ADV-UG-C)	\$5,910.97		31%	\$4,078.57			\$0.00	\$0.00				VMWARE
5 5	CL17OTSTDUGC	SEL CL17-OENT-STD-UG-C) SEL CL17-OENT-STD-UG-C)	\$3,435.00 \$4,018.95		31% 31%	\$2,370.15 \$2,773.08			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL CL17-OENT-STD-UG-C)	\$3,857.65		31%	\$2,661.78			\$0.00	\$0.00				VMWARE
5		SEL CL17-STD-ADV-UG-C)	\$7,700.00		31%	\$5,313.00			\$0.00	\$0.00				VMWARE
5 5		SEL CL17-STD-ADV-UG-C) (SEL CL17-STD-ADV-UG-C)	\$9,009.00 \$8,619.37		31% 31%	\$6,216.21 \$5,947.37			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL17STDADVOGC-R	SEL CL17-STD-ADV-0G-C)	\$5,495.00		31%	\$3,791.55			\$0.00	\$0.00				VMWARE
5	CL17STDC-I	SEL CL17-STD-C)	\$6,429.15		31%	\$4,436.11			\$0.00	\$0.00				VMWARE
5	CL17STDC-K	SEL CL17-STD-C)	\$6,179.13		31%	\$4,263.60			\$0.00	\$0.00				VMWARE
5 5		SEL CL17-STD-ENT-UG-C) SEL CL17-STD-ENT-UG-C)	\$9,350.00 \$10,939.50		31% 31%	\$6,451.50 \$7,548.26			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		(SEL CL17-STD-ENT-UG-C)	\$10,534.78		31%	\$7,269.00			\$0.00	\$0.00				VMWARE
5	CL17STDSTDUGC	SEL CL17-STD-STD-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		SEL CL17-STD-STD-UG-C)	\$5,791.50		31%	\$3,996.14			\$0.00	\$0.00				VMWARE
5 5	CL17STDSTDUGC-K	(SEL CL17-STD-STD-UG-C) SEL CL7-EPL-ENT-UG-PRO)	\$5,566.20 \$6,975.00		31% 31%	\$3,840.68 \$4,812.75			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL7ELENUGPO-I	SEL CL7-EPL-ENT-UG-PRO)	\$8,160.75		31%	\$5,630.92			\$0.00	\$0.00				VMWARE
5		SEL CL7-EPL-ENT-UG-PRO)	\$7,853.20		31%	\$5,418.71			\$0.00	\$0.00				VMWARE
5 5	CL7ELSDUGPO CL7ELSDUGPO-I	SEL CL7-EPL-STD-UG-PRO) SEL CL7-EPL-STD-UG-PRO)	\$3,375.00 \$3,948.75		31% 31%	\$2,328.75 \$2,724.64			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL CL7-EPL-STD-UG-PRO)	\$3,948.75		31%	\$2,724.64 \$2,619.48			\$0.00	\$0.00				VMWARE
5	CL7ENSDUGRO	SEL CL7-ENT-STD-UG-PRO)	\$3,985.00		31%	\$2,749.65			\$0.00	\$0.00				VMWARE
5	CL7ENSDUGRO-I	SEL CL7-ENT-STD-UG-PRO)	\$4,662.45		31%	\$3,217.09			\$0.00	\$0.00				VMWARE
5 5	CL7ENSDUGRO-K CL7EPLAVUPO	SEL CL7-ENT-STD-UG-PRO) SEL CL7-EPL-ADV-UG-PRO)	\$4,478.24 \$5,625.00		31% 31%	\$3,089.99 \$3,881.25			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL7EPLAVUPO-I	SEL CL7-EPL-ADV-UG-PRO)	\$6,581.25		31%	\$4,541.06			\$0.00	\$0.00				VMWARE
5	CL7EPLAVUPO-K	SEL CL7-EPL-ADV-UG-PRO)	\$6,324.70		31%	\$4,364.04			\$0.00	\$0.00				VMWARE
5 5	CL7ETAVUPRO	SEL CL7-ENT-ADV-UG-PRO)	\$6,235.00		31%	\$4,302.15			\$0.00	\$0.00				VMWARE
5	CL7ETAVUPRO-I CL7ETAVUPRO-K	SEL CL7-ENT-ADV-UG-PRO) SEL CL7-ENT-ADV-UG-PRO)	\$7,294.95 \$7,006.59		31% 31%	\$5,033.52 \$4,834.55			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL7NTENUGPO	SEL CL7-ENT-ENT-UG-PRO)	\$7,585.00		31%	\$5,233.65			\$0.00	\$0.00				VMWARE
5	CL7NTENUGPO-I	SEL CL7-ENT-ENT-UG-PRO)	\$8,874.45		31%	\$6,123.37			\$0.00	\$0.00				VMWARE
5 5	CL/NTENUGPO-K CL7OELENUPRO	SEL CL7-ENT-ENT-UG-PRO) SEL CL7-OEPL-ENT-UG-PRO)	\$8,542.75 \$6,075.00		31% 31%	\$5,894.50 \$4,191.75			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL CL7-OEPL-ENT-UG-PRO)	\$7,107.75		31%	\$4,904.35			\$0.00	\$0.00				VMWARE
5		SEL CL7-OEPL-ENT-UG-PRO)	\$6,830.37		31%	\$4,712.96			\$0.00	\$0.00				VMWARE
5 5		SEL CL7-OENT-ADV-UG-PRO) SEL CL7-OENT-ADV-UG-PRO)	\$5,345.00 \$6,253.65		31% 31%	\$3,688.05 \$4,315.02			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL CL7-OENT-ADV-UG-PRO)	\$6,253.05 \$6,010.57		31%	\$4,313.02 \$4,147.29			\$0.00	\$0.00				VMWARE
5	CL7ONTNTUPO	SEL CL7-OENT-ENT-UG-PRO)	\$6,695.00		31%	\$4,619.55			\$0.00	\$0.00				VMWARE
5	CL7ONTNTUPO-I	SEL CL7-OENT-ENT-UG-PRO)	\$7,833.15		31%	\$5,404.87			\$0.00	\$0.00				VMWARE
5 5	CL7ONTNTUPO-K CL7ONTSTUPO	SEL CL7-OENT-ENT-UG-PRO) SEL CL7-OENT-STD-UG-PRO)	\$7,527.58 \$3,095.00		31% 31%	\$5,194.03 \$2,135.55			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL7ONTSTUPO-I	SEL CL7-OENT-STD-UG-PRO)	\$3,621.15		31%	\$2,498.59			\$0.00	\$0.00				VMWARE
5		SEL CL7-OENT-STD-UG-PRO)	\$3,482.22		31%	\$2,402.73			\$0.00	\$0.00				VMWARE
5	CL7OPLDVUGPO	SEL CL7-OEPL-ADV-UG-PRO)	\$4,735.00		31%	\$3,267.15			\$0.00	\$0.00				VMWARE VMWARE
5		SEL CL7-OEPL-ADV-UG-PRO) SEL CL7-OEPL-ADV-UG-PRO)	\$5,539.95 \$5,321.02		31% 31%	\$3,822.57 \$3,671.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5	CL7OPSTUGPO	SEL CL7-OPL-STD-UG-PRO)	\$2,475.00		31%	\$1,707.75			\$0.00	\$0.00			\$0.00	VMWARE
5	CL7OPSTUGPO-I	SEL CL7-OPL-STD-UG-PRO)	\$2,895.75		31%	\$1,998.07			\$0.00					VMWARE
5 5	CL7OPSTUGPO-K CL7PLSTDUGC	SEL CL7-OPL-STD-UG-PRO) SEL CL17-OEPL-STD-UG-C)	\$2,785.01 \$2,755.00	K K	31% 31%	\$1,921.66 \$1,900.95			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL7PLSTDUGC CL7PLSTDUGC-I	SEL CL17-OEPL-STD-UG-C)	\$2,755.00		31%	\$1,900.95			\$0.00	\$0.00				VMWARE
5	CL7PLSTDUGC-K	SEL CL17-OEPL-STD-UG-C)	\$3,099.14	K	31%	\$2,138.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL7STETUPRO	SEL CL7-STD-ENT-UG-PRO)	\$8,415.00		31%	\$5,806.35			\$0.00	\$0.00				VMWARE
5 5	CL7STETUPRO-I CL7STETUPRO-K	SEL CL7-STD-ENT-UG-PRO) SEL CL7-STD-ENT-UG-PRO)	\$9,845.55 \$9,462.15		31% 31%	\$6,793.43 \$6,528.88			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	CL7STETUPRO-R CL7STSTUGPO	SEL CL7-STD-ENT-UG-PRO)	\$4,455.00		31%	\$3,073.95			\$0.00	\$0.00				VMWARE
5	CL7STSTUGPO-I	SEL CL7-STD-STD-UG-PRO)	\$5,212.35	K	31%	\$3,596.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL CL7-STD-STD-UG-PRO) SEL CL7-STD-ADV-UG-PRO)	\$5,006.90		31%	\$3,454.76			\$0.00	\$0.00				VMWARE
5 5	CL7TADVGPRO CL7TADVGPRO-I	SEL CL7-STD-ADV-UG-PRO) SEL CL7-STD-ADV-UG-PRO)	\$6,930.00 \$8,108.10		31% 31%	\$4,781.70 \$5,594.59			\$0.00 \$0.00					VMWARE VMWARE
5		SEL CL7-STD-ADV-UG-PRO)	\$7,776.59		31%	\$5,365.85			\$0.00					VMWARE

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	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 VMWARE
5 5	FUS10PROC-I FUS10PROC-K	SEL FUS10-PRO-C) SEL FUS10-PRO-C)	\$163.19 \$165.45		31% 31%	\$112.60 \$114.16			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	FUS10PROUGC	SEL FUS10-PRO-UG-C)	\$119.99		31%	\$82.79			\$0.00	\$0.00				0 VMWARE
5	FUS10PROUGC-I	SEL FUS10-PRO-UG-C)	\$122.39		31%	\$84.45			\$0.00	\$0.00				0 VMWARE
5		SEL FUS10-PRO-UG-C)	\$124.08		31%	\$85.62			\$0.00	\$0.00				0 VMWARE
5 5		SEL HZ7-AVA-APADN10-UG-C) SEL HZ7-AVA-APADN10-UG-C)	\$1,100.00 \$1,149.50		31% 31%	\$759.00 \$793.16			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		(SEL HZ7-AVA-APADN10-UG-C)	\$1,176.06		31%	\$811.48			\$0.00	\$0.00				0 VMWARE
5	H7AANN100UC	SEL HZ7-AVA-ENN100-UG-C)	\$27,500.00		31%	\$18,975.00			\$0.00	\$0.00				0 VMWARE
5	H7AANN100UC-I	SEL HZ7-AVA-ENN100-UG-C)	\$28,737.50		31%	\$19,828.88			\$0.00	\$0.00				0 VMWARE
5	H7AANN100UC-K H7ACEC100UC	SEL HZ7-AVA-ENN100-UG-C) SEL HZ7-ADC-ENC-100-UG-C)	\$29,459.09 \$19,250.00		31% 31%	\$20,326.77 \$13,282.50			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25		31%	\$13,880.21			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-ADC-ENC-100-UG-C)	\$20,648.18		31%	\$14,247.24			\$0.00	\$0.00				0 VMWARE
5 5	H7ACEC10UC H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C) SEL HZ7-ADC-ENC-10-UG-C)	\$1,925.00 \$2,011.63		31% 31%	\$1,328.25 \$1,388.02			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		SEL HZ7-ADC-ENC-10-UG-C)	\$2,064.82		31%	\$1,424.73			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-ADA-ENN10-UG-C)	\$1,650.00		31%	\$1,138.50			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-ADA-ENN10-UG-C)	\$1,724.25		31%	\$1,189.73			\$0.00	\$0.00				0 VMWARE
5 5	H7ADAUGN10UC-K H7AEEC100GC	SEL HZ7-ADA-ENN10-UG-C) SEL HZ7-AVE-ENC100-UG-C)	\$1,766.01 \$43,450.00		31% 31%	\$1,218.55 \$29,980.50			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7AEEC100GC-I	SEL HZ7-AVE-ENC100-UG-C)	\$45,405.25		31%	\$31,329.62			\$0.00	\$0.00				0 VMWARE
5	H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C)	\$46,544.59		31%	\$32,115.77			\$0.00	\$0.00				0 VMWARE
5	H7AEENC10GC	SEL HZ7-AVE-ENC10-UG-C)	\$4,345.00		31%	\$2,998.05			\$0.00	\$0.00				0 VMWARE
5 5	H7AEENC10GC-I H7AEENC10GC-K	SEL HZ7-AVE-ENC10-UG-C) SEL HZ7-AVE-ENC10-UG-C)	\$4,540.53 \$4,654.46		31% 31%	\$3,132.97 \$3,211.58			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7AEN100UGC	SEL HZ7-AVE-ENN100-UG-C)	\$25,300.00		31%	\$17,457.00			\$0.00	\$0.00				0 VMWARE
5	H7AEN100UGC-I	SEL HZ7-AVE-ENN100-UG-C)	\$26,438.50		31%	\$18,242.57			\$0.00	\$0.00				0 VMWARE
5	H7AEN100UGC-K	SEL HZ7-AVE-ENN100-UG-C)	\$27,083.97		31%	\$18,687.94			\$0.00	\$0.00				0 VMWARE
5	H7ANEN100UC H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-100-UG-C)	\$11,000.00 \$11,495.00		31% 31%	\$7,590.00 \$7,931.55			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		SEL HZ7-ADN-ENN-100-UG-C)	\$11,760.65		31%	\$8,114.85			\$0.00	\$0.00				0 VMWARE
5	H7ANEN10UC	SEL HZ7-ADN-ENN-10-UG-C)	\$1,100.00		31%	\$759.00			\$0.00	\$0.00				0 VMWARE
5	H7ANEN10UC-I	SEL HZ7-ADN-ENN-10-UG-C) SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50		31%	\$793.16			\$0.00	\$0.00				0 VMWARE
5	H7ASAPA100UC	SEL HZ7-ADN-ENN-10-UG-C) SEL HZ7-AVS-APADC100-UG-C)	\$1,176.06 \$25,850.00		31% 31%	\$811.48 \$17,836.50			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7ASAPA100UC-I	SEL HZ7-AVS-APADC100-UG-C)	\$27,013.25		31%	\$18,639.14			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-AVS-APADC100-UG-C)	\$27,696.90		31%	\$19,110.86			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-AVS-APADN100-UG-C) SEL HZ7-AVS-APADN100-UG-C)	\$15,400.00 \$16,093.00		31% 31%	\$10,626.00 \$11,104.17			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		SEL HZ7-AVS-APADN100-UG-C)	\$16,510.88		31%	\$11,104.17			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-AVA-APADC10-UG-C)	\$1,925.00		31%	\$1,328.25			\$0.00	\$0.00			\$0.00	0 VMWARE
5		SEL HZ7-AVA-APADC10-UG-C)	\$2,011.63		31%	\$1,388.02			\$0.00	\$0.00				0 VMWARE
5 5		(SEL HZ7-AVA-APADC10-UG-C) SEL HZ7-AVA-APADN100-UG-C)	\$2,064.82 \$11,000.00		31% 31%	\$1,424.73 \$7,590.00			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		SEL HZ7-AVA-APADN100-UG-C)	\$11,495.00		31%	\$7,931.55			\$0.00	\$0.00				0 VMWARE
5	H7AVAPAD100UC-K	SEL HZ7-AVA-APADN100-UG-C)	\$11,760.65		31%	\$8,114.85			\$0.00	\$0.00				0 VMWARE
5	H7AVEE10UGC	SEL HZ7-AVE-ENN10-UG-C)	\$2,530.00		31%	\$1,745.70			\$0.00	\$0.00				0 VMWARE
5 5	H7AVEE10UGC-I H7AVEE10UGC-K	SEL HZ7-AVE-ENN10-UG-C) SEL HZ7-AVE-ENN10-UG-C)	\$2,643.85 \$2,708.40		31% 31%	\$1,824.26 \$1,868.80			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7AVEN10UC	SEL HZ7-AVA-ENN10-UG-C)	\$2,750.00		31%	\$1,897.50			\$0.00	\$0.00				0 VMWARE
5	H7AVEN10UC-I	SEL HZ7-AVA-ENN10-UG-C)	\$2,873.75		31%	\$1,982.89			\$0.00	\$0.00				0 VMWARE
5 5	H7AVEN10UC-K H7AVENC100UC	SEL HZ7-AVA-ENN10-UG-C) SEL HZ7-AVS-ENC100-UG-C)	\$2,945.91 \$53,350.00		31% 31%	\$2,032.68 \$36,811.50			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7AVENC100UC-I	SEL HZ7-AVS-ENC100-UG-C)	\$55,750.75		31%	\$38,468.02			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-AVS-ENC100-UG-C)	\$57,194.30		31%	\$39,464.07			\$0.00	\$0.00				0 VMWARE
5	H7AVENC10UC	SEL HZ7-AVA-ENC10-UG-C)	\$4,675.00		31%	\$3,225.75			\$0.00	\$0.00				0 VMWARE
5 5	H7AVENC10UC-I H7AVENC10UC-K	SEL HZ7-AVA-ENC10-UG-C) SEL HZ7-AVA-ENC10-UG-C)	\$4,885.38 \$5,006.90		31% 31%	\$3,370.91 \$3,454.76			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7AVNN10UC	SEL HZ7-AVA-ENC10-UG-C)	\$3,190.00		31%	\$2,201.10			\$0.00	\$0.00				0 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	0 VMWARE
5	H7AVNN10UC-K	SEL HZ7-AVS-ENN10-UG-C)	\$3,420.93		31%	\$2,360.44			\$0.00	\$0.00				0 VMWARE 0 VMWARE
5 5		SEL HZ7-AVS-APADC10-UG-C) SEL HZ7-AVS-APADC10-UG-C)	\$2,585.00 \$2,701.33		31% 31%	\$1,783.65 \$1,863.92			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		(SEL HZ7-AVS-APADC10-UG-C)	\$2,769.69		31%	\$1,911.09			\$0.00	\$0.00			\$0.00	0 VMWARE
5		SEL HZ7-AVS-APADN10-UG-C)	\$1,540.00		31%	\$1,062.60			\$0.00	\$0.00				0 VMWARE
5		SEL HZ7-AVS-APADN10-UG-C)	\$1,609.30 \$1,651.00		31%	\$1,110.42 \$1,130.25			\$0.00	\$0.00				0 VMWARE 0 VMWARE
5	H7AVSAAD100GC-R	(SEL HZ7-AVS-APADN10-UG-C) SEL HZ7-AVS-ENC10-UG-C)	\$1,651.09 \$5,335.00		31% 31%	\$1,139.25 \$3,681.15			\$0.00 \$0.00	\$0.00 \$0.00				U VMWARE D VMWARE
5	H7AVSEC10GC-I	SEL HZ7-AVS-ENC10-UG-C)	\$5,575.08	K	31%	\$3,846.81	\$0.00		\$0.00	\$0.00			\$0.00	0 VMWARE
5	H7AVSEC10GC-K	SEL HZ7-AVS-ENC10-UG-C)	\$5,719.43		31%	\$3,946.41			\$0.00	\$0.00				0 VMWARE
5 5	H7DDAAC10GC H7DDAAC10GC-I	SEL HZ7-ADA-ADC10-UG-C) SEL HZ7-ADA-ADC10-UG-C)	\$1,100.00 \$1,149.50		31% 31%	\$759.00 \$793.16			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5		SEL HZ7-ADA-ADC10-UG-C) SEL HZ7-ADA-ADC10-UG-C)	\$1,149.50 \$1,176.06		31%	\$811.48			\$0.00	\$0.00				0 VMWARE
5	H7DENNA100UC	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	0 VMWARE
5		SEL HZ7-ADA-ENN100-UG-C)	\$17,242.50		31%	\$11,897.33			\$0.00	\$0.00				0 VMWARE
5 5	H7DENNA100UC-K H7E100ERCUC	SEL HZ7-ADA-ENN100-UG-C) SEL HZ7-E100-AERC-UG-C)	\$17,660.13 \$13,750.00		31% 31%	\$12,185.49 \$9,487.50			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
5	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C)	\$13,750.00		31%	\$9,914.44			\$0.00	\$0.00				0 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	0 VMWARE
5 5	H7EAEC100UGC	SEL HZ7-ENA-ENC100-UG-C)	\$16,500.00		31%	\$11,385.00			\$0.00 \$0.00	\$0.00 \$0.00				0 VMWARE 0 VMWARE
э	III EAEC 1000GC-I	SEL HZ7-ENA-ENC100-UG-C)	\$17,242.50	r.	31%	\$11,897.33	φ0.00	φυ.υυ	\$0.00	\$0.00	, \$0.00	φυ.00	\$0.00	/ VIVIVVAINE

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL HZ7-ENA-ENC100-UG-C)	\$17,660.13		31%	\$12,185.49	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-ENTA-STDA100-UG-C) SEL HZ7-EAD-STD100-UG-C)	\$10,688.02 \$17,500.00		31% 31%	\$7,374.73 \$12,075.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5		SEL HZ7-EAD-STD100-0G-C)	\$18,287.50		31%	\$12,618.38	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-EAD-STD100-UG-C)	\$18,732.76		31%	\$12,925.60	\$0.00		\$0.00	\$0.00				VMWARE
5	H7EAST10UC	SEL HZ7-EAD-STD10-UG-C)	\$1,750.00	K	31%	\$1,207.50	\$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		31%	\$1,261.84	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-EAD-STD10-UG-C)	\$1,873.28		31%	\$1,292.56	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-ENTA-STDA100-UG-C) SEL HZ7-ENTA-STDA100-UG-C)	\$10,000.00 \$10,450.00		31% 31%	\$6,900.00 \$7,210.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$1,000.00		31%	\$690.00	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$1,045.00		31%	\$721.05	\$0.00		\$0.00	\$0.00				VMWARE
5		kSEL HZ7-ENTA-STDA10-UG-C)	\$1,068.80		31%	\$737.47	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-ENN-ENC-100-UG-C)	\$24,750.00		31%	\$17,077.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-100-UG-C)	\$25,863.75 \$26,547.66		31% 31%	\$17,845.99 \$18,317.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7ENEC10UC	SEL HZ7-ENN-ENC-10-UG-C)	\$2,475.00		31%	\$1,707.75	\$0.00		\$0.00	\$0.00				VMWARE
5	H7ENEC10UC-I	SEL HZ7-ENN-ENC-10-UG-C)	\$2,586.38		31%	\$1,784.60	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-ENN-ENC-10-UG-C)	\$2,654.77		31%	\$1,831.79	\$0.00		\$0.00	\$0.00				VMWARE
5	H7ENNC10UGC	SEL HZ7-ENA-ENC10-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7ENNC10UGC-I H7ENNC10UGC-K	SEL HZ7-ENA-ENC10-UG-C) SEL HZ7-ENA-ENC10-UG-C)	\$1,724.25 \$1,766.01		31% 31%	\$1,189.73 \$1,218.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00		31%	\$32,257.50	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-LXC-ENC-100-UG-C)	\$51,425.00		31%	\$35,483.25	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-LXC-ENC-100-UG-C)	\$50,988.35		31%	\$35,181.96	\$0.00		\$0.00	\$0.00				VMWARE
5	H7LXCEC10UC	SEL HZ7-LXC-ENC-10-UG-C)	\$4,675.00		31%	\$3,225.75	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7LXCEC10UC-I H7LXCEC10UC-K	SEL HZ7-LXC-ENC-10-UG-C) SEL HZ7-LXC-ENC-10-UG-C)	\$5,142.50 \$5,098.84		31% 31%	\$3,548.33 \$3,518.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7MGAC100UC	SEL HZ7-EXC-ENC-10-0G-C)	\$27,500.00		31%	\$18,975.00	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50		31%	\$19,828.88	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-MRG-ADC-100-UG-C)	\$29,459.09		31%	\$20,326.77	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MGAC10UC	SEL HZ7-MRG-ADC-10-UG-C)	\$2,750.00		31%	\$1,897.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7MGAC10UC-I	SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADC-10-UG-C)	\$2,873.75 \$2,945.91		31% 31%	\$1,982.89 \$2,032.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5		SEL HZ7-MRG-ADC-10-UG-C)	\$11,000.00		31%	\$7,590.00	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-MRG-ADN-100-UG-C)	\$11,495.00		31%	\$7,931.55	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-MRG-ADN-100-UG-C)	\$11,760.65		31%	\$8,114.85	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MGAN10UC	SEL HZ7-MRG-ADN-10-UG-C)	\$1,100.00		31%	\$759.00	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C)	\$1,149.50		31%	\$793.16	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-MRG-ADN-10-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$1,176.06 \$27,500.00		31% 31%	\$811.48 \$18,975.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C)	\$28,737.50		31%	\$19,828.88	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C)	\$29,459.09		31%	\$20,326.77	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MPAC10UC	SEL HZ7-MGP-ADC-10-UG-C)	\$2,750.00		31%	\$1,897.50	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C)	\$2,873.75		31%	\$1,982.89	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-MGP-ADC-10-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$2,945.91 \$11,000.00		31% 31%	\$2,032.68 \$7,590.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-MGP-ADN-100-UG-C)	\$11,495.00		31%	\$7,931.55	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-MGP-ADN-100-UG-C)	\$11,760.65		31%	\$8,114.85	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MPAN10UC	SEL HZ7-MGP-ADN-10-UG-C)	\$1,100.00		31%	\$759.00	\$0.00		\$0.00	\$0.00				VMWARE
5	H7MPAN10UC-I	SEL HZ7-MGP-ADN-10-UG-C)	\$1,149.50		31%	\$793.16	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-MGP-ADN-10-UG-C) SEL HZ7-APA-ENC100-UG-C)	\$1,176.06 \$27,500.00		31% 31%	\$811.48 \$18,975.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-APA-ENC100-UG-C)	\$28,737.50		31%	\$19,828.88	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-APA-ENC100-UG-C)	\$29,459.09		31%	\$20,326.77	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ADCA100-UG-C)	\$12,100.00		31%	\$8,349.00	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ADCA100-UG-C)	\$12,644.50		31%	\$8,724.71	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-STA-ADCA100-UG-C) SEL HZ7-ST-ADC-100-UG-C)	\$12,986.52 \$16,500.00		31% 31%	\$8,960.70 \$11,385.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7SADC100UC-I	SEL HZ7-ST-ADC-100-UG-C)	\$17,242.50		31%	\$11,897.33	\$0.00		\$0.00	\$0.00				VMWARE
5		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	SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7SADC10UC-I	SEL HZ7-ST-ADC-10-UG-C) SEL HZ7-ST-ADC-10-UG-C)	\$1,724.25 \$1,766.01	K K	31% 31%	\$1,189.73 \$1,218.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-STA-ENCA10-UG-C)	\$2,585.00		31%	\$1,783.65	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ENCA10-UG-C)	\$2,701.33		31%	\$1,863.92	\$0.00		\$0.00	\$0.00				VMWARE
5	H7SAENSA10UC-K	SEL HZ7-STA-ENCA10-UG-C)	\$2,769.69	K	31%	\$1,911.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ST-ENC-100-UG-C)	\$35,750.00		31%	\$24,667.50	\$0.00		\$0.00	\$0.00				VMWARE
5	H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C)	\$37,358.75		31%	\$25,777.54	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7SENC100UCV2-K H7SENC10UC	SEL HZ7-ST-ENC-100-UG-C) SEL HZ7-ST-ENC-10-UG-C)	\$38,346.61 \$3,575.00	K K	31% 31%	\$26,459.16 \$2,466.75			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7SENC10UC-I	SEL HZ7-ST-ENC-10-UG-C)	\$3,735.88		31%	\$2,400.75	\$0.00		\$0.00	\$0.00				VMWARE
5	H7SENC10UCV2-K	SEL HZ7-ST-ENC-10-UG-C)	\$3,834.66	K	31%	\$2,645.92	\$0.00		\$0.00	\$0.00			\$0.00	VMWARE
5		SEL HZ7-STA-ADCA10-UG-C)	\$1,210.00		31%	\$834.90	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ADCA10-UG-C)	\$1,264.45		31%	\$872.47	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-STA-ADCA10-UG-C) SEL HZ7-STA-ADC10-UG-C)	\$1,298.65 \$2,310.00		31% 31%	\$896.07 \$1,593.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5		SEL HZ7-STA-ADC10-UG-C) SEL HZ7-STA-ADC10-UG-C)	\$2,310.00 \$2,413.95		31%	\$1,593.90 \$1,665.63	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ADC10-UG-C)	\$2,478.55		31%	\$1,710.20	\$0.00		\$0.00	\$0.00				VMWARE
5	H7STASD100UC	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	VMWARE
5		SEL HZ7-STDA-STD100-UG-C)	\$7,315.00		31%	\$5,047.35	\$0.00		\$0.00					VMWARE
5 5		K SEL HZ7-STDA-STD100-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$7,504.60 \$700.00		31% 31%	\$5,178.17 \$483.00	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
υ	11/01/400/1000	SEE 1121-31DA-31D10-00-0)	\$100.00	r.	J 170	φ4ου.00	φ0.00	φυ.υυ	φυ.υυ	φυ.υι	, φυ.υυ	, φυ.υυ	φυ.υι	VIVITY/MAL

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	H7STASD10UC-I	SEL HZ7-STDA-STD10-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$731.50	K	31%	\$504.74 \$517.82	\$0.00		\$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5	H7TAST100UCV2-K	SEL HZ7-TAC-STA100-UG-C)	\$750.46 \$17,100.00	K K	31% 31%	\$11,799.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VMWARE
5	H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C)	\$17,869.50	K	31%	\$12,329.96	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-TAC-STA100-UG-C)	\$18,349.68	K	31%	\$12,661.28	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7TCST10GC H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C) SEL HZ7-TCL-STA10-UG-C)	\$1,700.00 \$1,776.50	K K	31% 31%	\$1,173.00 \$1,225.79	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5	H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C)	\$1,776.50	K	31%	\$1,255.55	\$0.00		\$0.00	\$0.00				VMWARE
5	H7THIST100UC	SEL HZ7-THIN-ST100-UG-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00		\$0.00	\$0.00				VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7THIST100UCV2-K H7TPOS10UC	SEL HZ7-THIN-ST100-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$21,414.34 \$2,100.00	K K	31% 31%	\$14,775.89 \$1,449.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5	H7TPOS10UC-I	SEL HZ7-TPRO-ST10-UG-C)	\$2,100.00	K	31%	\$1,514.21	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-TPRO-ST10-UG-C)	\$2,248.70	ĸ	31%	\$1,551.60	\$0.00		\$0.00	\$0.00				VMWARE
5	H7UEENC100UC	SEL HZ7-UEM-ENC-100-UG-C)	\$52,500.00	K	31%	\$36,225.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-100-UG-C)	\$54,862.50 \$56,274.90	K K	31% 31%	\$37,855.13 \$38,829.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5	H7UEENC10UC-K	SEL HZ7-UEM-ENC-100-UG-C)	\$5,250.00	K	31%	\$3,622.50	\$0.00		\$0.00	\$0.00				VMWARE
5	H7UEENC10UC-I	SEL HZ7-UEM-ENC-10-UG-C)	\$5,486.25	ĸ	31%	\$3,785.51	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-UEM-ENC-10-UG-C)	\$5,627.49	K	31%	\$3,882.97	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7UEENN100UC	SEL HZ7-UEM-ENN-100-UG-C) SEL HZ7-UEM-ENN-100-UG-C)	\$32,000.00	K	31%	\$22,080.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-UEM-ENN-100-UG-C)	\$33,440.00 \$34,285.93	K K	31% 31%	\$23,073.60 \$23,657.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7UEENN10UC	SEL HZ7-UEM-ENN-10-UG-C)	\$3,200.00	ĸ	31%	\$2,208.00	\$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				VMWARE
5		SEL HZ7-UEM-ENN-10-UG-C)	\$3,428.59	K	31%	\$2,365.73	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7VAAC100UC H7VAAC100UC-I	SEL HZ7-VAD-ADC-100-UG-C) SEL HZ7-VAD-ADC-100-UG-C)	\$23,000.00 \$24,035.00	K K	31% 31%	\$15,870.00 \$16,584.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-VAD-ADC-100-UG-C)	\$24,632.24	ĸ	31%	\$16,996.25	\$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				VMWARE
5 5	H7VAAC10UCV2-K H7VAEC100UC	SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$2,463.22 \$42,250.00	K K	31% 31%	\$1,699.62 \$29,152.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5 5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C)	\$44,151.25	K	31%	\$30,464.36	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-VAD-ENC-100-UG-C)	\$45,318.73	K	31%	\$31,269.92	\$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				VMWARE
5 5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13	K	31%	\$3,046.44	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7VANC100UC	SEL HZ7-VAD-ENC-10-UG-C) SEL HZ7-AVA-ENC100-UG-C)	\$4,531.87 \$46,750.00	K K	31% 31%	\$3,126.99 \$32,257.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C)	\$48,853.75	ĸ	31%	\$33,709.09	\$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				VMWARE
5		SEL HZ7-AVA-APADC100-UG-C)	\$19,250.00	K	31%	\$13,282.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-AVA-APADC100-UG-C) SEL HZ7-AVA-APADC100-UG-C)	\$20,116.25 \$20,648.18	K K	31% 31%	\$13,880.21 \$14,247.24	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00	ĸ	31%	\$6,900.00	\$0.00		\$0.00	\$0.00				VMWARE
5	H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-VENT-ST100-UG-C)	\$10,688.02	K	31%	\$7,374.73	\$0.00		\$0.00	\$0.00				VMWARE
5 5	H7VETS10UC H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C) SEL HZ7-VENT-ST10-UG-C)	\$1,000.00 \$1,045.00	K K	31% 31%	\$690.00 \$721.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-VENT-ST10-UG-C)	\$1,068.80	ĸ	31%	\$737.47	\$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				VMWARE
5	H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C)	\$33,335.50	K	31%	\$23,001.50	\$0.00		\$0.00	\$0.00				VMWARE
5	H7VSEN100GC-K H7WSAD100UGC	SEL HZ7-AVS-ENN100-UG-C) SEL HZ7-WSP-ADN-100-UG-C)	\$34,209.32 \$11,000.00	K K	31% 31%	\$23,604.43 \$7,590.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-WSP-ADN-100-UG-C)	\$11,495.00	ĸ	31%	\$7,931.55	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-WSP-ADN-100-UG-C)	\$11,760.65	K	31%	\$8,114.85	\$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				VMWARE
5 5	H7WSAD10UGC-I	SEL HZ7-WSP-ADN-10-UG-C) SEL HZ7-WSP-ADN-10-UG-C)	\$1,149.50 \$1,176.06	K K	31% 31%	\$793.16 \$811.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HAPA7NC10UC	SEL HZ7-APA-ENC10-UG-C)	\$2,750.00	ĸ	31%	\$1,897.50	\$0.00		\$0.00	\$0.00				VMWARE
5	HAPA7NC10UC-I	SEL HZ7-APA-ENC10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-APA-ENC10-UG-C)	\$2,945.91	K	31%	\$2,032.68	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HCIADVPUC HCIADVPUC-I	SEL HCI-ADV-CPU-C) SEL HCI-ADV-CPU-C)	\$7,490.00 \$8,763.30	K K	31% 31%	\$5,168.10 \$6,046.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIADVPUC-K	SEL HCI-ADV-CPU-C)	\$8,389.52	K	31%	\$5,788.77	\$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				VMWARE
5	HCIAKCPUC-I	SEL HCI-AK-CPU-C)	\$9,187.43	K	31%	\$6,339.33	\$0.00		\$0.00	\$0.00				VMWARE
5	HCIAKCPUC-K	SEL HCI-AK-CPU-C)	\$8,849.22	K K	31%	\$6,105.96	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HCIENCPUC HCIENCPUC-I	SEL HCI-ENT-CPU-C) SEL HCI-ENT-CPU-C)	\$9,890.00 \$11,571.30	K	31% 31%	\$6,824.10 \$7,984.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIENCPUC-K	SEL HCI-ENT-CPU-C)	\$11,147.72	ĸ	31%	\$7,691.93	\$0.00		\$0.00	\$0.00				VMWARE
5	HCIRBAD25VMC	SEL HCI-RBAD-25VM-C)	\$24,500.00	K	31%	\$16,905.00	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HCI-RBAD-25VM-C)	\$28,665.00	K	31%	\$19,778.85	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HCIRBAD25VMC-K HCIRBT25VMC	SEL HCI-RBAD-25VM-C) SEL HCI-RBST-25VM-C)	\$27,543.67 \$15,500.00	K K	31% 31%	\$19,005.13 \$10,695.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCIRBT25VMC-I	SEL HCI-RBST-25VM-C)	\$18,135.00	K	31%	\$12,513.15	\$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				VMWARE
5 5	HCISTCPUPO-I HCISTCPUPO-K	SEL HCI-STD-CPU-PRO) SEL HCI-STD-CPU-PRO)	\$3,674.97 \$3,528.19	K K	31% 31%	\$2,535.73 \$2,434.45	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HCISTDCPUC	SEL HCI-STD-CPU-PRO)	\$3,528.19	K	31%	\$2,434.45 \$2,408.10			\$0.00	\$0.00				VMWARE
5	HCISTDCPUC-I	SEL HCI-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 HCI-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 L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HF8W12FXUC	SEL HZ-F8WS12-FLX-UG-C)	\$100.00		31%	\$69.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HF8W12FXUC-I HF8W12FXUC-K	SEL HZ-F8WS12-FLX-UG-C) SEL HZ-F8WS12-FLX-UG-C)	\$104.50 \$106.88		31% 31%	\$72.11 \$73.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HGANEN100UGC	SEL HZ7-APS-ENN100-UG-C)	\$24,750.00		31%	\$17,077.50	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-APS-ENN100-UG-C)	\$25,863.75		31%	\$17,845.99	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-APS-ENN100-UG-C)	\$26,547.66		31%	\$18,317.89	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-ENA-ENN100-UG-C) SEL HZ7-ENA-ENN100-UG-C)	\$7,150.00 \$7,471.75		31% 31%	\$4,933.50 \$5,155.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-ENA-ENN100-UG-C)	\$7,699.97		31%	\$5,312.98	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ENCA100-UG-C)	\$25,850.00		31%	\$17,836.50	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ENCA100-UG-C) (SEL HZ7-STA-ENCA100-UG-C)	\$27,013.25 \$27,696.90		31% 31%	\$18,639.14 \$19,110.86	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-A100-AERC-C)	\$30,000.00		31%	\$20,700.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7A100AERCC-I	SEL HZ7-A100-AERC-C)	\$31,350.00	K	31%	\$21,631.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-A100-AERC-C)	\$32,140.67		31%	\$22,177.06	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7A10AERCC HZ7A10AERCC-I	SEL HZ7-A10-AERC-C) SEL HZ7-A10-AERC-C)	\$3,000.00 \$3,135.00		31% 31%	\$2,070.00 \$2,163.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7A10AERCC-K	SEL HZ7-A10-AERC-C)	\$3,214.07		31%	\$2,217.71	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADC100C	SEL HZ7-ADC-100-C)	\$40,000.00		31%	\$27,600.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7ADC100C-I	SEL HZ7-ADC-100-C)	\$41,800.00		31% 31%	\$28,842.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADC100CV2-K	SEL HZ7-ADC-100-C) SEL HZ7-ADC-10-C)	\$42,866.99 \$4,000.00		31%	\$29,578.22 \$2,760.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7ADC10C-I	SEL HZ7-ADC-10-C)	\$4,180.00		31%	\$2,884.20	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADC10CV2-K	SEL HZ7-ADC-10-C)	\$4,286.70		31%	\$2,957.82	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7ADN100C HZ7ADN100C-I	SEL HZ7-ADN-100-C) SEL HZ7-ADN-100-C)	\$25,000.00 \$26,125.00		31% 31%	\$17,250.00 \$18,026.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-ADN-100-C)	\$26,777.51		31%	\$18,476.48	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADN10C	SEL HZ7-ADN-10-C)	\$2,500.00		31%	\$1,725.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,612.50		31%	\$1,802.63	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7ADN10CV2-K HZ7ADNA100C	SEL HZ7-ADN-10-C) SEL HZ7-ADN-A100-C)	\$2,677.75 \$20,000.00		31% 31%	\$1,847.65 \$13,800.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7ADNA100C-I	SEL HZ7-ADN-A100-C)	\$20,900.00		31%	\$14,421.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADNA100C-K	SEL HZ7-ADN-A100-C)	\$21,414.34		31%	\$14,775.89	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7ADNA10C	SEL HZ7-ADN-A10-C)	\$2,000.00		31%	\$1,380.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7ADNA10C-I HZ7ADNA10C-K	SEL HZ7-ADN-A10-C) SEL HZ7-ADN-A10-C)	\$2,090.00 \$2,141.43		31% 31%	\$1,442.10 \$1,477.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7APADC100C	SEL HZ7-AP-ADC100-C)	\$32,500.00		31%	\$22,425.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7APADC100C-I	SEL HZ7-AP-ADC100-C)	\$33,962.50		31%	\$23,434.13	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APADC100C-K HZ7APADC10C	SEL HZ7-AP-ADC100-C) SEL HZ7-AP-ADC10-C)	\$34,822.25 \$3,250.00		31% 31%	\$24,027.35 \$2,242.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7APADC10C-I	SEL HZ7-AP-ADC10-C)	\$3,396.25		31%	\$2,343.41	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7APADC10C-K	SEL HZ7-AP-ADC10-C)	\$3,482.22		31%	\$2,402.73	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APADN100C	SEL HZ7-AP-ADN100-C)	\$20,000.00		31%	\$13,800.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APADN100C-I HZ7APADN100C-K	SEL HZ7-AP-ADN100-C) SEL HZ7-AP-ADN100-C)	\$20,900.00 \$21,414.34		31% 31%	\$14,421.00 \$14,775.89	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7APADN10C	SEL HZ7-AP-ADN10-C)	\$2,000.00		31%	\$1,380.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7APADN10C-I	SEL HZ7-AP-ADN10-C)	\$2,090.00		31%	\$1,442.10	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APADN10C-K	SEL HZ7-AP-ADN10-C) SEL HZ7-AP-STC-ADC10-UG-C)	\$2,141.43 \$1,375.00		31% 31%	\$1,477.59 \$948.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-AP-STC-ADC10-UG-C)	\$1,436.88		31%	\$991.45	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-AP-STC-ADC10-UG-C)	\$1,474.87		31%	\$1,017.66	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APSTC100C HZ7APSTC100C-I	SEL HZ7-AP-STC100-C) SEL HZ7-AP-STC100-C)	\$20,000.00 \$20,900.00		31% 31%	\$13,800.00 \$14,421.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-AP-STC100-C)	\$20,900.00		31%	\$14,421.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7APSTC10C	SEL HZ7-AP-STC10-C)	\$2,000.00		31%	\$1,380.00	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7APSTC10C-I	SEL HZ7-AP-STC10-C)	\$2,090.00		31%	\$1,442.10	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APSTC10C-K HZ7APSTN100C	SEL HZ7-AP-STC10-C) SEL HZ7-AP-STN100-C)	\$2,141.43 \$12,500.00		31% 31%	\$1,477.59 \$8,625.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7APSTN100C-I	SEL HZ7-AP-STN100-C)	\$13,062.50		31%	\$9,013.13	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-AP-STN100-C)	\$13,369.60		31%	\$9,225.02	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7APSTN10C HZ7APSTN10C-I	SEL HZ7-AP-STN10-C) SEL HZ7-AP-STN10-C)	\$1,250.00 \$1,306.25		31% 31%	\$862.50 \$901.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7APSTN10C-K	SEL HZ7-AP-STN10-C)	\$1,336.96		31%	\$922.50	\$0.00		\$0.00	\$0.00				VMWARE
5	HZ7DADC100GC	SEL HZ7-ADA-ADC100-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		SEL HZ7-ADA-ADC100-UG-C)	\$11,495.00		31%	\$7,931.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7DADC100GC-K HZ7E100AERCC	SEL HZ7-ADA-ADC100-UG-C) SEL HZ7-E100-AERC-C)	\$11,760.65 \$42,500.00		31% 31%	\$8,114.85 \$29,325.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-E100-AERC-C)	\$44,412.50		31%	\$30,644.63	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-E100-AERC-C)	\$45,548.57	K	31%	\$31,428.51	\$0.00		\$0.00	\$0.00				VMWARE
5 5	HZ7E10AERCC HZ7E10AERCC-I	SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-C)	\$4,250.00 \$4,441.25		31% 31%	\$2,932.50 \$3,064.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-C)	\$4,441.25 \$4,554.86		31%	\$3,064.46 \$3,142.85	\$0.00 \$0.00		\$0.00	\$0.00				VMWARE VMWARE
5	HZ7E10AERCUGC	SEL HZ7-E10-AERC-UG-C)	\$1,375.00	K	31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-E10-AERC-UG-C)	\$1,436.88		31%	\$991.45	\$0.00		\$0.00	\$0.00				VMWARE
5 5		(SEL HZ7-E10-AERC-UG-C) SEL HZ7-ADA-ENC100-UG-C)	\$1,474.87 \$30,250.00		31% 31%	\$1,017.66 \$20,872.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-ADA-ENC100-UG-C)	\$30,250.00		31%	\$20,872.50	\$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 5	HZ7ENC100C	SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$57,500.00		31%	\$39,675.00	\$0.00		\$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZ7ENC100C-I HZ7ENC100CV2-K	SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$60,087.50 \$61,638.06		31% 31%	\$41,460.38 \$42,530.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VMWARE VMWARE
5	HZ7ENC10C	SEL HZ7-ENC-10-C)	\$5,750.00	K	31%	\$3,967.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC10C-I	SEL HZ7-ENC-10-C)	\$6,008.75	K	31%	\$4,146.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP LI	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC (CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	HZ7ENC10CV2-K	SEL HZ7-ENC-10-C)	\$6,163.81	K	31%	\$4,253.03			\$0.00	\$0.00				VMWARE
5 5	HZ7ENN100C HZ7ENN100C-I	SEL HZ7-ENN-100-C) SEL HZ7-ENN-100-C)	\$35,000.00 \$36,575.00	K K	31% 31%	\$24,150.00 \$25,236.75			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENN-100-C)	\$37,503.83	K	31%	\$25,877.64			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7ENN10C	SEL HZ7-ENN-10-C)	\$3,500.00	K	31%	\$2,415.00			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7ENN10C-I HZ7ENN10CV2-K	SEL HZ7-ENN-10-C) SEL HZ7-ENN-10-C)	\$3,657.50 \$3,750.38	K K	31% 31%	\$2,523.68 \$2,587.76			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ENNA100C	SEL HZ7-ENN-A100-C)	\$28,500.00	K	31%	\$19,665.00			\$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			VMWARE
5 5	HZ7ENNA100C-K HZ7ENNA100UGC	SEL HZ7-ENN-A100-C) SEL HZ7-ENN-A100-UG-C)	\$30,531.72 \$9,350.00	K K	31% 31%	\$21,066.89 \$6,451.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENN-A100-UG-C)	\$9,770.75	K	31%	\$6,741.82			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7ENNA100UGC-K	SEL HZ7-ENN-A100-UG-C)	\$9,998.47	K	31%	\$6,898.94	\$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% 31%	\$1,966.50			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7ENNA10C-I HZ7ENNA10C-K	SEL HZ7-ENN-A10-C) SEL HZ7-ENN-A10-C)	\$2,978.25 \$3,053.17	K K	31%	\$2,054.99 \$2,106.69			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7ENNA10UGC	SEL HZ7-ENN-A10-UG-C)	\$935.00	K	31%	\$645.15	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ENN-A10-UG-C)	\$977.08	K	31%	\$674.19			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7ENNA10UGC-K HZ7GAEN10UGC	SEL HZ7-ENN-A10-UG-C) SEL HZ7-APS-ENN10-UG-C)	\$999.85 \$2,475.00	K K	31% 31%	\$689.90 \$1,707.75			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-APS-ENN10-UG-C)	\$2,586.38	K	31%	\$1,784.60			\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-APS-ENN10-UG-C)	\$2,654.77	K	31%	\$1,831.79			\$0.00	\$0.00	\$0.00			VMWARE
5 5		SEL HZ7-ENA-ENN10-UG-C) SEL HZ7-ENA-ENN10-UG-C)	\$715.00 \$747.18	K K	31% 31%	\$493.35 \$515.55			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ENA-ENN10-UG-C) SEL HZ7-ENA-ENN10-UG-C)	\$747.18 \$770.00	K	31%	\$531.30			\$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	VMWARE
5	HZ7LXC100C-I	SEL HZ7-LXC-100-C)	\$16,500.00	K	31%	\$11,385.00			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7LXC100C-K HZ7LXC10C	SEL HZ7-LXC-100-C) SEL HZ7-LXC-10-C)	\$16,357.65 \$1,500.00	K K	31% 31%	\$11,286.78 \$1,035.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZ7LXC10C-I	SEL HZ7-LXC-10-C)	\$1,650.00	K	31%	\$1,138.50			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7LXC10C-K	SEL HZ7-LXC-10-C)	\$1,635.76	K	31%	\$1,128.67			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7PCAC100GC	SEL HZ7-AP-STC-ADC100-UG-C) SEL HZ7-AP-STC-ADC100-UG-C)	\$13,750.00	K K	31% 31%	\$9,487.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	HZ7PCAC100GC-I HZ7PCAC100GC-K	SEL HZ7-AP-STC-ADC100-UG-C)	\$14,368.75 \$14,748.70	K	31%	\$9,914.44 \$10,176.60			\$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	VMWARE
5		SEL HZ7-AP-STN-ADN10-UG-C)	\$862.13	K	31%	\$594.87			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7PSADN10UGC-R HZ7SNAD100UC	(SEL HZ7-AP-STN-ADN10-UG-C) SEL HZ7-AP-STN-ADN100-UG-C)	\$884.92 \$8,250.00	K K	31% 31%	\$610.59 \$5,692.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-AP-STN-ADN100-UG-C)	\$8,621.25	K	31%	\$5,948.66			\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-AP-STN-ADN100-UG-C)	\$8,849.22	K	31%	\$6,105.96			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7STD100C HZ7STD100C-I	SEL HZ7-STD-100-C) SEL HZ7-STD-100-C)	\$25,000.00 \$26,125.00	K K	31% 31%	\$17,250.00 \$18,026.25			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-STD-100-C)	\$26,777.51	K	31%	\$18,476.48			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7STD10C	SEL HZ7-STD-10-C)	\$2,500.00	K	31%	\$1,725.00			\$0.00	\$0.00	\$0.00			VMWARE
5	HZ7STD10C-I HZ7STD10CV2-K	SEL HZ7-STD-10-C)	\$2,612.50	K K	31% 31%	\$1,802.63 \$1,847.65			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5 5	HZ7STDA100C	SEL HZ7-STD-10-C) SEL HZ7-STD-A100-C)	\$2,677.75 \$19,000.00	K	31%	\$1,647.00			\$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	VMWARE
5		SEL HZ7-STD-A100-C)	\$20,341.71	K	31%	\$14,035.78			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZ7STDA10C HZ7STDA10C-I	SEL HZ7-STD-A10-C) SEL HZ7-STD-A10-C)	\$1,900.00 \$1,985.50	K K	31% 31%	\$1,311.00 \$1,370.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-STD-A10-C)	\$2,034.17	K	31%	\$1,403.58			\$0.00	\$0.00	\$0.00			VMWARE
5	HZAAAN100UC	SEL HZ7-ADA-ADN100-UG-C)	\$5,500.00	K	31%	\$3,795.00			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZAAAN100UC-I HZAAAN100UC-K	SEL HZ7-ADA-ADN100-UG-C) SEL HZ7-ADA-ADN100-UG-C)	\$5,747.50 \$5,895.65	K K	31% 31%	\$3,965.78 \$4,068.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZADEC10UGC	SEL HZ7-ADA-ENC10-UG-C)	\$3,025.00	K	31%	\$2,087.25			\$0.00	\$0.00	\$0.00			VMWARE
5	HZADEC10UGC-I	SEL HZ7-ADA-ENC10-UG-C)	\$3,161.13	K	31%	\$2,181.18			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZADEC10UGC-K HZDDNAA10UGC	SEL HZ7-ADA-ENC10-UG-C) SEL HZ7-ADA-ADN10-UG-C)	\$3,244.71 \$550.00	K K	31% 31%	\$2,238.85 \$379.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5		SEL HZ7-ADA-ADN10-UG-C)	\$574.75	K	31%	\$396.58			\$0.00	\$0.00	\$0.00			VMWARE
5		SEL HZ7-ADA-ADN10-UG-C)	\$589.56	K	31%	\$406.80			\$0.00	\$0.00	\$0.00			VMWARE
5 5	HZF7W11FXUC HZF7W11FXUC-I	SEL HZ-F7WS11-FLX-UG-C) SEL HZ-F7WS11-FLX-UG-C)	\$150.00 \$156.75	K K	31% 31%	\$103.50 \$108.16			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZF7W11FXUC-K	SEL HZ-F7WS11-FLX-UG-C)	\$160.75 \$160.51	K	31%	\$100.16			\$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) SEL HZ-FLX-10-C)	\$2,612.50	K K	31% 31%	\$1,802.63			\$0.00	\$0.00	\$0.00 \$0.00			VMWARE
5 5	HZFLX10CV2-K HZFLX1C	SEL HZ-FLX-10-C) SEL HZ-FLX-1-C)	\$2,677.75 \$250.00	K	31%	\$1,847.65 \$172.50			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	HZFLX1C-I	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				VMWARE
5 5	HZFLXAD10C HZFLXAD10C-I	SEL HZ-FLX-AD10-C) SEL HZ-FLX-AD10-C)	\$1,500.00 \$1,567.50	K K	31% 31%	\$1,035.00 \$1,081.58			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ-FLX-AD10-C)	\$1,605.12	K	31%	\$1,001.50			\$0.00	\$0.00				VMWARE
5	HZPANA100UC	SEL HZ7-APA-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	HZPANA100UC-I	SEL HZ7-APA-ENN100-UG-C)	\$17,242.50	K	31%	\$11,897.33			\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-APA-ENN100-UG-C) SEL HZ7-APS-ENC100-UG-C)	\$17,660.13 \$41,250.00	K K	31% 31%	\$12,185.49 \$28,462.50			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	HZPASE100UGC-I	SEL HZ7-APS-ENC100-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		SEL HZ7-APS-ENC100-UG-C)	\$44,246.09	K	31%	\$30,529.80			\$0.00	\$0.00				VMWARE
5 5		SEL HZ7-APS-ENC10-UG-C) SEL HZ7-APS-ENC10-UG-C)	\$4,125.00 \$4,310.63	K K	31% 31%	\$2,846.25 \$2,974.33			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE 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

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL HZ7-APA-ENN10-UG-C)	\$1,724.25		31%	\$1,189.73	\$0.00		\$0.00	\$0.00				VMWARE
5 5		K SEL HZ7-APA-ENN10-UG-C) SEL HZ7-STA-ADC100-UG-C)	\$1,766.01 \$23,100.00	K K	31% 31%	\$1,218.55 \$15,939.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL HZ7-STA-ADC100-UG-C)	\$24,139.50		31%	\$16,656.26	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL HZ7-STA-ADC100-UG-C)	\$24,785.47	K	31%	\$17,101.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP100C	SEL MGP-100-C)	\$15,000.00		31%	\$10,350.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	MGP100C-I MGP100CV2-K	SEL MGP-100-C) SEL MGP-100-C)	\$15,675.00 \$16,051.18		31% 31%	\$10,815.75 \$11,075.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	MGP100CV2=R	SEL MGP-100-C)	\$1,500.00		31%	\$1,035.00	\$0.00		\$0.00	\$0.00				VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,567.50		31%	\$1,081.58	\$0.00		\$0.00	\$0.00				VMWARE
5	MGP10CV2-K	SEL MGP-10-C)	\$1,605.12		31%	\$1,107.53	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXADENC100UC NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C) SEL NX-ADV-ENTC100-UG-C)	\$5,500.00 \$6,435.00		31% 31%	\$3,795.00 \$4,440.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL NX-ADV-ENTC100-UG-C)	\$6,179.13		31%	\$4,263.60	\$0.00		\$0.00	\$0.00				VMWARE
5	NXADENC10UC	SEL NX-ADV-ENTC-10-UG-C)	\$550.00		31%	\$379.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXADENC10UC-I	SEL NX-ADV-ENTC-10-UG-C) SEL NX-ADV-ENTC-10-UG-C)	\$643.50	K K	31% 31%	\$444.02 \$426.36	\$0.00		\$0.00	\$0.00 \$0.00				VMWARE
5	NXADENC10UC-K NXADENTUC	SEL NX-ADV-ENTC-10-0G-C) SEL NX-ADV-ENT-UG-C)	\$617.91 \$2,750.00		31%	\$426.36 \$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VMWARE VMWARE
5	NXADENTUC-I	SEL NX-ADV-ENT-UG-C)	\$3,217.50		31%	\$2,220.08	\$0.00		\$0.00	\$0.00				VMWARE
5	NXADENTUC-K	SEL NX-ADV-ENT-UG-C)	\$3,091.48		31%	\$2,133.12	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXADVC NXADVC100C	SEL NX-ADV-C) SEL NX-ADVC-100-C)	\$4,495.00 \$9,000.00		31% 31%	\$3,101.55 \$6,210.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXADVC100C-I	SEL NX-ADVC-100-C)	\$10,530.00		31%	\$7,265.70	\$0.00		\$0.00	\$0.00				VMWARE
5	NXADVC100C-K	SEL NX-ADVC-100-C)	\$10,151.70		31%	\$7,004.67	\$0.00		\$0.00	\$0.00				VMWARE
5	NXADVC10C	SEL NX-ADVC-10-C)	\$900.00		31%	\$621.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXADVC10C-I NXADVC10C-K	SEL NX-ADVC-10-C) SEL NX-ADVC-10-C)	\$1,053.00 \$1,015.17		31% 31%	\$726.57 \$700.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXADVC10C-K NXADVC-I	SEL NX-ADV-C)	\$1,015.17		31%	\$3,628.81	\$0.00		\$0.00	\$0.00				VMWARE
5	NXADVC-K	SEL NX-ADV-C)	\$5,052.87		31%	\$3,486.48	\$0.00		\$0.00	\$0.00				VMWARE
5	NXENTC	SEL NX-ENT-C)	\$6,995.00		31%	\$4,826.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXENTC100C NXENTC100C-I	SEL NX-ENTC-100-C) SEL NX-ENTC-100-C)	\$14,000.00 \$16,380.00		31% 31%	\$9,660.00 \$11,302.20	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXENTC100C-I	SEL NX-ENTC-100-C)	\$16,380.00 \$15,744.71		31%	\$11,302.20 \$10,863.85	\$0.00		\$0.00	\$0.00				VMWARE
5	NXENTC10C	SEL NX-ENTC-10-C)	\$1,400.00		31%	\$966.00	\$0.00		\$0.00	\$0.00				VMWARE
5	NXENTC10C-I	SEL NX-ENTC-10-C)	\$1,638.00		31%	\$1,130.22	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXENTC10C-K NXENTC-I	SEL NX-ENTC-10-C) SEL NX-ENT-C)	\$1,574.47 \$8,184.15		31% 31%	\$1,086.38 \$5,647.06	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXENTC-K	SEL NX-ENT-C)	\$7,853.20		31%	\$5,418.71	\$0.00		\$0.00	\$0.00				VMWARE
5	NXRB25VMC	SEL NX-RB-25VM-C)	\$12,500.00		31%	\$8,625.00	\$0.00		\$0.00	\$0.00				VMWARE
5	NXRB25VMC-I	SEL NX-RB-25VM-C)	\$14,625.00		31%	\$10,091.25	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXRB25VMC-K NXSTADVUC	SEL NX-RB-25VM-C) SEL NX-STD-ADV-UG-C)	\$14,059.15 \$2,750.00		31% 31%	\$9,700.81 \$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXSTADVUC-I	SEL NX-STD-ADV-UG-C)	\$3,217.50		31%	\$2,220.08	\$0.00		\$0.00	\$0.00				VMWARE
5	NXSTADVUC-K	SEL NX-STD-ADV-UG-C)	\$3,091.48		31%	\$2,133.12	\$0.00		\$0.00	\$0.00				VMWARE
5	NXSTDC	SEL NX-STD-C)	\$1,995.00		31%	\$1,376.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXSTDC-I NXSTDC-K	SEL NX-STD-C) SEL NX-STD-C)	\$2,334.15 \$2,241.04		31% 31%	\$1,610.56 \$1,546.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	NXSTETUGC	SEL NX-STD-ENT-UG-C)	\$5,500.00		31%	\$3,795.00	\$0.00		\$0.00	\$0.00				VMWARE
5	NXSTETUGC-I	SEL NX-STD-ENT-UG-C)	\$6,435.00		31%	\$4,440.15	\$0.00		\$0.00	\$0.00				VMWARE
5 5	NXSTETUGC-K S6ADED10UCV2	SEL NX-STD-ENT-UG-C) SEL ST6-ADEN-D10-UG-C)	\$6,179.13 \$330.00		31% 31%	\$4,263.60 \$227.70	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	S6ADED10UCV2-I	SEL ST6-ADEN-D10-UG-C)	\$386.10		31%	\$266.41	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL ST6-ADEN-D10-UG-C)	\$371.21	K	31%	\$256.13	\$0.00		\$0.00	\$0.00				VMWARE
5	S6AEN100UCV2	SEL ST6-ADEN-D100-UG-C)	\$3,300.00		31%	\$2,277.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	S6AEN100UCV2-I S6AEN100UCV2-K	SEL ST6-ADEN-D100-UG-C) SEL ST6-ADEN-D100-UG-C)	\$3,861.00 \$3,712.07		31% 31%	\$2,664.09 \$2,561.33	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	S6SAD100UC	SEL ST6-STAD-D100-UG-C)	\$4,950.00		31%	\$3,415.50	\$0.00		\$0.00	\$0.00				VMWARE
5	S6SAD100UC-I	SEL ST6-STAD-D100-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		31%	\$3,840.68	\$0.00		\$0.00	\$0.00				VMWARE
5 5	S6SEN100UC S6SEN100UC-I	SEL ST6-STEN-D100-UG-C) SEL ST6-STEN-D100-UG-C)	\$8,250.00 \$9,652.50		31% 31%	\$5,692.50 \$6,660.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	S6SEN100UC-K	SEL ST6-STEN-D100-UG-C)	\$9,308.92		31%	\$6,423.15	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	S6SEND10UC	SEL ST6-STEN-D10-UG-C)	\$825.00		31%	\$569.25	\$0.00		\$0.00	\$0.00				VMWARE
5 5	S6SEND10UC-I S6SEND10UC-K	SEL ST6-STEN-D10-UG-C) SEL ST6-STEN-D10-UG-C)	\$965.25 \$930.89	K K	31% 31%	\$666.02 \$642.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6AD100PRO2	SEL ST6-STEN-D10-UG-C) SEL ST6-AD-D100-PRO)	\$9,000.00		31%	\$6,210.00	\$0.00		\$0.00	\$0.00				VMWARE
5	ST6AD100PRO2-I	SEL ST6-AD-D100-PRO)	\$10,530.00		31%	\$7,265.70	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL ST6-AD-D100-PRO)	\$10,151.70		31%	\$7,004.67	\$0.00		\$0.00	\$0.00				VMWARE
5 5	ST6AD10PRO2 ST6AD10PRO2-I	SEL ST6-AD-D10-PRO) SEL ST6-AD-D10-PRO)	\$900.00 \$1,053.00		31% 31%	\$621.00 \$726.57	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6AD10PRO2-K	SEL ST6-AD-D10-PRO)	\$1,055.00		31%	\$700.47	\$0.00		\$0.00	\$0.00				VMWARE
5	ST6ADC	SEL ST6-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	ST6ADC-I	SEL ST6-AD-C)	\$4,674.15		31%	\$3,225.16	\$0.00		\$0.00	\$0.00				VMWARE
5 5	ST6ADC-K ST6ADD100C	SEL ST6-AD-C) SEL ST6-AD-D100-C)	\$4,493.56 \$10,000.00		31% 31%	\$3,100.56 \$6,900.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6ADD100C-I	SEL ST6-AD-D100-C)	\$10,000.00		31%	\$8,073.00	\$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	ST6ADD10C	SEL ST6-AD-D10-C)	\$1,000.00		31%	\$690.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	ST6ADD10C-I ST6ADD10C-K	SEL ST6-AD-D10-C) SEL ST6-AD-D10-C)	\$1,170.00 \$1,122.43		31% 31%	\$807.30 \$774.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6ADENUGC	SEL ST6-AD-EN-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00		\$0.00	\$0.00				VMWARE
5	ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,930.50		31%	\$1,332.05	\$0.00		\$0.00	\$0.00				VMWARE
5	ST6ADENUGC-K	SEL ST6-AD-EN-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	ST6ADPRO2	SEL ST6-AD-PRO)	\$3,595.50	K	31%	\$2,480.90			\$0.00	\$0.00				VMWARE
5 5	ST6ADPRO2-I ST6ADPRO2-K	SEL ST6-AD-PRO) SEL ST6-AD-PRO)	\$4,206.74 \$4,041.53		31% 31%	\$2,902.65 \$2,788.66			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6ED100PRO2	SEL ST6-EN-D100-PRO)	\$10,800.00		31%	\$7,452.00			\$0.00	\$0.00				VMWARE
5	ST6ED100PRO2-I	SEL ST6-EN-D100-PRO)	\$12,636.00		31%	\$8,718.84			\$0.00	\$0.00				VMWARE
5	ST6ED100PRO2-K	SEL ST6-EN-D100-PRO)	\$12,143.73		31%	\$8,379.17			\$0.00	\$0.00				VMWARE
5 5	ST6EDHA100C ST6EDHA100C-I	SEL ST6-ED-HA100-C) SEL ST6-ED-HA100-C)	\$3,300.00 \$3,861.00		31% 31%	\$2,277.00 \$2,664.09			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6EDHA100C-K	SEL ST6-ED-HA100-C)	\$3,712.07	ĸ	31%	\$2,561.33			\$0.00	\$0.00				VMWARE
5	ST6EDHA10C	SEL ST6-ED-HA10-C)	\$330.00		31%	\$227.70			\$0.00	\$0.00				VMWARE
5 5	ST6EDHA10C-I ST6EDHA10C-K	SEL ST6-ED-HA10-C) SEL ST6-ED-HA10-C)	\$386.10 \$371.21	K K	31% 31%	\$266.41 \$256.13			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6EN10PRO2	SEL ST6-EN-D10-PRO)	\$1,080.00		31%	\$745.20			\$0.00	\$0.00				VMWARE
5	ST6EN10PRO2-I	SEL ST6-EN-D10-PRO)	\$1,263.60	K	31%	\$871.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6EN10PRO2-K	SEL ST6-EN-D10-PRO)	\$1,214.37		31%	\$837.92			\$0.00	\$0.00				VMWARE
5 5	ST6ENC ST6ENC-I	SEL ST6-EN-C) SEL ST6-EN-C)	\$5,495.00 \$6,429.15		31% 31%	\$3,791.55 \$4,436.11			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6ENC-K	SEL ST6-EN-C)	\$6,179.13		31%	\$4,263.60			\$0.00	\$0.00				VMWARE
5	ST6END100C	SEL ST6-EN-D100-C)	\$13,000.00		31%	\$8,970.00			\$0.00	\$0.00				VMWARE
5 5	ST6END100C-I ST6END100C-K	SEL ST6-EN-D100-C) SEL ST6-EN-D100-C)	\$15,210.00 \$14,595.46		31% 31%	\$10,494.90 \$10,070.87			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6END100C-K	SEL ST6-EN-D100-C)	\$1,300.00		31%	\$897.00			\$0.00	\$0.00				VMWARE
5	ST6END10C-I	SEL ST6-EN-D10-C)	\$1,521.00		31%	\$1,049.49			\$0.00	\$0.00	\$0.00			VMWARE
5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,459.55		31%	\$1,007.09			\$0.00	\$0.00				VMWARE
5 5	ST6ENPRO2 ST6ENPRO2-I	SEL ST6-EN-PRO) SEL ST6-EN-PRO)	\$4,945.50 \$5,786.24	K K	31% 31%	\$3,412.40 \$3,992.51			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6ENPRO2-K	SEL ST6-EN-PRO)	\$5,558.54	K	31%	\$3,835.39			\$0.00	\$0.00				VMWARE
5	ST6RA25PRO	SEL ST6-RBAD-25-PRO)	\$18,000.00		31%	\$12,420.00			\$0.00	\$0.00				VMWARE
5	ST6RA25PRO-I	SEL ST6-RBAD-25-PRO)	\$21,060.00		31%	\$14,531.40			\$0.00	\$0.00				VMWARE
5 5	ST6RA25PRO-K ST6RB25VMC	SEL ST6-RBAD-25-PRO) SEL ST6-RB-25VM-C)	\$20,265.09 \$12,500.00		31% 31%	\$13,982.91 \$8,625.00			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6RB25VMC-I	SEL ST6-RB-25VM-C)	\$14,625.00		31%	\$10,091.25			\$0.00	\$0.00				VMWARE
5	ST6RB25VMC-K	SEL ST6-RB-25VM-C)	\$14,059.15		31%	\$9,700.81			\$0.00	\$0.00				VMWARE
5 5	ST6RB25VPRO2 ST6RB25VPRO2-I	SEL ST6-RB-25VM-PRO) SEL ST6-RB-25VM-PRO)	\$11,250.00 \$13,162.50		31% 31%	\$7,762.50 \$9,082.13			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5			\$13,162.50		31%	\$8,749.23			\$0.00	\$0.00				VMWARE
5	ST6RBAD25C	SEL ST6-RBAD-25-C)	\$20,000.00		31%	\$13,800.00			\$0.00	\$0.00				VMWARE
5	ST6RBAD25C-I	SEL ST6-RBAD-25-C)	\$23,400.00		31%	\$16,146.00			\$0.00	\$0.00				VMWARE
5 5	ST6RBAD25C-K ST6RBEN25C	SEL ST6-RBAD-25-C) SEL ST6-RBEN-25-C)	\$22,486.98 \$27,500.00		31% 31%	\$15,516.02 \$18,975.00			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6RBEN25C-I	SEL ST6-RBEN-25-C)	\$32,175.00		31%	\$22,200.75			\$0.00	\$0.00				VMWARE
5	ST6RBEN25C-K	SEL ST6-RBEN-25-C)	\$30,914.80		31%	\$21,331.21			\$0.00	\$0.00				VMWARE
5 5	ST6RBEN25PRO	SEL ST6-RBEN-25-PRO)	\$24,750.00		31%	\$17,077.50			\$0.00	\$0.00 \$0.00				VMWARE
5	ST6RBEN25PRO-I ST6RBEN25PRO-K	SEL ST6-RBEN-25-PRO) SEL ST6-RBEN-25-PRO)	\$28,957.50 \$27,850.14		31% 31%	\$19,980.68 \$19,216.60			\$0.00 \$0.00	\$0.00				VMWARE VMWARE
5	ST6RBEN25UGC	SEL ST6-RBEN-25-UG-C)	\$16,500.00		31%	\$11,385.00			\$0.00	\$0.00				VMWARE
5	ST6RBEN25UGC-I	SEL ST6-RBEN-25-UG-C)	\$19,305.00		31%	\$13,320.45			\$0.00	\$0.00				VMWARE
5 5	ST6RBEN25UGC-K ST6SDT10PRO2	SEL ST6-RBEN-25-UG-C) SEL ST6-VSDT10-PRO)	\$18,579.53 \$450.00		31% 31%	\$12,819.88 \$310.50			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6SDT10PRO2-I	SEL ST6-VSDT10-PRO)	\$526.50		31%	\$363.29			\$0.00	\$0.00				VMWARE
5		SEL ST6-VSDT10-PRO)	\$506.05		31%	\$349.17			\$0.00	\$0.00				VMWARE
5 5	ST6STADD10UC ST6STADD10UC-I	SEL ST6-STAD-D10-UG-C) SEL ST6-STAD-D10-UG-C)	\$495.00 \$579.15		31% 31%	\$341.55 \$399.61			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL ST6-STAD-D10-0G-C) SEL ST6-STAD-D10-UG-C)	\$579.13 \$556.62		31%	\$384.07			\$0.00	\$0.00				VMWARE
5	ST6STADUC	SEL ST6-ST-AD-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	ST6STADUC-I	SEL ST6-ST-AD-UG-C)	\$1,930.50		31%	\$1,332.05			\$0.00	\$0.00				VMWARE
5 5	ST6STADUC-K ST6STENUC	SEL ST6-ST-AD-UG-C) SEL ST6-ST-EN-UG-C)	\$1,857.95 \$3,300.00		31% 31%	\$1,281.99 \$2,277.00			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,861.00		31%	\$2,664.09			\$0.00	\$0.00				VMWARE
5	ST6STENUC-K	SEL ST6-ST-EN-UG-C)	\$3,712.07		31%	\$2,561.33			\$0.00	\$0.00				VMWARE
5 5	ST6VSANBNC ST6VSANBNC-I	SEL ST6-VSAN-BN-C) SEL ST6-VSAN-BN-C)	\$14,970.00 \$17,514.90		31% 31%	\$10,329.30 \$12,085.28			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6VSANBNC-K	SEL ST6-VSAN-BN-C)	\$16,817.35		31%	\$12,003.20			\$0.00	\$0.00				VMWARE
5	ST6VSANC	SEL ST6-VSAN-C)	\$2,495.00	K	31%	\$1,721.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6VSANC-I ST6VSANC-K	SEL ST6-VSAN-C) SEL ST6-VSAN-C)	\$2,919.15 \$2,808.00		31% 31%	\$2,014.21 \$1,937.52			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6VSANC-K ST6VSAPRO2	SEL ST6-VSAN-C) SEL ST6-VSAN-PRO)	\$2,808.00		31%	\$1,937.52 \$1,549.40			\$0.00	\$0.00				VMWARE
5	ST6VSAPRO2-I	SEL ST6-VSAN-PRO)	\$2,627.24	ĸ	31%	\$1,812.80			\$0.00	\$0.00			\$0.00	VMWARE
5	ST6VSAPRO2-K	SEL ST6-VSAN-PRO)	\$2,524.52		31%	\$1,741.92			\$0.00	\$0.00				VMWARE
5 5		SEL ST6-VSA-VSAN-UG-C) I SEL ST6-VSA-VSAN-UG-C)	\$11,475.00 \$13,425.75		31% 31%	\$7,917.75 \$9,263.77			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		K SEL ST6-VSA-VSAN-UG-C)	\$13,425.75 \$12,909.90		31%	\$9,263.77 \$8,907.83			\$0.00	\$0.00				VMWARE
5	ST6VSD100PRO2	SEL ST6-VSDT100-PRO)	\$4,500.00	K	31%	\$3,105.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL ST6-VSDT100-PRO)	\$5,265.00		31%	\$3,632.85			\$0.00	\$0.00				VMWARE
5 5	ST6VSD100PRO2-K ST6VSDT100C	SEL ST6-VSDT100-PRO) SEL ST6-VSDT100-C)	\$5,060.53 \$5,500.00		31% 31%	\$3,491.77 \$3,795.00			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$6,435.00		31%	\$4,440.15			\$0.00	\$0.00				VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-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 5	ST6VSDT10C ST6VSDT10C-I	SEL ST6-VSDT10-C) SEL ST6-VSDT10-C)	\$550.00 \$643.50		31% 31%	\$379.50 \$444.02			\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	ST6VSDT10C-I	SEL ST6-VSDT10-C) SEL ST6-VSDT10-C)	\$643.50 \$617.91		31%	\$444.02 \$426.36			\$0.00					VMWARE
5	STRADE25UGC	SEL ST6-RB-ADEN-25-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	STRADE25UGC-I	SEL ST6-RB-ADEN-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

March Section December De						NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE			1
Second March Mar	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM	WIT UPG BASIC	RENEWAL	THIRD PARTY PRODUCT PARTNER
BRIGARD BRIG															
THE PROPERTY 15 15 15 15 15 15 15 1															
The Company	5	STRBAD25UC-K				31%									
BRINGSTON Color	-														
March Marc	-														
Second Column	-														
MARTINEST STATE	-														
1	-														
S. CERCONICO SEL PERCONICO	-	UEMCCU100C-I													
S. MINICIPACE ST. MINICI	-														
MINISTRATE STATE	-														
Section Continue	-														
BERNAMES SELENAM SEC. \$24.47 K 31 h \$2.228 \$0.00 \$0.	-														
Belling	-														
Belling	-														
S. WESTERLAND S. WESTERLAN	-														
S. WEERLAND, C. 126,1730 K	-														
S. VIERPELLED S. VIERPELLED S. DACO K. 21 N	-														
5 WEINTERFLUCIO S WEINTERFLUCI	-														
VERNICHTON SEVEN SECTION SEC	-														
S VINCEPTICUS S VINCEP	-														
S. VENTERLOCK S. VENTERLOC	5	V6ENOEPLUC	SEL VS6-ENT-OEPL-UG-C)	\$1,675.00	K	31%	\$1,155.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S. VIENTEFILLC St. VIENTEFF 1.0.1.6.1 1972.04 K 31% 5970.08 50.0 50.	-														
S VENTERLOC SELVIS-SELT-PLACE 50004 K 31% SSO.58 93.00 \$0.00	-														
S. VICESPEINCE SEL VISSEMENT SEL VISSEME	5		SEL VS6-ENT-EPL-UG-C)			31%	\$550.58	\$0.00							
S VECEPHOPMACE SELVES-EN-CEPT-LIG-PRO)	-														
\$ VEIDEFURYZY, SEL VSEEN-COP-LIC-C) \$10.00 \$10.00 \$0.0	-														
S. VIERDELICAL SEL VISE EXPLORATION C) \$1,198.00 K	-						\$647.60	\$0.00							
S. VIERPOELLICK SELVINEE PLANE C. VIERPOELLIC SELVINEE PLANE C.	-														
SECREPANDE SELVESSES ORDER ANGLE \$22,550.00 K 31% \$15,559.50 \$0.00 \$0.	-														
VERPORANCIA SEL VISE ESP-CIPALICIC \$15,3179 K 3114 \$17,472-04 30.00 \$0.0	-														
SECRETARY SECR	-														
S. VERSTRANGC S. WESSER-ALUCE S. 3,855.0 K 31% S. 7,72.0 D S. 0.0 S. 0	-														
5 VEESPLANUC SELVSES-DEPLAKUGC) \$24,750.00 K 31% \$17,077.50 \$0.00	5														
5 VESSELANUC-S SELVSRES-SOEPL-AK-UG-C) \$27,850-1 K 31% \$19,980-88 \$0.00	-														
Versign Vers	-														
For WESPELAUGC. SEL VSS-ESP-ELAK-UG-C \$23,805.00 \$10,750.00	-														
S	-														
5 VIESTIDIC SEL VISSES-STD-AKUG-C) \$12,775.00 K 311% \$3,747.50 \$0.00 \$	-														
5 VESTORUC-1 SEL VSEE-STD-KAUG-C) \$12,077.50 K 31% \$8,678.48 \$0.00	-														
5 V8HPOELUC SEL V85HPY-0EPLUSC) \$4,395.00 K 31% \$3,032.55 \$0.00 \$	5	V6ESTDKUC-I	SEL VS6-ES-STD-AK-UG-C)	\$12,577.50	K	31%	\$8,678.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 V8HPOELUC-I SEL V8S-HPV-EDFL-UG-C) \$5,142.15 K 31% \$3,548.08 \$0.00 \$0.	-														
5 V8HPOELLICK SEL VSS.HYP-STUJGCC) S4,937.94 K 31% S3,407.18 S0.00	-														
5 V8HPSTUGC-I SEL VSB-HYP-STD-IG-C) \$1,164.15 K 31% \$806.26 \$0.00	-	V6HPOELUC-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 V6HPSTUGCK SEL VS6-HYP-EPL-UG-C) \$1,168.40 K 31% \$806.20 \$0.00	-														
5 V6HYEPLUC SEL V86-HYP-EPLUG-C) \$4,080.15 K 31% \$2,411.55 \$0.00 \$	-														
S	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 V6OENDELUC SEL VSR-OENT-OEPL-UG-C) 8850 0 K 31% \$686.50 \$0.00 \$0	-														
5 V60ENDELUC-I SEL VS6-DENT-OEPL-UG-C) \$94.50 K 31% \$686.21 \$0.00	5 5														
5 V60ENDELUPO \$EL V\$6-0ENT-OEPL-UG-PRO) \$423.50 K 31% \$222.22 \$0.00 \$0	5	V60ENOELUC-I	SEL VS6-OENT-OEPL-UG-C)	\$994.50	K	31%	\$686.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 V60ENDELUPO-I SEL VS6-CENT-CEPL-UG-PRO) \$495.50 K 31% \$341.90 \$0.00 \$	5														
5 V60ENDELUPCH SEL VS6-CBSTD-CEPL-UG-PRO) \$476.17 K 31% \$328.56 \$0.00	5														
5 V6RBSADZSUC-I SEL VS6-RBSTD-ADV25-UG-C) \$1,930.50 K 31% \$1,320.55 \$0.00	5	V60ENOELUPO-K		\$476.17	K									\$0.00	VMWARE
5 V6RBSAD25UC-K SEL VS6-RBTD-ADV25-UG-C) \$1,942.23 K 31% \$1,340.14 \$0.00 \$0.0	-														
5 V6STDEPUGC SEL VS6-STD-OEPL-UG-C) \$3,740.00 K 31% \$2,580.60 \$0.00 \$0	-														
5 V6STDEPUGC-I SEL VS6-STD-OEPL-UG-C) \$4,375.80 K 31% \$3,019.30 \$0.00	-		SEL VS6-STD-OEPL-UG-C)												
5 V6STEPLUC SEL V56-STD-EPL-UG-C) \$2,750.00 K 31% \$1,897.50 \$0.00	-	V6STDEPUGC-I	SEL VS6-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 V6STEPILIC-I SEL VS6-STD-EPI-LIG-C) \$3,217.50 K 31% \$2.220.08 \$0.00 \$0	-														
5 V6STEPLUC-K SEL VS6-STD-EPL-UG-C) \$3,237.05 K 31% \$2,233.56 \$0.00 \$0.	-														
5 V7ATATEUCV2-K SEL VR7-ATAD-ATEN-UG-C) \$6,179.13 K 31% \$4,263.60 \$0.00	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 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 \$0.00	-														
	-														
	-														

Dell EMC NASPO ValuePoint Contract MNWNC-109 3rd Party Product Price List Effective December 1, 2017

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL VA-WAOA-PLLD-A-U-UG-C)	\$181.83	K	31%	\$125.46			\$0.00	\$0.00				VMWARE
5 5	VAADAPLAUGC-K	SEL VA-WAOA-PLLD-A-U-UG-C) SEL VA-WAD-WA-PLA-U-UG-C)	\$186.56 \$99.00		31% 31%	\$128.73 \$68.31			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VAADAPLAUGC-I	SEL VA-WAD-WA-PLA-U-UG-C)	\$103.46		31%	\$71.39			\$0.00	\$0.00) VMWARE
5		SEL VA-WAD-WA-PLA-U-UG-C)	\$106.11		31%	\$73.22			\$0.00	\$0.00				VMWARE
5 5	VAASPLADUGC VAASPLADUGC-I	SEL VA-WAOS-PLL-A-D-UG-C) SEL VA-WAOS-PLL-A-D-UG-C)	\$31.00 \$32.40	K K	31% 31%	\$21.39 \$22.36			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5 5		SEL VA-WAOS-PLL-A-D-UG-C)	\$32.40 \$33.21	K	31%	\$22.91			\$0.00	\$0.00) VMWARE
5	VAOAPLAUUGC	SEL VA-WOAA-PLL-A-U-UG-C)	\$15.00	K	31%	\$10.35			\$0.00	\$0.00) VMWARE
5	VAOAPLAUUGC-I	SEL VA-WOAA-PLL-A-U-UG-C)	\$15.68	K	31%	\$10.82			\$0.00	\$0.00				VMWARE
5	VAOAPLAUUGC-K VASAPLADUC	SEL VA-WOAA-PLL-A-U-UG-C) SEL VA-WSA-PLLA-D-UG-C)	\$16.05 \$44.00		31% 31%	\$11.07 \$30.36			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5 5	VASAPLADUC-I	SEL VA-WSA-PLLA-D-UG-C)	\$44.00 \$45.98	K	31%	\$30.36			\$0.00	\$0.00) VMWARE
5	VASAPLADUC-K	SEL VA-WSA-PLLA-D-UG-C)	\$47.16		31%	\$32.54			\$0.00	\$0.00				VMWARE
5	VAWAPADUGC	SEL VA-WAOA-PLL-A-D-UG-C)	\$75.00	K	31%	\$51.75			\$0.00	\$0.00				VMWARE
5 5	VAWAPADUGC-I VAWAPADUGC-K	SEL VA-WAOA-PLL-A-D-UG-C) SEL VA-WAOA-PLL-A-D-UG-C)	\$78.38 \$80.06	K K	31% 31%	\$54.08 \$55.24			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5 5	VAWAPADUGC-K VAWAPLAUUC	SEL VA-WAOA-PLL-A-D-UG-C) SEL VA-WSA-PLLA-U-UG-C)	\$99.00	K	31%	\$68.31	\$0.00		\$0.00	\$0.00) VMWARE
5	VAWAPLAUUC-I	SEL VA-WSA-PLLA-U-UG-C)	\$103.46		31%	\$71.39			\$0.00	\$0.00) VMWARE
5	VAWAPLAUUC-K	SEL VA-WSA-PLLA-U-UG-C)	\$106.11		31%	\$73.22			\$0.00	\$0.00				VMWARE
5 5		SEL VA-WOA-ADA-PLL-U-C) I SEL VA-WOA-ADA-PLL-U-C)	\$126.00 \$131.67	K K	31% 31%	\$86.94 \$90.85			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5 5		KSEL VA-WOA-ADA-PLL-U-C)	\$135.23		31%	\$93.31			\$0.00	\$0.00) VMWARE
5		SEL VA-WOAA-PLL-A-D-C)	\$22.00		31%	\$15.18			\$0.00	\$0.00				VMWARE
5		SEL VA-WOAA-PLL-A-D-C)	\$22.99	K	31%	\$15.86			\$0.00	\$0.00				VMWARE
5		SEL VA-WOAA-PLL-A-D-C)	\$23.56	K	31%	\$16.26			\$0.00	\$0.00) VMWARE
5		SEL VA-WOAA-PLL-A-U-C) SEL VA-WOAA-PLL-A-U-C)	\$36.00 \$37.62	K K	31% 31%	\$24.84 \$25.96			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VA-WOAA-PLL-A-U-C)	\$38.58	ĸ	31%	\$26.62			\$0.00	\$0.00				VMWARE
5	VAWOAPLLADC	SEL VA-WOA-PLL-A-D-C)	\$90.00		31%	\$62.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VAWOAPLLADC-I	SEL VA-WOA-PLL-A-D-C)	\$94.05		31%	\$64.89			\$0.00	\$0.00				VMWARE
5	VAWOAPLLADC-K VAWOAPLLAUC	SEL VA-WOA-PLL-A-D-C) SEL VA-WOA-PLL-A-U-C)	\$96.15 \$180.00		31% 31%	\$66.34 \$124.20			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5 5	VAWOAPLLAUC-I	SEL VA-WOA-PLL-A-U-C)	\$188.10		31%	\$129.79			\$0.00	\$0.00) VMWARE
5		SEL VA-WOA-PLL-A-U-C)	\$192.69		31%	\$132.96			\$0.00	\$0.00) VMWARE
5		SEL VA-WOE-PLL-10U-C)	\$4,000.00		31%	\$2,760.00			\$0.00	\$0.00				VMWARE
5 5		SEL VA-WOE-PLL-10U-C)	\$4,180.00		31%	\$2,884.20			\$0.00	\$0.00) VMWARE
5 5	VAWOEPLL 100C-K	SEL VA-WOE-PLL-10U-C) SEL VA-WOE-PLL-U-C)	\$4,286.70 \$40,000.00		31% 31%	\$2,957.82 \$27,600.00			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VAWOEPLLUC-I	SEL VA-WOE-PLL-U-C)	\$41,800.00		31%	\$28,842.00			\$0.00	\$0.00				VMWARE
5	VAWOEPLLUC-K	SEL VA-WOE-PLL-U-C)	\$42,866.99		31%	\$29,578.22			\$0.00	\$0.00				VMWARE
5	VAWOSABUUGC	SEL VA-WAOS-PLL-A-DU-UG-C)	\$75.00	K	31%	\$51.75			\$0.00	\$0.00) VMWARE
5 5		SEL VA-WAOS-PLL-A-DU-UG-C) SEL VA-WAOS-PLL-A-DU-UG-C)	\$78.38 \$80.06	K K	31% 31%	\$54.08 \$55.24			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VAWOSPLLADC	SEL VA-WOS-PLL-A-D-C)	\$50.00	ĸ	31%	\$34.50			\$0.00	\$0.00				VMWARE
5	VAWOSPLLADC-I	SEL VA-WOS-PLL-A-D-C)	\$52.25		31%	\$36.05			\$0.00	\$0.00) VMWARE
5		SEL VA-WOS-PLL-A-D-C)	\$53.59	K	31%	\$36.98			\$0.00	\$0.00				VMWARE
5 5	VAWOSPLLAUC VAWOSPLLAUC-I	SEL VA-WOS-PLL-A-U-C) SEL VA-WOS-PLL-A-U-C)	\$90.00 \$94.05		31% 31%	\$62.10 \$64.89			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VA-WOS-PLL-A-U-C)	\$96.15		31%	\$66.34			\$0.00	\$0.00				VMWARE
5	VAWPLLAUGC	SEL VA-WAOA-PLL-A-U-ÚG-C)	\$158.00		31%	\$109.02			\$0.00	\$0.00) VMWARE
5	VAWPLLAUGC-I	SEL VA-WAOA-PLL-A-U-UG-C)	\$165.11		31%	\$113.93			\$0.00	\$0.00				VMWARE
5	VAWPLLAUGC-K VAWWSPLAUGC	SEL VA-WAOA-PLL-A-U-UG-C) SEL VA-WSD-WS-PLA-U-UG-C)	\$169.71 \$44.00		31% 31%	\$117.10 \$30.36			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VA-WSD-WS-PLA-U-UG-C)	\$45.98	ĸ	31%	\$31.73			\$0.00	\$0.00				VMWARE
5		SEL VA-WSD-WS-PLA-U-UG-C)	\$47.16	K	31%	\$32.54			\$0.00	\$0.00) VMWARE
5	VC-CMW-C	SEL VC-CMW-C)	\$40.00	K	31%	\$27.60			\$0.00	\$0.00				VMWARE
5 5	VC-CMW-C-I VC-CMW-C-K	SEL VC-CMW-C) SEL VC-CMS-3P-SSS-C)	\$44.00 \$35.44	K K	31% 31%	\$30.36 \$24.45			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VCEPICC	SEL VC-EPIC-C)	\$60,000.00		31%	\$41,400.00			\$0.00	\$0.00				VMWARE
5	VCEPICC-I	SEL VC-EPIC-C)	\$70,200.00	K	31%	\$48,438.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VCEPICC-K	SEL VC-EPIC-C)	\$67,460.93		31%	\$46,548.04			\$0.00	\$0.00				VMWARE
5 5	VCS6FNDC VCS6FNDC-I	SEL VCS6-FND-C) SEL VCS6-FND-C)	\$1,495.00 \$1,749.15		31% 31%	\$1,031.55 \$1,206.91			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,758.35		31%	\$1,213.26			\$0.00	\$0.00				VMWARE
5	VCS6FNSTUCV2	SEL VCS6-FND-STD-UG-C)	\$4,950.00		31%	\$3,415.50			\$0.00	\$0.00				VMWARE
5		SEL VCS6-FND-STD-UG-C)	\$5,791.50		31%	\$3,996.14			\$0.00	\$0.00				VMWARE
5		SEL VCS6-FND-STD-UG-C)	\$5,834.35		31%	\$4,025.70			\$0.00	\$0.00) VMWARE) VMWARE
5	VCS6STDC-I VCS6STDCV2	SEL VCS6-STD-C) SEL VCS6-STD-C)	\$7,014.15 \$5,995.00		31% 31%	\$4,839.76 \$4,136.55			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE
5	VCS6STDCV2-K	SEL VCS6-STD-C)	\$7,060.22		31%	\$4,871.55			\$0.00	\$0.00				VMWARE
5	VCSRM625EC	SEL VC-SRM6-25É-C)	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625EC-I	SEL VC-SRM6-25E-C)	\$14,478.75		31%	\$9,990.34			\$0.00	\$0.00) VMWARE
5 5	VCSRM625EC-K VCSRM625EUGC	SEL VC-SRM6-25E-C) SEL VC-SRM6-25E-UG-C)	\$13,905.91 \$8,250.00		31% 31%	\$9,595.08 \$5,692.50			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VC-SRM6-25E-UG-C)	\$9,652.50		31%	\$6,660.23			\$0.00	\$0.00				VMWARE
5	VCSRM625EUGC-K	SEL VC-SRM6-25E-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	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00		31%	\$3,363.75			\$0.00	\$0.00				VMWARE
5 5	VCSRM625SC-I VCSRM625SC-K	SEL VC-SRM6-25S-C) SEL VC-SRM6-25S-C)	\$5,703.75 \$5,481.92		31% 31%	\$3,935.59 \$3,782.52			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VFD225VCV2-K	SEL VC-SKM6-25S-C) SEL VF-DD2-25VM-C)	\$5,481.92 \$21,107.88		31%	\$3,782.52 \$14,564.44			\$0.00	\$0.00) VMWARE
5	VFDD225VMC	SEL VF-DD2-25VM-C)	\$18,750.00	K	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	\$0.00	VMWARE

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VFHYPM5C VFHYPM5C-I	SEL VF-HYPM5-C) SEL VF-HYPM5-C)	\$360.00 \$421.20		31% 31%	\$248.40 \$290.63			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VFHYPM5CV2-K	SEL VF-HYPM5-C)	\$404.92		31%	\$279.39			\$0.00	\$0.00) VMWARE
5	VMAPLLDC-K	SEL V-MAW-PLL-D-C)	\$10.69	K	31%	\$7.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5 5	VMAWPLLDC VMAWPLLDC-I	SEL V-MAW-PLL-D-C) SEL V-MAW-PLL-D-C)	\$10.00 \$10.00		31% 31%	\$6.90 \$6.90			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VMBMLLDC-I	SEL V-MAW-PLL-D-C) SEL V-MBM-PLL-D-C)	\$10.00	K	31%	\$6.90 \$14.77			\$0.00	\$0.00) VMWARE
5	VMBMPLLDC	SEL V-MBM-PLL-D-C)	\$20.00		31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5 5	VMBMPLLDC-I	SEL V-MBM-PLL-D-C) SEL V-OMS-PLL-D-C)	\$20.00	K K	31% 31%	\$13.80 \$51.78			\$0.00	\$0.00) VMWARE
5	VMSPLLDC-K VNIUGEN100UC	SEL V-OMS-PLL-D-C) SEL VR-NI-UG-AENX100-UG-C)	\$75.05 \$2,145.00		31%	\$1,480.05			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VNIUGEN100UC-I	SEL VR-NI-UG-AENX100-UG-C)	\$2,509.65		31%	\$1,731.66			\$0.00	\$0.00) VMWARE
5		SEL VR-NI-UG-AENX100-UG-C)	\$2,409.59		31%	\$1,662.62			\$0.00	\$0.00				VMWARE
5 5	VNIUGENX10UC VNIUGENX10UC-I	SEL VR-NI-UG-AENX10-UG-C) SEL VR-NI-UG-AENX10-UG-C)	\$215.00 \$251.55		31% 31%	\$148.35 \$173.57			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VR-NI-UG-AENX10-UG-C)	\$241.73		31%	\$166.79			\$0.00	\$0.00				VMWARE
5	VOMSPLLDC	SEL V-OMS-PLL-D-C)	\$70.00		31%	\$48.30			\$0.00	\$0.00				VMWARE
5 5	VOMSPLLDC-I VOMSPLLUC	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-U-C)	\$70.00 \$140.00	K K	31% 31%	\$48.30 \$96.60			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VOMSPLLUC-I	SEL V-OMS-PLL-U-C)	\$140.00		31%	\$96.60			\$0.00	\$0.00				VMWARE
5	VOSPLLUC-K	SEL V-OMS-PLL-U-C)	\$149.79		31%	\$103.36			\$0.00	\$0.00) VMWARE
5		SEL V-PS-PMGM-ADDON) SEL V-PS-PMGM-ADDON)	\$3,500.00 \$3,500.00		31% 31%	\$2,415.00 \$2,415.00			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL V-PS-PMGM-ADDON) SEL V-PS-PMGM-ADDON)	\$3,750.38		31%	\$2,415.00 \$2,587.76			\$0.00	\$0.00) VMWARE
5	VR17AADENTUC	SEL VR17-AADV-ENT-UG-C)	\$960.00		31%	\$662.40	\$0.00		\$0.00	\$0.00) VMWARE
5		SEL VR17-AADV-ENT-UG-C)	\$1,123.20		31%	\$775.01			\$0.00	\$0.00				VMWARE
5 5	VR17AADENTUC-K VR17ADENTGC	SEL VR17-AADV-ENT-UG-C) SEL VR17-ADV-ENT-UG-C)	\$1,076.46 \$1,650.00		31% 31%	\$742.76 \$1,138.50			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17ADENTGC-I	SEL VR17-ADV-ENT-UG-C)	\$1,930.50		31%	\$1,332.05			\$0.00	\$0.00				VMWARE
5	VR17ADENTGC-K	SEL VR17-ADV-ENT-UG-C)	\$1,857.95		31%	\$1,281.99			\$0.00	\$0.00				VMWARE
5 5	VR17ADENUGC VR17ADENUGC-I	SEL VR17-OADV-ENT-UG-C) SEL VR17-OADV-ENT-UG-C)	\$960.00 \$1,123.20		31% 31%	\$662.40 \$775.01			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17ADENUGC-K	SEL VR17-OADV-ENT-UG-C)	\$1,076.46		31%	\$742.76			\$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		31%	\$5,041.59			\$0.00	\$0.00				VMWARE
5 5	VR17ADVC-K VR17BLADVUGC	SEL VR17-ADV-C) SEL VR17-BCLC-ADV-UG-C)	\$7,021.91 \$3,570.00		31% 31%	\$4,845.12 \$2,463.30			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17BLADVUGC-I	SEL VR17-BCLC-ADV-UG-C)	\$4,176.90		31%	\$2,882.06			\$0.00	\$0.00) VMWARE
5		SEL VR17-BCLC-ADV-UG-C)	\$4,010.88		31%	\$2,767.51			\$0.00	\$0.00				VMWARE
5 5	VR17BLENTUC VR17BLENTUC-I	SEL VR17-BCLC-ENT-UG-C) SEL VR17-BCLC-ENT-UG-C)	\$5,220.00 \$6,107.40		31% 31%	\$3,601.80 \$4,214.11			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17BLENTUC-K	SEL VR17-BCLC-ENT-UG-C)	\$5,865.00		31%	\$4,046.85			\$0.00	\$0.00				VMWARE
5	VR17BLOAUGC	SEL VR17-BCLO-ADV-UG-C)	\$1,370.00		31%	\$945.30			\$0.00	\$0.00				VMWARE
5 5	VR17BLOAUGC-I VR17BLOAUGC-K	SEL VR17-BCLO-ADV-UG-C) SEL VR17-BCLO-ADV-UG-C)	\$1,602.90 \$1,543.82		31% 31%	\$1,106.00 \$1,065.24			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17CLENTUC	SEL VR17-BCLO-ENT-UG-C)	\$3,020.00		31%	\$2,083.80			\$0.00	\$0.00				VMWARE
5	VR17CLENTUC-I	SEL VR17-BCLO-ENT-UG-C)	\$3,533.40		31%	\$2,438.05			\$0.00	\$0.00				VMWARE
5 5	VR17CLENTUC-K VR17ENTC	SEL VR17-BCLO-ENT-UG-C) SEL VR17-ENT-C)	\$3,397.95 \$7,745.00		31% 31%	\$2,344.59 \$5,344.05			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17ENTC-I	SEL VR17-ENT-C)	\$9,061.65		31%	\$6,252.54			\$0.00	\$0.00				VMWARE
5	VR17ENTC-K	SEL VR17-ENT-C)	\$8,695.99		31%	\$6,000.23			\$0.00	\$0.00) VMWARE
5 5	VR17ISODVUGC VR17ISODVUGC-I	SEL VR17-LIS4O-ADV-UG-C) SEL VR17-LIS4O-ADV-UG-C)	\$1,370.00 \$1,602.90		31% 31%	\$945.30 \$1,106.00			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VR17-LIS4O-ADV-UG-C)	\$1,543.82		31%	\$1,065.24			\$0.00	\$0.00) VMWARE
5	VR17L4CADUGC	SEL VR17-LIS4C-ADV-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 5	VR17L4CADUGC-I	SEL VR17-LIS4C-ADV-UG-C)	\$6,107.40		31%	\$4,214.11			\$0.00	\$0.00) VMWARE
5	VR17L4CADUGC-K	SEL VR17-LIS4C-ADV-UG-C) SEL VR17-LIS4C-STD-UG-C)	\$5,865.00 \$2,470.00		31% 31%	\$4,046.85 \$1,704.30			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17LI4CSTUC-I	SEL VR17-LIS4C-STD-UG-C)	\$2,889.90	K	31%	\$1,994.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	VR17LI4CSTUC-K VR17LIOETUGC	SEL VR17-LIS4C-STD-UG-C)	\$2,777.35		31%	\$1,916.37			\$0.00	\$0.00) VMWARE
5 5	VR17LIOETUGC VR17LIOETUGC-I	SEL VR17-LIS40-ENT-UG-C) SEL VR17-LIS40-ENT-UG-C)	\$3,020.00 \$3,533.40		31% 31%	\$2,083.80 \$2,438.05			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17LIOETUGC-K	SEL VR17-LIS4O-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		31%	\$4,740.30			\$0.00	\$0.00				VMWARE
5	VR17LISENUGC-I VR17LISENUGC-K	SEL VR17-LIS4C-ENT-UG-C) SEL VR17-LIS4C-ENT-UG-C)	\$8,037.90 \$7,699.97		31% 31%	\$5,546.15 \$5,312.98			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17OADCSDUC	SEL VR17-OADVC-STD-UG-C)	\$1,095.00		31%	\$755.55			\$0.00	\$0.00				VMWARE
5		SEL VR17-OADVC-STD-UG-C)	\$1,281.15		31%	\$883.99			\$0.00	\$0.00				VMWARE
5 5	VR17OADCSDUC-K VR17ODENTUGC	SEL VR17-OADVC-STD-UG-C) SEL VR17-OADVC-ENT-UG-C)	\$1,229.70 \$5,495.00		31% 31%	\$848.49 \$3,791.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5		SEL VR17-OADVC-ENT-UG-C)	\$6,429.15		31%	\$4,436.11			\$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 5	VR170ISSTUC VR170ISSTUC-I	SEL VR17-OIST-STD-UG-C) SEL VR17-OIST-STD-UG-C)	\$1,920.00 \$2,246.40		31% 31%	\$1,324.80 \$1,550.02			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR170ISSTUC-I VR170ISSTUC-K	SEL VR17-OIST-STD-UG-C) SEL VR17-OIST-STD-UG-C)	\$2,246.40 \$2,156.76		31% 31%	\$1,550.02 \$1,488.16			\$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	VR17OISVUGC-I	SEL VR17-OIST-ADV-UG-C)	\$5,463.90		31%	\$3,770.09			\$0.00	\$0.00) VMWARE
5 5	VR170ISVUGC-K VR170SCDVUC	SEL VR17-OIST-ADV-UG-C) SEL VR17-OSTC-ADV-UG-C)	\$5,252.07 \$5,495.00		31% 31%	\$3,623.93 \$3,791.55			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VR17OSCDVUC-I	SEL VR17-OSTC-ADV-UG-C)	\$6,429.15		31%	\$4,436.11	\$0.00		\$0.00	\$0.00			\$0.00	VMWARE
5			\$6,179.13		31%	\$4,263.60			\$0.00	\$0.00				VMWARE
5 5	VR170SENTGC VR170SENTGC-I	SEL VR17-OSTC-ENT-UG-C) SEL VR17-OSTC-ENT-UG-C)	\$7,145.00 \$8,359.65		31% 31%	\$4,930.05 \$5,768.16			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
3	TATA GOLINI GO-I	322 Mir-0010-2N1-00-0)	φυ,559.00	IX.	5170	φυ, 100.10	φ0.00	φυ.υυ	φυ.υυ	φ0.00	. 90.00	φυ.υυ	φυ.υι	· ······

					NVP L	EVEL 1			NVP MAINTENANC	E AND WARRANT	Y UPGRADE PRICE	:		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	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				VMWARE
5 5	VR17OSTCSDGC VR17OSTCSDGC-I	SEL VR17-OSTDC-STD-UG-C) SEL VR17-OSTDC-STD-UG-C)	\$3,295.00 \$3,855.15	K K	31% 31%	\$2,273.55 \$2,660.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL VR17-OSTDC-STD-UG-C)	\$3,704.41	K	31%	\$2,556.04	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VR17OSTONGC	SEL VR17-OSTDO-ENT-UG-C)	\$5,085.00	K	31%	\$3,508.65	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR17OSTONGC-I VR17OSTONGC-K	SEL VR17-OSTDO-ENT-UG-C) SEL VR17-OSTDO-ENT-UG-C)	\$5,949.45 \$5,719.43	K K	31% 31%	\$4,105.12 \$3,946.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR1703TONGC-R	SEL VR17-OSTDO-ENT-OG-C) SEL VR17-OSTC-STD-UG-C)	\$2,745.00	K	31%	\$1,894.05	\$0.00		\$0.00	\$0.00				VMWARE
5	VR17OTCTDUC-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			VMWARE
5	VR170TCTDUC-K	SEL VR17-OSTC-STD-UG-C)	\$3,083.82	K	31%	\$2,127.84	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR17SAVUC VR17SAVUC-I	SEL VR17-STD-ADV-UG-C) SEL VR17-STD-ADV-UG-C)	\$2,750.00 \$3,217.50	K K	31% 31%	\$1,897.50 \$2,220.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR17SAVUC-I	SEL VR17-STD-ADV-UG-C)	\$3,091.48	K	31%	\$2,220.06	\$0.00		\$0.00	\$0.00				VMWARE
5	VR17SENTUC	SEL VR17-OIST-ENT-UG-C)	\$6,320.00	ĸ	31%	\$4,360.80	\$0.00		\$0.00	\$0.00				VMWARE
5	VR17SENTUC-I	SEL VR17-OIST-ENT-UG-C)	\$7,394.40	K	31%	\$5,102.14	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR17SENTUC-K VR17STDC	SEL VR17-OIST-ENT-UG-C) SEL VR17-STD-C)	\$7,106.19 \$3,745.00	K K	31% 31%	\$4,903.27 \$2,584.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR17STDC-I	SEL VR17-STD-C)	\$4,381.65	K	31%	\$3,023.34	\$0.00		\$0.00	\$0.00				VMWARE
5	VR17STDC-K	SEL VR17-STD-C)	\$4,210.08	ĸ	31%	\$2,904.96	\$0.00		\$0.00	\$0.00				VMWARE
5	VR17STDSTDGC	SEL VR17-OSTDO-STD-UG-C)	\$685.00	K	31%	\$472.65	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR17STDSTDGC-I	SEL VR17-OSTDO-STD-UG-C)	\$801.45	K K	31%	\$553.00 \$531.30	\$0.00		\$0.00	\$0.00				VMWARE
5	VR17STETUGC	SEL VR17-OSTDO-STD-UG-C) SEL VR17-STD-ENT-UG-C)	\$770.00 \$4,400.00	K	31% 31%	\$3,036.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR17STETUGC-I	SEL VR17-STD-ENT-UG-C)	\$5,148.00	ĸ	31%	\$3,552.12	\$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				VMWARE
5	VR10AADVUGC	SEL VR17-OADVC-ADV-UG-C)	\$3,845.00	K	31%	\$2,653.05	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR10AADVUGC-I	SEL VR17-OADVC-ADV-UG-C) SEL VR17-OADVC-ADV-UG-C)	\$4,498.65 \$4,325.01	K K	31% 31%	\$3,104.07 \$2,984.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR1STADVUGC	SEL VR17-OSTDC-ADV-UG-C)	\$6,045.00	ĸ	31%	\$4,171.05	\$0.00		\$0.00	\$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	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL VR17-OSTDC-ADV-UG-C)	\$6,792.06	K	31%	\$4,686.52	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR6OADVCC VR6OADVCC-I	SEL VR6-OADVC-C) SEL VR6-OADVC-C)	\$2,750.00 \$3,217.50	K K	31% 31%	\$1,897.50 \$2,220.08	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6OADVCC-K	SEL VR6-OADVC-C)	\$3,091.48	K	31%	\$2,220.06	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL VR6-OSTC-OADVC-UG-C) SEL VR6-OSTC-C)	\$1,857.95	K K	31% 31%	\$1,281.99	\$0.00		\$0.00	\$0.00				VMWARE
5	VR6OSTCC VR6OSTCC-I	SEL VR6-OSTC-C)	\$1,250.00 \$1,462.50	K	31%	\$862.50 \$1,009.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6OSTCC-K	SEL VR6-OSTC-C)	\$1,405.91	ĸ	31%	\$970.08	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL VR6-OSTDC-OADVC-UG-C)	\$2,200.00	K	31%	\$1,518.00	\$0.00		\$0.00	\$0.00				VMWARE
5		I SEL VR6-OSTDC-OADVC-UG-C)	\$2,574.00	K	31%	\$1,776.06	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR6VU100C	KSEL VR6-OSTDC-OADVC-UG-C) SEL VR6-VU100-C)	\$2,470.89 \$7,500.00	K K	31% 31%	\$1,704.91 \$5,175.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR6VU100C-I	SEL VR6-VU100-C)	\$8,775.00	ĸ	31%	\$6,054.75	\$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				VMWARE
5	VR6VU10C	SEL VR6-VU10-C)	\$750.00	K	31%	\$517.50	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR6VU10C-I VR6VU10C-K	SEL VR6-VU10-C) 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				VMWARE VMWARE
5	VR7ATAD25CV2	SEL VR7-ATAD25-C)	\$6,875.00	ĸ	31%	\$4,743.75	\$0.00		\$0.00	\$0.00				VMWARE
5	VR7ATAD25CV2-I	SEL VR7-ATAD25-C)	\$8,043.75	K	31%	\$5,550.19	\$0.00		\$0.00	\$0.00				VMWARE
5		SEL VR7-ATAD-ATEN-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR7ATEN25CV2	SEL VR7-ATAD-ATEN-UG-C) SEL VR7-ATEN25-C)	\$6,435.00 \$11,875.00	K K	31% 31%	\$4,440.15 \$8,193.75	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$13,893.75	ĸ	31%	\$9,586.69	\$0.00		\$0.00	\$0.00				VMWARE
5	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,325.00	K	31%	\$2,294.25	\$0.00		\$0.00	\$0.00				VMWARE
5	VR7AUTDT25C-I	SEL VR7-AUTDT25-C)	\$3,890.25	K	31%	\$2,684.27	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VR7AUTDT25C-K VR7OOAVUGC	SEL VR7-AUTDT25-C) SEL VR17-OSTDO-ADV-UG-C)	\$3,735.06 \$3,435.00	K K	31% 31%	\$2,577.19 \$2,370.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VR700AVUGC-I	SEL VR17-OSTDO-ADV-UG-C)	\$4,018.95	ĸ	31%	\$2,773.08	\$0.00		\$0.00	\$0.00				VMWARE
5	VR700AVUGC-K	SEL VR17-OSTDO-ADV-UG-C)	\$3,857.65	K	31%	\$2,661.78	\$0.00		\$0.00	\$0.00				VMWARE
5	VR7STCENTUGC	SEL VR17-OSTDC-ENT-UG-C)	\$6,995.00	K	31%	\$4,826.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL VR17-OSTDC-ENT-UG-C) SEL VR17-OSTDC-ENT-UG-C)	\$8,184.15 \$7,853.20	K K	31% 31%	\$5,647.06 \$5,418.71	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C)	\$3,000.00	K	31%	\$2,070.00	\$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				VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVC-C)	\$3,374.96	K	31%	\$2,328.72	\$0.00		\$0.00	\$0.00				VMWARE
5	VRBCLADVO25C VRBCLADVO25C-I	SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,000.00 \$5,850.00	K K	31% 31%	\$3,450.00 \$4,036.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,850.00 \$5,619.83	K K	31%	\$4,036.50 \$3,877.68			\$0.00					VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00	ĸ	31%	\$3,760.50	\$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	SEL VR-CODE2C-C)	\$6,125.50	K	31%	\$4,226.60	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VRCODE2OC VRCODE2OC-I	SEL VR-CODE2O-C) SEL VR-CODE2O-C)	\$545.00 \$637.65	K K	31% 31%	\$376.05 \$439.98	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$612.55	K	31%	\$422.66	\$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				VMWARE
5 5	VRLIS4CPUC-K VRLIS4O25C	SEL VR-LIS4-CPU-C) SEL VR-LIS4O-25-C)	\$1,689.40 \$5,000.00	K K	31% 31%	\$1,165.69 \$3,450.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRLIS4025C-I	SEL VR-LIS40-25-C) SEL VR-LIS40-25-C)	\$5,000.00 \$5,850.00	K	31%	\$3,450.00 \$4,036.50	\$0.00		\$0.00	\$0.00				VMWARE
5	VRLIS4O25C-K	SEL VR-LIS4O-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	VRNIAEXUPRO	SEL VR-NI-AENXC-UG-PRO)	\$209.00	K	31%	\$144.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP L	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE					:		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VRNIAEXUPRO-I VRNIAEXUPRO-K	SEL VR-NI-AENXC-UG-PRO) SEL VR-NI-AENXC-UG-PRO)	\$244.53 \$234.83	K K	31% 31%	\$168.73 \$162.03	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRNIANX100C	SEL VR-NI-AENXC-0G-PRO)	\$2,500.00	K	31%	\$1,725.00	\$0.00		\$0.00	\$0.00				VMWARE
5	VRNIANX100C-I	SEL 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 5	VRNIANX100C-K VRNIANX10C	SEL VR-NI-ANX100-C) 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				VMWARE VMWARE
5	VRNIANX10C-I	SEL VR-NI-ANX 10-C) SEL VR-NI-ANX 10-C)	\$250.00 \$292.50	K	31%	\$172.50	\$0.00		\$0.00	\$0.00				VMWARE
5	VRNIANX10C-K	SEL VR-NI-ANX10-C)	\$280.80	K	31%	\$193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIANXCC	SEL VR-NI-ANXC-C) SEL VR-NI-ANXC-C)	\$1,245.00	K K	31% 31%	\$859.05 \$1,005.09	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE
5 5	VRNIANXCC-I VRNIANXCC-K	SEL VR-NI-ANXC-C) SEL VR-NI-ANXC-C)	\$1,456.65 \$1,398.25	K	31%	\$1,005.09	\$0.00 \$0.00		\$0.00	\$0.00				VMWARE VMWARE
5	VRNIENX100C	SEL VR-NI-ENX100-C)	\$4,450.00	K	31%	\$3,070.50	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VRNIENX100C-I	SEL VR-NI-ENX100-C)	\$5,206.50	K	31%	\$3,592.49	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VRNIENX100C-K VRNIENX10C	SEL VR-NI-ENX100-C) SEL VR-NI-ENX10-C)	\$4,999.23 \$445.00	K K	31% 31%	\$3,449.47 \$307.05	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRNIENX10C-I	SEL VR-NI-ENX10-C)	\$520.65	ĸ	31%	\$359.25	\$0.00		\$0.00	\$0.00				VMWARE
5	VRNIENX10C-K	SEL VR-NI-ENX10-C)	\$499.92	K	31%	\$344.94	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VRNIENXCC VRNIENXCC-I	SEL VR-NI-ENXC-C) SEL VR-NI-ENXC-C)	\$2,195.00 \$2,568.15	K K	31% 31%	\$1,514.55 \$1,772.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VRNIENXCC-K	SEL VR-NI-ENXC-C)	\$2,470.89	ĸ	31%	\$1,704.91	\$0.00		\$0.00	\$0.00				VMWARE
5	VRNIUAEXCUC	SEL VR-NI-UG-AENXC-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VRNIUAEXCUC-I VRNIUAEXCUC-K	SEL VR-NI-UG-AENXC-UG-C) SEL VR-NI-UG-AENXC-UG-C)	\$1,222.65 \$1,176.06	K K	31% 31%	\$843.63 \$811.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VROADV25C	SEL VR6-OADV25-C)	\$6,875.00	K	31%	\$4,743.75	\$0.00		\$0.00	\$0.00				VMWARE
5	VROADV25C-I	SEL VR6-OADV25-C)	\$8,043.75	K	31%	\$5,550.19	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VROADV25C-K	SEL VR6-OADV25-C)	\$7,699.97	K	31%	\$5,312.98	\$0.00		\$0.00	\$0.00				VMWARE
5 5		SEL VR6-OADV-OENT-UG-C)	\$11,550.00 \$13,513.50	K K	31% 31%	\$7,969.50 \$9,324.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL VR6-OADV-OENT-UG-C)	\$12,986.52	ĸ	31%	\$8,960.70	\$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				VMWARE
5 5	VROAMADC-I VROAMADC-K	SEL VR-OAMAD-C) SEL VR-OAMAD-C)	\$1,755.00 \$1,689.40	K K	31% 31%	\$1,210.95 \$1,165.69	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	K	31%	\$1,105.09	\$0.00		\$0.00	\$0.00				VMWARE
5	VROENT25C-I	SEL VR6-OENT25-C)	\$20,328.75	K	31%	\$14,026.84	\$0.00		\$0.00	\$0.00	\$0.00			VMWARE
5	VROENT25C-K	SEL VR6-OENT25-C)	\$19,498.93	K	31%	\$13,454.26	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VROSTACK4ADC	SEL VR-OSTACK4-AD-C) SEL VR-OSTACK4-AD-C)	\$495.00 \$579.15	K K	31% 31%	\$341.55 \$399.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		SEL VR-OSTACK4-AD-C)	\$556.62	ĸ	31%	\$384.07	\$0.00		\$0.00	\$0.00				VMWARE
5	VROSTACK4C	SEL VR-OSTACK4-C)	\$995.00	K	31%	\$686.55	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VROSTACK4C-I VROSTACK4C-K	SEL VR-OSTACK4-C) SEL VR-OSTACK4-C)	\$1,164.15 \$1,114.77	K K	31% 31%	\$803.26 \$769.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VROSTD25C	SEL VR6-OSTD25-C)	\$3,125.00	K	31%	\$2,156.25	\$0.00		\$0.00	\$0.00				VMWARE
5	VROSTD25C-I	SEL VR6-OSTD25-C)	\$3,656.25	K	31%	\$2,522.81	\$0.00		\$0.00	\$0.00				VMWARE
5	VROSTD25C-K	SEL VR6-OSTD25-C) SEL VR6-OSTD-OADV-UG-C)	\$3,512.87 \$4,125.00	K K	31% 31%	\$2,423.88 \$2,846.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5		I SEL VR6-OSTD-OADV-UG-C)	\$4,826.25	K	31%	\$3,330.11	\$0.00		\$0.00	\$0.00				VMWARE
5	VROSTDOADVUGC-	⊮SEL VR6-OSTD-OADV-UG-C)	\$4,639.14	K	31%	\$3,201.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL VR6-OSTD-OENT-UG-C)	\$15,675.00	K	31%	\$10,815.75	\$0.00		\$0.00	\$0.00				VMWARE
5 5		I SEL VR6-OSTD-OENT-UG-C) KSEL VR6-OSTD-OENT-UG-C)	\$18,339.75 \$17,583.51	K K	31% 31%	\$12,654.43 \$12,132.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VS6DT100VMC	SEL VS6-DT100VM-C)	\$8,000.00	ĸ	31%	\$5,520.00	\$0.00		\$0.00	\$0.00				VMWARE
5	VS6DT100VMC-I	SEL VS6-DT100VM-C)	\$9,360.00	K	31%	\$6,458.40	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VS6DT100VMC-K VS6EPLAKC	SEL VS6-DT100VM-C) SEL VS6-EPL-AK-C)	\$9,385.53 \$22,995.00	K K	31% 31%	\$6,476.02 \$15,866.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VS6EPLAKC-I	SEL VS6-EPL-AK-C)	\$26,904.15	ĸ	31%	\$18,563.86	\$0.00		\$0.00	\$0.00				VMWARE
5	VS6EPLAKC-K	SEL VS6-EPL-AK-C)	\$27,083.97	K	31%	\$18,687.94	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VS6EPLC VS6EPLC-I	SEL VS6-EPL-C) SEL VS6-EPL-C)	\$3,495.00 \$4,089.15	K K	31% 31%	\$2,411.55 \$2,821.51	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VS6EPLC-K	SEL VS6-EPL-C)	\$4,009.15	K	31%	\$2,841.52	\$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 5		SEL VS6-ES-ESPL-UG-C) SEL VS6-ES-ESPL-UG-C)	\$4,400.00 \$5,183.11	K K	31% 31%	\$3,036.00 \$3,576.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VS6ESPKITC	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,101.55	\$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	K	31%	\$3,655.65	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VS6ESPKITPRO VS6ESPKITPRO-I	SEL VS6-ESP-KIT-PRO) SEL VS6-ESP-KIT-PRO)	\$3,820.75 \$3,820.75	K K	31% 31%	\$2,636.32 \$2,636.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE 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				VMWARE
5 5	VS6ESSLKITC-I VS6ESSLKITC-K	SEL VS6-ESSL-KIT-C) SEL VS6-ESSL-KIT-C)	\$579.15 \$583.44	K K	31% 31%	\$399.61 \$402.57	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VS60EPLAKC	SEL VS6-OEPL-AK-C)	\$24,995.00	K	31%	\$17,246.55	\$0.00		\$0.00	\$0.00				VMWARE
5	VS60EPLAKC-I	SEL VS6-OEPL-AK-C)	\$29,244.15	K	31%	\$20,178.46	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VS60EPLAKC-K VS60EPLC	SEL VS6-OEPL-AK-C) SEL VS6-OEPL-C)	\$28,079.99	K	31%	\$19,375.19	\$0.00		\$0.00	\$0.00				VMWARE VMWARE
5	VS60EPLC-I	SEL VS6-OEPL-C)	\$4,395.00 \$5,142.15	K K	31% 31%	\$3,032.55 \$3,548.08	\$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%	\$3,407.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBADV25C	SEL VS6-RBADV25-C)	\$4,500.00	K	31%	\$3,105.00	\$0.00		\$0.00	\$0.00				VMWARE
5 5	VS6RBADV25C-I VS6RBADV25C-K	SEL VS6-RBADV25-C) SEL VS6-RBADV25-C)	\$5,265.00 \$5,298.04	K K	31% 31%	\$3,632.85 \$3,655.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VMWARE VMWARE
5	VS6RBSTD25C	SEL VS6-RBSTD25-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00		\$0.00	\$0.00				VMWARE
5	VS6RBSTD25C-I	SEL VS6-RBSTD25-C)	\$3,510.00	K	31%	\$2,421.90	\$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

Dell EMC NASPO ValuePoint Contract MNWNC-109 3rd Party Product Price List Effective December 1, 2017

					NVP L	EVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE						1	
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VS6SO8CPUC VS6SO8CPUC-I	SEL VS6-SO-8CPU-C) SEL VS6-SO-8CPU-C)	\$4,795.00 \$5,610.15	K	31% 31%	\$3,308.55 \$3,871.00			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VS6SO8CPUC-K	SEL VS6-SO-8CPU-C)	\$5,650.48		31%	\$3,898.83			\$0.00	\$0.00) VMWARE
5	VS6SOEPLUGC	SEL VS6-SO-EPL-UG-C)	\$3,185.00		31%	\$2,197.65			\$0.00	\$0.00) VMWARE
5	VS6SOEPLUGC-I	SEL VS6-SO-EPL-UG-C)	\$3,726.45		31%	\$2,571.25			\$0.00	\$0.00) VMWARE
5	VS6SOEPLUGC-K	SEL VS6-SO-EPL-UG-C)	\$3,750.38		31%	\$2,587.76			\$0.00	\$0.00				VMWARE
5 5	VS6SOEPUGC VS6SOEPUGC-I	SEL VS6-SO-OEPL-UG-C) SEL VS6-SO-OEPL-UG-C)	\$4,175.00 \$4,884.75		31% 31%	\$2,880.75 \$3,370.48			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VS6SOEPUGC-K	SEL VS6-SO-OEPL-UG-C)	\$4,914.96		31%	\$3,391.32			\$0.00	\$0.00) VMWARE
5	VS6STDAKC	SEL VS6-STD-AK-C)	\$10,995.00		31%	\$7,586.55			\$0.00	\$0.00) VMWARE
5	VS6STDAKC-I	SEL VS6-STD-AK-C)	\$12,864.15		31%	\$8,876.26			\$0.00	\$0.00				VMWARE
5 5	VS6STDAKC-K VS6STDC	SEL VS6-STD-AK-C) SEL VS6-STD-C)	\$12,986.52 \$995.00		31% 31%	\$8,960.70 \$686.55			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15		31%	\$803.26			\$0.00	\$0.00) VMWARE
5	VS6STDC-K	SEL VS6-STD-C)	\$1,168.40		31%	\$806.20			\$0.00	\$0.00) VMWARE
5	VTELPLLDC	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.80			\$0.00	\$0.00) VMWARE
5 5	VTELPLLDC-I VTELPLLD-K	SEL V-TEL-PLL-D-C) SEL V-TEL-PLL-D-C)	\$20.00 \$21.41	K K	31% 31%	\$13.80 \$14.77			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWAOPLLAUGC	SEL VA-WAOS-PLL-A-U-UG-C)	\$59.00		31%	\$40.71			\$0.00	\$0.00) VMWARE
5	VWAOPLLAUGC-I	SEL VA-WAOS-PLL-A-U-UG-C)	\$61.66	K	31%	\$42.55			\$0.00	\$0.00) VMWARE
5		SEL VA-WAOS-PLL-A-U-UG-C)	\$63.25		31%	\$43.64			\$0.00	\$0.00) VMWARE
5	VWOAAPLLDC VWOAAPLLDC-I	SEL V-WOAA-PLL-D-C) SEL V-WOAA-PLL-D-C)	\$22.00 \$22.99	K K	31% 31%	\$15.18 \$15.86			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWOAAPLLDC-K	SEL V-WOAA-PLL-D-C)	\$23.56	ĸ	31%	\$16.26			\$0.00	\$0.00) VMWARE
5	VWOAAPLLUC	SEL V-WOAA-PLL-U-C)	\$36.00	K	31%	\$24.84			\$0.00	\$0.00			\$0.00) VMWARE
5	VWOAAPLLUC-I	SEL V-WOAA-PLL-U-C)	\$37.62		31%	\$25.96			\$0.00	\$0.00				VMWARE
5 5	VWOAAPLLUC-K VWOADPLUCV2	SEL V-WOAA-PLL-U-C) SEL V-WOA-AD-PLL-U-C)	\$38.58 \$126.00	K K	31% 31%	\$26.62 \$86.94			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWOADPLUCV2-I	SEL V-WOA-AD-PLL-U-C)	\$131.67	K	31%	\$90.85			\$0.00	\$0.00) 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			VMWARE
5	VWOAPLLDC	SEL V-WOA-PLL-D-C)	\$90.00		31%	\$62.10			\$0.00	\$0.00				VMWARE
5 5	VWOAPLLDC-I VWOAPLLDC-K	SEL V-WOA-PLL-D-C) SEL V-WOA-PLL-D-C)	\$94.05 \$96.15		31% 31%	\$64.89 \$66.34			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWOAPLEDC-K VWOAPUCV2	SEL V-WOA-PLL-D-C) SEL V-WOA-PLL-U-C)	\$180.00		31%	\$124.20			\$0.00	\$0.00) VMWARE
5	VWOAPUCV2-I	SEL V-WOA-PLL-U-C)	\$188.10		31%	\$129.79			\$0.00	\$0.00				VMWARE
5	VWOAPUCV2-K	SEL V-WOA-PLL-U-C)	\$192.69		31%	\$132.96			\$0.00	\$0.00				VMWARE
5 5	VWOEPLL10UC VWOEPLL10UC-I	SEL V-WOE-PLL-10U-C) SEL V-WOE-PLL-10U-C)	\$4,000.00 \$4,180.00		31% 31%	\$2,760.00 \$2,884.20			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWOEPLL10UC-K	SEL V-WOE-PLL-10U-C)	\$4,286.70		31%	\$2,004.20 \$2,957.82			\$0.00	\$0.00) VMWARE
5	VWOEPLLUC	SEL V-WOE-PLL-U-C)	\$40,000.00		31%	\$27,600.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VWOEPLLUC-I	SEL V-WOE-PLL-U-C)	\$41,800.00		31%	\$28,842.00			\$0.00	\$0.00				VMWARE
5 5	VWOEPLLUC-K VWOSPLLDC	SEL V-WOE-PLL-U-C) SEL V-WOS-PLL-D-C)	\$42,866.99 \$50.00		31% 31%	\$29,578.22 \$34.50			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWOSPLLDC-I	SEL V-WOS-PLL-D-C)	\$52.25		31%	\$36.05			\$0.00	\$0.00) VMWARE
5	VWOSPLLDC-K	SEL V-WOS-PLL-D-C)	\$53.59	K	31%	\$36.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VWOSPLLUCV2-K		\$96.15		31%	\$66.34			\$0.00	\$0.00				VMWARE
5 5	VWOSPUCV2 VWOSPUCV2-I	SEL V-WOS-PLL-U-C) SEL V-WOS-PLL-U-C)	\$90.00 \$94.05	K K	31% 31%	\$62.10 \$64.89			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	VWSDWPLAUUC	SEL VA-WSD-WA-PLA-U-UG-C)	\$143.00		31%	\$98.67			\$0.00	\$0.00) VMWARE
5	VWSDWPLAUUC-I		\$149.44	K	31%	\$103.11			\$0.00	\$0.00) VMWARE
5		SEL VA-WSD-WA-PLA-U-UG-C)	\$153.62		31%	\$106.00			\$0.00	\$0.00				VMWARE
5 5	WS14PLAYC WS14PLAYC-I	SEL WS14-PLAY-C) SEL WS14-PLAY-C)	\$149.99 \$152.99		31% 31%	\$103.49 \$105.56			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	WS14PLAYC-K	SEL WS14-PLAY-C)	\$155.49		31%	\$107.29			\$0.00	\$0.00) VMWARE
5	WS14PLAYUGC	SEL WS14-PLAY-UG-C)	\$79.99	K	31%	\$55.19			\$0.00	\$0.00) VMWARE
5	WS14PLAYUGC-I	SEL WS14-PLAY-UG-C)	\$81.59	K	31%	\$56.30			\$0.00	\$0.00) VMWARE
5 5	WS14PLAYUGC-K WS14POPAYUGC	SEL WS14-PLAY-UG-C) SEL WS14-PRO-PLAY-UG-C)	\$82.71 \$99.99	K K	31% 31%	\$57.07 \$68.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	WS14POPAYUGC-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	\$0.00) VMWARE
5		SEL WS14-PRO-PLAY-UG-C)	\$103.39		31%	\$71.34			\$0.00	\$0.00				VMWARE
5 5	WS14PROC WS14PROC-I	SEL WS14-PRO-C) SEL WS14-PRO-C)	\$249.99 \$254.99		31% 31%	\$172.49 \$175.94			\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	WS14PROC-I WS14PROC-K	SEL WS14-PRO-C)	\$254.99 \$258.16		31%	\$175.94 \$178.13			\$0.00	\$0.00) 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	\$0.00) VMWARE
5	WS14PROUGC-I	SEL WS14-PRO-UG-C)	\$152.99		31%	\$105.56			\$0.00	\$0.00				VMWARE
5	WS14PROUGC-K	SEL WS14-PRO-UG-C)	\$155.49 \$614.40		31%	\$107.29 \$423.04			\$0.00	\$0.00) VMWARE
5		SEL Storage Cloud Prm IA Cap SEL Storage Cloud Prm IA Cap	\$614.40 \$921.60		31% 31%	\$423.94 \$635.90			\$0.00 \$0.00	\$0.00 \$0.00) VSC CLOUD SOFT) VSC CLOUD SOFT
5	VSC-OS-PRM-24-T0	SEL Storage Cloud Prm Cap 1TB	\$1,449.99		31%	\$1,000.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 2-50TB	\$1,425.41	K	31%	\$983.53			\$0.00					VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm Cap 51-500TB SEL Storage Cloud Prm Cap 501-1000TB	\$1,400.84 \$1,376.26	K K	31% 31%	\$966.58 \$949.62			\$0.00 \$0.00	\$0.00 \$0.00) VSC CLOUD SOFT) VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 501-10001B SEL Storage Cloud Prm Cap 1001+TB	\$1,376.26 \$1,351.68		31%	\$932.66			\$0.00	\$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	\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 2-50TB	\$2,138.12		31%	\$1,475.30			\$0.00	\$0.00			\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 51-500TB SEL Storage Cloud Prm Cap 501-1000TB	\$2,101.25 \$2,064.39		31% 31%	\$1,449.86 \$1,424.43			\$0.00 \$0.00	\$0.00 \$0.00) VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm Cap 501-10001B SEL Storage Cloud Prm Cap 1001+TB	\$2,064.39 \$2,027.52		31%	\$1,424.43 \$1,398.99			\$0.00	\$0.00) VSC CLOUD SOFT) VSC CLOUD SOFT
5	VSC-OS-SIA-24-T0	SEL Storage Cloud Std IA Cap	\$307.20		31%	\$211.97			\$0.00	\$0.00				VSC CLOUD SOFT
5		SEL Storage Cloud Std IA Cap	\$460.80		31%	\$317.95			\$0.00	\$0.00			\$0.00	VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 1TB SEL Storage Cloud Std Cap 2-50TB	\$737.28 \$725.00		31% 31%	\$508.72 \$500.25			\$0.00 \$0.00	\$0.00 \$0.00) VSC CLOUD SOFT) VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 2-501B SEL Storage Cloud Std Cap 51-500TB	\$725.00 \$712.71		31%	\$491.77			\$0.00	\$0.00) VSC CLOUD SOFT
-		3					*****	,		*****	*****		*****	

					NVP	LEVEL 1			NVP MAINTENANG	E AND WARRANT	Y UPGRADE PRICE]	
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VSC-OS-STD-24-T3	SEL Storage Cloud Std Cap 501-1000TB	\$700.42	K	31%	\$483.29	\$0.00	LP) \$0.00	\$0.00	\$0.00	LP \$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 1001+TB	\$688.13		31%	\$474.81	\$0.00		\$0.00			\$0.00		VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 1TB SEL Storage Cloud Std Cap 2-50TB	\$1,105.92 \$1,087.49		31% 31%	\$763.08 \$750.37	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 51-500TB	\$1,069.06	ĸ	31%	\$737.65	\$0.00		\$0.00	\$0.00		\$0.00		VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 501-1000TB	\$1,050.63	K	31%	\$724.93	\$0.00		\$0.00	\$0.00		\$0.00		VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 1001+TB	\$1,032.20	K	31%	\$712.22	\$0.00		\$0.00	\$0.00		\$0.00		VSC CLOUD SOFT
5 5	456-111-483 456-111-484	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=II HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=II		K K	31% 31%	\$663.29 \$2,505.76	\$259.55 \$980.52		\$211.48 \$798.94	\$0.00 \$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-111-485	HCIA NP UPG VSPH STD TO VSOM ET TOPU-	\$2,670.25	K	31%	\$1,842.47	\$720.97		\$587.46	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-486	HCIA NP UPG VSPH ROBO STD TO ADV 25VM		K	31%	\$1,105.48	\$432.58		\$352.47	\$0.00		\$0.00	\$400.54	VXRAIL SOFTWARE
5	456-112-413	HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-414 456-112-415	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00 \$4,268.00		31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1,152.36		\$938.96 \$938.96	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-416	HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-417	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00		\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-418	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-419 456-112-420	HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00 \$3,394.00		31% 31%	\$2,341.86 \$2,341.86	\$916.38 \$916.38		\$746.68 \$746.68	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-421	HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-422	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-423	HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-424	HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-425 456-112-426	HCIA NP VSPH STD 1CPU w/ 3Yr Maint=IG HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54 \$666.54	\$260.82 \$260.82		\$212.52 \$212.52	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-427	HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$260.82		\$212.52	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-428	HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=	\$4,370.00	K	31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00		\$0.00	\$1,092.50	VXRAIL SOFTWARE
5	456-112-429	HCIA NP VSPH ROBO ADV 25VM w/2YrMaint=	\$4,370.00		31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-430 456-112-431	HCIA NP VSPH ROBO ADV 25VM w/3YrMaint= HCIA NP VSPH ROBO ADV 25VM w/4YrMaint=	\$4,370.00 \$4,370.00		31% 31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-432	HCIA NP VSPH ROBO ADV 25VM W/411Maint=	\$4,370.00		31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-433	HCIA NP VSPH ROBO STD 25VM w/1YrMaint=			31%	\$2,009.97	\$786.51		\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-434	HCIA NP VSPH ROBO STD 25VM w/2YrMaint=			31%	\$2,009.97	\$786.51		\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-435	HCIA NP VSPH ROBO STD 25VM w/3YrMaint=			31%	\$2,009.97	\$786.51		\$640.86 \$640.86	\$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE
5	456-112-436 456-112-437	HCIA NP VSPH ROBO STD 25VM w/4YrMaint= HCIA NP VSPH ROBO STD 25VM w/5YrMaint=			31% 31%	\$2,009.97 \$2,009.97	\$786.51 \$786.51		\$640.86	\$0.00 \$0.00		\$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-438	HCIA NP VSPH DSKTP 100VM w/ 1Yr Maint=IB			31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-439	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB			31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-440	HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB		K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-441 456-112-442	HCIA NP VSPH DSKTP 100VM w/ 4Yr Maint=IB HCIA NP VSPH DSKTP 100VM w/ 5Yr Maint=IB			31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36		\$1,708.96 \$1,708.96	\$0.00 \$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-443	HCIA UP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-444	HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00		\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-112-445	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-446 456-112-447	HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG HCIA UP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00 \$4,268.00		31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1,152.36		\$938.96 \$938.96	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSOM E+ 1CPU w/ 511 Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-449	HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-450	HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-451	HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-452 456-112-453	HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG	\$3,394.00 \$966.00		31% 31%	\$2,341.86 \$666.54	\$916.38 \$260.82		\$746.68 \$212.52	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-454	HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-455	HCIA UP VSPH STD 1CPU w/ 3Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-456	HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-457 456-112-458	HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=	\$966.00 \$4,370.00	K K	31% 31%	\$666.54 \$3,015.30	\$260.82 \$1,179.90		\$212.52 \$961.40	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-459	HCIA UP VSPH ROBO ADV 25VM w/T1Maint=	\$4,370.00		31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-460	HCIA UP VSPH ROBO ADV 25VM w/3YrMaint=	\$4,370.00		31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-461	HCIA UP VSPH ROBO ADV 25VM w/4YrMaint=	\$4,370.00		31%	\$3,015.30	\$1,179.90		\$961.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-462	HCIA UP VSPH ROBO ADV 25VM w/5YrMaint=	\$4,370.00		31%	\$3,015.30	\$1,179.90		\$961.40 \$640.86	\$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-463 456-112-464	HCIA UP VSPH ROBO STD 25VM w/1YrMaint= HCIA UP VSPH ROBO STD 25VM w/2YrMaint=			31% 31%	\$2,009.97 \$2,009.97	\$786.51 \$786.51		\$640.86	\$0.00 \$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-465	HCIA UP VSPH ROBO STD 25VM w/3YrMaint=			31%	\$2,009.97	\$786.51		\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-466	HCIA UP VSPH ROBO STD 25VM w/4YrMaint=			31%	\$2,009.97	\$786.51		\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-467	HCIA UP VSPH ROBO STD 25VM w/5YrMaint=			31%	\$2,009.97	\$786.51		\$640.86	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5 5	456-112-468 456-112-469	HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB			31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36		\$1,708.96 \$1,708.96	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-470	HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=IB			31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-471	HCIA UP VSPH DSKTP 100VM w/ 4Yr Maint=IB			31%	\$5,359.92				\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-472	HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB			31%	\$5,359.92			\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-473	UPG VSPH E+ TO VSOM E+ 1CPU w/1Yr Mnt=			31%	\$663.09	\$259.47		\$211.42			\$0.00		VXRAIL SOFTWARE
5 5	456-112-474 456-112-475	UPG VSPH E+ TO VSOM E+ 1CPU w/2Yr Mnt= UPG VSPH E+ TO VSOM E+ 1CPU w/3Yr Mnt=			31% 31%	\$663.09 \$663.09	\$259.47 \$259.47		\$211.42 \$211.42	\$0.00 \$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=			31%	\$663.09	\$259.47		\$211.42			\$0.00		VXRAIL SOFTWARE
5	456-112-477	UPG VSPH E+ TO VSOM E+ 1CPU w/5Yr Mnt=	\$961.00	K	31%	\$663.09	\$259.47	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-112-478	UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt			31%	\$2,506.08	\$980.64		\$799.04	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-112-479 456-112-480	UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt			31% 31%	\$2,506.08 \$2,506.08			\$799.04 \$799.04	\$0.00 \$0.00		\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-481	UPG VSPH STD TO VSOM E+ 1CPUW/3YF MINE			31%	\$2,506.08	\$980.64		\$799.04 \$799.04	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-482	UPG VSPH STD TO VSOM E+ 1CPUw/5Yr Mnt			31%	\$2,506.08	\$980.64		\$799.04	\$0.00		\$0.00	\$908.00	VXRAIL SOFTWARE
5	456-112-483	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG	\$2,670.00		31%	\$1,842.30	\$720.90		\$587.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-112-484	UPG VSPH STD TO E+ 1CPU w/ 2Yr 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

					NVP I	LEVEL 1			NVP MAINTENAN	CE AND WARRANT	Y UPGRADE PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	456-112-485 456-112-486	UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG	\$2,670.00 \$2,670.00		31% 31%	\$1,842.30 \$1,842.30	\$720.90 \$720.90		\$587.40 \$587.40) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-487	UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00		31%	\$1,842.30	\$720.90		\$587.40					VXRAIL SOFTWARE
5	456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt			31%	\$1,105.38	\$432.54		\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt			31%	\$1,105.38	\$432.54		\$352.44	\$0.00				VXRAIL SOFTWARE
5 5	456-112-490 456-112-491	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt			31% 31%	\$1,105.38 \$1,105.38	\$432.54 \$432.54		\$352.44 \$352.44	\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-112-492	UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt			31%	\$1,105.38	\$432.54		\$352.44	\$0.00				VXRAIL SOFTWARE
5	456-113-139	HCIA NP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-113-140	HCIA NP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5 5	456-113-141 456-113-142	HCIA NP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG HCIA NP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG	\$4,268.00 \$4,268.00		31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1,152.36		\$938.96 \$938.96) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-143	HCIA NP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-113-144	HCIA NP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38	\$848.50	\$746.68				\$848.50	VXRAIL SOFTWARE
5	456-113-145	HCIA NP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5 5	456-113-146 456-113-147	HCIA NP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG HCIA NP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG	\$3,394.00 \$3,394.00		31% 31%	\$2,341.86 \$2,341.86	\$916.38 \$916.38		\$746.68 \$746.68) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-148	HCIA NP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-113-149	HCIA NP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52			\$0.00	\$241.50	VXRAIL SOFTWARE
5	456-113-150	HCIA NP VSPH STD 6.5 1CPU w/2Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5 5	456-113-151 456-113-152	HCIA NP VSPH STD 6.5 1CPU w/3Yr Maint=IG HCIA NP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00 \$966.00		31% 31%	\$666.54 \$666.54	\$260.82 \$260.82		\$212.52 \$212.52) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-153	HCIA NP VSPH STD 6.5 1CPU w/5Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-154	HCIA NP VSPH ROBOADV6.5 25VM w/1YrMnts			31%	\$3,015.30	\$1,179.90		\$961.40			\$0.00		VXRAIL SOFTWARE
5	456-113-155	HCIA NP VSPH ROBOADV6.5 25VM w/2YrMnt=			31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-113-156	HCIA NP VSPH ROBOADV6.5 25VM w/3YrMnt:			31%	\$3,015.30	\$1,179.90		\$961.40			\$0.00		VXRAIL SOFTWARE
5 5	456-113-157 456-113-158	HCIA NP VSPH ROBOADV6.5 25VM w/4YrMnt= HCIA NP VSPH ROBOADV6.5 25VM w/5YrMnt=			31% 31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40			\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-159	HCIA NP VSPH ROBOSTD6.5 25VM w/3YrMnt=			31%	\$2,009.97	\$786.51		\$640.86			\$0.00		VXRAIL SOFTWARE
5	456-113-160	HCIA NP VSPH ROBOSTD6.5 25VM w/2YrMnt=			31%	\$2,009.97	\$786.51		\$640.86			\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-113-161	HCIA NP VSPH ROBOSTD6.5 25VM w/3YrMnt=			31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5 5	456-113-162 456-113-163	HCIA NP VSPH ROBOSTD6.5 25VM w/4YrMnt= HCIA NP VSPH ROBOSTD6.5 25VM w/5YrMnt=			31% 31%	\$2,009.97 \$2,009.97	\$786.51 \$786.51		\$640.86 \$640.86			\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-164	HCIA NP VSPH DSKTP 6.5 100VM w/1YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96			\$0.00		VXRAIL SOFTWARE
5	456-113-165	HCIA NP VSPH DSKTP 6.5 100VM w/2YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96			\$0.00		VXRAIL SOFTWARE
5	456-113-166	HCIA NP VSPH DSKTP 6.5 100VM w/3YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-113-167	HCIA NP VSPH DSKTP 6.5 100VM w/4YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96			\$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5 5	456-113-168 456-113-169	HCIA NP VSPH DSKTP 6.5 100VM w/5YrMnt=II HCIA UP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG	£ \$7,768.00 \$4,268.00		31% 31%	\$5,359.92 \$2,944.92	\$2,097.36 \$1,152.36		\$1,708.96 \$938.96) VXRAIL SOFTWARE
5	456-113-170	HCIA UP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-113-171	HCIA UP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00	\$1,067.00	VXRAIL SOFTWARE
5	456-113-172	HCIA UP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG	\$4,268.00		31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5 5	456-113-173 456-113-174	HCIA UP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG HCIA UP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00 \$3,394.00		31% 31%	\$2,944.92 \$2,341.86	\$1,152.36 \$916.38		\$938.96 \$746.68) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-175	HCIA UP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-113-176	HCIA UP VSPH E+ 6.5 1CPU w/ 3Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00			\$848.50	VXRAIL SOFTWARE
5	456-113-177	HCIA UP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG	\$3,394.00		31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5 5	456-113-178 456-113-179	HCIA UP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IG HCIA UP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$3,394.00 \$966.00		31% 31%	\$2,341.86 \$666.54	\$916.38 \$260.82		\$746.68 \$212.52) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-180	HCIA UP VSPH STD 6.5 1CPU w/2Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-181	HCIA UP VSPH STD 6.5 1CPU w/3Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-182	HCIA UP VSPH STD 6.5 1CPU w/4Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-183	HCIA UP VSPH STD 6.5 1CPU w/5Yr Maint=IG	\$966.00		31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5 5	456-113-184 456-113-185	HCIA UP VSPH ROBOADV6.5 25VM w/1YrMnt: HCIA UP VSPH ROBOADV6.5 25VM w/2YrMnt:			31% 31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40			\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-186	HCIA UP VSPH ROBOADV6.5 25VM w/3YrMnts			31%	\$3,015.30	\$1,179.90		\$961.40			\$0.00		VXRAIL 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	\$1,092.50	VXRAIL SOFTWARE
5	456-113-188	HCIA UP VSPH ROBOADV6.5 25VM w/5YrMnts			31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5 5	456-113-189 456-113-190	HCIA UP VSPH ROBOSTD6.5 25VM w/1YrMnt= HCIA UP VSPH ROBOSTD6.5 25VM w/2YrMnt=			31% 31%	\$2,009.97 \$2,009.97	\$786.51 \$786.51		\$640.86 \$640.86			\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-191	HCIA UP VSPH ROBOSTD6.5 25VM w/2YMmt=			31%	\$2,009.97	\$786.51		\$640.86			\$0.00		VXRAIL SOFTWARE
5	456-113-192	HCIA UP VSPH ROBOSTD6.5 25VM w/4YrMnt=			31%	\$2,009.97	\$786.51		\$640.86			\$0.00		VXRAIL SOFTWARE
5	456-113-193	HCIA UP VSPH ROBOSTD6.5 25VM w/5YrMnt=			31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-113-194	HCIA UP VSPH DSKTP 6.5 100VM w/1YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5 5	456-113-195 456-113-196	HCIA UP VSPH DSKTP 6.5 100VM w/2YrMnt=II HCIA UP VSPH DSKTP 6.5 100VM w/3YrMnt=II			31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36		\$1,708.96 \$1,708.96) VXRAIL SOFTWARE
5	456-113-197	HCIA UP VSPH DSKTP 6.5 100VM w/4YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96			\$0.00		VXRAIL SOFTWARE
5	456-113-198	HCIA UP VSPH DSKTP 6.5 100VM w/5YrMnt=II			31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00	\$0.00	\$0.00		VXRAIL SOFTWARE
5	456-113-199	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/1YrMnt		K	31%	\$663.09	\$259.47		\$211.42	\$0.00	11.11	1111		VXRAIL SOFTWARE
5 5	456-113-200 456-113-201	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/2YrMnt UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/3YrMnt	\$961.00 \$961.00	K K	31% 31%	\$663.09 \$663.09	\$259.47 \$259.47	\$240.25 \$240.25	\$211.42 \$211.42	\$0.00 \$0.00		\$0.00 \$0.00		5 VXRAIL SOFTWARE 5 VXRAIL SOFTWARE
5	456-113-202	UPG VSPH E+TOVSOM 6.5 E+ 1CPUW/4YrMnt			31%	\$663.09	\$259.47		\$211.42					VXRAIL SOFTWARE
5	456-113-203	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/5YrMnt	\$961.00	K	31%	\$663.09	\$259.47	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$240.25	VXRAIL SOFTWARE
5	456-113-204	UPG VSPH STDTOVSOM 6.5 E+1CPUw/1YrMr			31%	\$2,506.08	\$980.64		\$799.04	\$0.00				VXRAIL SOFTWARE
5 5	456-113-205 456-113-206	UPG VSPH STDTOVSOM 6.5 E+1CPUw/2YrMr UPG VSPH STDTOVSOM 6.5 E+1CPUw/3YrMr	1 \$3,632.00		31% 31%	\$2,506.08	\$980.64 \$980.64		\$799.04 \$799.04	\$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-206 456-113-207	UPG VSPH STDTOVSOM 6.5 E+1CPUW/3YMM UPG VSPH STDTOVSOM 6.5 E+1CPUW/4YrMr			31%	\$2,506.08 \$2,506.08	\$980.64 \$980.64		\$799.04 \$799.04	\$0.00 \$0.00) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-208	UPG VSPH STDTOVSOM 6.5 E+1CPUw/5YrMr			31%	\$2,506.08	\$980.64		\$799.04	\$0.00			\$908.00	VXRAIL SOFTWARE
5	456-113-209	UPG VSPH STD TO E+ 6.5 1CPU w/1Yr Mnt=IC	\$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	456-113-210	UPG VSPH STD TO E+ 6.5 1CPU w/2Yr Mnt=IC			31%	\$1,842.30	\$720.90		\$587.40					VXRAIL SOFTWARE
5 5	456-113-211 456-113-212	UPG VSPH STD TO E+ 6.5 1CPU w/3Yr Mnt=IC UPG VSPH STD TO E+ 6.5 1CPU w/4Yr Mnt=IC			31% 31%	\$1,842.30 \$1,842.30	\$720.90 \$720.90		\$587.40 \$587.40) VXRAIL SOFTWARE) VXRAIL SOFTWARE
5	456-113-213	UPG VSPH STD TO E+ 6.5 1CPU w/5Yr Mnt=10			31%	\$1,842.30	\$720.90		\$587.40					VXRAIL SOFTWARE

Dell EMC NASPO ValuePoint Contract MNWNC-109 3rd Party Product Price List Effective December 1, 2017

					NVP I	LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE PRICE							
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	456-113-214	UPG VSPH ROBO STDTOADV6.5 25VM-1YrMr	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	456-113-215	UPG VSPH ROBO STDTOADV6.5 25VM-2YrMr	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	456-113-216	UPG VSPH ROBO STDTOADV6.5 25VM-3YrMr	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	456-113-217	UPG VSPH ROBO STDTOADV6.5 25VM-4YrMr	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	456-113-218	UPG VSPH ROBO STDTOADV6.5 25VM-5YrMr	\$1,602.00	K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$400.50	VXRAIL SOFTWARE
5	458-001-738	HCIA NP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-001-739	HCIA UP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VXRAIL SOFTWARE
5	458-002-204	HCIA NP VxRail vSphere 6.5 Software	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-002-205	HCIA UP VxRail vSphere 6.5 Software	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VXRAIL SOFTWARE
5	BEDROCK-001	SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00		31%	\$1,061.22		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00		31%	\$2,123.13		\$0.00	\$0.00	\$0.00		\$0.00		ZALONI
5	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00		31%	\$3,184.35		\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	ZALONI
5		SEL Bedrock Platform per Core 1Y	\$2,308.00	K	31%	\$1,592.52		\$0.00	\$0.00	\$0.00		\$0.00		ZALONI
5	BEDROCK-PLAT-002	SEL Bedrock Platform per Core 2Y	\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	BEDROCK-PLAT-003	SEL Bedrock Platform per Core 3Y	\$6,923.00	K	31%	\$4,776.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	MICA-PLAT-001	SEL Mica Platform per Core 1Y	\$692.00	K	31%	\$477.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	MICA-PLAT-002	SEL Mica Platform per Core 2Y	\$1,385.00	K	31%	\$955.65	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	ZALONI
5	MICA-PLAT-003	SEL Mica Platform per Core 3Y	\$2,077.00	K	31%	\$1,433.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI