					NVP I	LEVEL 1		N	IVP 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	CS1000HA-ISLN CS100HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$144,000.00 \$48,000.00	K K	31% 31%	\$99,360.00 \$33,120.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ASPERA ASPERA
5	CS155HA-ISLN	SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$66,000.00	K	31%	\$45,540.00			\$0.00					ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00	K	31%	\$132,480.00	\$0.00		\$0.00	\$0.00		\$0.00		ASPERA
5 5	CS450HA-ISLN CS45HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN SEL Aspera Cnct Svr-45 Mbps-HA-ISLN	\$108,000.00 \$30,000.00	K K	31% 31%	\$74,520.00 \$20,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ASPERA ASPERA
5	CS5000HA-ISLN	SEL Aspera Crict SVI-45 Mbps-HA-ISLN	\$240,000.00	K	31%	\$165,600.00			\$0.00	\$0.00		\$0.00		ASPERA
5	ES1000HA-ISLN	SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$96,000.00	K	31%	\$66,240.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5	ES100HA-ISLN ES155HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$32,000.00	K K	31% 31%	\$22,080.00			\$0.00 \$0.00			\$0.00 \$0.00		ASPERA ASPERA
5	ES2400HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$44,000.00 \$128,000.00	K	31%	\$30,360.00 \$88,320.00			\$0.00					ASPERA
5	ES450HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$72,000.00	K	31%	\$49,680.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5 5	ES45HA-ISLN	SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$20,000.00	K	31%	\$13,800.00			\$0.00			\$0.00		ASPERA
5	ES5000HA-ISLN S10-80V4-75-32	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN SEL BullionS10,Intel 8880V4,7,5TB, 32GB	\$160,000.00 \$519,386.83	K K	31% 31%	\$110,400.00 \$358,376.91	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		ASPERA ATOS-BULL
5	S10-90V4-10-64	SEL BullionS10,Intel 8890V4,10TB, 64GB	\$724,313.91	ĸ	31%	\$499,776.60	\$0.00		\$0.00			\$0.00		ATOS-BULL
5	S10-90V4-75-32	SEL BullionS10,Intel 8890V4,7,5TB, 32GB	\$556,470.46	K	31%	\$383,964.62	\$0.00		\$0.00					ATOS-BULL
5	S12-80V4-9-32 S12-90V4-12-64	SEL BullionS12,Intel 8880V4,9TB, 32GB SEL BullionS12,Intel 8890V4,12TB, 64GB	\$602,599.12 \$848,512.27	K K	31% 31%	\$415,793.39 \$585,473.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S12-90V4-9-32	SEL BullionS12,Intel 8890V4,9TB, 32GB	\$647,099.48	ĸ	31%	\$446,498.64			\$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	S14-90V4-10-32	SEL BullionS14,Intel 8890V4,10TB, 32GB	\$737,728.49	K K	31%	\$509,032.66			\$0.00			\$0.00		ATOS BULL
5	S14-90V4-14-64 S16-80V4-12-32	SEL BullionS14,Intel 8890V4,14TB, 64GB SEL BullionS16,Intel 8880V4,12TB, 32GB	\$972,709.54 \$769,023.70	K	31% 31%	\$671,169.58 \$530,626.35			\$0.00 \$0.00					ATOS-BULL 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		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		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S2-80V4-15-32-2	SEL BullionS2,Intel 8880V4,1.5TB,32GB	\$91,788.02	ĸ	31%	\$63,333.73	\$0.00		\$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		\$0.00		ATOS-BULL
5 5	S2-80V4-768-32-2 S2-90V4-2-64	SEL BullionS2,Intel 8880V4,768MB,32GB SEL BullionS2,Intel 8880V4,2TB,64GB	\$69,742.88 \$132,772.99	K K	31% 31%	\$48,122.59 \$91,613.36	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	S4-80V4-1-32-2	SEL BullionS4,Intel 8880V4,1TB,32GB	\$120,201.62	K	31%	\$82,939.12			\$0.00	\$0.00		\$0.00		ATOS-BULL
5	S4-80V4-15-32-2	SEL BullionS4,Intel 8880V4,1.5TB,32GB	\$133,632.65	K	31%	\$92,206.53	\$0.00		\$0.00				\$0.00	ATOS-BULL
5	S4-80V4-2-32-2 S4-80V4-3-32-2	SEL BullionS4,Intel 8880V4,2TB,32GB	\$150,859.76	K	31%	\$104,093.23			\$0.00					ATOS BULL
5 5	S4-90V4-4-64	SEL BullionS4,Intel 8880V4,3TB,32GB SEL BullionS4,Intel 8880V4,4TB,64GB	\$177,722.91 \$259,693.96	K K	31% 31%	\$122,628.81 \$179.188.83	\$0.00 \$0.00		\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	S6-80V4-4.5-32-2	SEL BullionS4,Intel 8880V4,4,5TB,32GB	\$261,856.26	K	31%	\$180,680.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	S6-90V4-6-64	SEL BullionS6,Intel 8890V4,6TB, 64GB	\$385,151.11	K	31%	\$265,754.27	\$0.00		\$0.00					ATOS-BULL
5 5	S8-80V4-3-32-2 S8-80V4-4-32-2	SEL BullionS8,Intel 8880V4,3TB, 32GB SEL BullionS8,Intel 8880V4,4TB, 32GB	\$257,225.74 \$291,679.97	K K	31% 31%	\$177,485.76 \$201,259.18			\$0.00 \$0.00			\$0.00 \$0.00		ATOS-BULL 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					ATOS-BULL
5	S8-90V4-6-32-2	SEL BullionS8,Intel 8890V4,6TB, 32GB	\$375,073.18	K	31%	\$258,800.49	\$0.00		\$0.00	\$0.00		\$0.00		ATOS-BULL
5	S8-90V4-8-64 SH10-80V4-75-32	SEL BullionS8,Intel 8890V4,8TB, 64GB SEL S10,Intel 8880V4,7.5T,32GB,VNX16Gbps	\$509,348.37 \$693,055.98	K K	31% 31%	\$351,450.38 \$478,208.63	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH10-90V4-10-64	SEL S10,Intel 8890V4,10TB, 64G,VNX16Gbps	\$933,555.71	K	31%	\$644,153.44			\$0.00			\$0.00		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		\$0.00	\$0.00	ATOS-BULL
5	SH12-80V4-9-32	SEL S12,Intel 8880V4,9TB, 32G,VNX16Gbps	\$795,860.53	K K	31% 31%	\$549,143.77			\$0.00 \$0.00					ATOS BULL
5	SH12-90V4-12-64 SH12-90V4-9-32	SEL S12,Intel 8890V4,12TB, 64G,VNX16Gbps SEL S12,Intel 8890V4,9TB, 32G,VNX16Gbps	\$1,083,125.99 \$828,902.46	K	31%	\$747,356.93 \$571,942.70			\$0.00	\$0.00		\$0.00		ATOS-BULL ATOS-BULL
5	SH14-80V4-10-32	SEL S14,Intel 8880V4,10TB, 32G,VNX16Gbps	\$901,654.14	K	31%	\$622,141.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	SH14-90V4-10-32	SEL S14,Intel 8890V4,10TB, 32G,VNX16Gbps	\$942,075.52	K	31%	\$650,032.11	\$0.00		\$0.00	\$0.00		\$0.00		ATOS-BULL
5 5	SH14-90V4-14-64 SH16-80V4-12-32	SEL S14,Intel 8890V4,14TB, 64G,VNX16Gbps SEL S16,Intel 8880V4,12TB, 32G,VNX16Gbps	\$1,227,969.25 \$1,010,238.35	K K	31% 31%	\$847,298.78 \$697,064.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH16-90V4-12-32	SEL S16,Intel 8890V4,12TB, 32G,VNX16Gbps	\$1,069,573.25	K	31%	\$738,005.54	\$0.00		\$0.00	\$0.00		\$0.00		ATOS-BULL
5	SH16-90V4-12-64	SEL S16,Intel 8890V4,12TB, 64G,VNX16Gbps	\$1,208,346.29	K	31%	\$833,758.94	\$0.00		\$0.00	\$0.00		\$0.00		ATOS-BULL
5	SH16-90V4-16-64 SH2-80V4-1-32	SEL S16,Intel 8890V4,16TB, 64G,VNX16Gbps SEL S2,Intel 8880V4,1TB,32G, VNX16Gbps	\$1,373,695.20 \$180,377.54	K K	31% 31%	\$947,849.69 \$124,460.50			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATOS-BULL ATOS-BULL
5	SH2-80V4-15-32	SEL S2,Intel 8880V4,1.5TB,32G, VNX16Gbps	\$193,808.57	K	31%	\$133,727.91	\$0.00		\$0.00			\$0.00		ATOS-BULL
5	SH2-80V4-512-32	SEL S2,Intel 8880V4,512MB,32G,VNX16Gbps	\$165,047.37	K	31%	\$113,882.69			\$0.00					ATOS-BULL
5	SH2-80V4-768-32 SH2-90V4-2-64	SEL S2,Intel 8880V4,768MB,32G,VXN16Gbps SEL S2.Intel 8880V4,2TB.64G,VNX16Gbps	\$171,763.44 \$234,794.64	K K	31% 31%	\$118,516.77 \$162,008.30			\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	SH4-80V4-1-32	SEL S4,Intel 8880V4,1TB,32G,VNX16Gbps	\$221,734.23	K	31%	\$152,996.62			\$0.00					ATOS-BULL
5	SH4-80V4-15-32	SEL S4,Intel 8880V4,1.5TB,32G,VNX16Gbps	\$234,947.06	K	31%	\$162,113.47	\$0.00		\$0.00					ATOS-BULL
5	SH4-80V4-2-32-2	SEL S4,Intel 8880V4,2TB,32GB,VNX16Gbps	\$256,321.13	K K	31% 31%	\$176,861.58			\$0.00					ATOS BULL
5	SH4-80V4-3-32-2 SH4-90V4-4-64	SEL S4,Intel 8880V4,3TB,32G,VNX16Gbps SEL S4,Intel 8880V4,4TB,64G,VNX16Gbps	\$283,184.28 \$365,155.33	K	31%	\$195,397.15 \$251,957.18			\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	SH6-80V4-4.532-2	SEL S4,Intel 8880V4,4,5TB,32G,VNX16Gbps	\$392,670.90	K	31%	\$270,942.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	SH6-90V4-6-64	SEL S6,Intel 8890V4,6TB, 64G,VNX16Gbps	\$515,628.03	K	31%	\$355,783.34	\$0.00		\$0.00					ATOS-BULL
5 5	SH8-80V4-3-32-2 SH8-80V4-4-32-2	SEL S8,Intel 8880V4,3TB, 32G,VNX16Gbps SEL S8,Intel 8880V4,4TB, 32G,VNX16Gbps	\$368,927.29 \$403,381.52	K K	31% 31%	\$254,559.83 \$278,333.25			\$0.00 \$0.00					ATOS-BULL ATOS-BULL
5	SH8-80V4-4-32-2 SH8-80V4-6-32-2	SEL S8,Intel 8880V4,41B, 32G,VNX16Gbps SEL S8,Intel 8880V4,6TB, 32G,VNX16Gbps	\$403,381.52 \$490,371.25	K	31%	\$278,333.25 \$338,356.16							\$0.00	ATOS-BULL ATOS-BULL
5	SH8-90V4-6-32-2	SEL S8,Intel 8890V4,6TB, 32GB,VNX16Gbps	\$519,510.74	K	31%	\$358,462.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATOS-BULL
5	SH8-90V4-8-64	SEL S8,Intel 8890V4,8TB, 64GB,VNX16Gbps SEL BlueData AWS v3.15vnodes.1Yr,24x7	\$678,576.70	K K	31%	\$468,217.92								ATOS-BULL BLUE DATA
5	BDAW2AD1Y15 BDAW2AD1Y30	SEL BlueData AWS v3,15vnodes,1Yr,24x7 SEL BlueData AWS v3,30vnodes,1Yr,24x7	\$10,065.00 \$20,149.00	K K	31% 31%	\$6,944.85 \$13,902.81	\$0.00 \$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	K	31%	\$33,386.34								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	K K	31% 31%	\$6,038.88 \$12,090.18								BLUE DATA BLUE DATA
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					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	BDAW2ST1Y60 BDAW2ST1Y90	SEL BlueData AWS v3,60vnodes,1Yr,12x5 SEL BlueData AWS v3,90vnodes,1Yr,12x5	\$31,552.00 \$42,075.00	K K	31% 31%	\$21,770.88 \$29,031.75	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BLUE DATA BLUE DATA
5	BDEN2AD1Y1C	SEL BlueData Avv3 v3,90v1lodes,171,12x3 SEL BlueData Ent Soft v3,1Yr,24x7	\$885.00	K	31%	\$610.65	\$0.00		\$0.00			\$0.00		BLUE DATA
5	BDEN2AD2Y1C	SEL BlueData Ent Soft v3,2Yr,24x7	\$1,592.00	K	31%	\$1,098.48	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE DATA
5 5	BDEN2AD3Y1C BDEN2ST1Y1C	SEL BlueData Ent Soft v3,3Yr,24x7	\$2,123.00 \$769.00	K K	31% 31%	\$1,464.87 \$530.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BLUE DATA
5	BDEN2ST1Y1C BDEN2ST2Y1C	SEL BlueData Ent Soft v3,1Yr,12x5 SEL BlueData Ent Soft v3,2Yr,12x5	\$1,385.00	K	31%	\$955.65	\$0.00		\$0.00					BLUE DATA BLUE DATA
5	BDEN2ST3Y1C	SEL BlueData Ent Soft v3,3Yr,12x5	\$1,846.00	ĸ	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							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		\$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							BLUE TALON
5	BT-HEP-1YR	SEL BlueTalon Hadoop EP Standard 1Y	\$185,000.00	K	31%	\$127,650.00	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	BLUE TALON
5 5	BT-HEP-3YR	SEL BlueTalon Hadoop EP Standard 3Y	\$416,154.00	K K	31% 31%	\$287,146.26	\$0.00		\$0.00		\$0.00	\$0.00		BLUE TALON
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	31%	\$106,950.00 \$238,846.26	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BLUE TALON BLUE TALON
5	BM-API-LC-ADV	SEL BOOMI API Publish Features	\$650.00	ĸ	31%	\$448.50	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-API-LC-T1	SEL BOOMI API Mgmt Tier 1 Up to 100K T/D	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-API-LC-T2	SEL BOOMI API Mgmt Tier 2 Up to 1M T/D SEL BOOMI API Mgmt Tier 3 Up to 10M T/D	\$3,000.00	K K	31% 31%	\$2,070.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI
5	BM-API-LC-T3 BM-API-LC-T4	SEL BOOMI AFT Might Tier 3 Op to 10M 1/D SEL BOOMI API Mgmt Tier 4 >10M T/D	\$8,000.00 \$15,000.00	K	31%	\$5,520.00 \$10,350.00	\$0.00		\$0.00		\$0.00			BOOMI BOOMI
5	BM-E-C101-200	SEL BOOMI TradePartnerConnect (101-200)	\$71.25	K	31%	\$49.16	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-E-C41-100	SEL BOOMI TradePartnerConnect (41-100)	\$71.25	K	31%	\$49.16	\$0.00		\$0.00		\$0.00			BOOMI
5 5	BM-E-CT1001Y BM-E-CT100P1Y	SEL BOOMI TradePartnerConnect (81-100) SEL BOOMI TradePartnerConnect > 100	\$30.00 \$22.50	K K	31% 31%	\$20.70 \$15.53	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-CT101Y	SEL BOOMI TradePartnerConnect (5-10)	\$67.50	ĸ	31%	\$46.58	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-E-CT201P	SEL BOOMI TradePartnerConnect (201 plus)	\$71.25	K	31%	\$49.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ВООМІ
5	BM-E-CT201Y	SEL BOOMI TradePartnerConnect (11-20)	\$60.00	K	31%	\$41.40	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-E-CT401Y BM-E-CT601Y	SEL BOOMI TradePartnerConnect (21-40) SEL BOOMI TradePartnerConnect (41-60)	\$52.50 \$45.00	K K	31% 31%	\$36.23 \$31.05	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-CT6-40	SEL BOOMI TradePartnerConnect (6-40)	\$71.25	ĸ	31%	\$49.16	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-E-CT801Y	SEL BOOMI TradePartnerConnect (61-80)	\$37.50	K	31%	\$25.88	\$0.00		\$0.00					BOOMI
5 5	BM-E-CTP BM-E-CTP41Y	SEL BOOMI Trading Partner Connection SEL BOOMI TradePartnerConnect (1-4)	\$75.00 \$75.00	K K	31% 31%	\$51.75 \$51.75	\$0.00 \$0.00		\$0.00 \$0.00					BOOMI BOOMI
5	BM-E-CTPCT-NS	SEL BOOMI TradePartnerConnectProd NonSub		K	31%	\$51.75 \$51.75	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-E-CTPTEST	SEL BOOMI TradePartnerConnect Test	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-E-CTTCT-NS	SEL BOOMI TradePartnerConnectTest NonSub	\$38.00	K K	31% 31%	\$26.22	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-E-LC-B2BF BM-E-LC-BETA	SEL BOOMI EDI/B2B Framework SEL BOOMI Beta EDI Features	\$0.00 \$0.00	K	31%	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-E-LC-FY18	SEL BOOMI EDI Edition	\$550.00	K	31%	\$379.50	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-E-LC-RAVI	SEL BOOMI EDI Ed - NetSuite RAVI Bundle	\$467.00	K	31%	\$322.23	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-E-LC-TRD1Y BM-F-LC-AL-1	SEL BOOMI Trading Partner Edition SEL BOOMI Flow Addtnl AppLaunches .01	\$550.00 \$0.01	K K	31% 31%	\$379.50 \$0.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-AL-2	SEL BOOMI Flow Addtnl AppLaunches 1	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-F-LC-AL-3	SEL BOOMI Flow Addtnl AppLaunches 100	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	BOOMI
5 5	BM-F-LC-AL-4 BM-F-LC-CONT	SEL BOOMI Flow Addtnl AppLaunches 1000 SEL BOOMI Flow Continual	\$1,000.00	K K	31% 31%	\$690.00 \$31.05	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-EBRNZ	SEL BOOMI Flow Continual SEL BOOMI Flow Enterprise Bronze	\$45.00 \$2,250.00	K	31%	\$1,552.50	\$0.00		\$0.00		\$0.00			BOOMI
5	BM-F-LC-EG-1	SEL BOOMI Flow Enterprise Gold .01	\$0.01	K	31%	\$0.01	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-F-LC-EG-2	SEL BOOMI Flow Enterprise Gold 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-F-LC-EG-3 BM-F-LC-EG-4	SEL BOOMI Flow Enterprise Gold 100 SEL BOOMI Flow Enterprise Gold 1000	\$100.00 \$1,000.00	K K	31% 31%	\$69.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-ESLVR	SEL BOOMI Flow Enterprise Gold 1000 SEL BOOMI Flow Enterprise Silver	\$4,500.00	K	31%	\$3,105.00	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5	BM-F-LC-ESSNT	SEL BOOMI Flow Essential	\$25.00	K	31%	\$17.25	\$0.00		\$0.00		\$0.00	\$0.00		BOOMI
5 5	BM-F-LC-ESTRT BM-F-LC-FS-1	SEL BOOMI Flow Enterprise Starter SEL BOOMI Flow Addtnl Flows .01	\$1,000.00 \$0.01	K K	31% 31%	\$690.00 \$0.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BOOMI BOOMI
5	BM-F-LC-FS-2	SEL BOOMI Flow Addtn Flows 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00					BOOMI
5	BM-F-LC-FS-3	SEL BOOMI Flow Addtnl Flows 100	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-F-LC-FS-4	SEL BOOMI Flow Addtnl Flows 1000	\$1,000.00	K	31%	\$690.00	\$0.00							BOOMI
5 5	BM-F-LC-HS-1 BM-F-LC-HS-2	SEL BOOMI Flow Hosting Services .01 SEL BOOMI Flow Hosting Services 1	\$0.01 \$1.00	K K	31% 31%	\$0.01 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			BOOMI BOOMI
5	BM-F-LC-HS-3	SEL BOOMI Flow Hosting Services 100	\$100.00	K	31%	\$69.00	\$0.00		\$0.00					BOOMI
5	BM-F-LC-HS-4	SEL BOOMI Flow Hosting Services 1000	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00					BOOMI
5 5	BM-F-LC-OCC BM-I-LC-ACA	SEL BOOMI Flow Occasional SEL BOOMI Atom Cloud Attachment	\$10.00 \$300.00	K K	31% 31%	\$6.90 \$207.00	\$0.00 \$0.00		\$0.00 \$0.00					BOOMI BOOMI
5	BM-I-LC-ACA BM-I-LC-ACA-A	SEL BOOMI AIOM Cloud Attachment SEL BOOMI ANZ Atom Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00		\$0.00					BOOMI
5	BM-I-LC-ACA-E	SEL BOOMI EMEA Atom Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-ACA-T	SEL BOOMI Atom Cloud Attachment - Test	\$150.00	K	31%	\$103.50	\$0.00							BOOMI
5 5	BM-I-LC-ADVW BM-I-LC-ASOAP	SEL BOOMI Advanced Workflow SEL BOOMI Advanced Soap Processing	\$650.00 \$0.00	K K	31% 31%	\$448.50 \$0.00	\$0.00 \$0.00							BOOMI BOOMI
5	BM-I-LC-AUC	SEL BOOMI Advanced User Controls	\$650.00	ĸ	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5	BM-I-LC-AW	SEL BOOMI Atom Worker	\$250.00	K	31%	\$172.50	\$0.00							BOOMI
5 5	BM-I-LC-AW-T BM-I-LC-BESC	SEL BOOMI Atom Worker - Test SEL BOOMI Base Ed - Standard Connection	\$125.00 \$550.00	K K	31% 31%	\$86.25 \$379.50	\$0.00 \$0.00							BOOMI BOOMI
5	BM-I-LC-BESC BM-I-LC-BESMB	SEL BOOMI Base Ed - Standard Connection SEL BOOMI Base Ed - SmallBiz Connection	\$550.00 \$550.00	K	31%	\$379.50 \$379.50	\$0.00					\$0.00	\$0.00	BOOMI
5	BM-I-LC-CL	SEL BOOMI Component Locking	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BOOMI
5 5	BM-I-LC-CLOUD BM-I-LC-EC1Y	SEL BOOMI Clouds	\$0.00 \$900.00	K K	31% 31%	\$0.00	\$0.00							BOOMI BOOMI
5	BM-I-LC-EDV	SEL BOOMI Enterprise Connection SEL BOOMI Excess Data Volume-1Gb	\$100.00	K	31%	\$621.00 \$69.00	\$0.00 \$0.00							BOOMI
5	BM-I-LC-EE1Y	SEL BOOMI Enterprise Edition	\$8,000.00	K	31%	\$5,520.00	\$0.00							BOOMI

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	BM-I-LC-ENV BM-I-LC-EPCNS	SEL BOOMI Environments SEL BOOMI Enterprise Prod Connect NonSub	\$0.00 \$900.00	K K	31% 31%	\$0.00 \$621.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-EPE	SEL BOOMI Enterprise Plus Edition	\$12,000.00	ĸ	31%	\$8,280.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-ETC	SEL BOOMI Enterprise Test Connection	\$450.00	K	31%	\$310.50	\$0.00		\$0.00	\$0.00		\$0.00		BOOMI
5 5	BM-I-LC-ETCNS BM-I-LC-ETM	SEL BOOMI Enterprise Test Connect NonSub SEL BOOMI Enhanced Test Mode	\$450.00 \$650.00	K K	31% 31%	\$310.50 \$448.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-GCRM	SEL BOOMI Enhanced Test Mode SEL BOOMI GearsCRM CSV to SFDC Bundle	\$225.00	K	31%	\$155.25	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-HL7	SEL BOOMI HL7 Option	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		BOOMI
5	BM-I-LC-IAW	SEL BOOMI Integration Accel Workday/AD	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-MCA-E BM-I-LC-MOL1Y	SEL BOOMI EMEA MDM Cloud Attachment SEL BOOMI Molecule	\$300.00 \$1,300.00	K K	31% 31%	\$207.00 \$897.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-MQ	SEL BOOMI Message Queuing	\$650.00	ĸ	31%	\$448.50	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-NS33	SEL BOOMI NetSuite OpenAir SFDC 3300	\$275.00	K	31%	\$189.75	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-NS50	SEL BOOMI NetSuite Salesforce Q2C 5000	\$416.67	K K	31%	\$287.50	\$0.00		\$0.00			\$0.00		BOOMI BOOMI
5 5	BM-I-LC-NS72 BM-I-LC-NSSIA	SEL BOOMI NetSuite OpenAir SFDC 7200 SEL BOOMI NetSuite-SF Integration Accel	\$600.00 \$500.00	K	31% 31%	\$414.00 \$345.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI
5	BM-I-LC-PE1Y	SEL BOOMI Professional Edition	\$2,000.00	ĸ	31%	\$1,380.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-PESB2	SEL BOOMI ProEd-SpcI Bundle 2 connection	\$1,200.00	K	31%	\$828.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-PESB3	SEL BOOMI ProEd-SpcI Bundle 3 connection	\$1,650.00	K K	31% 31%	\$1,138.50	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		BOOMI
5 5	BM-I-LC-PESB4 BM-I-LC-PF	SEL BOOMI ProEd-Spcl Bundle 4 connection SEL BOOMI Partner Account Features	\$1,850.00 \$0.00	K	31%	\$1,276.50 \$0.00	\$0.00		\$0.00 \$0.00			\$0.00		BOOMI BOOMI
5	BM-I-LC-PP	SEL BOOMI Parallel Processing	\$650.00	ĸ	31%	\$448.50	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-PPE	SEL BOOMI Pro Plus Edition	\$4,000.00	K	31%	\$2,760.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-PR BM-I-LC-RAVI2	SEL BOOMI Process Route SEL BOOMI ProEd - 2 Connection NS RAVI	\$0.00 \$960.00	K K	31% 31%	\$0.00 \$662.40	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-RAVI3	SEL BOOMI ProEd - 2 Connection NS RAVI	\$1,320.00	K	31%	\$910.80	\$0.00					\$0.00		BOOMI
5	BM-I-LC-RAVI4	SEL BOOMI ProEd - 4 Connection NS RAVI	\$1,480.00	K	31%	\$1,021.20	\$0.00					\$0.00		BOOMI
5	BM-I-LC-RAVI5	SEL BOOMI ProEd - 5 Connection NS RAVI	\$1,600.00	K	31%	\$1,104.00	\$0.00					\$0.00		BOOMI
5 5	BM-I-LC-RAVIB BM-I-LC-RPI-1	SEL BOOMI Base Ed - NetSuite RAVI Bundle SEL BOOMI Renewal Price Increase .01	\$467.00 \$0.01	K K	31% 31%	\$322.23 \$0.01	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-RPI-2	SEL BOOMI Renewal Price Increase 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-RPI-3	SEL BOOMI Renewal Price Increase 100	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BOOMI
5	BM-I-LC-RPI-4	SEL BOOMI Renewal Price Increase 1000	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-SBC1Y BM-I-LC-SC1Y	SEL BOOMI Small Business Connection SEL BOOMI Standard Connection	\$65.00 \$300.00	K K	31% 31%	\$44.85 \$207.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-SE	SEL BOOMI Standard Connection SEL BOOMI Services Enablement	\$1,300.00	K	31%	\$897.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-SMBTC	SEL BOOMI SMB Test Connection	\$32.50	K	31%	\$22.43	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-SPCNS	SEL BOOMI Standard Prod Connect NonSub	\$300.00	K	31%	\$207.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LCS-SPC BM-I-LC-STC	SEL BOOMI Support Case Per Case SEL BOOMI Standard Test Connection	\$95.00 \$150.00	K K	31% 31%	\$65.55 \$103.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-I-LC-STCNS	SEL BOOMI Standard Test Connect NonSub	\$150.00	ĸ	31%	\$103.50	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-STO	SEL BOOMI Session Timeout	\$0.00	K	31%	\$0.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-I-LC-SWA	SEL BOOMI Salesforce Wave Analytics Ed	\$833.33	K	31%	\$575.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-I-LC-VC BM-MDM-CST-1	SEL BOOMI Version Control SEL BOOMI MDM Ed (Custom Tier) .01	\$0.00 \$0.01	K K	31% 31%	\$0.00 \$0.01	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-MDM-CST-2	SEL BOOMI MDM Ed (Custom Tier) 1	\$1.00	K	31%	\$0.69	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-MDM-CST-3	SEL BOOMI MDM Ed (Custom Tier) 100	\$100.00	K	31%	\$69.00	\$0.00		\$0.00			\$0.00		BOOMI
5 5	BM-MDM-CST-4 BM-MDM-LC-B	SEL BOOMI MDM Ed (Custom Tier) 1000 SEL BOOMI MDM Ed (Base Tier)	\$1,000.00 \$6,000.00	K K	31% 31%	\$690.00 \$4,140.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-MDM-LC-CA	SEL BOOMI MDM Ed (Base Fier) SEL BOOMI MDM Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00		\$0.00			\$0.00		BOOMI
5	BM-MDM-LC-CAA	SEL BOOMI ANZ MDM Cloud Attachment	\$300.00	K	31%	\$207.00	\$0.00	\$0.00			\$0.00	\$0.00		BOOMI
5	BM-MDM-LC-ENT	SEL BOOMI MDM Ed (Enterprise Tier)	\$18,000.00	K	31%	\$12,420.00	\$0.00					\$0.00		BOOMI
5 5	BM-MDM-LC-PRO BM-MDM-LC-TR1	SEL BOOMI MDM Ed (Professional Tier) SEL BOOMI MDM Ed (Tier 1 <10K GRecords)	\$12,000.00 \$355.00	K K	31% 31%	\$8,280.00 \$244.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BOOMI BOOMI
5	BM-MDM-LC-TR2	SEL BOOMI MDM Ed (Tier 2 <50K GRecords)	\$1,750.00	K	31%	\$1,207.50	\$0.00					\$0.00		BOOMI
5	BM-MDM-LC-TR3	SEL BOOMI MDM Ed (Tier 3 <100K GRecords)	\$3,000.00	K	31%	\$2,070.00	\$0.00		\$0.00			\$0.00		BOOMI
5	XBR-R000294	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT	\$315.00	K	31%	\$217.35	\$0.00					\$0.00		BROCADE ETHERNET
5 5		SEL-AMP FABRIC INSIGHT ADV ANA MGMT S 01 SEL-ANALYTICS MONITORING PL MAXCAP 2		K K	31% 31%	\$172,431.00 \$241,431.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$48.00	K	31%	\$33.12	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5	PCEURO	SEL Pwrcrd for RPS2/3/5/9 EU version	\$17.00	K	31%	\$11.73	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5	PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00	K K	31% 31%	\$27.60	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5 5	PCJAPAN PCUK-EPS	SEL Pwrcrd for RPS2/3/5/9 Japan version SEL Pwrcrd UK 13A 250V	\$17.00 \$75.00	K	31%	\$11.73 \$51.75	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCUSA	SEL-PWR CRD-RPS2/3/5/9 USA vers 9'10"	\$11.00	ĸ	31%	\$7.59	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5	PCUSA2	SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125\		K	31%	\$23.46	\$0.00		\$0.00			\$0.00		BROCADE ETHERNET
5	XBR-000195	SEL-FIPS SECURITY SEAL FOR SYSTEM	\$499.00 \$430.00	K	31% 31%	\$344.31 \$36.70	\$0.00	*****	\$0.00		\$0.00	\$0.00	+	BROCADE ETHERNET
5 5	XBR-R000296 11-1568-LIC	SEL FRU, UNIVERSAL RACK MOUNT KIT, 4 PC SEL: VF-HYPM5-F	\$430.00 \$396.00	K K	31% 31%	\$296.70 \$273.24	\$0.00 \$0.00					\$0.00 \$0.00		BROCADE ETHERNET CARAHSOFT
5	11-1790-LIC	SEL: THIN5-STE-F	\$5,500.00	K	31%	\$3,795.00	\$0.00					\$0.00		CARAHSOFT
5	11-1791-LIC	SEL: THIN5-100PK-F	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00	K K	31%	\$2,372.22	\$0.00					\$0.00		CARAHSOFT
5 5	11-1981-LIC 11-1982-LIC	SEL: VR6-OADV25-F SEL: VR6-OENT25-F	\$7,563.00 \$19,113.00	K K	31% 31%	\$5,218.47 \$13,187.97	\$0.00 \$0.00					\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1983-LIC	SEL: VR6-OSTD-OADV-UG-F	\$4,538.00	ĸ	31%	\$3,131.22	\$0.00					\$0.00		CARAHSOFT
5	11-1984-LIC	SEL: VR6-OSTD-OENT-UG-F	\$17,243.00	K	31%	\$11,897.67	\$0.00					\$0.00		CARAHSOFT
5 5	11-1985-LIC 11-1998-LIC	SEL: VR6-OADV-OENT-UG-F SEL: VR6-VU10-F	\$12,705.00 \$825.00	K K	31% 31%	\$8,766.45 \$569.25	\$0.00 \$0.00					\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1998-LIC 11-1999-LIC	SEL: VR6-VU10-F SEL: VR6-VU100-F	\$8,250.00	K	31%	\$5,692.50	\$0.00					\$0.00		CARAHSOFT
5	11-2015-LIC	SEL: HZ-FLX-10-F	\$2,750.00	K	31%	\$1,897.50	\$0.00					\$0.00		CARAHSOFT

December December December Decem						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
1 100	BAND	ѕки	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM	WIT UPG BASIC	RENEWAL	
1															
1															
\$ 1.754-4.5							\$1,138.50								
\$ 1-291-10															
1.000.00000000000000000000000000000000															
\$ 11-200-LC Set. WATATRATERACE* \$600.00 K 375 \$1,000 F 500 \$0.00 \$															
5 1-10-25-11.0 Sell. 1977-16.4 File South					K										
1 130 12 130 1	-														
1															
1.100 1.00															
1 1 1 1 1 1 1 1 1 1															
1.100-2014.C															
1.1229-LEC SEL-107-AM-MONOGE 11/2000 1/200 1														\$0.00	CARAHSOFT
1															
1 120 LCC CC LCC CC LCC CC LCC CC															
1															
1	5	11-2368-LIC	SEL: HZ7-AVA-ENN10-UG-F	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1 1271-142 SEL 127 146 SEN 127 166 SEN 127 127 128 SEN S															
1															
1	-														
1 12375-IC SEL IZFANS BROTOLOGF SAMEBOO K 31% \$40,02268 \$9.00 \$0.00 \$0.00 \$0.00 \$9.00 \$1.00 \$0.0	5		SEL: HZ7-AVE-ENN100-UG-F		K										
5 1-2778-1C SEI 1-2774-SEN SEI 1-2774-SEN SEI															
1															
\$ 11-279-LC SEL FZF-EAD-STINDUG-F \$12-200.0 K 31% \$13-26-26 500 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0															
\$ 11-238-LLC SELL-PC-SCH-IPF \$6.325.00 K 31% \$4.345.00 50.0 50.0 50.0 50.0 50.0 50.0 50.0				\$1,925.00			\$1,328.25	\$0.00							
5 11-2391-LC SEL-PZT-PN-10PF \$3,250.00 K 31% \$4,542.50 30.00 30.00 50.00															
S 11-2328-LIC SEL IZT-PRN-HOPF \$3.850.00 K 31% \$2.086.50 \$0.00 \$0.															
11-238-LIC SEL HZ7EM-NEMCH-ON-UGF 12-722-20 K 31% \$1,878-23 \$0.00 \$0.0															
S 11-2386-LIC SEL-LEZ-RAN-SEIN-DI-OUGF \$1 (200.0 K 31% \$10.00	-														
S 11-2389-LIC SEL-HZ-PMT-ASTDA10-HQ-F \$11,000.00 K 31% \$7590.00 \$0.00															
\$ 11-2387-LC SELHZT-MAT-AD-10-UGF \$11,000.00 K 31% \$1,950.00 \$0.00															
5 11-2389-LIC SEL-172-LACE-IN-LOUGE \$15,000 K 31% \$31,385.00 \$0.00															
\$ 11-2390-LIC SEL-IZT-IXC-ENC-10-IUG-F \$51,42.50 K 31% \$3.548.33 \$0.00 \$															
5 11-2391-LIC SEL K77-IAXC-ENC-10U-LIG-F \$51,425.00 K 31% \$35,483.25 \$0.00															
\$ 11-2392-LIC SEL-HZ7-MGP-ADC-10-UG-F \$3,025.00 K 31% \$2,087.25 \$0.00 \$0															
5 11-2394-LIC SEL-127-MGP-ADN-10-UG-F \$12,100.0 K 31% \$83,490 \$0.0															
5 11-2396-LIC SEL-1ZT-MIGP-ADM-100-LIG-F \$12,100.00 K 31% \$3,349.00 \$0.0															
5 11-2398-LIC SEL-1Z7-MRG-ADC-10-UG-F \$3,025.00 K 31% \$2,087.25 \$0.00 \$0	-														
5 11-2397-LIC SELL HZ7-MRG-ADC-100-UG-F \$12,000 K 31% \$20,872-50 \$0.00 \$															
5 11-2399-LIC SEL: HZ7-STA-CD-10-LIG-F \$12,100.00 K 31% \$1,252.55 \$0.00	5	11-2397-LIC	SEL: HZ7-MRG-ADC-100-UG-F		K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 11-2401-LLC SEL: HZ7-ST-ADC-10-LIG-F \$18,150.0 K 31% \$1,252.35 \$0.00 \$															
5 11-2401-LIC SEL-HZ7-ST-ADC-100-LIG-F \$18,150.00 K 31% \$12,523.50 \$0.00															
5 11-2409-LIC SEL: HZ7-ST-ADC-500-UGF \$151250.00 K 31% \$2617.50 \$0.00 \$0															
5 11-2404-LIC SEL HZT-ST-ADN-E-UGF \$151,250.00 K 31% \$104,362.50 \$0.00 \$															
5 11-2405-LIC SEL: HZ7-ST-ADN-20-UG-F \$3,025.00 K 311/6 \$2,087.25 \$0.00															
\$ 11-2408-LIC SEL: HZ7-ST-ADN-200-UG-F \$30,250.00 K 31% \$20,872.50 \$0.00															
5 11-2408-LIC SEL: HZ7-STE-RNC-10-UG-F \$3,932.50 K 31% \$2,713.43 \$0.00 \$															
5 11-2409-LIC SEL: HZZ-ST-ENC-250-UG-F \$39,325.00 K 31% \$27,134.25 \$0.00	-														
5 11-2410-LIC SEL: HZ7-ST-ENC-250-UG-F \$88,312.50 K 31% \$67,835.63 \$0.00 <	-														
5 11-2411-LIC SEL: HZ7-ST-ENC-500-UG-F \$196,625.00 K 31% \$135,671.25 \$0.00 \$0.															
5 11-2413-LIC SEL: HZ7-ST-ENN-20-UG-F \$5,445.00 K 31% \$3,757.05 \$0.00 \$0	5				K										
5 11-2414-LIC SEL: HZ7-ST-ENN-200-UG-F \$54,450.00 K 31% \$93,750.50 \$0.00	5				K										
5 11-2415-LIC SEL: HZ7-ST-ENN-500-UG-F \$136,125.00 K 31% \$93,926.25 \$0.00 \$0.0	5				K		+-,	*****		7	7			+	
5 11-2416-LIC SEL: HZ7-STD-10-F \$2,750.00 K 31% \$1,897.50 \$0.00 \$0															
5 11-2418-LIC SEL: HZ7-STD-A10-F \$2,090.00 K 31% \$1,442.10 \$0.00 \$	5	11-2416-LIC	SEL: HZ7-STD-10-F	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2419-LIC SEL: HZ7-STD-A100-F \$20,900.00 K 31% \$14,421.00 \$0.0															
5 11-2420-LIC SEL: HZ7-STDA-STD10-UG-F \$770.00 K 31% \$531.30 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2421-LIC SEL: HZ7-STDA-STD100-UG-F \$18,810.00 K 31% \$5,313.00 \$0.00															
5 11-2421-LIC SEL: HZ7-STDA-STD100-UG-F \$7,700.00 K 31% \$5,313.00 \$0.00															
5 11-2423-LIC SEL: HZ7-TRIN-ST10-UG-F \$22,000.00 K 31% \$15,180.00 \$0.00	5	11-2421-LIC	SEL: HZ7-STDA-STD100-UG-F	\$7,700.00	ĸ	31%	\$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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															
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 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00															
	5														

					NVP I	.EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	11-2427-LIC 11-2428-LIC	SEL: HZ7-VAD-ENC-10-UG-F SEL: HZ7-VAD-ENC-100-UG-F	\$4,647.50 \$46,475.00	K K	31% 31%	\$3,206.78 \$32,067.75	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2429-LIC	SEL: HZ7-VENT-ST10-UG-F	\$1,100.00	ĸ	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	11-2431-LIC	SEL: ST6-AD-D10-F	\$1,100.00	K	31%	\$759.00	\$0.00		\$0.00			\$0.00		CARAHSOFT
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 K	31% 31%	\$7,590.00 \$1,252.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2434-LIC	SEL: ST6-AD-F	\$4,394.50	ĸ	31%	\$3,032.21	\$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					CARAHSOFT
5	11-2440-LIC 11-2441-LIC	SEL: ST6-ST-AD-UG-F SEL: ST6-ST-EN-UG-F	\$1,815.00 \$3,630.00	K K	31% 31%	\$1,252.35 \$2,504.70	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2446-LIC	SEL: VR-BCLADVC-F	\$3,300.00	K	31%	\$2,304.70	\$0.00		\$0.00			\$0.00		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 11-2450-LIC	SEL: VR-CODE2O-F SEL: VR-OAMAD-F	\$599.50 \$1,650.00	K K	31% 31%	\$413.66 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT
5 5	11-2493-LIC	SEL: VR-DAMAD-F SEL: HZ7-PA50-STA100-UG-F	\$1,650.00	K	31%	\$1,136.50	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	11-2494-LIC	SEL: HZ7-PRA50-ST100-UG-F	\$13,750.00	K	31%	\$9,487.50	\$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					CARAHSOFT
5	11-2496-LIC 11-2497-LIC	SEL: HZ7-UEM-ENC-10-UG-F SEL: HZ7-UEM-ENN-100-UG-F	\$5,775.00 \$35,200.00	K K	31% 31%	\$3,984.75 \$24,288.00			\$0.00 \$0.00					CARAHSOFT
5	11-2498-LIC	SEL: HZ7-UEM-ENN-10-UG-F	\$3,520.00	K	31%	\$2,428.80	\$0.00		\$0.00					CARAHSOFT
5	11-2499-LIC	SEL: HZ7-WSP-ADN-100-UG-F	\$12,100.00	K	31%	\$8,349.00	\$0.00		\$0.00					CARAHSOFT
5	11-2500-LIC	SEL: HZ7-WSP-ADN-10-UG-F	\$1,210.00	K	31%	\$834.90	\$0.00		\$0.00					CARAHSOFT
5	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	11-2508-LIC	SEL: HZ7-A10-AERC-F	\$3,300.00	K	31%	\$2,277.00	\$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		CARAHSOFT
5	11-2510-LIC	SEL: HZ7-E100-AERC-UG-F	\$15,125.00	K	31%	\$10,436.25	\$0.00		\$0.00					CARAHSOFT
5	11-2511-LIC	SEL: HZ7-E10-AERC-F SEL: HZ7-E10-AERC-UG-F	\$4,675.00	K	31%	\$3,225.75 \$1,043.63	\$0.00 \$0.00		\$0.00					CARAHSOFT
5 5	11-2512-LIC 11-2513-LIC	SEL: HZ7-E10-AERC-0G-F SEL: HZ7-ENN-A100-F	\$1,512.50 \$31,350.00	K K	31% 31%	\$1,043.63			\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	11-2514-LIC	SEL: HZ7-ENN-A100-UG-F	\$10,285.00	K	31%	\$7,096.65			\$0.00					CARAHSOFT
5	11-2515-LIC	SEL: HZ7-ENN-A10-F	\$3,135.00	K	31%	\$2,163.15			\$0.00					CARAHSOFT
5	11-2516-LIC	SEL: HZ7-ENN-A10-UG-F	\$1,028.50	K	31%	\$709.67	\$0.00		\$0.00			\$0.00		CARAHSOFT
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: HCI-AK-CPU-F	\$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		F SEL: HZ7-ADC-250-3P-SSS-F SEL: HZ7-ADC-250-G-SSS-F	\$72,600.00 \$23,100.00	K K	31% 31%	\$50,094.00 \$15,939.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADC-250-G-353-F SEL: HZ7-ADC-250-P-SSS-F	\$23,100.00	K	31%	\$18,975.00	\$0.00		\$0.00					CARAHSOFT
5		SEL: HZ7-ADC-500-3G-SSS-F	\$121,968.00	K	31%	\$84,157.92	\$0.00		\$0.00					CARAHSOFT
5		SEL: HZ7-ADC-500-3P-SSS-F	\$145,200.00	K	31%	\$100,188.00	\$0.00		\$0.00					CARAHSOFT
5		SEL: HZ7-ADC-500-G-SSS-F SEL: HZ7-ADC-500-P-SSS-F	\$46,200.00 \$55,000.00	K K	31% 31%	\$31,878.00 \$37,950.00	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADC-300-P-355-F SEL: HZ7-ADN-1K-3G-SSS-F	\$152,460.00	K	31%	\$37,950.00 \$105,197.40	\$0.00		\$0.00					CARAHSOFT
5		SEL: HZ7-ADN-1K-3P-SSS-F	\$181,500.00	ĸ	31%	\$125,235.00	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: HZ7-ADN-1K-G-SSS-F	\$57,750.00	K	31%	\$39,847.50	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		SEL: HZ7-ADN-1K-P-SSS-F	\$68,750.00	K	31%	\$47,437.50	\$0.00		\$0.00					CARAHSOFT
5		F SEL: HZ7-ADN-200-3G-SSS-F F SEL: HZ7-ADN-200-3P-SSS-F	\$30,492.00 \$36,300.00	K K	31% 31%	\$21,039.48 \$25,047.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-200-G-SSS-F	\$11,550.00	ĸ	31%	\$7,969.50	\$0.00		\$0.00					CARAHSOFT
5	HZ7ADN200PSSSF	SEL: HZ7-ADN-200-P-SSS-F	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: HZ7-ADN-20-3G-SSS-F	\$3,049.20	K	31%	\$2,103.95	\$0.00		\$0.00					CARAHSOFT
5		SEL: HZ7-ADN-20-3P-SSS-F SEL: HZ7-ADN-20-G-SSS-F	\$3,630.00 \$1,155.00	K K	31% 31%	\$2,504.70 \$796.95	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: HZ7-ADN-20-P-SSS-F	\$1,375.00	K	31%	\$948.75			\$0.00					CARAHSOFT
5		SEL: HZ7-ADN-500-3G-SSS-F	\$76,230.00	K	31%	\$52,598.70			\$0.00					CARAHSOFT
5		SEL: HZ7-ADN-500-3P-SSS-F	\$90,750.00	K	31%	\$62,617.50	\$0.00		\$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	31% 31%	\$19,923.75 \$23,718.75			\$0.00 \$0.00			\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		JISEL: HZ7-ADIN-300-1-333-1 JISEL: HZ7-AP-STC-ADC100-UG-F	\$15,125.00	K	31%	\$10,436.25	\$0.00		\$0.00			\$0.00		CARAHSOFT
5	HZ7APSTCADC10U	GSEL: HZ7-AP-STC-ADC10-UG-F	\$1,512.50	ĸ	31%	\$1,043.63	\$0.00		\$0.00			\$0.00		CARAHSOFT
5		JISEL: HZ7-AP-STN-ADN100-UG-F	\$9,075.00	K	31%	\$6,261.75	\$0.00	7	\$0.00		*****	\$0.00	+	CARAHSOFT
5		GSEL: HZ7-AP-STN-ADN10-UG-F	\$907.50	K	31%	\$626.18			\$0.00					CARAHSOFT
5 5		F SEL: HZ7-ENC-250-3G-SSS-F F SEL: HZ7-ENC-250-3P-SSS-F	\$87,665.95 \$104,363.95	K K	31% 31%	\$60,489.51 \$72,011.13	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENC-250-G-SSS-F	\$33,206.80	K	31%	\$22,912.69			\$0.00					CARAHSOFT
5	HZ7ENC250PSSSF	SEL: HZ7-ENC-250-P-SSS-F	\$39,531.80	K	31%	\$27,276.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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		F 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-555-F SEL: HZ7-ENC-500-P-SSS-F	\$79,062.50	K	31%	\$54,553.13			\$0.00					CARAHSOFT
5	HZ7ENN1K3GSSSF	SEL: HZ7-ENN-1K-3G-SSS-F	\$213,444.00	ĸ	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					CARAHSOFT
5		SEL: HZ7-ENN-1K-G-SSS-F SEL: HZ7-ENN-1K-P-SSS-F	\$80,850.00	K K	31%	\$55,786.50			\$0.00					CARAHSOFT
5	HZ/ENN IKPSSSF	JEL. 1121-EININ-IN-P-355-F	\$96,250.00	ĸ	31%	\$66,412.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					NVP L	.EVEL 1		N	IVP 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		SEL: HZ7-ENN-200-3G-SSS-F	\$42,688.80	K	31%	\$29,455.27	\$0.00		\$0.00					CARAHSOFT
5 5		SEL: HZ7-ENN-200-3P-SSS-F SEL: HZ7-ENN-200-G-SSS-F	\$50,820.00 \$16,170.00	K K	31% 31%	\$35,065.80 \$11,157.30	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5	HZ7ENN200PSSSF	SEL: HZ7-ENN-200-P-SSS-F	\$19,250.00	K	31%	\$13,282.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: HZ7-ENN-20-3G-SSS-F	\$4,268.88	K	31%	\$2,945.53	\$0.00		\$0.00					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							CARAHSOFT CARAHSOFT
5		SEL: HZ7-ENN-20-P-SSS-F	\$1,925.00	ĸ	31%	\$1,328.25	\$0.00							CARAHSOFT
5		SEL: HZ7-ENN-500-3G-SSS-F	\$106,722.00	K	31%	\$73,638.18	\$0.00							CARAHSOFT
5		SEL: HZ7-ENN-500-3P-SSS-F	\$127,050.00	K	31%	\$87,664.50	\$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							CARAHSOFT CARAHSOFT
5	ST6EDHA100F	SEL: ST6-ED-HA100-F	\$3,630.00	ĸ	31%	\$2,504.70	\$0.00							CARAHSOFT
5	ST6EDHA10F	SEL: ST6-ED-HA10-F	\$363.00	K	31%	\$250.47	\$0.00		\$0.00	\$0.00			\$0.00	CARAHSOFT
5		SEL: ST6-RB-25VM-F	\$13,750.00	K	31%	\$9,487.50	\$0.00							CARAHSOFT
5 5	ST6-RBAD-25-F ST6RBADEN25UGE	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	ĸ	31%	\$6,261.75	\$0.00							CARAHSOFT
5	ST6RBEN25F	SEL: ST6-RBEN-25-F	\$30,250.00	K	31%	\$20,872.50	\$0.00							CARAHSOFT
5	ST6RBEN25UGF	SEL: ST6-RBEN-25-UG-F	\$18,150.00	K	31%	\$12,523.50	\$0.00							CARAHSOFT
5 5	VAOMSPLLDF VAOMSPLLUF	SEL: VA-OMS-PLL-D-F SEL: VA-OMS-PLL-U-F	\$77.00 \$154.00	K K	31% 31%	\$53.13 \$106.26	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: VA-OMS-TLSS-D-2P-F	\$107.80	ĸ	31%	\$74.38	\$0.00		\$0.00					CARAHSOFT
5		SEL: VA-OMS-TLSS-D-3P-F	\$151.80	K	31%	\$104.74	\$0.00							CARAHSOFT
5		SEL: VA-OMS-TLSS-D-P-F	\$57.20	K	31%	\$39.47	\$0.00		\$0.00					CARAHSOFT
5 5	V-OMS-PLL-D-F V-OMS-PLL-U-F	SEL: V-OMS-PLL-D-F SEL: V-OMS-PLL-U-F	\$77.00 \$154.00	K	31% 31%	\$53.13 \$106.26	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: V-OMS-FLL-U-F SEL: V-PS-SUPP-INC-F	\$1,100.00	K	31%	\$759.00	\$0.00							CARAHSOFT
5		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	K	31%	\$728.64	\$0.00							CARAHSOFT
5		SEL: VR17-ADV-ENT-UG-F SEL: VR17-ADV-F	\$1,815.00	K	31%	\$1,252.35	\$0.00							CARAHSOFT
5 5	VR17ADVF VR17AENTENTUGE	SEL: VR17-ADV-F SEL: VR17-AENT-ENT-UG-F	\$6,869.50 \$4,378.00	K K	31% 31%	\$4,739.96 \$3,020.82	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: VR17-BCLC-ADV-UG-F	\$3,927.00	ĸ	31%	\$2,709.63	\$0.00							CARAHSOFT
5		SEL: VR17-BCLC-ENT-UG-F	\$5,742.00	K	31%	\$3,961.98	\$0.00		\$0.00	\$0.00				CARAHSOFT
5		SEL: VR17-BCLO-ADV-UG-F	\$1,507.00	K	31%	\$1,039.83	\$0.00							CARAHSOFT
5 5	VR17BCLOENTUGF VR17ENTF	SEL: VR17-BCLO-ENT-UG-F SEL: VR17-ENT-F	\$3,322.00 \$8,519.50	K K	31% 31%	\$2,292.18 \$5,878.46	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: VR17-EN1-F SEL: VR17-LIS4C-ADV-UG-F	\$5,742.00	K	31%	\$3,961.98	\$0.00							CARAHSOFT
5		SEL: VR17-LIS4C-ENT-UG-F	\$7,557.00	K	31%	\$5,214.33	\$0.00							CARAHSOFT
5		SEL: VR17-LIS4C-STD-UG-F	\$2,717.00	K	31%	\$1,874.73	\$0.00		\$0.00					CARAHSOFT
5		SEL: VR17-LIS4O-ADV-UG-F	\$1,507.00	K	31%	\$1,039.83	\$0.00		\$0.00					CARAHSOFT
5 5		SEL: VR17-LIS4O-ENT-UG-F SEL: VR17-LIS4O-STD-UG-F	\$3,322.00 \$3,012.90	K K	31% 31%	\$2,292.18 \$2,078.90	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		SEL: VR17-OADV-ADV-UG-F	\$6,798.00	ĸ	31%	\$4,690.62	\$0.00							CARAHSOFT
5		FSEL: VR17-OADVC-ADV-UG-F	\$4,229.50	K	31%	\$2,918.36	\$0.00							CARAHSOFT
5 5		FSEL: VR17-OADVC-ENT-UG-F	\$6,044.50	K	31%	\$4,170.71	\$0.00							CARAHSOFT
5		FSEL: VR17-OADVC-STD-UG-F SEL: VR17-OADV-ENT-UG-F	\$1,204.50 \$1,056.00	K K	31% 31%	\$831.11 \$728.64	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: VR17-OADV-STD-UG-F	\$748.00	ĸ	31%	\$516.12	\$0.00		\$0.00					CARAHSOFT
5		SEL: VR17-OENT-ADV-UG-F	\$7,095.00	K	31%	\$4,895.55	\$0.00							CARAHSOFT
5		SEL: VR17-OENT-ENT-UG-F	\$7,095.00	K	31%	\$4,895.55	\$0.00		\$0.00					CARAHSOFT
5 5		SEL: VR17-0ENT-STD-UG-F SEL: VR17-0IST-ADV-UG-F	\$4,361.50 \$5,137.00	K	31% 31%	\$3,009.44 \$3,544.53	\$0.00 \$0.00		\$0.00 \$0.00					CARAHSOFT CARAHSOFT
5		SEL: VR17-OIST-ENT-UG-F	\$6,952.00	ĸ	31%	\$4,796.88	\$0.00							CARAHSOFT
5		SEL: VR17-OIST-STD-UG-F	\$2,112.00	K	31%	\$1,457.28	\$0.00							CARAHSOFT
5		SEL: VR17-OSTC-ADV-UG-F	\$6,044.50	K	31%	\$4,170.71	\$0.00							CARAHSOFT
5 5		SEL: VR17-OSTC-ENT-UG-F SEL: VR17-OSTC-STD-UG-F	\$7,859.50 \$3,019.50	K K	31% 31%	\$5,423.06 \$2,083.46	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		FSEL: VR17-OSTDC-ADV-UG-F	\$6,649.50	ĸ	31%	\$4,588.16	\$0.00							CARAHSOFT
5		FSEL: VR17-OSTDC-ENT-UG-F	\$7,694.50	K	31%	\$5,309.21	\$0.00							CARAHSOFT
5		FSEL: VR17-OSTDC-STD-UG-F	\$3,624.50	K	31%	\$2,500.91	\$0.00							CARAHSOFT
5 5		FSEL: VR17-OSTDO-ADV-UG-F FSEL: VR17-OSTDO-ENT-UG-F	\$3,778.50 \$5,593.50	K	31% 31%	\$2,607.17 \$3,859.52	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		FSEL: VR17-OSTDO-ERT-OG-F	\$753.50	K	31%	\$519.92	\$0.00		\$0.00					CARAHSOFT
5		SEL: VR17-STD-ADV-UG-F	\$3,025.00	K	31%	\$2,087.25	\$0.00							CARAHSOFT
5		SEL: VR17-STD-ENT-UG-F	\$4,840.00	K	31%	\$3,339.60	\$0.00	\$0.00	\$0.00	*****			+	CARAHSOFT
5	VR17STDF	SEL: VR17-STD-F	\$4,119.50	K	31%	\$2,842.46								CARAHSOFT
5 5		SEL: VR6-OADVC-F SSEL: VR6-OSTC-OADVC-UG-F	\$3,025.00 \$1,815.00	K K	31% 31%	\$2,087.25 \$1,252.35	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		ISEL: VR6-OSTDC-OADVC-UG-F	\$2,420.00	ĸ	31%	\$1,669.80	\$0.00							CARAHSOFT
5	VR70ADVADVUGFP	ISEL: VR7-OADV-ADV-UG-FPRO	\$5,098.50	K	31%	\$3,517.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		FSEL: VR7-OADV-ENT-UG-FPRO	\$792.00	K	31%	\$546.48	\$0.00							CARAHSOFT
5 5		FSEL: VR7-OADV-STD-UG-FPRO FSEL: VR7-OENT-ADV-UG-FPRO	\$561.00 \$5,324.00	K K	31% 31%	\$387.09 \$3,673.56	\$0.00 \$0.00							CARAHSOFT CARAHSOFT
5		FSEL: VR7-OENT-ADV-UG-FFRO	\$5,324.00	K	31%	\$3,673.56	\$0.00							CARAHSOFT
5		FSEL: VR7-OENT-STD-UG-FPRO	\$3,272.50	ĸ	31%	\$2,258.03	\$0.00					\$0.00	\$0.00	CARAHSOFT
5		RISEL: VR7-OIST-STD-UG-FPRO	\$1,584.00	K	31%	\$1,092.96	\$0.00							CARAHSOFT
5 5		FSEL: VR7-OSTC-ADV-UG-FPRO	\$4,537.50	K K	31%	\$3,130.88	\$0.00							CARAHSOFT CARAHSOFT
5	VK/USTCENTUGFPI	FSEL: VR7-OSTC-ENT-UG-FPRO	\$5,896.00	ĸ	31%	\$4,068.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UARAHOUF I

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL: VR7-OSTC-STD-UG-FPRO	\$2,266.00	K K	31% 31%	\$1,563.54	\$0.00 \$0.00					\$0.00		CARAHSOFT CARAHSOFT
5		ISEL: VR7-OSTDC-ADV-UG-FPRO ISEL: VR7-OSTDC-ENT-UG-FPRO	\$4,988.50 \$5,769.50	K K	31%	\$3,442.07 \$3,980.96	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	VR7OSTDCSTDUGP	SEL: VR7-OSTDC-STD-UG-FPRO	\$2,722.50	K	31%	\$1,878.53	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		ISEL: VR7-OSTDO-ADV-UG-FPRO ISEL: VR7-OSTDO-ENT-UG-FPRO	\$2,838.00 \$4,196.50	K K	31% 31%	\$1,958.22 \$2,895.59	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		ISEL: VR7-0STD0-ENT-0G-FFR0	\$566.50	K	31%	\$390.89	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	VR-LIS4-CPU-F	SEL: VR-LIS4-CPU-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR-LIS4O-25-3G-SSS-F	\$3,049.20	K	31%	\$2,103.95	\$0.00		\$0.00		\$0.00 \$0.00	\$0.00		CARAHSOFT
5 5		SEL: VR-LIS4O-25-3P-SSS-F SEL: VR-LIS4O-25-F	\$3,630.00 \$5,500.00	K K	31% 31%	\$2,504.70 \$3,795.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VRLIS4O25GSSSF	SEL: VR-LIS4O-25-G-SSS-F	\$1,155.00	K	31%	\$796.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: VR-LIS4O-25-P-SSS-F	\$1,375.00	K K	31% 31%	\$948.75	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5		SEL: VR-NI-AENXC-UG-FPRO SEL: VR-NI-ANX100-F	\$229.90 \$2,750.00	K	31%	\$158.63 \$1,897.50	\$0.00 \$0.00		\$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		\$0.00	\$0.00		CARAHSOFT
5		SEL: VR-NI-ENX100-F	\$4,895.00	K	31%	\$3,377.55	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5	VRNIENX10F VRNIENXCF	SEL: VR-NI-ENX10-F SEL: VR-NI-ENXC-F	\$489.50 \$2,414.50	K K	31% 31%	\$337.76 \$1,666.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR-NI-UG-AENX100-UG-F	\$2,359.50	ĸ	31%	\$1,628.06	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: VR-NI-UG-AENX10-UG-F	\$236.50	K	31%	\$163.19	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: VR-NI-UG-AENXC-UG-F SEL: VR-OSTACK4-AD-F	\$1,149.50 \$544.50	K K	31% 31%	\$793.16 \$375.71	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: VR-OSTACK4-AD-1	\$1,094.50	K	31%	\$755.21	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: WS14-PLAY-F	\$164.99	K	31%	\$113.84	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: WS14-PLAY-UG-F SEL: WS14-PRO-F	\$87.99 \$274.99	K K	31% 31%	\$60.71 \$189.74	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: WS14-PRO-PLAY-UG-F	\$109.99	K	31%	\$75.89	\$0.00		\$0.00		\$0.00	\$0.00		CARAHSOFT
5		SEL: WS14-PRO-UG-F	\$164.99	K	31%	\$113.84	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: WS-PLAY-SUP-1PAK	\$33.00	K K	31% 31%	\$22.77	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5		SEL: WS-PLAY-SUP-3PAK SEL: WS-PLAY-SUP-5PAK	\$88.00 \$134.00	K	31%	\$60.72 \$92.46	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		CARAHSOFT
5	DMS-CAP-S	SEL CDSI Scrubbing Capacity Per/TB	\$215.38	K	31%	\$148.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOL
5		SEL CDSI SM Config Unlim SW local mig	\$192,307.69	K	31%	\$132,692.31	\$0.00		\$0.00		\$0.00	\$0.00		CIRRUSDATA SOLUTIONS
5 5		SEL CDSI Upg to Remote Lic DMS-2000-LMA SEL CDSI MED Config Unlim SW local mig	\$19,230.77 \$269,230.77	K K	31% 31%	\$13,269.23 \$185,769.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CIRRUSDATA SOLUTIONS CIRRUSDATA SOLUTIONS
5	DMS-4000-LMA-RU	SEL CDSI Upg to Remote Lic DMS-4000-LMA	\$42,307.69	K	31%	\$29,192.31	\$0.00		\$0.00		\$0.00	\$0.00		CIRRUSDATA SOLUTIONS
5		SEL CDSI LG Config Unlim SW local mig	\$423,076.92	K K	31% 31%	\$291,923.07	\$0.00		\$0.00		\$0.00	\$0.00		CIRRUSDATA SOLUTIONS CIRRUSDATA SOLUTIONS
5 5		SEL CDSI Upg to Remote Lic DMS-8000-LMA SEL CDSI Local Capacity Per/TB	\$134,615.38 \$430.77	K	31%	\$92,884.61 \$297.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CIRRUSDATA SOLUTIONS
5	DMS-CAP-R	SEL CDSI Remote Migration Cap Per/TB	\$861.54	K	31%	\$594.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIRRUSDATA SOLUTIONS
5		SEL Cloudera Analytic Brnz TB (100 min)	\$787.69	K	31%	\$543.51	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5 5		SEL Cloudera Analytic Gold TB (100 min) SEL Cloudera Analytic Brnz Node (10 min)	\$984.62 \$7,876.92	K K	31% 31%	\$679.39 \$5,435.07	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5		SEL Cloudera Analytic Gold Node (10 min)	\$9,846.15	ĸ	31%	\$6,793.84	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5		SEL Cloudera Basic Bronze TB (100 min)	\$196.92	K K	31% 31%	\$135.87	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5 5		SEL Cloudera Basic Gold TB (100 min) SEL Cloudera Basic Bronze Node (10 min)	\$246.15 \$1,969.23	K	31%	\$169.84 \$1,358.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEBN-GOLD-I	SEL Cloudera Basic Gold Node (10 min)	\$2,461.54	K	31%	\$1,698.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		CLOUDERA
5		SEL Cloudera Data Eng Brnz TB (100 min)	\$393.85	K	31%	\$271.76	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5		SEL Cloudera Data Eng Gold TB (100 min) SEL Cloudera Data Eng Brnz Node (10 min)	\$492.31 \$3,938.46	K K	31% 31%	\$339.69 \$2,717.54	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5		SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	ĸ	31%	\$3,396.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		CLOUDERA
5		SEL Cloudera EDHub Bronze TB (100 min)	\$984.62	K	31%	\$679.39	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5 5		SEL Cloudera EDHub Gold TB (100 min) SEL Cloudera EDHub Bronze Node (10 min)	\$1,230.77 \$9,846.15	K K	31% 31%	\$849.23 \$6,793.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDHN-GOLD	SEL Cloudera EDHub Gold Node (10 min)	\$12,307.69	K	31%	\$8,492.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5		SEL Cloudera Operatni Brnz TB (100 min)	\$590.77	K	31%	\$407.63	\$0.00		\$0.00		\$0.00	\$0.00		CLOUDERA
5 5		SEL Cloudera Operatnl Gold TB (100 min) SEL Cloudera Operatnl Brnz Node (10 min)	\$738.46 \$5,907.69	K K	31% 31%	\$509.54 \$4,076.31	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5		SEL Cloudera Operatni Gold Node (10 min)	\$7,384.62	ĸ	31%	\$5,095.39	\$0.00				\$0.00	\$0.00		CLOUDERA
5		Secure VM SecVM Perpetual 25-99=IB	\$0.00	K	31%	\$0.00	\$356.25				\$0.00	\$0.00		CLOUDLINK
5		Secure VM SecVM Perpetual 100-499=IB Secure VM SecVM Perpetual 500-999=IB	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$293.75 \$252.50	\$270.25 \$232.30	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK
5		Secure VM SecVM Perpetual 1000+=IB	\$0.00	K	31%	\$0.00	\$193.75		\$0.00		\$0.00	\$0.00		CLOUDLINK
5		Secure VM SVM for CPSD HW per VM=IB	\$0.00	K	31%	\$0.00	\$125.00		\$0.00		\$0.00	\$0.00		CLOUDLINK
5 5	456-113-100 456-113-101	Secure VM SVM for CPSD HW per socket=ZC Secure VM KMIP Client Perpetual=IA	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$1,250.00 \$2,000.00	\$1,150.00 \$1,840.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK
5		Secure VM 6.0 Perp 10 VM HCP Bundle=IB	\$1.00	K	31%	\$0.69	\$3,562.50	\$1,640.00			\$0.00	\$0.00		CLOUDLINK
5	456-113-448	Secure VM 6.6 SecVM Perpetual Tier 1=IB	\$1,425.00	K	31%	\$983.25	\$356.25	\$327.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5 5		Secure VM 6.6 SecVM Perpetual Tier 2=IB Secure VM 6.6 SecVM Perpetual Tier 3=IB	\$1,175.00 \$1,010.00	K K	31% 31%	\$810.75 \$696.90	\$293.75 \$252.50		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5		Secure VM 6.6 SecVM Perpetual Tier 3=1B	\$775.00	K	31%	\$534.75	\$252.50 \$193.75		\$0.00		\$0.00	\$0.00		CLOUDLINK
5	456-113-452	Secure VM 6.6 SVM for CPSD HW per VM=IB	\$500.00	K	31%	\$345.00	\$125.00	\$115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5		Secure VM 6.6 SVM CPSD HW per socket=ZC		K	31%	\$3,450.00	\$1,250.00				\$0.00	\$0.00		CLOUDLINK
5		Secure VM 6.6 KMIP Client Perpetual=IA Secure VM SecVM Perpetual	\$8,000.00 \$0.00	K K	31% 31%	\$5,520.00 \$0.00	\$2,000.00 \$0.00				\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	458-001-880	Secure VM SecVM for CPD HW Perpetual	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK
5		Secure VM KMIP Client Perpetual	\$0.00	K K	31%	\$0.00	\$0.00				\$0.00	\$0.00		CLOUDLINK
5	458-002-012	Secure VM SecVM Perp HCP Bundle	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDLINK

					NVP I	EVEL 1		N	IVP 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	TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	458-002-340 458-002-361	Secure VM SED Perp Tier 1=IA Secure VM SED Perp Tier 2=IA	\$1,250.00 \$1,000.00	K K	31% 31%	\$862.50 \$690.00			\$0.00 \$0.00					CLOUDLINK
5	458-002-362	Secure VM SED Perp Tier 3=IA	\$750.00	ĸ	31%	\$517.50								CLOUDLINK
5	458-002-363	Secure VM SED Perp Tier 4=IA	\$500.00	K	31%	\$345.00			\$0.00			\$0.00		CLOUDLINK
5 5	458-002-371 458-002-372	Secure VM 6.6 SecVM Perpetual Secure VM 6.6 SVM for CPSD HW Perpetual	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00			\$0.00 \$0.00					CLOUDLINK CLOUDLINK
5	458-002-373	Secure VM 6.6 KMIP Client Perpetual	\$0.00	ĸ	31%	\$0.00			\$0.00					CLOUDLINK
5	SH-458-000-168	Secure VM SecVM Sub	\$0.00	K	31%	\$0.00			\$0.00					CLOUDLINK
5	SH-458-000-255 SH-458-000-408	Secure VM SecVM 6.0 Sub HCP Bundle=IB Secure VM SecVM PSMC Sub Tier 1=IB	\$275.00 \$58.50	K K	31% 31%	\$189.75 \$40.37			\$0.00 \$0.00					CLOUDLINK
5	SH-458-000-409	Secure VM SecVM PSMC Sub Tier 2=IB	\$48.00	ĸ	31%	\$33.12			\$0.00					CLOUDLINK
5	SH-458-000-410	Secure VM SecVM PSMC Sub Tier 3=IB	\$41.50	K	31%	\$28.64			\$0.00					CLOUDLINK
5 5	SH-458-000-411 SH-458-000-412	Secure VM SecVM PSMC Sub Tier 4=IB Secure VM SecVM PSPlus Sub Tier 1=IB	\$32.00 \$59.50	K K	31% 31%	\$22.08 \$41.06			\$0.00 \$0.00					CLOUDLINK CLOUDLINK
5	SH-458-000-413	Secure VM SecVM PSPlus Sub Tier 2=IB	\$49.00	ĸ	31%	\$33.81	\$0.00		\$0.00					CLOUDLINK
5	SH-458-000-414	Secure VM SecVM PSPlus Sub Tier 3=IB	\$42.00	K	31%	\$28.98	\$0.00		\$0.00				\$0.00	CLOUDLINK
5 5	SH-458-000-415 DBMI-MCD-020	Secure VM SecVM PSPlus Sub Tier 4=IB SEL Migrate NAS-to-Isilon Initial 50	\$32.50 \$42,348.00	K K	31% 31%	\$22.43 \$29,220.12			\$0.00 \$0.00					CLOUDLINK DATA DOBI
5	DBMI-MCD-020	SEL Migrate NAS-to-Isilon Addl 10	\$6,489.00	K	31%	\$4,477.41	\$0.00		\$0.00					DATA DOBI
5	DBMVNX-MCD-020	SEL Migrate NAS-to-VNX/Unity Initial 50	\$42,348.00	K	31%	\$29,220.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI
5	DBMVNX-MCD-021 CN-P-AUDITDEL	SEL Migrate NAS-to-VNX/Unity Addl 10	\$6,489.00	K K	31% 31%	\$4,477.41 \$3,388.43								DATA DOBI
5		SEL Audited Del Plugin for CN, perp lic 3 SEL Audited Del Plugin for CN /year /Svr	\$4,910.77 \$2,651.82	K	31%	\$1,829.76								DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-P-DUPFIND	SEL Dup Finder Plugin for CN perp lic	\$7,372.31	K	31%	\$5,086.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATAFRAMEWORKS
5		SEL Dup Finder Plugin for CN /year /Svr	\$3,981.05	K	31%	\$2,746.92			\$0.00					DATAFRAMEWORKS
5 5	CN-SERVER CN-SERVERDM	SEL CN Svr, perp lic SEL CN Svr w/ DM, perp lic	\$17,094.02 \$22,792.02	K K	31% 31%	\$11,794.87 \$15,726.49	\$0.00 \$0.00							DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-SERVERDM-SUI	3 SEL CN Svr w/DM /year	\$12,307.69	ĸ	31%	\$8,492.31	\$0.00							DATAFRAMEWORKS
5	CN-SERVER-SUB		\$9,230.77	K	31%	\$6,369.23			\$0.00					DATAFRAMEWORKS
5 5	CN-TIB CN-TIBDM	SEL Cap for Svr /TiB, perp lic SEL Cap for CN Svr w/DM /TiB perp lic	\$54.70 \$72.94	K K	31% 31%	\$37.74 \$50.33			\$0.00 \$0.00					DATAFRAMEWORKS DATAFRAMEWORKS
5	CN-TIBDM-SUB	SEL Cap for CN Svr w/DM /TiB /year	\$39.38	ĸ	31%	\$27.17								DATAFRAMEWORKS
5	CN-TIB-SUB	SEL Cap for Svr /TiB /year	\$29.54	K	31%	\$20.38			\$0.00					DATAFRAMEWORKS
5	LPE12000-E LPE12002-E	SELECT SINGLE-PORT 8GB FC PCI EXPRESS SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,245.00 \$1,660.00	K K	31% 31%	\$859.05 \$1,145.40			\$0.00 \$0.00					EMULEX EMULEX
5	LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00	K	31%	\$1,152.30			\$0.00					EMULEX
5	LPE16002B-E	SEL DUAL-PORT 16GB FC PCI EXPRESS	\$2,199.00	K	31%	\$1,517.31	\$0.00		\$0.00					EMULEX
5 5	LPE31000-M6-E LPE31002-M6-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS - GE SEL DUAL-PORT 16GB FC PCI EXPRESS - GE		K K	31% 31%	\$1,152.30 \$1,517.31	\$0.00 \$0.00		\$0.00 \$0.00					EMULEX EMULEX
5		SEL HDF Edge Agent Sub- 100 Agents	\$100,000.00	K	31%	\$69,000.00	\$0.00		\$0.00					HORTONWORKS
5	A-HDF-AGT-10K-1Y	SEL HDF Edge Agent Sub- 10,000 Agents	\$2,000,000.00	K	31%	\$1,380,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	A-HDF-AGT-1K-1Y A-HDF-DIM-1Y	SEL HDF Edge Agent Sub- 1000 Agents Sel HDF Data in Motion Bundle	\$500,000.00	K K	31% 31%	\$345,000.00			\$0.00 \$0.00					HORTONWORKS
5 5	A-HDF-DIM-11 A-HDF-EDG-10-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes	\$700,000.00 \$100,000.00	K	31%	\$483,000.00 \$69,000.00			\$0.00					HORTONWORKS HORTONWORKS
5	A-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$300,000.00	K	31%	\$207,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	A-HDF-EDG-25-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes	\$150,000.00	K	31%	\$103,500.00								HORTONWORKS
5 5	A-HDF-EFM-1Y A-HDF-EMS-1Y	Sel HDF Ent Flow Mngt- 16 Cores Sel HDF MNGT Services 1 Cluster	\$72,000.00 \$20,000.00	K K	31% 31%	\$49,680.00 \$13,800.00								HORTONWORKS HORTONWORKS
5	A-HDF-ESP-1Y	Sel HDF Stream Processing 4 Nodes	\$36,000.00	K	31%	\$24,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	A-HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$16,000.00	K K	31% 31%	\$11,040.00			\$0.00 \$0.00					HORTONWORKS
5 5	A-HDP-EPL-1Y A-HDP-JSS-6M	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$28,800.00 \$48,000.00	K	31%	\$19,872.00 \$33,120.00								HORTONWORKS HORTONWORKS
5	A-HDP-SCHNG-1Y	SEL Solr Search	\$32,000.00	K	31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required	\$15,385.00	K	31%	\$10,615.65			\$0.00					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					HORTONWORKS HORTONWORKS
5	E-HDF-AGT-100-1Y	SEL HDF Edge Agent Sub- 100 Agents	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5		SEL HDF Edge Agent Sub- 10,000 Agents	\$1,846,154.00	K	31%	\$1,273,846.26								HORTONWORKS
5 5	E-HDF-AGT-1K-1Y E-HDF-DIM-1Y	SEL HDF Edge Agent Sub- 1000 Agents Sel HDF Data in Motion Bundle	\$461,538.00 \$646,154.00	K K	31% 31%	\$318,461.22 \$445,846.26			\$0.00 \$0.00					HORTONWORKS HORTONWORKS
5		SEL HDF Edge Brnch Office Sub - 10 Nodes	\$92,308.00	ĸ	31%	\$63,692.52			\$0.00					HORTONWORKS
5	E-HDF-EDG-1Y	SEL HWX DataFlow Edge Pack 100 Devices	\$276,923.00	K	31%	\$191,076.87	\$0.00		\$0.00					HORTONWORKS
5 5	E-HDF-EDG-25-1Y E-HDF-EFM-1Y	SEL HDF Edge Brnch Office Sub - 25 Nodes Sel HDF Ent Flow Mngt- 16 Cores	\$138,462.00 \$66,462.00	K K	31% 31%	\$95,538.78 \$45,858.78			\$0.00 \$0.00					HORTONWORKS HORTONWORKS
5	E-HDF-EMS-1Y	Sel HDF MNGT Services 1 Cluster	\$18,462.00	ĸ	31%	\$12,738.78			\$0.00					HORTONWORKS
5	E-HDF-ESP-1Y	Sel HDF Stream Processing 4 Nodes	\$33,231.00	K	31%	\$22,929.39			\$0.00					HORTONWORKS
5 5	E-HDP-ENT-1Y E-HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$14,769.00 \$26,585.00	K K	31% 31%	\$10,190.61 \$18,343.65	\$0.00 \$0.00		\$0.00 \$0.00	*****	*****	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	E-HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$46,154.00	K	31%	\$31,846.26							\$0.00	HORTONWORKS
5	E-HDP-SCHNG-1Y	SEL Solr Search	\$29,538.46	K	31%	\$20,381.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required SEL HWX Connect Flx Crdts - 12 Credits	\$18,462.00 \$10,338.00	K K	31% 31%	\$12,738.78 \$7,133.22								HORTONWORKS HORTONWORKS
5		SEL HWX Connect Flex Plan 1Y	\$27,692.00	K	31%	\$19,107.48								HORTONWORKS
5	HDF-AGT-100-1Y	SEL HDF Edge Agent Sub- 100 Agents	\$76,923.00	K	31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	HDF-AGT-10K-1Y HDF-AGT-1K-1Y	SEL HDF Edge Agent Sub- 10,000 Agents SEL HDF Edge Agent Sub- 1000 Agents	\$1,538,462.00 \$384,615.00	K K	31% 31%	\$1,061,538.78 \$265,384.35								HORTONWORKS HORTONWORKS
5	HDF-DIM-1Y	Sel HDF Data in Motion Bundle	\$538,462.00	K	31%	\$371,538.78								HORTONWORKS
5	HDF-EDG-10-1Y	SEL HDF Edge Brnch Office Sub - 10 Nodes	\$76,923.00	K	31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5 5	HDF-EDG-1Y HDF-EDG-25-1Y	SEL HWX DataFlow Edge Pack 100 Devices SEL HDF Edge Brnch Office Sub - 25 Nodes	\$230,769.00 \$115,385.00	K K	31% 31%	\$159,230.61 \$79,615.65	\$0.00 \$0.00							HORTONWORKS HORTONWORKS
3	1101 -600-20-11	OLL TIDE Lage Differ Office Sub - 25 Nodes	φ110,000.00	IX.	3170	φι σ,010.00	φυ.υυ	φυ.υυ	φ0.00	φυ.υυ	\$0.00	ψ0.00	ψ0.00	HORTONIONIO

					NVP I	EVEL 1		N	IVP 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	HDF-EFM-1Y HDF-EMS-1Y	Sel HDF Ent Flow Mngt- 16 Cores	\$55,385.00 \$15,385.00	K K	31% 31%	\$38,215.65	\$0.00 \$0.00) HORTONWORKS) HORTONWORKS
5	HDF-ESP-1Y	Sel HDF MNGT Services 1 Cluster Sel HDF Stream Processing 4 Nodes	\$15,365.00	K	31%	\$10,615.65 \$19,107.48	\$0.00							HORTONWORKS HORTONWORKS
5	HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$12,308.00	K	31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HORTONWORKS
5	HDP-EPL-1Y	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$22,154.00	K	31%	\$15,286.26	\$0.00					\$0.00		HORTONWORKS
5 5	HDP-JSS-6M HDP-SCHNG-1Y	SEL HDP Jumpstart Sub. 200TB- 6M sub. SEL Solr Search	\$46,154.00 \$24,615.38	K K	31% 31%	\$31,846.26 \$16,984.61	\$0.00 \$0.00					\$0.00 \$0.00) HORTONWORKS) HORTONWORKS
5		SEL Flx Sprt Contact - 1 yr - Required	\$15,385.00	ĸ	31%	\$10,615.65	\$0.00							HORTONWORKS
5		S SEL HWX Connect Flx Crdts - 12 Credits	\$8,615.00	K	31%	\$5,944.35	\$0.00							HORTONWORKS
5 5		SEL HWX Connect Flex Plan 1Y	\$23,077.00	K	31%	\$15,923.13	\$0.00) HORTONWORKS
5		SEL Catalog/Data Mgmt Starter for ENT SEL Catalog/Data Mgmt Starter for MM	\$38,461.54 \$15,384.62	K K	31% 31%	\$26,538.46 \$10,615.39	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL IE Workshop 30 Day Single Server	\$0.00	ĸ	31%	\$0.00	\$0.00) INDEX ENGINES
5		CSEL IE Workshop Promo Single Server	\$15,385.00	K	31%	\$10,615.65	\$0.00							INDEX ENGINES
5 5		SEL 1YR 1-9 ADMIN USER LOGIN SEL 1YR 10-99 ADMIN USER LOGIN	\$2,307.69 \$1,923.08	K K	31% 31%	\$1,592.31 \$1,326.93	\$0.00 \$0.00				\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) 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) INDEX ENGINES
5		SEL 3YR 10-99 ADMIN USER LOGIN	\$5,192.31	K	31%	\$3,582.69	\$0.00					\$0.00) INDEX ENGINES
5		SEL 5YR 1-9 ADMIN USER LOGIN	\$9,230.77	K	31%	\$6,369.23	\$0.00							INDEX ENGINES
5 5		SEL 5YR 10-99 ADMIN USER LOGIN SEL 1Y BU Catalog Bundle Up to 1k Tapes	\$7,692.31 \$15,384.62	K K	31% 31%	\$5,307.69 \$10,615.39	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Up to 5k Tapes	\$30,769.23	K	31%	\$21,230.77	\$0.00) INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Upto 10k Tapes	\$46,153.85	K	31%	\$31,846.16	\$0.00							INDEX ENGINES
5		SEL 1Y BU Catalog Bundle Up to 25k Tapes	\$76,923.08	K	31%	\$53,076.93	\$0.00							INDEX ENGINES
5 5	BCB-3YR-00001000	SEL 3Y BU Catalog Bundle Up to 1k Tapes SEL 3Y BU Catalog Bundle Up to 5k Tapes	\$30,769.23 \$61,538.46	K K	31% 31%	\$21,230.77 \$42,461.54	\$0.00 \$0.00					\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 3Y BU Catalog Bundle Up to 10k Tapes	\$92,307.69	K	31%	\$63,692.31	\$0.00) INDEX ENGINES
5	BCB-3YR-00025000	SEL 3Y BU Catalog Bundle Up to 25k Tapes	\$153,846.15	K	31%	\$106,153.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 5Y BU Catalog Bundle Up to 1k Tapes	\$46,153.85	K	31%	\$31,846.16	\$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) INDEX ENGINES) INDEX ENGINES
5		SEL 5Y BU Catalog Bundle Up to 25k Tapes	\$230,769.23	ĸ	31%	\$159,230.77	\$0.00) INDEX ENGINES
5	FMI-1YR-00000025	SEL 1YR 25-49TB FILE METADATA INDEX	\$769.23	K	31%	\$530.77	\$0.00		\$0.00	\$0.00			\$0.00	INDEX ENGINES
5		SEL 1YR 50-99TB FILE METADATA INDEX	\$634.62	K	31%	\$437.89	\$0.00							INDEX ENGINES
5 5		SEL 1YR 100-249TB FILE METADATA INDEX SEL 1YR 250-499TB FILE METADATA INDEX	\$519.23 \$384.62	K K	31% 31%	\$358.27 \$265.39	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 1YR 500-999TB FILE METADATA INDEX	\$326.92	ĸ	31%	\$225.57	\$0.00) INDEX ENGINES
5		SEL 1YR 1000-1999TB FILE METADATA INDE		K	31%	\$185.77	\$0.00							INDEX ENGINES
5		SEL 3YR 25-49TB FILE METADATA INDEX	\$2,076.92	K K	31% 31%	\$1,433.07	\$0.00) INDEX ENGINES
5 5		SEL 3YR 50-99TB FILE METADATA INDEX SEL 3YR 100-249TB FILE METADATA INDEX	\$1,713.46 \$1,401.92	K	31%	\$1,182.29 \$967.32	\$0.00 \$0.00				\$0.00 \$0.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 3YR 250-499TB FILE METADATA INDEX	\$1,038.46	ĸ	31%	\$716.54	\$0.00				\$0.00	\$0.00) INDEX ENGINES
5	FMI-3YR-00000500	SEL 3YR 500-999TB FILE METADATA INDEX	\$882.69	K	31%	\$609.06	\$0.00					\$0.00		INDEX ENGINES
5	FMI-3YR-00001000	SEL 3YR 1000-1999TB FILE METADATA INDE	\$726.92	K K	31% 31%	\$501.57	\$0.00 \$0.00) INDEX ENGINES
5 5	FMI-5YR-00000025 FMI-5YR-00000050	SEL 5YR 25-49TB FILE METADATA INDEX SEL 5YR 50-99TB FILE METADATA INDEX	\$3,076.92 \$2,538.46	K	31%	\$2,123.07 \$1,751.54	\$0.00) INDEX ENGINES) INDEX ENGINES
5	FMI-5YR-00000100	SEL 5YR 100-249TB FILE METADATA INDEX	\$2,076.92	ĸ	31%	\$1,433.07	\$0.00							INDEX ENGINES
5		SEL 5YR 250-499TB FILE METADATA INDEX	\$1,538.46	K	31%	\$1,061.54	\$0.00							INDEX ENGINES
5 5		SEL 5YR 500-999TB FILE METADATA INDEX SEL 5YR 1000-1999TB FILE METADATA INDE	\$1,307.69 \$1,076.92	K K	31% 31%	\$902.31 \$743.07	\$0.00 \$0.00					\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 1YR 1000-1999 TAPE CATALOG INGEST	\$1,070.92	K	31%	\$8.34	\$0.00) INDEX ENGINES
5		SEL 1YR 2000-4999 TAPE CATALOG INGEST	\$9.77	K	31%	\$6.74	\$0.00) INDEX ENGINES
5		SEL 1YR 5000-9999 TAPE CATALOG INGEST	\$7.46	K	31%	\$5.15	\$0.00							INDEX ENGINES
5 5	TCI-1YR-00010000 TCI-1YR-00020000	SEL 1YR 10000-19999 TAPE CATALOG INGES SEL 1YR 20000-49999 TAPE CATALOG INGES		K K	31% 31%	\$4.20 \$3.39	\$0.00 \$0.00					\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5	TCI-1YR-00050000	SEL 1YR 50000-99999 TAPE CATALOG INGES		ĸ	31%	\$2.60	\$0.00) INDEX ENGINES
5		SEL 3YR 1000-1999 TAPE CATALOG INGEST	\$24.15	K	31%	\$16.66	\$0.00							INDEX ENGINES
5 5		SEL 3YR 2000-4999 TAPE CATALOG INGEST	\$19.54	K K	31% 31%	\$13.48 \$10.29	\$0.00 \$0.00) INDEX ENGINES
5	TCI-3YR-00005000 TCI-3YR-00010000	SEL 3YR 5000-9999 TAPE CATALOG INGEST SEL 3YR 10000-19999 TAPE CATALOG INGES	\$14.92 \$12.15	K	31%	\$8.38	\$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 3YR 20000-49999 TAPE CATALOG INGES		ĸ	31%	\$6.80	\$0.00) INDEX ENGINES
5		SEL 3YR 50000-99999 TAPE CATALOG INGES		K	31%	\$5.20	\$0.00							INDEX ENGINES
5 5		SEL 5YR 1000-1999 TAPE CATALOG INGEST	\$36.23	K K	31% 31%	\$25.00	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 5YR 2000-4999 TAPE CATALOG INGEST SEL 5YR 5000-9999 TAPE CATALOG INGEST	\$29.31 \$22.38	K	31%	\$20.22 \$15.44	\$0.00) INDEX ENGINES) INDEX ENGINES
5	TCI-5YR-00010000	SEL 5YR 10000-19999 TAPE CATALOG INGES	\$18.23	ĸ	31%	\$12.58	\$0.00) INDEX ENGINES
5		SEL 5YR 20000-49999 TAPE CATALOG INGES		K	31%	\$10.19	\$0.00		\$0.00		\$0.00	\$0.00		INDEX ENGINES
5		SEL 5YR 50000-99999 TAPE CATALOG INGES SEL 1YR 10-49 TAPE CATALOG REBUILD		K	31%	\$7.80 \$66.34	\$0.00) INDEX ENGINES
5 5		SEL 1YR 10-49 TAPE CATALOG REBUILD SEL 1YR 50-99 TAPE CATALOG REBUILD	\$96.15 \$62.54	K K	31% 31%	\$66.34 \$43.15	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 1YR 100-249 TAPE CATALOG REBUILD	\$48.08	ĸ	31%	\$33.18	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCR-1YR-00000250	SEL 1YR 250-499 TAPE CATALOG REBUILD	\$38.46	K	31%	\$26.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1YR 500-999 TAPE CATALOG REBUILD SEL 1YR 1000-1999 TAPE CATALOG REBUILD	\$33.69	K K	31%	\$23.25	\$0.00) INDEX ENGINES
5 5		SEL 1YR 1000-1999 TAPE CATALOG REBUILL SEL 1YR 2000-4999 TAPE CATALOG REBUILL		K K	31% 31%	\$16.66 \$13.48	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 1YR 5000-9999 TAPE CATALOG REBUILD		ĸ	31%	\$10.29	\$0.00) INDEX ENGINES
5		SEL 1YR 10000-24999 TAPE CATALOG REBU	\$12.15	K	31%	\$8.38	\$0.00						\$0.00	INDEX ENGINES
5 5		SEL 1YR 25000-49999 TAPE CATALOG REBU SEL 3YR 10-49 TAPE CATALOG REBUILD	\$9.23 \$144.23	K K	31% 31%	\$6.37 \$99.52	\$0.00 \$0.00) INDEX ENGINES) INDEX ENGINES
5		SEL 3YR 10-49 TAPE CATALOG REBUILD	\$93.81	K	31%	\$99.52 \$64.73	\$0.00) INDEX ENGINES) INDEX ENGINES
-				•			+2.00	+1.00	Ţ3.00	+3.00	+5.00	+00	+00	-

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL 3YR 100-249 TAPE CATALOG REBUILD SEL 3YR 250-499 TAPE CATALOG REBUILD	\$72.12 \$57.69	K K	31% 31%	\$49.76 \$39.81	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 500-999 TAPE CATALOG REBUILD	\$50.54	ĸ	31%	\$34.87	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 1000-1999 TAPE CATALOG REBUILD	\$36.23	K	31%	\$25.00		\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL 3YR 2000-4999 TAPE CATALOG REBUILE SEL 3YR 5000-9999 TAPE CATALOG REBUILE	\$29.31 \$22.38	K K	31% 31%	\$20.22 \$15.44			\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 10000-24999 TAPE CATALOG REBUILD	\$18.23	K	31%	\$13.44 \$12.58			\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 25000-49999 TAPE CATALOG REBU	\$13.85	K	31%	\$9.56			\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 10-49 TAPE CATALOG REBUILD	\$192.31	K	31%	\$132.69			\$0.00					INDEX ENGINES
5		SEL 5YR 50-99 TAPE CATALOG REBUILD SEL 5YR 100-249 TAPE CATALOG REBUILD	\$125.08 \$96.15	K K	31% 31%	\$86.31 \$66.34	\$0.00 \$0.00		\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 5YR 250-499 TAPE CATALOG REBUILD	\$76.92	ĸ	31%	\$53.07	\$0.00		\$0.00					INDEX ENGINES
5		SEL 5YR 500-999 TAPE CATALOG REBUILD	\$67.38	K	31%	\$46.49	\$0.00		\$0.00			\$0.00	\$0.00	INDEX ENGINES
5		SEL 5YR 1000-1999 TAPE CATALOG REBUILL	\$48.31	K	31%	\$33.33			\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 2000-4999 TAPE CATALOG REBUILL SEL 5YR 5000-9999 TAPE CATALOG REBUILL	\$39.08 \$29.85	K K	31% 31%	\$26.97 \$20.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 10000-24999 TAPE CATALOG REBU	\$24.31	ĸ	31%	\$16.77	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 25000-49999 TAPE CATALOG REBU	\$18.46	K	31%	\$12.74			\$0.00			\$0.00		INDEX ENGINES
5			\$384.62	K	31%	\$265.39			\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 1YR 50-99 TAPE METADATA INDEX SEL 1YR 100-249 TAPE METADATA INDEX	\$250.00 \$192.31	K K	31% 31%	\$172.50 \$132.69			\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 1YR 250-499 TAPE METADATA INDEX	\$146.15	ĸ	31%	\$100.84	\$0.00		\$0.00					INDEX ENGINES
5		SEL 1YR 500-999 TAPE METADATA INDEX	\$119.23	K	31%	\$82.27	\$0.00							INDEX ENGINES
5 5		SEL 1YR 1000-1999 TAPE METADATA INDEX SEL 1YR 2000-4999 TAPE METADATA INDEX	\$96.62 \$78.15	K K	31% 31%	\$66.67 \$53.92	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5			\$59.69	K	31%	\$41.19						\$0.00		INDEX ENGINES
5		SEL 3YR 10-49 TAPE METADATA INDEX	\$500.00	K	31%	\$345.00	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 3YR 50-99 TAPE METADATA INDEX	\$325.00	K	31%	\$224.25			\$0.00			\$0.00		INDEX ENGINES
5 5		SEL 3YR 100-249 TAPE METADATA INDEX SEL 3YR 250-499 TAPE METADATA INDEX	\$250.00 \$190.00	K K	31% 31%	\$172.50 \$131.10	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 3YR 500-999 TAPE METADATA INDEX	\$155.00	K	31%	\$106.95			\$0.00			\$0.00		INDEX ENGINES
5			\$125.60	K	31%	\$86.66						\$0.00		INDEX ENGINES
5		SEL 3YR 2000-4999 TAPE METADATA INDEX	\$101.60	K	31%	\$70.10						\$0.00		INDEX ENGINES
5		SEL 3YR 5000-9999 TAPE METADATA INDEX SEL 5YR 10-49 TAPE METADATA INDEX	\$77.60 \$596.15	K K	31% 31%	\$53.54 \$411.34			\$0.00 \$0.00					INDEX ENGINES INDEX ENGINES
5		SEL 5YR 50-99 TAPE METADATA INDEX	\$387.50	K	31%	\$267.38			\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 100-249 TAPE METADATA INDEX	\$298.08	K	31%	\$205.68			\$0.00				\$0.00	INDEX ENGINES
5	TMI-5YR-00000250	SEL 5YR 250-499 TAPE METADATA INDEX	\$226.54	K	31%	\$156.31	\$0.00		\$0.00			\$0.00		INDEX ENGINES
5		SEL 5YR 500-999 TAPE METADATA INDEX SEL 5YR 1000-1999 TAPE METADATA INDEX	\$184.81 \$149.75	K K	31% 31%	\$127.52 \$103.33			\$0.00 \$0.00			\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL 5YR 2000-4999 TAPE METADATA INDEX	\$121.14	K	31%	\$83.59	\$0.00		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TMI-5YR-00005000	SEL 5YR 5000-9999 TAPE METADATA INDEX	\$92.52	K	31%	\$63.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	IOM-SW1Y-0-10	SEL IOMART SW 1Y 0-10	\$538.00	K	31%	\$371.22			\$0.00			\$0.00		IOMART
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		IOMART IOMART
5			\$323.00	ĸ	31%	\$222.87	\$0.00		\$0.00					IOMART
5		SEL IOMART SW 1Y 251-400	\$269.00	K	31%	\$185.61	\$0.00		\$0.00					IOMART
5		SEL IOMART SW 1Y 401-600	\$215.00	K	31%	\$148.35								IOMART
5 5		SEL IOMART SW 1Y 51-150 SEL IOMART SW 1Y 601-1000	\$377.00 \$194.00	K K	31% 31%	\$260.13 \$133.86			\$0.00 \$0.00			\$0.00 \$0.00		IOMART IOMART
5		SEL IOMART SW 2Y 0-10	\$915.00	ĸ	31%	\$631.35						\$0.00		IOMART
5			\$311.00	K	31%	\$214.59			\$0.00			\$0.00		IOMART
5 5		SEL IOMART SW 2Y 11-50 SEL IOMART SW 2Y 151-250	\$732.00	K K	31%	\$505.08	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		\$0.00		IOMART
5 5		SEL IOMART SW 2Y 151-250 SEL IOMART SW 2Y 251-400	\$549.00 \$458.00	K	31% 31%	\$378.81 \$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		IOMART
5		SEL IOMART SW 2Y 51-150	\$641.00	K	31%	\$442.29								IOMART
5	IOM-SW2Y-601-1K IOM-SW3Y-0-10	SEL IOMART SW 2Y 601-1000 SEL IOMART SW 3Y 0-10	\$330.00 \$1,292.00	K K	31% 31%	\$227.70 \$891.48			\$0.00 \$0.00					IOMART IOMART
5	IOM-SW3Y-1001+	SEL IOMART SW 3Y 1001+	\$439.00	K	31%	\$302.91	\$0.00		\$0.00					IOMART
5	IOM-SW3Y-11-50	SEL IOMART SW 3Y 11-50	\$1,034.00	K	31%	\$713.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5		SEL IOMART SW 3Y 151-250	\$775.00	K	31%	\$534.75			\$0.00					IOMART
5		SEL IOMART SW 3Y 251-400 SEL IOMART SW 3Y 401-600	\$646.00 \$517.00	K K	31% 31%	\$445.74 \$356.73	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		IOMART IOMART
5		SEL IOMART SW 3Y 51-150	\$905.00	ĸ	31%	\$624.45	\$0.00		\$0.00					IOMART
5	IOM-SW3Y-601-1K	SEL IOMART SW 3Y 601-1000	\$465.00	K	31%	\$320.85			\$0.00					IOMART
5	34585	STORCENTER IX4-100 6TB	\$1,875.00	K	31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	+	IOMEGA
5 5	90PCPSQLL1001 90PCPSQLL1002	SEL PC Perp SQL License 1 Unit SEL PC Perp SQL License 2-5 Units	\$882.00 \$815.00	K K	31% 31%	\$608.58 \$562.35								KROLL KROLL
5	90PCPSQLL1002 90PCPSQLL1003	SEL PC Perp SQL License 2-5 Units SEL PC Perp SQL License 6-10 Units	\$681.00	K	31%	\$469.89								KROLL
5	90PCPSQLL1004	SEL PC Perp SQL License 11-20 Units	\$513.00	K	31%	\$353.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCPSQLL1005	SEL PC Perp SQL License 21-35 Units	\$373.00	K	31%	\$257.37								KROLL
5 5	90PCPSQLL1006 90PCPSQLL1007	SEL PC Perp SQL License 36-50 Units SEL PC Perp SQL License 51-100 Units	\$301.00 \$196.00	K K	31% 31%	\$207.69 \$135.24								KROLL KROLL
5	90PCPSQLL1007 90PCPSQLL1008	SEL PC Perp SQL License 51-100 Units SEL PC Perp SQL License 101-200 Units	\$196.00 \$147.00	K	31%	\$135.24 \$101.43								KROLL
5	90PCPSQLL1009	SEL PC Perp SQL License 201-300 Units	\$121.00	K	31%	\$83.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5		SEL PC Perp SQL License 301-400 Units	\$105.00	K	31%	\$72.45								KROLL
5 5		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								KROLL KROLL
5	90PCPSQLL1012	SEL PC Perp SQL License 601-700 Units	\$81.00	K	31%	\$55.89								KROLL
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					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	90PCPSQLL1014 90PCPSQLL1015	SEL PC Perp SQL License 701-800 Units SEL PC Perp SQL License 801-900 Units	\$77.00 \$71.00	K K	31% 31%	\$53.13 \$48.99	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1016	SEL PC Perp SQL License 901-1000 Units	\$67.00	ĸ	31%	\$46.23	\$0.00		\$0.00			\$0.00		KROLL
5	90PCPSQLL1017	SEL PC Perp SQL License 1001+ Units	\$58.00	K	31%	\$40.02	\$0.00		\$0.00			\$0.00		KROLL
5 5	90PCREX1035U 90PCREX1U	SEL PC Perp EXPP License 11-35 Units SEL PC Perp EXPP License 1 Unit	\$691.00 \$1,797.00	K K	31% 31%	\$476.79 \$1,239.93	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		KROLL KROLL
5	90PCREX210U	SEL PC Perp EXPP License 2-10 Units	\$1,048.00	K	31%	\$723.12	\$0.00		\$0.00			\$0.00		KROLL
5	90PCREX3650U	SEL PC Perp EXPP License 36-50 Units	\$520.00	K	31%	\$358.80	\$0.00	\$0.00	\$0.00			\$0.00		KROLL
5	90PCREX51U	SEL PC Perp EXPP License 51+ Units	\$439.00	K	31%	\$302.91	\$0.00		\$0.00			\$0.00		KROLL
5	90PCRSP10350RBS	SEL PC Perp SP+RBS Lic 11-35 TBs SEL PC Perp SP+RBS Lic 1 TB	\$1,988.00 \$4,055.00	K K	31% 31%	\$1,371.72 \$2,797.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		KROLL KROLL
5		SEL PC Perp SP+RBS Lic 2-10 TBs	\$2,839.00	K	31%	\$1,958.91	\$0.00		\$0.00			\$0.00		KROLL
5		SEL PC Perp SP+RBS Lic 36-50 TBs	\$1,391.00	K	31%	\$959.79	\$0.00		\$0.00			\$0.00		KROLL
5 5	90PCRSP51URBS 90PCRTRIAL	SEL PC Perp SP+RBS Lic 51+ TBs SEL Kroll PC Trial License	\$1,113.00 \$0.00	K K	31% 31%	\$767.97 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		KROLL KROLL
5	EMCMAEVAL	SEL 30Day Free Trial of NTP Software M-A	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	EMCQFSEVAL	SEL 30Day Free Trial of NTP Software QFS	\$0.00	K	31%	\$0.00	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSDFXB1TB NTPSDFXB2TB	SELECT NTPS Defendex 10-80TB License SELECT NTPS Defendex 81-240TB License	\$601.33 \$570.67	K K	31% 31%	\$414.92 \$393.76	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSDFXB3TB	SELECT NTPS Defendex 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSDFXB4TB	SELECT NTPS Defendex 501-750TB License	\$509.33	K	31%	\$351.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSDFXB5TB	SELECT NTPS Defendex 751-1024TB License	\$476.00	K K	31%	\$328.44	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	NTPSECSB16TB NTPSECSB17TB	SELECT Archiver for ECS 10-80TB Lic SELECT Archiver for ECS 81-240TB Lic	\$500.00 \$467.00	K K	31% 31%	\$345.00 \$322.23	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE 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	NTPSECSB19TB	SELECT Archiver for ECS 501-750TB Lic	\$404.00	K	31%	\$278.76	\$0.00					\$0.00		NTP SOFTWARE
5 5	NTPSECSB20TB NTPSECSB21TB	SELECT Archiver for ECS 751-1024TB Lic SELECT Archiver for ECS 1025-1500TB Lic	\$372.00 \$340.00	K K	31% 31%	\$256.68 \$234.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB22TB	SELECT Archiver for ECS 1501-2048TB Lic	\$308.00	ĸ	31%	\$212.52	\$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	NTPSECSB24TB NTPSFAB1TB	SELECT Archiver for ECS 2501-3072TB Lic	\$245.00	K K	31% 31%	\$169.05 \$414.92	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		NTP SOFTWARE
5 5	NTPSFAB11B NTPSFAB2TB	SELECT NTPS FA 10-80TB License SELECT NTPS FA 81-240TB License	\$601.33 \$570.67	K	31%	\$393.76	\$0.00		\$0.00 \$0.00			\$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSFAB3TB	SELECT NTPS FA 241-500TB License	\$540.00	K	31%	\$372.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	K	31%	\$351.44	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
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 5	NTPSFRB3TB NTPSFRB4TB	SELECT NTPS FR 241-500TB License SELECT NTPS FR 501-750TB License	\$540.00 \$509.33	K K	31% 31%	\$372.60 \$351.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSFRB5TB	SELECT NTPS FR 751-1024TB License	\$476.00	K	31%	\$328.44	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSQFSB1TB	SELECT NTPS QFS 10-80TB License	\$601.33	K	31%	\$414.92	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	K K	31% 31%	\$393.76 \$372.60	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		NTP SOFTWARE
5	NTPSQFSB3TB NTPSQFSB4TB	SELECT NTPS QFS 241-500TB License SELECT NTPS QFS 501-750TB License	\$540.00 \$509.33	K	31%	\$372.00 \$351.44	\$0.00		\$0.00 \$0.00			\$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSQFSB5TB	SELECT NTPS QFS 751-1024TB License	\$476.00	K	31%	\$328.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSVFMB10TB	SELECT NTPS VFM 751-1024TB License	\$429.00	K	31%	\$296.01	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	NTPSVFMB11TB NTPSVFMB12TB	SELECT NTPS VFM 1025-1500TB License SELECT NTPS VFM 1501-2048TB License	\$392.31 \$355.38	K K	31% 31%	\$270.69 \$245.21	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSVFMB13TB	SELECT NTPS VFM 2049-2500TB License	\$321.54	K	31%	\$221.86	\$0.00					\$0.00		NTP SOFTWARE
5	NTPSVFMB14TB	SELECT NTPS VFM 2501-3072TB License	\$283.08	K	31%	\$195.33	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	NTPSVFMB6TB NTPSVFMB7TB	SELECT NTPS VFM 10-80TB License SELECT NTPS VFM 81-240TB License	\$577.00 \$538.00	K K	31% 31%	\$398.13 \$371.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSVFMB8TB	SELECT NTPS VFM 241-500TB License	\$503.00	ĸ	31%	\$347.07	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5	NTPSVFMB9TB	SELECT NTPS VFM 501-750TB License	\$466.00	K	31%	\$321.54	\$0.00		\$0.00			\$0.00		NTP SOFTWARE
5 5	IA-PER-T0 IA-PER-T1	SEL InfoArchive 1-5TB SEL InfoArchive 6-20TB	\$73,076.92 \$43,846.00	K K	31% 31%	\$50,423.07 \$30,253.74	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		OPENTEXT OPENTEXT
5	IA-PER-T2	SEL InfoArchive 21-50TB	\$27,404.00	K	31%	\$18,908.76	\$0.00		\$0.00			\$0.00		OPENTEXT
5	IA-PER-T3	SEL InfoArchive 51-100TB	\$16,077.00	K	31%	\$11,093.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		OPENTEXT
5 5	IA-PER-T4 IA-PER-T5	SEL InfoArchive 101-300TB SEL InfoArchive 301+TB	\$10,523.00 \$5,262.00	K K	31% 31%	\$7,260.87 \$3,630.78	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		OPENTEXT OPENTEXT
5		SEL IllioArchive 301+1B	\$1,202.00	K	31%	\$97.98	\$0.00		\$0.00			\$0.00		PUPPET LABS
5		SEL Puppet Ent 10K- 19999 nodes Stnd Sub	\$118.46	K	31%	\$81.74	\$0.00	\$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	PE10002499SSTD PE100249SPRM	SEL Puppet Ent 1K-2499 nodes Stnd Sub SEL Puppet Ent 100-249 nodes Prem Sub	\$152.31 \$328.00	K K	31% 31%	\$105.09 \$226.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE100249SSTD	SEL Puppet Ent 100-249 nodes Stnd Sub	\$172.31	K	31%	\$118.89	\$0.00	*****	*****	*****	*****	\$0.00		PUPPET LABS
5	PE2000049999SPRN	SEL Puppet Ent 20K- 49999 nodes Prem Sub	\$128.00	K	31%	\$88.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5 5		SEL Puppet Ent 20K- 49999 nodes Stnd Sub SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$107.69 \$162.00	K K	31% 31%	\$74.31 \$111.78	\$0.00 \$0.00					\$0.00 \$0.00		PUPPET LABS
5	PE25004999SPRM PE25004999SSTD	SEL Puppet Ent 2.5K-4999 nodes Prem Sub SEL Puppet Ent 2.5K-4999 nodes Stnd Sub	\$162.00 \$135.38	K K	31% 31%	\$111.78 \$93.41	\$0.00 \$0.00					\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE250499SPRM	SEL Puppet Ent 250-499 nodes Prem Sub	\$222.00	K	31%	\$153.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PUPPET LABS
5	PE250499SSTD	SEL Puppet Ent 250-499 nodes Stnd Sub	\$163.08	K	31%	\$112.53	\$0.00					\$0.00		PUPPET LABS
5 5	PE50009999SPRM PE50009999SSTD	SEL Puppet Ent 5K- 9999 nodes Prem Sub SEL Puppet Ent 5K- 9999 nodes Stnd Sub	\$157.00 \$130.77	K K	31% 31%	\$108.33 \$90.23	\$0.00 \$0.00					\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE500999SPRM	SEL Puppet Ent 500-999 nodes Prem Sub	\$195.00	K	31%	\$134.55	\$0.00					\$0.00		PUPPET LABS
5	PE500999SSTD	SEL Puppet Ent 500-999 nodes Stnd Sub	\$156.92	K	31%	\$108.27	\$0.00					\$0.00		PUPPET LABS
5 5	PEEHCBUNDLEDSP AIA-1	FSEL Puppet Ent Bundled-EHC Min Qty=3000 SEL STEELCNT APPINT AGENT (QTY 1-24)	\$151.00 \$6,399.00	K K	31% 31%	\$104.19 \$4,415.31	\$0.00 \$0.00					\$0.00 \$0.00		PUPPET LABS RIVERBED
υ	(1)//-1	OLL GILLLONI AIT INT AGENT (QTT 1-24)	დი,აფთ.00	r\	J 170	φ4,410.31	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.00	φυ.00	φυ.00	TATALADED

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP		WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	AIA-2	SEL STEELCNT APPINT AGENT (QTY 25-49)	\$5,439.00	K	31%	\$3,752.91	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIA-5	SEL STEELCNT APPINT AGENT (QTY 250-499		K	31%	\$2,869.71	\$0.00				\$0.00	\$0.00		RIVERBED
5	AIA-6	SEL STEELCNT APPINT AGENT (QTY 500-999		K	31%	\$2,538.51	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIA-7 AIA-8	SEL STEELCNT APPINT AGENT (1000-2499) SEL STEELCNT APPINT AGENT (2500-4999)	\$3,519.00 \$3,200.00	K K	31% 31%	\$2,428.11 \$2,208.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIA-9	SEL STEELCNT APPINT AGENT (2000-4999)	\$2,880.00	K	31%	\$1,987.20	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	AIXBMX-40	SEL AI Xprt BrwsrMetrix 10MPgViews-Month	\$26,332.00	K	31%	\$18,169.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIXBMX-50	SEL Al XprtBrwsrMetrix 100MPgViews-Month	\$223,871.00	K	31%	\$154,470.99	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIXBMX-60 AIXBMX-70	SEL AI Xprt BrwsrMetrix 1BPgViews-Month SEL AI Xprt BrwsrMetrix 10BPgViews-Month	\$882,332.00 \$1,846,148.00	K K	31% 31%	\$608,809.08 \$1,273,842.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIXCOL	SEL Applinternals Xpert Agent	\$3,932.00	ĸ	31%	\$2,713.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	AIXCON	SEL AppInternals Xpert Management Server	\$34,455.00	K	31%	\$23,773.95	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00	K	31%	\$45,853.95	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-03800-B010 ARX-04300-B010	SEL AppResponse 3800 SEL AppResponse 4300	\$105,225.00 \$138.455.00	K K	31% 31%	\$72,605.25 \$95,533.95	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-05100-B010	SEL AppResponse 5100	\$177,225.00	ĸ	31%	\$122,285.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00	K	31%	\$174,937.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARXCXT10 ARXCXT100	SEL CX-Tracer - 10 Servers SEL CX-Tracer - 100 Servers	\$19,686.00	K K	31% 31%	\$13,583.34 \$90,863.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXCXT500	SEL CX-Tracer - 100 Servers SEL CX-Tracer - 500 Servers	\$131,686.00 \$329,225.00	K	31%	\$227,165.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXDB	SEL AppResponse DB Module	\$19,686.00	ĸ	31%	\$13,583.34	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-DIR300-B010	SEL AppResponse Director	\$52,055.00	K	31%	\$35,917.95	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-EXP300-B010	SEL AppResponse Expansion Chassis	\$68,302.00	K	31%	\$47,128.38	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-SM-3000 ARX-SM-4000	SEL Shark Module for AppResp 3000 series SEL Shark Module for AppResp 4000 series	\$12,302.00 \$22,025.00	K K	31% 31%	\$8,488.38 \$15,197.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-SM-5000	SEL Shark Module for AppResp 5000 series	\$26,455.00	K	31%	\$18,253.95	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-SM-6000	SEL Shark Module for AppResp 6000 series	\$42,332.00	K	31%	\$29,209.08	\$0.00				\$0.00	\$0.00		RIVERBED
5	ARX-UCMM	SEL AppResponse UC Module	\$39,502.00	K	31%	\$27,256.38	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-V2000	SEL AppResponse v2000	\$32,855.00	K	31%	\$22,669.95	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVMON ARXVOI1K	SEL AppResponse VMon SEL AppResp VoIP Module 1-1000 Calls	\$14,517.00 \$19,686.00	K K	31% 31%	\$10,016.73 \$13,583.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXVOI250	SEL AppResponse VolP Module 1-250 Calls	\$7,871.00	ĸ	31%	\$5,430.99	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVOI500	SEL AppResponse VoIP Module 1-500 Calls	\$13,163.00	K	31%	\$9,082.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ASENX	SEL AppSensor Xpert	\$26,332.00	K	31%	\$18,169.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ASESNMP ATXP	SEL AppSensor SNMP Adapter Pack SEL AppTransaction Plus	\$6,154.00 \$109,286.00	K K	31% 31%	\$4,246.26 \$75,407.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ATXS	SEL AppTransaction Titus SEL AppTransaction Standard	\$77,655.00	K	31%	\$53,581.95	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-H-10-1	SELECT 10 PACK CMC LICENSES (QTY 0-4)	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$2,462.00	K	31%	\$1,698.78	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	CMC-H-10-3 CMC-H-10-4	SELECT 10 PACK CMC LICENSES (QTY 20-44 SELECT 10 PACK CMC LICENSES (QTY 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	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5 5	CMC-H-10-4 CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 45-94 SELECT 10 PACK CMC LICENSES (QTY 95-19		K	31%	\$636.87	\$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	ĸ	31%	\$467.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-1	SELECT CMC-VE Licenses (Qty 0-9)	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-2	SELECT CMC-VE LICENSES (QTY 10-24)	\$2,462.00	K	31%	\$1,698.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CMC-S-10-3 CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 24-29) SELECT CMC-VE LICENSES (QTY 50-99)	\$1,477.00 \$1,108.00	K K	31% 31%	\$1,019.13 \$764.52	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-5	SEL CMC-VE Licenses (Qty 100-199)	\$923.00	ĸ	31%	\$636.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-6	SEL CMC-VE Licenses (Qty 200+)	\$677.00	K	31%	\$467.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-VE-INST	SEL VIRTUAL CMC LICENSE	\$1,846.00	K	31%	\$1,273.74	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED
5 5		I SEL SteelCentNetShkPckAnlyz1ConcLic(1-4) 2 SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$5,532.00 \$4,425.00	K K	31% 31%	\$3,817.08 \$3,053.25	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		3 SEL SteelCentNSharkPackAnaly1CncLic10-24	\$3,563.00	ĸ	31%	\$2,458.47	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,071.00	K	31%	\$2,118.99	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Pilot Concurrent User 1-4	\$5,532.00	K	31%	\$3,817.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL Pilot Concurrent User 5-9 SEL Pilot Concurrent User 10-24	\$4,425.00 \$3,563.00	K K	31% 31%	\$3,053.25 \$2,458.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Pilot Concurrent User 25+	\$3,071.00	K	31%	\$2,118.99	\$0.00		\$0.00	\$0.00	\$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		RIVERBED
5	CSP-LIC-USR-2	SEL CASCADE PILOT 1 USER 3-4	\$3,563.00	K	31%	\$2,458.47	\$0.00		\$0.00	\$0.00	\$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	K	31% 31%	\$2,027.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 10-24 SEL CASCADE PILOT 1 USER 25-49	\$2,791.00	K K	31%	\$1,925.79 \$1,829.19	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00	K	31%	\$1,737.42	\$0.00				\$0.00			RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00	K	31%	\$1,476.60	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-PE-LIC	SEL Cascade Pilot Personal Edition	\$1,594.00	K	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	K K	31% 31%	\$1,524.21 \$2,123.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FPS-003	SEL FIPS License (CX755/770/EX760)	\$4,431.00	K	31%	\$3,057.39	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED
5	FPS-005	SELFIPS2050/1555/3070/EX/SFED21/22/3100	\$5,046.00	ĸ	31%	\$3,481.74	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED
5	FPS-006	SEL FIPS 5050/6050/5055/5070/SFED32/5100	\$9,231.00	K	31%	\$6,369.39	\$0.00				\$0.00	\$0.00		RIVERBED
5	FPS-007	SEL FIPS License (SH7050/CX7055/CX7070) SEL FusionSync GCA2000	\$18,462.00	K	31%	\$12,738.78	\$0.00			\$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5 5	FSYNC-001 FSYNC-002	SEL FusionSync GCA2000 SEL FusionSync GCA 3000	\$3,077.00 \$4,615.00	K K	31% 31%	\$2,123.13 \$3,184.35	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	FSYNC-003	SEL FusionSync VGC1000	\$1,846.00	K	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	K	31%	\$4,246.26	\$0.00							RIVERBED
5	HA-BUNDLE	SEL High Avail Bundle (25% ea adj LP)	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					NVP L	EVEL 1		N	IVP 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 PRODUC PARTNER
5 5		SEL SteelHead Interceptor 9600 Base SEL SteelHead Interceptor 9600 Base-C	\$55,378.00 \$55,378.00	K K	31% 31%	\$38,210.82 \$38,210.82			\$0.00 \$0.00	\$0.00 \$0.00				RIVERBED RIVERBED	
5		SEL MEMORY UPGR LIC KIT EX1260 (TO 32G	\$55,378.00 \$2,462.00	K	31%	\$1,698.78			\$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		SEL CAS ANALYTICS LIC FOR CAP-2260-B01	\$49,225.00	K	31%	\$33,965.25			\$0.00					RIVERBED	
5 5		SEL CAS ANALYTICS LICENSE FOR ENT PRC SEL License 100Mbps add on-VH only	\$86,148.00 \$4,923.00	K K	31% 31%	\$59,442.12 \$3,396.87	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL AppResponse 3300 licenses	\$7,385.00	K	31%	\$5,095.65			\$0.00					RIVERBED	
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	K	31%	\$8,067.48			\$0.00					RIVERBED	
5	LIC-ARX4300	SEL AppResponse 4300 licenses	\$15,385.00	K	31%	\$10,615.65			\$0.00					RIVERBED	
5 5	LIC-ARX5100 LIC-ARX6000	SEL AppResponse 5100 licenses SEL AppResponse 6000 licenses	\$19,692.00 \$28,314.00	K K	31% 31%	\$13,587.48 \$19,536.66			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL AppResponse Director 300 licenses	\$5,785.00	ĸ	31%	\$3,991.65			\$0.00					RIVERBED	
5	LIC-CAPVE100-SDN	SEL SDN Feature License for CAP-VE-100	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00				\$0.00	RIVERBED	
5		SEL SDN Feature License for CAX-460 SEL License SteelHead CX255-H	\$2,455.00	K	31%	\$1,693.95			\$0.00					RIVERBED	
5 5		SEL License SteelHead CX255-H SEL License SteelHead CX255-L	\$6,400.00 \$1,477.00	K K	31% 31%	\$4,416.00 \$1,019.13			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL License SteelHead CX255-M	\$3,938.00	ĸ	31%	\$2,717.22			\$0.00					RIVERBED	
5		SEL License SteelHead CX255-U	\$246.00	K	31%	\$169.74			\$0.00					RIVERBED	
5		SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00	K	31%	\$3,651.48			\$0.00					RIVERBED	
5 5		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					RIVERBED RIVERBED	
5		SEL Lic SteelHead CX770H 30Mbps 2500conn	\$10,209.00	K	31%	\$7,044.21	\$0.00		\$0.00					RIVERBED	
5		SEL Lic SteelHead CX770L 20Mbps 1000conn	\$1,594.00	K	31%	\$1,099.86			\$0.00					RIVERBED	
5 5		SEL Lic SteelHead CX770M 20Mbps 1500conn	\$4,055.00	K K	31% 31%	\$2,797.95			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL License Steelhead INT-9600 SEL SteelCentral NetShark 2170 license	\$6,154.00 \$4,923.00	K	31%	\$4,246.26 \$3,396.87	\$0.00		\$0.00					RIVERBED	
5		SEL SteelCentral NetShark 4170 license	\$9,231.00	ĸ	31%	\$6,369.39			\$0.00					RIVERBED	
5		SEL SteelCentral NetShark 6170 license	\$12,308.00	K	31%	\$8,492.52			\$0.00					RIVERBED	
5 5		SEL NetSharkVE SteelFusionEdge2100, 2200 SEL NetSharkVE SteelFusionEdge3100	\$2,209.00 \$3,194.00	K K	31% 31%	\$1,524.21 \$2,203.86	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL NetSharkVE SteelFusionEdge3200, 5100	\$6,148.00	K	31%	\$4,242.12			\$0.00					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	K	31%	\$4,246.26			\$0.00					RIVERBED	
5 5		SEL SteelCentralFlowGateway Lic 400K FPM SEL SteelCentralFlowGateway Lic 600K FPM	\$27,077.00 \$44,308.00	K K	31% 31%	\$18,683.13 \$30,572.52			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SteelCentralFlowGateway Lic 800K FPM	\$59,077.00	ĸ	31%	\$40,763.13			\$0.00					RIVERBED	
5	LIC-SCFG-2270-F5	SEL SteelCentral Flow Gateway Lic 1M FPM	\$72,615.00	K	31%	\$50,104.35	\$0.00		\$0.00					RIVERBED	
5		SEL SteelCentral Flow Gateway Lic 2M FPM	\$121,846.00	K	31%	\$84,073.74			\$0.00					RIVERBED	
5 5		SEL SteelCentral NetExpress Lic 15K FPM SEL SteelCentral NetExpress Lic 30K FPM	\$2,462.00 \$18,462.00	K K	31% 31%	\$1,698.78 \$12,738.78			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SteelCentral NetExpress Lic 60K FPM	\$45,538.00	K	31%	\$31,421.22			\$0.00					RIVERBED	
5		SEL SteelCentral NetExpress Lic 90K FPM	\$70,154.00	K	31%	\$48,406.26	\$0.00		\$0.00					RIVERBED	
5		SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00	K	31%	\$63,692.52			\$0.00					RIVERBED	
5 5		SEL SteelCentral SDN License SCNEVE470 SEL SteelCentralNetProfilerEnterprUILic	\$2,455.00 \$4,923.00	K K	31% 31%	\$1,693.95 \$3,396.87	\$0.00 \$0.00		\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SteelCentralNetProfiler Lic 200K FPM	\$12,923.00	ĸ	31%	\$8,916.87	\$0.00		\$0.00					RIVERBED	
5		SEL SteelCentralNetProfiler Lic 400K FPM	\$65,846.00	K	31%	\$45,433.74			\$0.00					RIVERBED	
5 5		SEL SteelCentralNetProfiler Lic 600K FPM SEL SteelCentralNetProfiler Lic 800K FPM	\$105,231.00	K K	31% 31%	\$72,609.39			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SteelCentral NetProfiler Lic 1M FPM	\$139,692.00 \$168,000.00	K	31%	\$96,387.48 \$115,920.00			\$0.00					RIVERBED	
5		SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00	ĸ	31%	\$4,242.12			\$0.00					RIVERBED	
5		SEL SteelCentrNetProfilerEntANLic1MFPM	\$18,831.00	K	31%	\$12,993.39			\$0.00					RIVERBED	
5 5		SEL SteelCentralNetProfilerEnterpr DBLic SEL SteelCentralNetProfilerEnterpr DPLic	\$7,877.00	K K	31% 31%	\$5,435.13 \$4,500.87			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SteelCentrNetProfilerEntEXLic1MFPM	\$6,523.00 \$18,831.00	K	31%	\$4,500.87 \$12,993.39			\$0.00					RIVERBED	
5	LIC-SCNP4270-SDN	SEL SteelCentralNetProfilerEnterprSDNLic	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	RIVERBED	
5		SEL SDN License for SCNP-VE-SDN	\$6,148.00	K	31%	\$4,242.12			\$0.00					RIVERBED	
5 5		SEL SCPS LICENSE ON 555 SERIES SEL SCPS License on 755/770 Series	\$2,455.00 \$4,302.00	K K	31% 31%	\$1,693.95 \$2,968.38			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SCPS License on 755/770 Series SEL SCPS Lic EX1160/SFED2100/2200	\$10,455.00	K	31%	\$7,213.95			\$0.00					RIVERBED	
5		SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	K	31%	\$0.00			\$0.00					RIVERBED	
5		SEL SCPS Lic 1260/1360/SFED3100/3200	\$15,378.00	K	31%	\$10,610.82			\$0.00					RIVERBED	
5 5		SEL SCPS License on 1555/3070 Series SEL SCPS License on 5055/5070 Series	\$10,455.00 \$15,378.00	K K	31% 31%	\$7,213.95 \$10,610.82			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL SCPS License 7055/7070/DX8000 Series	\$40,609.00	ĸ	31%	\$28,020.21	\$0.00		\$0.00					RIVERBED	
5	LIC-SFCR-3500-C1	SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$9,225.00	K	31%	\$6,365.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED	
5		SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$19,071.00	K	31%	\$13,158.99								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								RIVERBED RIVERBED	
5		SEL LIC SFED2100 W1 1500cxns, 20Mbps	\$4,923.00	K	31%	\$3,396.87			\$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					RIVERBED	
5 5		SEL SFED2200, BlockStream Only, Lic W0 SEL LIC SFED2200 W1 1500cxns, 20Mbps	\$0.00 \$6,154.00	K K	31% 31%	\$0.00 \$4,246.26			\$0.00 \$0.00					RIVERBED RIVERBED	
5		SEL LIC SFED2200 W1 1300cxns, 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30Mbps	\$12,308.00	K	31%	\$8,492.52			\$0.00					RIVERBED	
5	LIC-SFED-2200-W3	SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$30,769.00	K	31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED	
5		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 K	31% 31%	\$8,492.52 \$16,984.35			\$0.00 \$0.00					RIVERBED RIVERBED	
J	2.3-01 25-0100-112	322 2.3 St 230100 112 3000 CATS, 301910PS	Ψ24,010.00	1	0170	ψ10,50 4 .33	ψυ.υι	φυ.υυ	Ψ0.00	Ψ0.00	φ0.00	ψ0.00	ψυ.υυ		

					NVP L	EVEL 1		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		SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$33,846.00	K	31%	\$23,353.74	\$0.00	\$0.00						RIVERBED
5 5		SEL LIC SFED3200 W0 BlockStream 30Mbps SEL LIC SFED3200 W1 2500 cxns, 30Mbps	\$0.00 \$9,846.00	K K	31% 31%	\$0.00 \$6,793.74	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	LIC-SFED-3200-W2	SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$27,077.00	K	31%	\$18,683.13	\$0.00	\$0.00						RIVERBED
5		SEL LIC SFED5100 W3 10000 cxns, 100Mbps	\$39,385.00	K	31% 31%	\$27,175.65	\$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 K	31%	\$0.00 \$12,738.78	\$0.00	\$0.00 \$0.00						RIVERBED
5		SEL LIC SFED5100 W2 10000 cxns, 100Mbps	\$30,769.00	ĸ	31%	\$21,230.61	\$0.00	\$0.00						RIVERBED
5		SEL SupprtNSharkVE StFusionEdg2100, 2200	\$317.00	K	31%	\$218.73	\$0.00	\$0.00						RIVERBED
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	\$0.00 \$0.00						RIVERBED RIVERBED
5	NIC-003-4TX	SEL 4P 1GBE TX NIC CX;EX (SPARE)	\$3,992.00	ĸ	31%	\$2,754.48	\$0.00	\$0.00						RIVERBED
5	NIC-003-4TX-C	SEL 4P1GBE TX COPPER NIC	\$3,194.00	K	31%	\$2,203.86	\$0.00	\$0.00						RIVERBED
5 5	NIC-003-4TXEC NIC-004-4SX	SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00	K	31%	\$2,203.86	\$0.00	\$0.00) RIVERBED) RIVERBED
5	NIC-004-45X NIC-004-45X-C	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPAF SEL 4-PORT 1GBE SX MULTI MODE FIBER NI		K K	31% 31%	\$13,794.48 \$11,035.86	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00				RIVERBED
5	NIC-005-4LX	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPAF		ĸ	31%	\$15,917.61	\$0.00	\$0.00		\$0.00				RIVERBED
5	NIC-005-4LX-C	SEL 4-PORT 1GBE LX SINGLE MODE FIBER N		K	31%	\$12,733.95	\$0.00	\$0.00						RIVERBED
5 5	NIC-007-2LR NIC-007-2LR-C	SEL 2-port 10GbE LR Fiber NIC- Gen 2 Spr SEL 2-port 10GbE LR Fiber NIC- Gen 2	\$26,146.00 \$20,917.00	K K	31% 31%	\$18,040.74 \$14,432.73	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-007-2ER-C	SEL 2P10GbE SR MultiModeFiberNIC-Gen2Spr	\$20,762.00	K	31%	\$14,325.78	\$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	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-009-2XF	SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S		K	31%	\$13,794.48	\$0.00	\$0.00						RIVERBED
5 5	NIC-009-2XF-C NIC-01G-2LX	SEL 2-PORT 10G FIBER (LR; SR) SFP+ SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$15,994.00 \$7,495.00	K K	31% 31%	\$11,035.86 \$5,171.55	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$9,954.00	ĸ	31%	\$6,868.26	\$0.00	\$0.00						RIVERBED
5	NIC-01G-2SX	SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$6,495.00	K	31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00	K	31%	\$5,951.94	\$0.00	\$0.00						RIVERBED
5	NIC-01G-4LX NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) SPARE SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$14,995.00 \$19,915.00	K K	31% 31%	\$10,346.55 \$13,741.35	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) 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						RIVERBED
5	NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$17,259.00	K	31%	\$11,908.71	\$0.00	\$0.00					\$0.00	RIVERBED
5	NIC-01G-4TX	SEL 4-PORT 1GBE TX NIC (XX50) SPARE	\$2,595.00	K	31%	\$1,790.55	\$0.00	\$0.00						RIVERBED
5	NIC-01G-4TX-C NIC04-4SX-E-C	SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON SEL EVAL 4P 1GBE SX MULT MODE FIBER N	\$3,446.00 \$15,994.00	K K	31% 31%	\$2,377.74 \$11,035.86	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER N		ĸ	31%	\$12,733.95	\$0.00	\$0.00						RIVERBED
5		SEL Dual 1 GbE Fiber LX	\$9,225.00	K	31%	\$6,365.25	\$0.00	\$0.00						RIVERBED
5 5		SEL Dual 1 GbE Fiber SX	\$7,994.00	K K	31% 31%	\$5,515.86	\$0.00 \$0.00	\$0.00 \$0.00						RIVERBED
5 5		SEL Quad 1 GbE Fiber LX SEL Quad 1 GbE Fiber SFP	\$18,455.00 \$10,455.00	K	31%	\$12,733.95 \$7,213.95	\$0.00	\$0.00) RIVERBED) RIVERBED
5	NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T	\$2,086.00	K	31%	\$1,439.34	\$0.00	\$0.00		\$0.00				RIVERBED
5		SEL Quad 1 GbE Copper Base-T	\$2,702.00	K	31%	\$1,864.38	\$0.00	\$0.00		\$0.00				RIVERBED
5	NIC-1-001G-4TX-C NIC-1-010G-2LRBP	SEL Quad 1 GbE Copper Base-T SEL Dual 10 GbE Fiber LR	\$2,086.00 \$20,917.00	K K	31% 31%	\$1,439.34 \$14,432.73	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5		SEL Dual 10 GbE Fiber SFP+	\$11,686.00	K	31%	\$8,063.34	\$0.00	\$0.00						RIVERBED
5	NIC1-010G-2SFPPC	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 SR	\$16,609.00	K	31%	\$11,460.21	\$0.00	\$0.00						RIVERBED
5	NIC-1-010G-2TX NIC-1-010G-2TX-C	SEL Dual 10 GbE Copper Base-T SEL Dual 10 GbE Copper Base-T	\$7,378.00 \$7,378.00	K K	31% 31%	\$5,090.82 \$5,090.82	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) RIVERBED) RIVERBED
5	NIC1-010G-4SFPPC	SEL Quad 10 GbE Fiber SFP+	\$17,840.00	ĸ	31%	\$12,309.60	\$0.00	\$0.00						RIVERBED
5	NIC-1-010G-4TX	SEL Quad 10 GbE Copper Base-T	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00						RIVERBED
5 5	NIC-1-010G-4TX-C NIC-10G-2LR-C	SEL Quad 10 GbE Copper Base-T SEL 2-PORT 10GBE LR NIC ADD ON	\$6,148.00 \$22,570.00	K K	31% 31%	\$4,242.12 \$15,573.30	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) 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						RIVERBED
5	NIC-CSK210G-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ S	\$15,994.00	K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			RIVERBED
5	NIC-CSK-2TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD		K	31%	\$1,693.95	\$0.00	\$0.00						RIVERBED
5 5	NIC-CSK-4TX-C PWS-001-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD SELECT ADD ON POWER SUPPLY FOR SH10		K K	31% 31%	\$2,543.34 \$276.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;		ĸ	31%	\$12,733.95	\$0.00	\$0.00						RIVERBED
5		SEL 1U8TBBaseSteelCentNetSharkappl2170-C		K	31%	\$17,833.74	\$0.00	\$0.00						RIVERBED
5 5		SEL 2U32TB,BaseSteelCentNetShark4170cfg SEL 2UBaseStlCentNetShark6170Creq1SCANS	\$89,231.00 \$80,000.00	K K	31% 31%	\$61,569.39 \$55,200.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5 5	SCAN-SU-48TB	SEL Storage, 48TB SteelCentral NetShark	\$61,538.00	K	31%	\$42,461.22	\$0.00	\$0.00						RIVERBED
5	SCAN-SU-72TB	SEL Storage, 72TB SteelCentral NetShark	\$123,077.00	ĸ	31%	\$84,923.13	\$0.00	\$0.00						RIVERBED
5		SELSteelCentral Controller1000 Appliance	\$9,963.00	K	31%	\$6,874.47	\$0.00	\$0.00						RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$3,077.00 \$2,462.00	K	31% 31%	\$2,123.13 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00			RIVERBED RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (3-13)	\$1,477.00	K	31%	\$1,019.13		*****			*****		+	RIVERBED
5	SCC-HWA-MGT-10-4	SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$923.00	K	31%	\$636.87	\$0.00	\$0.00						RIVERBED
5 5		SEL SCC Add StHd Mgnt Lic 10-pk (195 up) SEL SteelCentrl Flow Gatewy SCFG2270B010	\$677.00 \$24,609.00	K K	31% 31%	\$467.13 \$16,980.21	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCFG-VE-F1	SEL SteelCentralFlow GatewayVirEd,15KFPM	\$3,686.00	K	31%	\$2,543.34	\$0.00	\$0.00						RIVERBED
5	SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$129,225.00	K	31%	\$89,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00						RIVERBED
5 5	SCFG-VE-F3 SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,60KFPM SEL SteelCentralFlow GatewayVirEd.90KFPM	\$12,302.00 \$18,455.00	K K	31% 31%	\$8,488.38 \$12,733.95	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$22,148.00	K	31%	\$15,282.12	\$0.00	\$0.00) RIVERBED
5	SCFG-VE-F6	SEL SteelCentralFlowGatewayVirEd,400KFPM	\$40,609.00	K	31%	\$28,020.21	\$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	\$0.00	RIVERBED

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY U	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00	K	31%	\$50,949.60	\$0.00		\$0.00		\$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	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentralNetExpressVirEdit,15KFPM	\$24,609.00	ĸ	31%	\$16,980.21	\$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	\$0.00		RIVERBED
5 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	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentralNetExpressVirEdi,90KFPM SEL SteelCentralNetExpressVirEd,120KFPM	\$108,302.00	K	31%	\$74,728.38	\$0.00		\$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		RIVERBED
5		SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00	K	31%	\$80,248.38	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentrlNetProfilrEnterprANModule 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		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentrlNetProfilrEnterprDBModule	\$70,886.00	K	31%	\$48,911.34	\$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		RIVERBED
5		SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00	K	31%	\$116,934.99	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg SEL SteelCentlNetProf Ent UI Module	\$169,471.00 \$52,917.00	K K	31% 31%	\$116,934.99 \$36,512.73	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F1	SEL SteelCentrlNetProfilerVirEdit,15KFPM	\$11,071.00	ĸ	31%	\$7,638.99	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit,2MFPM	\$406,148.00	K	31%	\$280,242.12			\$0.00		\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F2	SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$22,148.00	K	31%	\$15,282.12			\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F3 SCNP-VE-F4	SEL SteelCentrlNetProfilerVirEdit,60KFPM SEL SteelCentrlNetProfilerVirEdit,90KFPM	\$41,840.00 \$60,302.00	K K	31% 31%	\$28,869.60 \$41,608.38	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00	ĸ	31%	\$63,688.38	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	K	31%	\$93,410.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	K	31%	\$135,872.73	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F8 SCNP-VE-F9	SEL SteelCentralNetProfilerVirEd,800KFPM SEL SteelCentralNetProfilerVirEdit,1MFPM	\$233,840.00	K K	31% 31%	\$161,349.60 \$186,826.47	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPRTL-FNDTN	SEL SteelCentral Portal	\$270,763.00 \$61,532.00	K	31%	\$42,457.08	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-001	SEL SCPS on Steelhead 250 Series	\$1,225.00	ĸ	31%	\$845.25	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-004	SEL SCPS on Steelhead 2050 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SCPS-006 SCPS-007	SEL SCPS on Steelhead 6050 Series SEL SCPS on Steelhead 7050 Series	\$30,148.00 \$40,609.00	K K	31% 31%	\$20,802.12 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00	ĸ	31%	\$845.25	\$0.00		\$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	K	31%	\$2,968.38	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 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	K K	31% 31%	\$7,213.95 \$845.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VSH-001	SEL SCPS on Virtual Steelhead 550 Series	\$2,455.00	K	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	K	31%	\$2,968.38	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-004	SEL SCPS on Virtual Steelhd 2050 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SCPS-VSH-01A SFCR-3500-B010	SEL SCPS on Virtual Steelhead 150 Series SEL SteelFusion Core, SFCR3500	\$1,225.00 \$40,000.00	K K	31% 31%	\$845.25 \$27,600.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SFED-2100-B010	SEL SteelFusion Edge SFED 2100	\$19,686.00	K	31%	\$13,583.34	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelFusion Edge SFED 2100-C	\$19,686.00	K	31%	\$13,583.34	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SFED-2200-B010	SEL SteelFusion Edge SFED 2200	\$30,763.00 \$30,763.00	K K	31% 31%	\$21,226.47 \$21,226.47	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-3100-B010-C	SEL SteelFusion Edge SFED 2200-C SEL SteelFusion Edge SFED 3100	\$49,225.00	K	31%	\$33,965.25	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL SteelFusion Edge SFED 3100-C	\$49,225.00	ĸ	31%	\$33,965.25	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SFED-3200-B010	SEL SteelFusion Edge SFED 3200	\$73,840.00	K	31%	\$50,949.60	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL SteelFusion Edge SFED 3200-C	\$73,840.00	K K	31% 31%	\$50,949.60 \$80,672.73			\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		RIVERBED
5 5	SFED-5100-B010 SFED-5100-B010-C	SEL SteelFusion Edge SFED 5100 SEL SteelFusion Edge SFED 5100-C	\$116,917.00 \$116,917.00	K	31%	\$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	K	31%	\$1,231.65	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00	K	31%	\$721.74	\$0.00		\$0.00		\$0.00	\$0.00		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	\$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	\$0.00		RIVERBED
5	SMC-U-10-1	SELECT 10 SH MOBILE USER LIC (0-1)	\$2,449.00	K	31%	\$1,689.81	\$0.00		\$0.00		\$0.00	\$0.00	,	RIVERBED
5	SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (1001-2000	\$1,452.00	K	31%	\$1,001.88	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (2001-5000	\$1,415.00	K	31% 31%	\$976.35	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		RIVERBED
5	SMC-U-10-2 SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (2-3) SELECT 10 SH MOBILE USER LIC (4-10)	\$2,425.00 \$2,400.00	K K	31%	\$1,673.25 \$1,656.00			\$0.00		\$0.00 \$0.00	\$0.00		RIVERBED RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00	ĸ	31%	\$1,417.95			\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-5	SELECT 10 SH MOBILE USER LIC (26-50)	\$2,031.00	K	31%	\$1,401.39	\$0.00				\$0.00		\$0.00	RIVERBED
5	SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (51-100)	\$1,969.00	K	31%	\$1,358.61	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-7 SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (101-200) SELECT 10 SH MOBILE USER LIC (201-500)	\$1,908.00 \$1,538.00	K K	31% 31%	\$1,316.52 \$1,061.22			\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-9	SELECT 10 SH MOBILE USER LIC (201-300) SELECT 10 SH MOBILE USER LIC (501-1000)	\$1,477.00	K	31%	\$1,019.13			\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-VRT-V100	SEL VirtualSMC manage10 concurrent users	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SFP - 1GbE LX	\$277.00	K	31%	\$191.13					\$0.00	\$0.00		RIVERBED
5 5	TRC-1-SFPP-DAC-C TRC-1-SFPP-LR	SEL 10GbE DAC Twinax SEL SFP+ - 10GbE LR	\$302.00 \$1,471.00	K K	31% 31%	\$208.38 \$1,014.99	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SEP+ - 10GBE LR SEL SEP+ - 10GBE LR	\$1,471.00 \$1,471.00	K K	31%	\$1,014.99 \$1,014.99			\$0.00		\$0.00	\$0.00		RIVERBED
5	TRC-1-SFPP-SR	SEL SFP+ - 10GbE SR	\$855.00	ĸ	31%	\$589.95						\$0.00	\$0.00	RIVERBED
5		SEL SFP+ - 10GbE SR	\$855.00	K	31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SEP - 1GbE SX	\$240.00	K	31%	\$165.60						\$0.00		RIVERBED
5 5	UCXPL-T-P U-SFCR3500-C1-C2	SEL STEELCNTRL UCEXPENTPHONELIC-BAS SEL Upgrade LIC-SFCR-03500-C1 to C2	\$37.00 \$11,323.00	K K	31% 31%	\$25.53 \$7,812.87	\$0.00 \$0.00							RIVERBED RIVERBED
•			,020.00			ψ.,σ.2.01	Ψ3.00	Ψ0.00	\$5.00	ψ0.00	ψ0.00	ψ0.00	Ψ0.50	

					NVP I	EVEL 1		N	VP 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		SEL Upgrade LIC-SFCR-03500-C1 to C3 SEL Upgrade LIC-SFCR-03500-C2 to C3	\$42,462.00 \$31,138.00	K K	31% 31%	\$29,298.78 \$21,485.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W1	\$5,662.00	K	31%	\$3,906.78	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	U-SFED2100-W0-W2	SEL Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	K	31%	\$11,719.65	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-02100-W0 to W3	\$33,969.00	K	31%	\$23,438.61	\$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	K K	31% 31%	\$7,812.87 \$19,532.52	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02100-W1 to W3	\$16,985.00	ĸ	31%	\$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	RIVERBED
5		SEL Upgrade LIC-SFED-02200-W0 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00		\$0.00		\$0.00	\$0.00		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	K K	31% 31%	\$24,415.65 \$4,883.13	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-02200-W1 to W2	\$28,308.00	K	31%	\$19,532.52	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-02200-W2 to W3	\$21,231.00	K	31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W1	\$14,154.00	K	31%	\$9,766.26	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5		SEL Upgrade LIC-SFED-03100-W0 to W2 SEL Upgrade LIC-SFED-03100-W0 to W3	\$28,308.00 \$38,923.00	K K	31% 31%	\$19,532.52 \$26,856.87	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W3 SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03100-W1 to W3	\$24,769.00	ĸ	31%	\$17,090.61	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	U-SFED3100-W2-W3	SEL Upgrade LIC-SFED-03100-W2 to W3	\$10,615.00	K	31%	\$7,324.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL Upgrade LIC-SFED-03200-W0 to W1	\$11,323.00	K	31%	\$7,812.87	\$0.00		\$0.00		\$0.00			RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W0 to W2 SEL Upgrade LIC-SFED-03200-W0 to W3	\$31,138.00 \$45,292.00	K K	31% 31%	\$21,485.22 \$31,251.48	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W2	\$19,815.00	ĸ	31%	\$13,672.35	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W3	\$33,969.00	K	31%	\$23,438.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03200-W2 to W3	\$14,154.00	K	31%	\$9,766.26	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5		SEL Upgrade LIC-SFED-05100-W0 to W1	\$21,231.00	K K	31% 31%	\$14,649.39	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-05100-W0 to W2 SEL Upgrade LIC-SFED-05100-W1 to W2	\$35,385.00 \$14,154.00	K	31%	\$24,415.65 \$9,766.26	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		RIVERBED RIVERBED
5	VCX-1555-H	SEL Virtual Steelhead 1555 High	\$42,825.00	K	31%	\$29,549.25	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-1555-L	SEL Virtual Steelhead 1555 Low	\$29,778.00	K	31%	\$20,546.82	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-1555-M	SEL Virtual Steelhead 1555 Mid	\$38,394.00	K	31%	\$26,491.86	\$0.00		\$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	K K	31% 31%	\$78,125.25 \$50,779.86	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00			RIVERBED RIVERBED
5	VCX-5055-W	SEL Virtual Steelhead 555 High	\$12,917.00	K	31%	\$8,912.73	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00	K	31%	\$6,450.12	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-7055-L	SEL Virtual Steelhead 7055 Low	\$147,194.00	K	31%	\$101,563.86	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	VCX-7055-M	SEL Virtual Steelhead 7055 Mid SEL Virtual Steelhead 755 High	\$203,809.00	K K	31% 31%	\$140,628.21	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		RIVERBED
5	VCX-755-H VCX-755-L	SEL Virtual Steelhead 755 High	\$22,763.00 \$14,517.00	K	31%	\$15,706.47 \$10,016.73	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-755-M	SEL Virtual Steelhead 755 Mid	\$16,978.00	ĸ	31%	\$11,714.82	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VGC-1000-L	SEL Virtual SteelFusion Core VGC 1000-L	\$17,225.00	K	31%	\$11,885.25	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-M	\$23,378.00	K	31%	\$16,130.82	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	VGC-1000-U VGC-1500-L	SEL Virtual SteelFusion Core VGC 1000-U SEL Virtual SteelFusion Core VGC 1500-L	\$9,840.00 \$29,532.00	K K	31% 31%	\$6,789.60 \$20,377.08	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VGC-1500-L VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-L	\$40,609.00	K	31%	\$28,020.21	\$0.00		\$0.00		\$0.00			RIVERBED
5	VSK-00050	SEL Virtual Cascade Shark 50-50 GB Disk	\$1,471.00	K	31%	\$1,014.99	\$0.00		\$0.00		\$0.00			RIVERBED
5	VSK-00200	SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00	K	31%	\$4,666.47	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5 5	VSK-00400 XFP-001-LR	SEL Virtual Cascade Shark 400-2 TB Disk SEL Long Reach 10GbE fiber XFP module	\$12,302.00 \$1,662.00	K K	31% 31%	\$8,488.38 \$1,146.78	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	XFP-001-LR XFP-002-SR	SEL Short Reach 10GbE fiber XFP module	\$1,002.00	K	31%	\$806.61	\$0.00		\$0.00		\$0.00	\$0.00		RIVERBED
5	300068-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC M		K	31%	\$863.19	\$0.00				\$0.00	\$0.00		SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC M		K	31%	\$3,458.97	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC N		K	31% 31%	\$6,921.39	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5 5	300071-001R 300072-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC N SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC N		K K	31%	\$9,949.80 \$30,287.55	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300088-001	SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$624.00	ĸ	31%	\$430.56	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MI	\$624.00	K	31%	\$430.56	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300089-001	SEL VX-6000 1 YR SUBSCRIPTION INC MNT	\$20,691.00	K	31%	\$14,276.79	\$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	K K	31% 31%	\$14,276.79 \$20,766.93	\$0.00 \$0.00		\$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		K	31%	\$20,766.93	\$0.00		\$0.00		\$0.00	\$0.00		SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT		K	31%	\$30,287.55	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300103-001R	SEL VX-8000 1 YR SUBSCRIPT RENEW INC N		K	31%	\$30,287.55	\$0.00		\$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	K K	31% 31%	\$43,268.52 \$43,268.52	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300105-001	SEL VX-9000 1 YR SUBSCRIPT RENEW INC IN	\$3,133.00	K	31%	\$43,266.52 \$2,161.77	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		SILVER PEAK
5	300105-001R	SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC	+-,	ĸ	31%	\$2,161.77	\$0.00	7	7	*****	7			SILVER PEAK
5	300106-001	SEL VRX-4 1 YR SUBSCRIPTION INC MNT	\$9,403.00	K	31%	\$6,488.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300106-001R	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC.		K	31%	\$6,488.07	\$0.00		\$0.00					SILVER PEAK
5 5	300121-001 300121-001R	SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC N		K K	31% 31%	\$14,276.79 \$14,276.79	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00	K	31%	\$347.76	\$0.00		\$0.00			\$0.00		SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00	K	31%	\$2,733.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500032-001	SELECT NX-5700 50MBPS WAN ACCEL	\$30,594.00	K	31%	\$21,109.86	\$0.00				\$0.00	\$0.00		SILVER PEAK
5	500039-001	SELECT NX-8700 500MBPS WAN ACCL	\$147,328.00	K	31%	\$101,656.32	\$0.00					\$0.00		SILVER PEAK
5 5	500040-001 500041-001	SELECT NX-2700 10MBPS WAN ACCEL SELECT NX-3700 20MBPS WAN ACCEL	\$13,028.00 \$22,661.00	K K	31% 31%	\$8,989.32 \$15,636.09	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500041-001	SELECT NX-7700 200MBPS WAN ACCEL	\$62,328.00	ĸ	31%	\$43,006.32	\$0.00					\$0.00		SILVER PEAK
5	500043-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00	K	31%	\$140,755.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK

March Marc						NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Second	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP			RENEWAL	
Company Comp															
1															
Section 501 SECTION CONTINUE CORREST OF CONTINUE CONT					K										
Commonweight Comm															
Second Color															
Section															
Section Control Cont															
Company					K										
Control of Sept. Action Sept.															
Section Control Cont															
1		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 SIGNATURE STATE STAT					K										
STATE Control Contro					K										
September Company Co															
\$ 90000-1001 1.000															
\$ 98056-1901 For Section 1.5 S															
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5 8988-5-001-17					K										
September 19															
\$ 98856-507-97 BL Sammer OV 038 Date 1-50 PROPTID \$ 98856-507-97 BL Sammer OV 038 Date 1-50 PROPTID \$ 98856-507-97 BL Sammer OV 038 Date 2001-5001 \$ 98856-507-97 BL Sammer															
5 58555-1-7 BL Sparring (2015 Date) 1500 FROM FROM TOWN STATE STA															
5 8985-5001-77														\$0.00	SPANNING
5 8885-501-77 BL Sperman 27 OSSERBARD CONTROLLED \$2.20 K 31% \$1.74 \$0.00															
S SSBB-50-17-9 SSB															
5 \$5855-501 9F 5					K										
SSSSS-SOIL-Y-M SEL Sparming 37 WORS Base SOIL-OFF PORTIT 1 21 6 K 31% \$1.49 \$0.00 \$0			SEL Spanning O365 Base 5001-10000	\$28.80		31%	\$19.87	\$0.00	\$0.00		\$0.00	\$0.00			
\$ 8385-501-P \$EL Sparming Colds Sale Story Cold Sale Sale Story Cold Sale Story Cold Sale Story Cold Sale Sale Sale Sale Sale Sale Sale Sale															
\$ \$885-501-2Y SEL Spenning OSAS Base 501-2000 \$30.0 \$10.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0					K										
5 \$8395-501-3Y EL Spanning Y COSE Base D1-2000 \$10.08 K 31% \$15.00 \$0.00					ĸ										
S 83855-61-P SEL Spanning GSulle Base 1-5000 \$48,00 K 31% \$221 \$0.00 \$0.			SEL Spanning 3Y O365 Base 501-2000		K										
Seption					K										
5 SBAGS-1001-Y SL Sparming O'Schle Base 1001+ 32-00 K 31% \$16.56 \$0.00 \$					K										
5 SBAGS-1001-479 SEL Spanning SVSBeBase 10001 + PRORTD \$2.0 K 31% \$1.3 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0															
5 SB4GS-1001-P SEL Spanning GSuleBase 10001-FRORTD \$2.00 K 31% \$1.38 \$0.00 \$0.															
S B84GS-1-3YP SEL Spanning 3Y OSwite Base 1-500 \$129.60 K 31% \$99.42 \$0.00															
S SH4GS-1-3Y-P SEL Spanning 3Y GSte Base 1-500 PRORTED \$4.0 K 31% \$2.48 \$0.00															
5 SB4GS-2001 SEL Spanning (Skulle Base 201-5000 \$33.80 K 31% \$23.18 \$0.00 \$0.0															
5 SB4GS-2001-37 SEL Spanning 3Y GSube Base 2001-5000 S9.72 K 31% \$62.60 \$0.00															
5 SH4GS-2001-3Y-P SEL Spanning GSV-16Base 2001-5W PRORTT															
5 SB4GS-2001-P SEL Spanning GSuiteBase 2001-100K \$2.80 K 31% \$1.93 \$0.00															
5 SB4GS-5001-3Y SEL Spanning 3Y GSulte Base 501-10K PRORTD \$2.16 K 31% \$1.49 \$0.00 \$					K	31%									
S SB4GS-5001-3Y-P SEL Spanning SQ (SIbel Base 5001-10K PRORTT \$2.40 K 311/6 \$1.49 \$0.00 \$0.0															
5 SB4GS-5001-P SEL Spanning GSuite Base 501-1000 \$38.4 K 31% \$25.50 \$0.0															
5 SB4GS-501-3Y SEL Spanning 3Y GSIbule Bases 501-2000 \$103.68 K 31% \$71.54 \$0.00 \$0.					ĸ									\$0.00	SPANNING
5 SB4GS-501-3Y-P SEL Spanning 3Y (SBE Base 501-22V PRORTD \$2.88 K 31% \$1.99 \$0.00 \$0					K										
5 SB4G-S-61-P SEL Spanning GS Uslete Base 501-200 PRORTD \$3.20 K 31% \$2.21 \$0.00 \$0.					K										
5 SBSF-1 SEL Spanning BU Salesforce 1-50 \$48.00 K 31% \$31.2 \$0.00					K										
5 SBSF-1001-3Y SEL Spanning BU 3Y Salesforce 1001-5000 \$77.76 K 31% \$53.65 \$9.00 \$0.00					K									\$0.00	SPANNING
5 SBSF-1001-3Y-P SEL Spanning BU 3Y SFDC 1001-5K PRTD \$2.16 K 31% \$1.49 \$0.00	-														
5 SBSF-1001-P SEL Spanning BU SFDC 1001-5K PRTD \$2.40 K 31% \$1.66 \$0.00 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>															
5 SBSF-1-3Y SEL Spanning BU 3Y Salesforce 1-50 \$129.60 K 31% \$89.42 \$0.00															
5 SBSF-201 SEL Spanning BU SFDC 1-50 PRTD \$4.00 K 31% \$2.76 \$0.00	5		SEL Spanning BU 3Y Salesforce 1-50											\$0.00	SPANNING
5 SBSF-201 SEL Spanning BU Salesforce 201-1000 \$33.60 K 31% \$23.18 \$0.00 <	5			*****	K		T	,	*****	*****		*****	*****		
5 SBSF-201-3Y SEL Spanning BU 3Y Salesforce 201-1000 \$90.72 K 31% \$62.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$PANNING \$5.88 \$5.201-3Y \$1.94 \$1.9															
5 SBSF-201-3Y-P SEL Spanning BU 3Y SFDC 201-1000 PRORTD \$2.52 K 31% \$1.74 \$0.00 \$0.0															
5 SBSF-5001 SEL Spanning BU Salesforce 5001+ \$24.00 K 31% \$16.56 \$0.00 \$	5	SBSF-201-3Y-P	SEL Spanning BU 3Y SFDC 201-1000 PRORTD	\$2.52	K	31%	\$1.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 SBSF-5001-3Y SEL Spanning BU 3Y Salesforce 5001+ \$64.80 K 31% \$44.71 \$0.00 \$					K										
5 SBSF-5001-3Y-P SEL Spanning BU 3Y SFDC 5001+ PRTD \$1.80 K 31% \$1.24 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 SPANNING 5 SBSF-5001-P SEL Spanning BU SFDC 5001+ PRTD \$2.00 K 31% \$1.38 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 SPANNING 5 SBSF-51 SEL Spanning BU SPC 5001+ PRTD \$3.84 K 31% \$1.54 \$0.00 \$0.					ĸ										
5 SBSF-501-P SEL Spanning BU SFDC 5001+ PRTD \$2.00 K 31% \$1.38 \$0.00 \$0.					ĸ										
5 SBSF-51-3Y SEL Spanning BU 3Y Salesforce 51-200 \$103.68 K 31% \$71.54 \$0.00 \$		SBSF-5001-P	SEL Spanning BU SFDC 5001+ PRTD	\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 SBSF-51-3Y-P SEL Spanning BU 3Y SFDC 51-200 PRTD \$2.88 K 31% \$1.99 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00					K										
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					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			1
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	3136SL 5500SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT SEL: CORD SET,4.5M,NEMA L6-20P	\$5.00 \$84.00	K K	31% 31%	\$3.45 \$57.96	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	6349	SEL: CABLE;OPTICAL;50U;SC-LC;10M	\$208.00	K	31%	\$143.52	\$0.00) SPECTRALOGIC
5	6803SL	SEL: CORD,POWER,220V,AUSTRALIA	\$37.00	K	31%	\$25.53	\$0.00					\$0.00	\$0.00) SPECTRALOGIC
5	6804SL 6805SL	SEL: CORD,POWER,220V,S.AFRICA-INDIA SEL: CORD,POWER,220V,UK	\$55.00	K K	31% 31%	\$37.95	\$0.00 \$0.00					\$0.00 \$0.00) SPECTRALOGIC
5 5	6806SL	SEL: CORD, POWER, 220V, UK SEL: CORD, POWER, 220V, ISRAEL	\$46.00 \$35.00	K	31%	\$31.74 \$24.15	\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	6807SL	SEL: CORD,POWER,220V,JAPAN	\$81.00	ĸ	31%	\$55.89	\$0.00) SPECTRALOGIC
5	6808SL	SEL: CORD,POWER,220V,EUROPE	\$36.00	K	31%	\$24.84	\$0.00) SPECTRALOGIC
5 5	7029SL 7741SL	SEL: CORD SET,4.5M,NEMA L6-30P SEL: CORD.POWER.S. AFRICA	\$74.00 \$20.00	K K	31% 31%	\$51.06 \$13.80	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	8147SL	SEL: CORD SET,2.5M,NEMA5-15,IEC C19	\$76.00	K	31%	\$52.44	\$0.00) SPECTRALOGIC
5	8289SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M	\$9.00	K	31%	\$6.21	\$0.00) SPECTRALOGIC
5	8296SL	SEL: CORD,POWER,C14-C13,16AWG,6FT	\$6.00	K	31%	\$4.14	\$0.00							SPECTRALOGIC
5 5	8297SL 8665SL	SEL: CORD,POWER,C14-C19,14AWG,6FT SEL: CORD.POWER.60309-C19.15FT	\$21.00 \$109.00	K K	31% 31%	\$14.49 \$75.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	8840SL	SEL: CORD, POWER, 60309-C19, 13F1 SEL: CABLE: EX:SAS:SFF8088-SF8088:2M	\$109.00	K	31%	\$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	\$0.00) SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE	\$1.00	K	31%	\$0.69	\$0.00							SPECTRALOGIC
5 5	90943365 90943366	SEL: ASY,EDBA,SINGLE,PYTHON SEL: FRU,EDBA,DOUBLE,PYTHON	\$35.00 \$69.00	K K	31% 31%	\$24.15 \$47.61	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949024	SEL: FRU;LTO TERAPK COVER;NO MEDIA	\$395.00	K	31%	\$272.55	\$0.00) SPECTRALOGIC
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00	K	31%	\$0.00	\$0.00) SPECTRALOGIC
5	90949030	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE		K	31%	\$902.52	\$0.00) SPECTRALOGIC
5	90949030-F	SEL: PYTHON; CHAMBER-SLOT KEY ENABLE		K	31%	\$902.52	\$0.00				\$0.00	\$0.00) SPECTRALOGIC
5 5	90949030FIN-D 90949030FIN-F	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN	\$1,112.00 \$1,308.00	K K	31% 31%	\$767.28 \$902.52	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949030-J-D	SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT	\$1,112.00	K	31%	\$767.28	\$0.00				\$0.00) SPECTRALOGIC
5	90949030T380J	SEL: CHAMB/SLOT KEY ENABLE, T380 ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5	90949030T380J-F	SEL: UPG,CHAMB/SLOT KEY,T380,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00							SPECTRALOGIC
5	90949030T950-J 90949030T950-J-F	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT SEL: UPG, CHAMB/SLOT KEY, T950, ENT	\$1,635.00	K K	31% 31%	\$1,128.15	\$0.00 \$0.00							SPECTRALOGIC
5 5	90949030TFIN	SEL: CHAMBER-SLOT KEY, 1950, ENT	\$1,635.00 \$1,308.00	K	31%	\$1,128.15 \$902.52	\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949030TFIN-J	SEL: CHAMB-SLOT KEY ENABLE, TFIN ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00) SPECTRALOGIC
5	90949030TFIN-J-F	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00) SPECTRALOGIC
5	90949048	SEL: FRU;TERAPACK W-O COVER;LTO	\$368.00	K	31%	\$253.92	\$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) SPECTRALOGIC) SPECTRALOGIC
5	90949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00) SPECTRALOGIC
5	90949099TFIN	SEL: TFIN;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00				\$0.00			SPECTRALOGIC
5	90949106	SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST	\$56.00	K	31%	\$38.64	\$0.00		\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	90949112T200 90949112T380	SEL: FRU;5-12V PWR SUPPLY;ROHS;T200 SEL: FRU;5-12V PWR SUPPLY;ROHS;T380	\$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	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949112T680	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00	K	31%	\$2,675.13	\$0.00) SPECTRALOGIC
5	90949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00	K	31%	\$2,675.13	\$0.00							SPECTRALOGIC
5	90949118	SEL: FRU,TRANSPORTER,PYTH	\$19,615.00	K	31%	\$13,534.35	\$0.00							SPECTRALOGIC
5 5	90949120	SEL: FRU;DBA;PYTHON;ROHS ONLY	\$6,148.00 \$6,092.00	K K	31% 31%	\$4,242.12 \$4,203.48	\$0.00 \$0.00) SPECTRALOGIC
5	90949120T68-F 90949132	SEL: FRU;DBA;ROHS ONLY;T680 SEL: FRU;N 1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	K	31%	\$4,203.46 \$6,305.22	\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949135	SEL: TAPES;TERAPACK;CUST;LTO-4	\$522.00	ĸ	31%	\$360.18	\$0.00				\$0.00	\$0.00) SPECTRALOGIC
5	90949156SL	SEL: CLN TPS X5,W TPK,BCD,CERT	\$328.00	K	31%	\$226.32	\$0.00) SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	K	31%	\$411.24	\$0.00) SPECTRALOGIC
5 5	90949166 90949166-F	SEL: FRU;5-12V PWRSUP;8AMP;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$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	90949166FIN-F	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00	K	31%	\$2,675.13	\$0.00) SPECTRALOGIC
5	90949166TFIN	SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5	90949170SL	SEL: FRU, MAINT TAPES, 10-TPK, CERT	\$596.00	K	31%	\$411.24	\$0.00) SPECTRALOGIC
5 5	90949171SL 90949175SL	SEL: FRU,MAINT TAPES,10-TPK,CUST SEL: FRU,MAINT TAPES,5-TPK,CERT	\$596.00 \$328.00	K K	31% 31%	\$411.24 \$226.32	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$997.00	K	31%	\$687.93	\$0.00) SPECTRALOGIC
5	90949219	SEL: TAPES;20;WO-TPK;CERT;LTO-5	\$922.00	K	31%	\$636.18	\$0.00) SPECTRALOGIC
5	90949221	SEL: TAPES;TERAPACK;CERT;LTO-5	\$495.00	K	31%	\$341.55	\$0.00							SPECTRALOGIC
5 5	90949222 90949258	SEL: TAPES;TERAPACK;CUST;LTO-5 SEL: FRU;VAX;BUMPER;T950	\$495.00 \$55.00	K K	31% 31%	\$341.55 \$37.95	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949259	SEL: SLS;SW KEY;DIRECT-CON;T950	\$6,538.00	K	31%	\$4,511.22	\$0.00) SPECTRALOGIC
5	90949259-F	SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00	K	31%	\$4,511.22	\$0.00					\$0.00) SPECTRALOGIC
5	90949261	SEL: FRU;TAPE;LTO-5;CERTIFIED	\$48.00	K	31%	\$33.12	\$0.00		\$0.00		\$0.00	\$0.00) SPECTRALOGIC
5	90949264	SEL: TAPES;TRPK;CLRT;LTO5 WORM;T950	\$588.00	K	31%	\$405.72	\$0.00							SPECTRALOGIC
5 5	90949266 90949294	SEL: TAPES;TRPK;CUST;LTO5 WORM;T950 SEL: TAPES;TPK;CERT;3592 JC	\$588.00 \$3,005.00	K K	31% 31%	\$405.72 \$2,073.45	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949295	SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00	K	31%	\$2,073.45	\$0.00) SPECTRALOGIC
5	90949303	SEL: TPK,LTO-M8,CERT,NCVR	\$1,564.00	K	31%	\$1,079.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5	90949304	SEL: TPK,LTO-M8,CUST,NCVR	\$1,564.00	K	31%	\$1,079.16	\$0.00							SPECTRALOGIC
5 5	90949305-A 90949310SPL	SEL: ACCESS TPK;W-O CVR;NO MED;3592 SEL: FRU,MAINT TPk, 9-TPS,CERT,3592	\$0.00 \$2,382.00	K K	31% 31%	\$0.00 \$1,643.58	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CERT,3592 SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00	K	31%	\$1,643.58	\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	90949312SPL	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592	\$1,352.00	ĸ	31%	\$932.88	\$0.00) SPECTRALOGIC
5	90949334	SEL: FRU,TRANSPORTER,ENT	\$19,615.00	K	31%	\$13,534.35	\$0.00							SPECTRALOGIC
5	90949349	SEL: TAPES;TPK;NO CVR;CERT;LTO-5	\$489.00	K K	31%	\$337.41	\$0.00							SPECTRALOGIC
5	90949350	SEL: TAPES;TPK;NO CVR;CUST;LTO-5	\$489.00	ĸ	31%	\$337.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC

March Sept						NVP	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
SOMEWATT SEE, FREE ALL COLUMN SEE	BAN	э ѕки	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP				PARTNER
Secondary Column															
SOCIO-1201-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	_														
5 6988950TH 5 67891 67891 77990	-														
SOMERATE SERIE S	5														
S. SHARADER S. S. FINLINGER 17 (2000) K 31% 314.45.62 50.00 50	5														
DOMESTIC: DOME	5				K										
SOMEWAY SEL FAMES TREPAYS CONTROLLED \$72.00 M \$30.00 M \$	5														
S. OMANING S. DEL TATES TITLE OF CONTROL CONTROL STATE OF CONTROL C	5														
9 09494000, BEL TYATE TO MARCHET FOR \$1,000 K 370, W \$1,000 B 000	5														
696HHADS SEE_TIFFE_CONTENT_TO B	5														
SOMEWHAND SOME	-														
5 090HH05 SET TAPRE 20 TERSAPCECUTE TAYA 5 15 15 15 15 15 15 15	-														
SAME	_														
S. 0984911 SEL. PRILT/PAELTO ACCEPTIFIED \$74.00 K 31% \$51.00 \$0.	5														
SOMMAND SEL TAPRES TOTAL DECENT CASE NOTE NOT	5														
S 999944-SE SEL TAPES, TREYCUIST LOS WORM, TISSO \$86,00 \$3,00 \$30,00 \$	5														
S 0064649 S ELFREDRATHY NO S 140 0 K 31% 31% 31.24.22 50.0 50.	5														
S 90049497FPM SEL_FRU_FOR_TRN	_														
S 09049442 SEL-PELLTO-EFF-HIMPACT \$17,980 0 K 31% \$12,422 \$3.00 \$0.00	-														
S 999994427 999994427 999994427 99999427 99	_														
S 99949447200 SELEFULTO-6,139 FCF-HMPACT \$17,580.00 K 31% \$12,4262 \$3.00 \$0.	5														
5 90949447389 SELFRUITO-AT89PC-PHIMPACT \$17,680.0 K 31% \$12,142.2 \$0.00	_														
5 90949427389 SELUPG_LTO_ATB0_FC_FHIMPACT \$17,980.0 K 31% \$12,142.0 S0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0	-														
5 900H4HAZT86F SEL FRUITO-6,TR09 FCFH,MMPACT \$17,989.00 K 31% \$12,142.02 S	5														
5 9094442TFFF SEL UPG_LTG_FTRINPACT \$17,980 K 31% \$12,98698 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.	5		SEL FRU,LTO-6,T680,FC,FH,IMPACT		K	31%						\$0.00		\$0.00	SPECTRALOGIC
5 90949478 SEL FRULTO-ATFINE/CHIMPACT \$17,580.00 K 31% \$12,142.02 \$0.00	5														
5 9994969 SEL: TAPES; TERAPACK, CERT, IT-O6.MP \$48.00 K 311% \$445.05 \$0.00 \$0.	5														
5 90949470 SEL: TPS,TPKNOCVR,CERT,LTO-6MP \$838.00 K 31% \$440.22 \$0.00 \$0	5														
5 90949476 SEL: TARES,20 THYS,CERT,LITO-GMP \$12,883.00 K 31% \$8,889.27 \$0.00 \$	5														
5 90949476 SEL: 1AFES: 2UNO-TP. CERT. LTO-GMP	5														
Section Sect	-														
5 9994499 SEL SLS,SW-KEY,QIP-CON,TFIN \$6,538.00 K 31% \$4,511.22 \$0.00 \$0	5														
\$ 90949499-F SEL: UPG.SLS.SW-KEY.OIP-CON.TFIN	-														
5 90949538FF SEL_FRU,IP CAMERA, GN2,DRV-FR,TIPS SI, 154,00 K 31% \$2,866.26 \$0.00 \$0.	5														
\$ 90949538TFIN SEL_FRUJIP CAMBERA, CRUZ, DRV-FR, TFIN \$4,154.00 K 31% \$2,866.26 \$0.00 \$0.0	5														
\$ 994949539F SEL FRUJP CAMERA GENZ_MED-FR T1950B \$4,154.00 K 31% \$2,866.26 \$0.00 \$0.	5														
5 90949539TFIN SEL: FRU, IP CAMERA, GENZ, MED-FR, TFIN \$4,154.00 K 31% \$2,866.26 \$0.00 \$0.	5														
5 994949539TRINF SEL: FRU I S D CARD IND TFIN \$4,154.00 K 31% \$2,866.26 \$0.00	_														
5 99949553 SEL:FRU LS D CARD IND TFIN \$1.00 K 31% \$0.69 \$0.00 \$0.0	_														
5 9094955872 SEL: FRU,TS1150,DRV,T950,IMPACT,T2 \$49,846.00 K 31% \$34,393.74 \$0.00 \$0	5	90949553			K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 9094955872-F SEL: FRU,TS1150,DRV,T380,IMPACT,T2 \$49,846.00 K 31% \$34,933.74 \$0.00	_														
5 909495587380T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2 \$49,846.00 K 31% \$34,393.74 \$0.00 \$0.0	_														
5 90949558781072-F SEL: FRU,TS1150,DRV,TS1N,IMPACT,T2 \$49,846.00 K 31% \$34,393.74 \$0.00 \$0	-														
5 90949558TFINT2-F SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2 \$49,846.00 K 31% \$34,393.74 \$0.00 \$0	5														
5 90949567FINT2-F SEL: FRU,RS1150 DRIVE,TFIN,ENT,T2 \$49,846.00 K 31% \$34,933.74 \$0.00 \$0.0	5														
5 90949564 SEL: TAPES,20 TPK,CERT,3592 JD \$79,309.00 K 31% \$54,723.21 \$0.00 \$0	5														
5 90949566 SEL: TAPES,TPK,CERT,3592 JD \$3,973.00 K 31% \$2,741.37 \$0.00 \$	5														
5 90949567 SEL: TAPES,TPK,CUST,3592 JD \$3,973.00 K 31% \$2,741.37 \$0.00 \$	5														
5 90949578 SEL: FRU,RIM2,T950 \$12,462.00 K 31% \$8,598.78 \$0.00 \$0.	5														
5 90949578-F SEL: FRU,RIM2,T950 \$12,462.00 K 31% \$8,598.78 \$0.00 \$	5														
5 90949578T200-F SEL: FRU,RIM2,T200 \$12,462.00 K 31% \$8,598.78 \$0.00 \$0.	5														
	5				K										
0 000400101000 OEE.TIO,ININE,TOOU \$12,402.00 N 0170 \$0,000.10 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	5	0001001012001	,,,	T,	K		+-,	*****	*****	*****	*****	*****	*****		
5 90949578T380-F SEL: FRU,RIM2,T380 \$12,462.00 K 31% \$8,598.78 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
5 909495781680 SEL: FRU,RIMZ,7680 \$12,462.00 K 31% \$8,598.78 \$0.00															
5 90949578T680-F SEL: FRU,RIM2,T680 \$12,462.00 K 31% \$8,598.78 \$0.00 \$0.	-	90949578T680-F	SEL: FRU,RIM2,T680	\$12,462.00		31%	\$8,598.78		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949578TFIN SEL: FRU,RIM2,TFIN \$12,462.00 K 31% \$8,598.78 \$0.00	-														
5 90949578TFIN-F SEL: FRU,RIM2,TFIN \$12,462.00 K 31% \$8,598.78 \$0.00 \$0.	-														
5 90949614 SEL: TAPES,TERAPACK,CUST,LTO-7 \$1,513.00 K 31% \$1,043.97 \$0.00 \$0.0	-														
5 90949615-F SEL: FRU,UPG,LTO-7,FC,FH,T950 \$22,140.00 K 31% \$15,276.60 \$0.00 \$	-		SEL: FRU,UPG,LTO-7,FC,FH,T950	\$22,140.00										\$0.00	SPECTRALOGIC
5 90949615T200-F SEL: FRU,UPG,LTO-7,FC,FH,T200 \$22,140.00 K 31% \$15,276.60 \$0.00 \$0.	-														
5 90949615T380-F SEL: FRU,UPG,LTO-7,FC,FH,T380 \$22,140.00 K 31% \$15,276.60 \$0.00 \$0.															
5 90949615TFIN-F SEL: FRU,UPG,LTO-7,FC,FH,TFIN \$22,140.00 K 31% \$15,276.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														

March Marc						NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			1
Second Column	BAND	sku		LIST PRICE USD			PRICE		W/MC PREM MNT LP		BASIC MNT LP	PS W/MC PREM			PARTNER
Security Company Com															
Second Street															
1	5		SEL: UPG,LTO-7,FC,FH,IMPACT,T200												
1															
Second Process Column Co															
S. CARRIETTE CEL. PLATE C															
Secondary Seco															
0.00000000 0.0000000000000000000000															
2 1000000000000000000000000000000000	-														
S. MORRIGON SEL. PRIMER PRIMER PRIMER SELECT 1.50 K 37th 60 50 50 50 50 50 50 50	-														
\$ 000000000000000000000000000000000000		90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT												
Secretary September Sept															
S. DOSSIGNATION 1,500.000 1,000															
Secondary Company Co															
S. SMIANCES SMIA															
SOMERANDO SEL EDITION OF COST NOVEMBER 1500 NO 100															
S. BRIANNELLE S. BRIANNELL															
5 0066862 SEL TAPES TO / CASE TO ALLOY \$2,000 \$0.0															
5 0009664 SELTRUTARELTOT.OST 5,400 N 31% \$103.50 0.00 \$0.00	5														
5 00048645 1	-														
5 0004996 SEL TAPES, LTO / CASET / CASET SEL SALE SAL															
S. ORIGHER SET TRAILOS CUST NORM \$1,700															
S SHIPATTY SET TRAIL TO-SHAPE CERT WORK CAPETO SP 10 N SP 10 SP															
\$ 00000772 SEL FRUITARE LTORAGE MET WORK CRETT \$17.00 K \$	5														
\$ 9694771 SEL FRUIT-YEL-TO-YEMPACHED \$170.00 K 31% \$80.00 \$0															
5 0964972 SEL-PRILY TAPE 1.07 VANCHAGERY 172.00 X 31% \$11.00 \$1.00 \$1.00 \$0.00 \$															
5 0969975 SEL TPS_LTO_CERT_WORK_CASE10 \$1.77 0.00 K 31% \$1.79 0.00 \$0.															
SOMEWAYS SEL TESTLTO-GLEST-CONFINCACES \$881.00 K 31% \$594.09 \$9.00 \$0.00 \$9.00 \$9.00 \$0.00															
S 00649729 SEL_TRS_LTO_COLST WORK CASETO \$1,710.0 K 31% \$1,779.0 \$9.00 \$9.00 \$9.00 \$9.00 \$9.00 \$9.00 \$0.00 \$9.00 \$0.00 \$9.00 \$0.00 \$9.00	-														
Section Sect	-														
5 09649740 SEL_FRU-5-11V PWRSUP-MANFFUER RONG ONLY \$0.138.07 \$0.138.07 \$0.108.07 \$0.00															
6 90949744 SELFRU, TSHS, DRV, TSRD, MPACT TZ	5														
5 909497447309 SEL. FRU, TSTIS, DRY, TSSD, MPACT 172 346, 385.00 K 31% \$32,005.65 \$90.00 \$90.															
S 994974/1380 SEL: FRU,TSISD,RYTSB,MIMPACT,TZ \$46,385.00 K 31% \$32,056.65 30.00 \$0.00															
\$ 9094974478NP SEL_FRUJTSISDENTFINAMPACTI72 \$40,385.00 K 31% \$32,005.65 \$0.00															
5 9044747FIN-F SEL UPC_15115.DRV_TRN_MPACT_T2 \$46,385.00 K 31% \$32,005.65 \$0.00 \$0.0					K										
\$ 90949745 FELFRUTS SELFRUTS SELFRUTS \$46,98.00 K 31% \$22,057.64 S0.00 \$															
5 90949742 SEL:FRUIPH TRANSPORTER \$32,682.00 K 31% \$22,657.48 \$0.00 \$0.0															
5 90949763 SEL_20TPK_LTO_MBC_CERT_NOVR \$12,680 K 311/6 \$21,675.68 \$0.00															
5 90949769 SELPREPURNEN_TO-8_FC,T1950 \$8,385.00 K 31% \$5,785.65 \$0.00 \$0	5			\$31,414.00	K		\$21,675.66						\$0.00		
\$ 90949771 SELPREPURNETO-SECTEN \$3.85.00 K 31% \$5,785.65 \$0.00 \$0.															
5 90049772 SELFREPURUPG_ITO-8,FC_ADAPTITSD \$3,385.00 K 31% \$5,786.65 \$0.00 \$0.															
\$ 9094973 SEL-PREPUR LITO-S, EC, ADAPT, TIFIN \$3.85.00 K 31% \$5,786.65 \$0.00 \$															
5 90949784F SEL: FRU_UPG_LTO-8_FC_FH,17950 \$24,600,00 K 31% \$16,974.00 \$0.00 \$	5	90949773	SEL:PREPUR,UPG,LTO-8,FC,ADAPT,TFIN			31%		\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		
5 909497817200-F SEL: FRU,UPG,LTO-8,FC,HH,T200 \$24,600.0 K 31% \$16,974.00 \$0.0															
5 90949781380-F SEL: FRU_UPG_LTO-8,FC_FH_T880 \$24,600.00 K 31% \$16,974.00 \$0.0															
6 90949784T80F SEL: FRUUPG_LTO-8 FC_FH_TR80															
5 90949785 SEL: FRU,TTO-8,FC,FH,IMPACT,T950 \$24,600.00 K 31% \$16,974.00 \$0.00	5			\$24,600.00	K		\$16,974.00			\$0.00				\$0.00	SPECTRALOGIC
\$ 99949785F \$EL: UPG_LTO-8,FC_FH_IMPACT,T950 \$24,600.00 K 31% \$16,974.00 \$0.00	-														
\$ 99949785T200 \$EL: FRU,LTO-8,FC,FH,IMPACT,T200 \$24,600.00 K 31% \$16,974.00 \$0	-														
5 90949785T200-F SEL: UPG_LTO-8,FC,FH,IMPACT,T380 \$24,600.00 K 31% \$16,974.00 \$0.00															
5 909497857380-F SEL: UPG_LTO-8,FC,FH,IMPACT,T380 \$24,600.00 K 31% \$16,974.00 \$0.00	5				K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5 90949785T680 SEL: FRU,LTO-8,FC,FH,IMPACT,T680 \$24,600.00 K 31% \$16,974.00 \$0	5				K										
5 99949785T680-F SEL: UPG_LTO-8,FC,FH,IMPACT,T680 \$24,600.00 K 31% \$16,974.00 \$0.00	5			Ψ21,000.00	K		T ,	7	7	7			*****		
5 90949785TFIN SEL: FRU,LTO-8,FC,FH,IMPACT,TFIN \$24,600.00 K 31% \$16,974.00 \$0															
5 90949786 SEL: TPK,LTO-8,CERT \$3,612.00 K 31% \$2,492.28 \$0.00 \$0.															
5 90949787 SEL: TPK,LTO-8,CUST \$3,612.00 K 31% \$2,492.28 \$0.00 \$0.															
5 90949788 SEL:TPK_LTO-8,CERT,NCVR \$3,604.00 K 31% \$2,486.76 \$0.00															
5 90949789 SEL: TPK,LTO-8,CUST,NCVR \$3,604.00 K 31% \$2,466.76 \$0.00 \$0.0															
5 90949790 SEL: 20TPK,LTO-8,CERT \$72,216.00 K 31% \$49,829.04 \$0.00	-					31%									
5 90949792 SEL: 20TPK,LTO-9,CERT,NCVR \$72,070.00 K 31% \$49,728.30 \$0.00				\$72,216.00			\$49,829.04	\$0.00						\$0.00	SPECTRALOGIC
5 90949793 SEL: 20TPK,LTO-M8,CUST,NCVR \$31,268.00 K 31% \$21,574.92 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00															

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE]
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	90949795 90949796	SEL: TAPES,LTO-8,CUST,CLAM20 SEL: FRU,TAPE,LTO-8,CERT	\$7,154.00 \$360.00	K K	31% 31%	\$4,936.26 \$248.40	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90949797	SEL: FRU,TAPE,LTO-8,CUST	\$360.00	K	31%	\$248.40	\$0.00							SPECTRALOGIC
5	90949798	SEL: TAPES,LTO-8,CERT,CASE10	\$3,587.00	K	31%	\$2,475.03	\$0.00					\$0.00	\$0.00	SPECTRALOGIC
5	90949799 90949803	SEL: TAPES,LTO-8,CUST,CASE10 SEL: FRU,UPG,SPECTRA LS,GEN IV	\$3,587.00 \$2,520.00		31% 31%	\$2,475.03	\$0.00 \$0.00					\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90949815	SEL: TAPES,LTO-M8,CUST,CLAM20	\$3,073.00		31%	\$1,738.80 \$2,120.37	\$0.00							SPECTRALOGIC
5	90949816	SEL: FRU,TAPE,LTO-M8,CUST	\$156.00		31%	\$107.64	\$0.00							SPECTRALOGIC
5	90949817	SEL: TAPES,LTO-M8,CERT,CASE10	\$1,546.00		31%	\$1,066.74	\$0.00							SPECTRALOGIC
5 5	90949818 90949827	SEL: TAPES,LTO-M8,CUST,CASE10 SEL: FRU,TAPE,LTO-M8,CERT	\$1,546.00 \$156.00		31% 31%	\$1,066.74 \$107.64	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90949828	SEL: TAPES,LTO-M8,CERT,CLAM20	\$3,073.00		31%	\$2,120.37	\$0.00							SPECTRALOGIC
5	90959034	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00		31%	\$446.43	\$0.00							SPECTRALOGIC
5 5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$647.00	K K	31% 31%	\$446.43	\$0.00							SPECTRALOGIC
5	90959042 90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120 SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00 \$6,538.00	K	31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959209-F	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00					\$0.00		SPECTRALOGIC
5 5	90959226 90959240	SEL: FRU;N 1 POWER PACK;ROHS ONLY SEL: FRU;DRIVE SHELF;HH;T120	\$2,769.00 \$24.00		31% 31%	\$1,910.61 \$16.56	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00		31%	\$311.88	\$0.00							SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00		31%	\$311.88	\$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							SPECTRALOGIC SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$9,462.00		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	\$0.00				SPECTRALOGIC
5	90959262-F	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120	\$7,569.00	K	31%	\$5,222.61	\$0.00							SPECTRALOGIC
5 5	90959268 90959272	SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120 SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$629.00 \$636.00	K K	31% 31%	\$434.01 \$438.84	\$0.00 \$0.00					\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959274	SEL: TAPES,TPK,CERT,LTO-6,T120,MP	\$573.00		31%	\$395.37	\$0.00							SPECTRALOGIC
5	90959276	SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$566.00		31%	\$390.54	\$0.00					\$0.00		SPECTRALOGIC
5 5	90959295 90959295-F	SEL: FRU,LTO-7,HH,FC,T120 SEL: UPG,LTO-7,HH,FC,T120	\$17,485.00 \$17,485.00		31% 31%	\$12,064.65 \$12,064.65	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90959296	SEL: FRU,LTO-7,HH,SAS,T120	\$17,465.00		31%	\$12,004.03	\$0.00							SPECTRALOGIC
5	90959296-F	SEL: UPG,LTO-7,HH,SAS,T120	\$15,782.00	K	31%	\$10,889.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959297	SEL: TPK,LTO-7,CERT,120,NCVR	\$1,245.00		31%	\$859.05	\$0.00							SPECTRALOGIC
5 5	90959298 90959299	SEL: TPK,LTO-7,CUST,120,NCVR SEL: TPK,LTO-7,CERT,WORM,120	\$1,245.00 \$1,423.00		31% 31%	\$859.05 \$981.87	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90959300	SEL: TPK,LTO-7,CUST,WORM,120	\$1,423.00		31%	\$981.87	\$0.00							SPECTRALOGIC
5	90959301	SEL: TPK,LTO-7,CERT,120	\$1,252.00	K	31%	\$863.88	\$0.00				\$0.00			SPECTRALOGIC
5 5	90959302 90959308	SEL: TPK,LTO-7,CUST,120 SEL: FRU,LTO-8,HH,SAS,T120	\$1,252.00 \$20,058.00	K K	31% 31%	\$863.88 \$13,840.02	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959308-F	SEL: UPG,LTO-8,HH,SAS,T120	\$20,058.00		31%	\$13,840.02	\$0.00					\$0.00		SPECTRALOGIC
5	90959309	SEL: FRU,LTO-8,HH,FC,T120	\$23,906.00	K	31%	\$16,495.14	\$0.00							SPECTRALOGIC
5 5	90959309-F	SEL: UPG,LTO-8,HH,FC,T120	\$23,906.00		31%	\$16,495.14	\$0.00							SPECTRALOGIC
5	90959310 90959311	SEL: TPK,LTO-8,CERT,120 SEL: TPK,LTO-8,CUST,120	\$2,931.00 \$2,931.00		31% 31%	\$2,022.39 \$2,022.39	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90959312	SEL: TPK,LTO-8,CUST,120,NCVR	\$2,924.00		31%	\$2,017.56	\$0.00							SPECTRALOGIC
5	90959313	SEL: TPK,LTO-8,CERT,120,NCVR	\$2,924.00		31%	\$2,017.56	\$0.00							SPECTRALOGIC
5 5	90959317 90959318	SEL:PREPUR,LTO-8,FC,HH,T120 SEL:PREPUR,LTO-8,SAS,HH,T120	\$7,000.00 \$6,077.00		31% 31%	\$4,830.00 \$4,193.13	\$0.00 \$0.00					\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959319	SEL: TPK,LTO-M8,CERT,120,NCVR	\$1,291.00	ĸ	31%	\$890.79	\$0.00							SPECTRALOGIC
5	90959320	SEL: TPK,LTO-M8,CUST,120,NCVR	\$1,291.00	K	31%	\$890.79	\$0.00							SPECTRALOGIC
5 5	90959321 90959322	SEL: TPK,LTO-M8,CERT,120 SEL: TPK,LTO-M8,CUST,120	\$1,299.00 \$1,299.00	K K	31% 31%	\$896.31 \$896.31	\$0.00 \$0.00					\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00		31%	\$2,255.61	\$0.00					\$0.00		SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00		31%	\$2,255.61	\$0.00						\$0.00	SPECTRALOGIC
5	90979438	SEL: T50;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00							SPECTRALOGIC
5 5	90979438-F 90979471	SEL: T50;ENCRYPTION;PROFESSIONAL SEL: FRU;POWER SUPPLY;T50E	\$6,538.00 \$1,149.00		31% 31%	\$4,511.22 \$792.81	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90979471-F	SEL: FRU;UPGRD;POWER SUPPLY;T50E	\$1,149.00	K	31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979473	SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$0.00		31%	\$0.00	\$0.00							SPECTRALOGIC
5 5	90979476 90979476U-F	SEL: COD-KEY;5 SLOT;T50E SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00 \$647.00	K K	31% 31%	\$446.43 \$446.43	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90979478	SEL: COD-KEY;1 SLOT;T50E	\$129.00	K	31%	\$89.01	\$0.00							SPECTRALOGIC
5	90979478-F	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00		31%	\$89.01	\$0.00		\$0.00					SPECTRALOGIC
5 5	90979510 90979510-F	SEL: FRU,LTO-6,FC,HH,T50E SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,462.00		31% 31%	\$6,528.78 \$6,528.78	\$0.00 \$0.00	7	\$0.00	. ,	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	90979510-F	SEL: FRU,LTO-6,SAS,HH,T50E	\$9,462.00 \$7,569.00		31%	\$5,222.61	\$0.00							SPECTRALOGIC SPECTRALOGIC
5	90979511-F	SEL: FRU,UPG,LTO-6,SAS,HH,T50E	\$7,569.00	K	31%	\$5,222.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$9,878.00		31%	\$6,815.82	\$0.00							SPECTRALOGIC
5 5	90979523-F 90979524	SEL: UPG,LTO-7,HH,FC,T50E SEL: FRU,LTO-7,SAS,HH,T50E	\$9,878.00 \$9,083.00		31% 31%	\$6,815.82 \$6,267.27	\$0.00 \$0.00							SPECTRALOGIC SPECTRALOGIC
5	90979524-F	SEL: UPG,LTO-7,HH,SAS,T50E	\$9,083.00	K	31%	\$6,267.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979526	SEL: FRU,LTO-8,FC,HH,T50E	\$13,814.00		31%	\$9,531.66	\$0.00							SPECTRALOGIC
5 5	90979526-F	SEL: UPG,LTO-8,HH,FC,T50E	\$13,814.00 \$12,174.00		31% 31%	\$9,531.66 \$8,400.06	\$0.00							SPECTRALOGIC SPECTRALOGIC
5	90979527 90979527-F	SEL: FRU,LTO-8,SAS,HH,T50E SEL: UPG,LTO-8,HH,SAS,T50E	\$12,174.00 \$12,174.00		31%	\$8,400.06 \$8,400.06	\$0.00 \$0.00							SPECTRALOGIC
5	90979532	SEL:PREPUR,LTO-8,SAS,HH,T50E	\$5,769.00	K	31%	\$3,980.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90979533	SEL:PREPUR,LTO-8,FC,HH,T50E	\$6,846.00	K	31%	\$4,723.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	91019814T200 91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE;T200 SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00	ĸ	31%	\$902.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00			\$0.00		SPECTRALOGIC
5 5	91019814T680 91019814T68-F	SEL: CHAMBER-SLOT KEY ENABLE;T680 SEL: FRU;CHAMBER-SLOT KEY;T680	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019816	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019816-F	SEL: FRU;ENCRYPTON;PRO;T200-380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019817 91019817-F	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019818	SEL: SLS SFTWR KEY;DIRECT-CONN;T200	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019818-F	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00	K	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	91019824 91019832	SEL: RACK;STANDARD 19 INCH SEL: SLS SW KEY;DIRECTCONN;T380-680	\$4,015.00 \$6,538.00	K K	31% 31%	\$2,770.35 \$4,511.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019832-F	SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	91019877	SEL:PREPUR,NEW,LTO-8,FC,BOA	\$8,385.00	K	31%	\$5,785.65	\$0.00	\$0.00	\$0.00			\$0.00		SPECTRALOGIC
5 5	91019878 9198	SEL:PREPUR,UPG,LTO-8,FC,ADAPT,BOA SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$8,385.00 \$263.00	K K	31% 31%	\$5,785.65 \$181.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00	K	31%	\$129.03	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	9314	SEL: CABLE,OPTICAL,50U,LC-LC,20M	\$235.00	K	31%	\$162.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	9317 9594SL	SEL: CABLE, OPTICAL, LC-LC, 50M	\$291.00	K K	31% 31%	\$200.79	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRAL OCIC
5	T120-6-H-A-2-30	SEL: CORD,4.5M,L6-20P / LOCKING C19 SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$75.00 \$37,890.00	K	31%	\$51.75 \$26,144.10	\$0.00		\$0.00			\$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$39,198.00	K	31%	\$27,046.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T120-6HA-3-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S	\$50,019.00	K	31%	\$34,513.11	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	T120-6HA-4-50 T120-6-H-F-2-30	SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S SEL: T120BUNDLE 2 LTO-6 HH FC 30S	\$61,788.00 \$43,088.00	K K	31% 31%	\$42,633.72 \$29,730.72	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HF-2-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00	ĸ	31%	\$30,633.24	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-6HF-3-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S	\$56,198.00	K	31%	\$38,776.62	\$0.00	\$0.00	\$0.00			\$0.00		SPECTRALOGIC
5	T120-6HF-4-50 T120-7-H-A-2-30	SEL: T120BUNDLE,4 LTO-6,HH,FC,50S SEL: T120BUNDLE,2 LTO-7,HH,SAS,30S	\$68,556.00 \$39,885.00	K K	31% 31%	\$47,303.64 \$27,520.65	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-A-2-50	SEL: T120BUNDLE,2 LTO-7,HH,SAS,50S	\$39,885.00	K	31%	\$27,520.65	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-7-H-A-3-50	SEL: T120BUNDLE,3 LTO-7,HH,SAS,50S	\$52,177.00	K	31%	\$36,002.13	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	T120-7-H-A-4-50 T120-7-H-F-2-30	SEL: T120BUNDLE,4 LTO-7,HH,SAS,50S SEL: T120BUNDLE,2 LTO-7,HH,FC,30S	\$63,423.00 \$45,638.00	K K	31% 31%	\$43,761.87 \$31,490.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-F-2-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,30S SEL: T120BUNDLE,2 LTO-7,HH,FC,50S	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-7-H-F-3-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S	\$58,192.00	K	31%	\$40,152.48	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-7-H-F-4-50 T120-8-H-A-2-30	SEL: T120BUNDLE,4 LTO-7,HH,FC,50S SEL: T120BUNDLE,2 LTO-8,HH,SAS,30S	\$70,485.00	K K	31% 31%	\$48,634.65 \$31,129.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-8-H-A-2-50	SEL: T120BUNDLE,2 LTO-8,HH,SAS,50S	\$45,115.00 \$47,077.00	K	31%	\$32,483.13	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-8-H-A-3-50	SEL: T120BUNDLE,3 LTO-8,HH,SAS,50S	\$61,462.00	K	31%	\$42,408.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T120-8-H-A-4-50 T120-8-H-F-2-30	SEL: T120BUNDLE,4 LTO-8,HH,SAS,50S	\$76,500.00	K	31% 31%	\$52,785.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC
5 5	T120-8-H-F-2-50	SEL: T120BUNDLE,2 LTO-8,HH,FC,30S SEL: T120BUNDLE,2 LTO-8,HH,FC,50S	\$54,269.00 \$56,231.00	K K	31%	\$37,445.61 \$38,799.39	\$0.00		\$0.00			\$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-8-H-F-3-50	SEL: T120BUNDLE,3 LTO-8,HH,FC,50S	\$72,577.00	K	31%	\$50,078.13	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T120-8-H-F-4-50	SEL: T120BUNDLE,4 LTO-8,HH,FC,50S	\$91,538.00	K K	31%	\$63,161.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	T200-DBA-1 T200-DBA-2	SEL: T200;BASE UNIT W- 1 DBA SEL: T200;BASE UNIT W- 2 DBA	\$47,574.00 \$54,112.00	K	31% 31%	\$32,826.06 \$37,337.28	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T380-DBA-2	SEL: T380;BASE UNIT W- 2 DBA	\$73,074.00	K	31%	\$50,421.06	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	T380-DBA-3 T380-J-DBA-1	SEL: T380;BASE UNIT W- 3 DBA SEL: T380 ENT,BASE UNIT W-1 DBA	\$78,958.00 \$67,189.00	K K	31% 31%	\$54,481.02 \$46,360.41	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W- 2 DBA	\$73,074.00	K	31%	\$50,421.06	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T380-J-DBA-3	SEL: T380 ENT,BASE UNIT W- 3 DBA	\$78,958.00	K	31%	\$54,481.02	\$0.00	\$0.00	\$0.00			\$0.00		SPECTRALOGIC
5 5	T50E-7-H-A-1-10 T50E-7-H-A-2-25	SEL: T50E,LTO-7,HH,SAS,1DR,10S SEL: T50E,LTO-7,HH,SAS,2DR,25S	\$16,346.00 \$24,715.00	K K	31% 31%	\$11,278.74 \$17,053.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC 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	\$0.00	\$0.00	\$0.00	\$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			\$0.00		SPECTRALOGIC
5 5	T50E-8-H-A-1-10 T50E-8-H-A-2-25	SEL: T50E,LTO-8,HH,SAS,1DR,10S SEL: T50E,LTO-8,HH,SAS,2DR,25S	\$17,981.00 \$30,077.00	K K	31% 31%	\$12,406.89 \$20,753.13	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T50E-8-H-F-1-10	SEL: T50E,LTO-8,HH,FIBRE,1DR,10S	\$22,885.00	ĸ	31%	\$15,790.65	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T50E-8-H-F-2-25	SEL: T50E,LTO-8,HH,FIBRE,2DR,25S	\$33,346.00	K	31%	\$23,008.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
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			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T680-DBA-3	SEL: T680;BASE UNIT W- 3 DBA	\$114,135.00	ĸ	31%	\$78,753.15	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$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	\$0.00 \$0.00	*****	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00					\$0.00		SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 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	T950B1D T950B3D3T	SEL: T950B WITH T DBA 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	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B3D3TDX-F T950B6D0DVXP	SEL: T950 DRV EXP 3D 3T SEL: T950 DRV EXP 6D 0T	\$49,758.00 \$63,292.00	K K	31% 31%	\$34,333.02 \$43,671.48	\$0.00 \$0.00					\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B6D0DVXF	SEL: T950 W- 6 DBA'S & 0 TBA'S	\$128,808.00	K	31%	\$88,877.52	\$0.00					\$0.00		SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B-J-1D T950B-J-3D	SEL: T950B ENT 1 DBA SEL: T950B ENT 3 DBA	\$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
J	19900-0-30	OLL. 1830D LINI 3 DDA	112,000.00	IV.	J 170	ψ11,134.02	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.00	φυ.00	φυ.00	OI LOTIVALUGIO

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BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	T950B-J3DDVXP T950BJ3DDVXPF	SEL: T950B ENT DRV EXP 3DBA SEL: FRU,T950B ENT DRV EXP 3DBA	\$49,758.00 \$49,758.00	K K	31% 31%	\$34,333.02 \$34,333.02	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B-J-6D	SEL: T950B ENT 6 DBA	\$128,808.00	ĸ	31%	\$88,877.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950B-J6DDVXP	SEL: T950B ENT DRV EXP 6DBA	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	T950BJ6DDVXPF T950B-JMEDEXF	SEL: FRU,T950B ENT DRV EXP 6DBA SEL: FRU,T950 ENT MEDIA EXP FRAME	\$63,292.00 \$26,023.00	K K	31% 31%	\$43,671.48 \$17,955.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMEDIAEX	SEL: T950B ENT MEDIA EXP	\$26,023.00	ĸ	31%	\$17,955.87	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	T950BJMULTI3D T950BJMULTI6D	SEL: T950B ENT,MULTI,3 DBA SEL: T950B ENT,MULTI,6 DBA	\$112,658.00 \$128,808.00	K K	31% 31%	\$77,734.02 \$88,877.52	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	T950BJMOLTIOD T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00 \$0.00			\$0.00		SPECTRALOGIC
5	T950BMEDBLK-F	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T950BMEDBULK	SEL: T950,LEFT,MED,EX,FRAME,W-BULK	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	T950BMEDEX-F T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00 \$26,023.00	K K	31% 31%	\$17,955.87 \$17,955.87	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDLBLKJ	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	T950BMULT1D	SEL: T950,MULTI,WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	K	31%	\$77,734.02	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	T950BMULT6D0T TFIN3D3T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S SEL: TFIN W- 3 DBA'S & 3 TBA'S	\$128,808.00 \$122,923.00	K K	31% 31%	\$88,877.52 \$84,816.87	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3TDVX-F	SEL: TFIN;UPG;DRV EXP 3D 3T	\$57,538.00	K	31%	\$39,701.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFIN3D3TDVXP	SEL: TFIN DRV EXP 3D 3T	\$57,538.00	K	31%	\$39,701.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	TFIN6D0T TFIN6D0TDVX-F	SEL: TFIN W- 6 DBA'S & 0 TBA'S SEL: TFIN;UPG;DRV EXP 6D 0T	\$142,538.00 \$73,231.00	K K	31% 31%	\$98,351.22 \$50,529.39	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	TFIN6D0TDVX-F	SEL: TFIN DRV EXP 6D 0T	\$73,231.00 \$73,231.00	K	31%	\$50,529.39	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	TFINBSB-LEFT	SEL: TFIN BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFINBSBLFT-F	SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	TFINBSBRGT-F TFIN-BSB-RIGHT	SEL: FRU;TFIN BULK SV BAY;RIGHT SEL: TFIN BULK SERV BAY,RIGHT WITH ROB	\$58,846.00 \$91,538.00	K K	31% 31%	\$40,603.74 \$63,161.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN-J3D3S	SEL: TFIN ENT 3D 3S	\$122,923.00	K	31%	\$84,816.87	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFINJ3D3SDVXP	SEL: TFIN ENT DRV EXP 3D 3S	\$57,538.00	K	31%	\$39,701.22	\$0.00		\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	TFINJ3D3SDX-F	SEL: FRU;TFIN ENT DRV EXP 3D 3S	\$57,538.00	K	31%	\$39,701.22	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFIN-J6D0S TFINJ6D0SDVXP	SEL: TFIN ENT 6D 0S SEL: TFIN ENT DRV EXP 6D 0S	\$142,538.00 \$73,231.00	K K	31% 31%	\$98,351.22 \$50,529.39	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ6D0SDX-F	SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFINJBSBLFT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	TFINJBSBRGT-F TFIN-J-BSB-RIGHT	SEL: FRU;TFIN ENT BULK SV BAY;RIGHT SEL: TFIN ENT BULK SERV BAY,RGT W/ROBO	\$58,846.00 \$91,538.00	K K	31% 31%	\$40,603.74 \$63,161.22	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJMEDEX-F	SEL: FRU;TFIN ENT MEDIA EXP FRAME	\$26,154.00	K	31%	\$18,046.26	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	TFINJSBLEFT TFINJSBLEFT-F	SEL: TFIN ENT SERV BAY;LEFT SEL: FRU;TFIN ENT SERV BAY;LEFT	\$45,769.00	K K	31% 31%	\$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRAL OCIC
5	TFINJSBEEFT-F	SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00 \$45,769.00	K	31%	\$31,580.61 \$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY, RIGHT WITH ROBC		K	31%	\$54,138.78	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFINMEDEX-F	SEL: TFIN;UPG;MEDIA EXP	\$26,154.00	K	31%	\$18,046.26	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFINMEDIAEXP TFINSB-LEFT	SEL: TFIN MEDIA EXP SEL: TFIN SERV BAY;LEFT	\$26,154.00 \$45,769.00	K K	31% 31%	\$18,046.26 \$31,580.61	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSBLEFT-F	SEL: TFIN;UPG;SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5	TFIN-SB-RIGHT	SEL: TFIN SERV BAY, RIGHT, WITH ROBOT	\$78,462.00	K	31%	\$54,138.78	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	TFINSBRIGHT-F	SEL: TFIN;UPG;SERV BAY;RIGHT	\$45,769.00	K K	31%	\$31,580.61	\$0.00		\$0.00			\$0.00		SPECTRALOGIC
5 5	ESP-100-199AN-D ESP-100-199AP-D	SEL Splunk Ent Sec Perp Lic 100-199GBAN SEL Splunk Ent Sec Perp Lic 100-199GBAP	\$721.15 \$865.38	K	31% 31%	\$497.59 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-100-199EM-D	SEL Splunk Ent Sec Perp Lic 100-199GBEM	\$663.46	K	31%	\$457.79	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SPLUNK
5	ESP-100-199US-D	SEL Splunk EntSecPerpLic 100-199GB/dayUS	\$576.92	K	31%	\$398.07	\$0.00		\$0.00			\$0.00		SPLUNK
5 5	ESP-10-19AN-D ESP-10-19AP-D	SEL Splunk Ent Sec Perp 10-19GB/dayAN SEL Splunk Ent Sec Perp 10-19GB/dayAP	\$2,163.46 \$2,596.15	K K	31% 31%	\$1,492.79 \$1,791.34	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-10-19EM-D	SEL Splunk Ent Sec Perp 10-19GB/dayAn	\$1,990.38	K	31%	\$1,373.36	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-10-19US-D	SEL Splunk Ent Sec Perp 10-19GB/dayUS	\$1,730.77	K	31%	\$1,194.23	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-1K-1999AN-D ESP-1K-1999AP-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBAN SEL Splunk Ent Sec Perp Lic 1K-1999GBAP	\$432.69 \$519.23	K K	31% 31%	\$298.56 \$358.27	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-1K-1999AF-D	SEL Splunk Ent Sec Perp Lic 1K-1999GBEM	\$398.08	K	31%	\$274.68	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-1K-1999US-D	SEL Splunk Ent Sec Perp 1K-1999GB/dayUS	\$346.15	K	31%	\$238.84	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESP-200-499AN-D	SEL Splunk Ent Sec Perp Lic 200-499GBAN	\$540.87	K	31%	\$373.20	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5	ESP-200-499AP-D ESP-200-499EM-D	SEL Splunk Ent Sec Perp Lic 200-499GBAP SEL Splunk Ent Sec Perp Lic 200-499GBEM	\$649.04 \$497.60	K K	31% 31%	\$447.84 \$343.34	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-200-499US-D	SEL Splunk Ent Sec Perp Lic 200-499GBeW SEL Splunk EntSecPerpLic 200-499GB/dayUS	\$497.60 \$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ESP-20-49AN-D	SEL Splunk Ent Sec Perp 20-49GB/dayAN	\$1,658.65	K	31%	\$1,144.47	\$0.00					\$0.00	\$0.00	SPLUNK
5	ESP-20-49AP-D	SEL Splunk Ent Sec Perp 20-49GB/dayAP	\$1,990.38	K	31%	\$1,373.36	\$0.00					\$0.00		SPLUNK
5	ESP-20-49EM-D ESP-20-49US-D	SEL Splunk Ent Sec Perp 20-49GB/dayEM SEL Splunk Ent Sec Perp 20-49GB/dayUS	\$1,525.96 \$1,326.92	K K	31% 31%	\$1,052.91 \$915.57	\$0.00 \$0.00					\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-2K-4999AN-D	SEL Splunk Ent Sec Perp 20-49GB/day05 SEL Splunk Ent Sec Perp Lic 2K-4999GBAN	\$1,326.92	K	31%	\$218.94	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-2K-4999AP-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBAP	\$475.96	K	31%	\$328.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESP-2K-4999EM-D	SEL Splunk Ent Sec Perp Lic 2K-4999GBEM	\$364.90	K	31%	\$251.78	\$0.00		\$0.00	\$0.00		\$0.00		SPLUNK
5 5	ESP-2K-4999US-D ESP-500-999AN-D	SEL Splunk Ent Sec Perp 2K-4999GB/dayUS SEL Splunk Ent Sec Perp Lic 500-999GBAN	\$317.31 \$468.75	K K	31% 31%	\$218.94 \$323.44	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPLUNK SPLUNK
5	ESP-500-999AP-D	SEL Splunk Ent Sec Perp Lic 500-999GBAP	\$562.50	K	31%	\$388.13	\$0.00		\$0.00			\$0.00		SPLUNK
5	ESP-500-999EM-D	SEL Splunk Ent Sec Perp Lic 500-999GBEM	\$431.25	K	31%	\$297.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ESP-500-999US-D 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	31%	\$258.75 \$706.16	\$0.00					\$0.00		SPLUNK SPLUNK
5	ESP-30-99AN-D	SEL SPIUNK ENLOGG PERP LIC 50-99GBAN	\$1,153.85	K	31%	\$796.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

Dec						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Sept - 1985 1985	BAND		DESCRIPTION	LIST PRICE USD			PRICE		W/MC PREM MNT LP		BASIC MNT LP				PARTNER
Column C															
1	-														
1	-														
Company of the Comp															
Section Company Comp	5														
2 SEPTION COUNTY COUNT	5														
S. Care Ca	5														
STATE STAT	5														
Column C	5														
Sept-10-10-10-10-10-10-10-10-10-10-10-10-10-	5														
September Company Co	-														
Self-Schollenschool	5														
SEPT-200-0000-0000-0000-0000-0000-0000-000	5														
Sept 1.5	5														
Sept-2	5														
Septy-1-definition	5 5														
SEPILATE - 1989 March St. Sport Sep Program St	5														
Figure 1, 1997 Figu	-														
SEPILATE AND BRADE SE ESPILATE A PROPRIED SE ESPILATE A STATE SECTION SECTIO	-														
SEPILATE ADMINISTRATE SEPILATE SERVICE SEPILATE ADMINISTRATE SEPILATE ADMINISTRATE ADMINISTRATE SEPILATE ADMINISTRATE ADMINISTRATE SEPILAT	-														
SEPT-09-099APP SEC. Speller, ES - Page 100-000 SEC. Speller, ES - Page 100-0000 SEC. Speller, ES - Page 100-0000 SEC. Speller, ES -	5														
SEPT-090-0906END SEL Source SEP - PLOS OF 090-080-090-090-090-090-090-090-090-090-	-														
SEPH-000-0908-05 SEIS-Stark RES Perg LPC 500-0909000-09000 \$17.00 \$1.0	-														
SERVIS-SPAN-PAIR SEL Spaint ES Profut DES - DESCRIPTION S DESCRIPTION S-															
SERVIS-096EMAD SEL Spillur ES Prop IVF Schröckbard St. 2010 \$1,001 \$10,00 \$10,00 \$0,00	5				K	31%									
SEPH-50-98US-10 SEL (plume 65 Perp 1) PG -5-060(616-y) S 202.66 K 31% S 200.66	5														
STE-1-0-199A/P SEL Splank End SecTem ESUPT 10-1996BAY \$208.46 K 31% \$199.04 \$0.00 \$0.0	5														
STET-10-199A-PD SEL Splank End SecTem ESUPT 0-1996EAP \$344.15 X 31% \$238.84 \$0.00	5														
STET-10-1998-D SEL SQUIME EITS = TERM ESEPT 10-1998-DI SEL SQUIME ESEPT 10-1998-DI SE	5	ESTE-100-199AP-D	SEL Splunk Ent Sec Term ESUP100-199GBAP		K										
SETE-1-19-14PA-D SEL SQUIME RISE TIME SET TIME SELPIT-0-19GEAN \$1,038.46 K 31% \$297.11 \$0.00 \$	5														
SETE-10-19A-PD SEL SQUIME RISE TIME SET TIME	-														
SETE-10-1991/SD SEL Splunk Eff ins Eme (SEUP)*1-10/GBUS S90.23 K 31% \$314.5 \$310.0 \$3.00 \$3.	5														
STE-IK-1999APU SEL Splumk Eff Se Tem ESUPY-149GBAN \$14.71 K \$14.55 \$3.00 \$0.00 \$	5														
S ESTE-14-1998AP-20 SEL Splunk EN Set Term ESUPP14-1990GRAP SEL Splunk EN SET SET ESUPP14-1990GRAP SEL Splunk	5														
S	5 5														
S ESTE-20-049AN-D SEL Splank RET Set Term ESUP20-0496BAP \$20.00 \$0.0	5														
S	5														
5 ESTE-20-0499BA-D SEL Splunk Ent Sec Term ESUP20-0499GBEN \$20.6 67 K 31% \$14.1 91 \$0.00 \$	-														
SETE-20149AP-10 SEL Splunk Ent Set Term ESUP200-499GBBA \$178.85 K 31% \$123.41 \$0.00 \$0	•														
SETE_204_96P_D SEL Splunk Ent Sep_Tem_ESUP_204_96BEM \$796.15 K \$11% \$549.34 \$0.00 \$0.0	5				K	31%	\$123.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
SETE-20-49URD SEL Splunk Ent Sex Term ESUP20-49GBEM S10.38 K 31% S421.16 S0.00	-														
5 ESTE-20-4998AP-D SEL Splunk Ent Sec Term ESUP/20-490GBLY \$5.00 \$5.00 \$0.00 \$	-														
5 ESTE-2K-4999AN-D SEL Splunk Ent Seo Term ESUPZK-4999GBAN \$150.0 K 31% \$150.0 K 31	-														
5 ESTE-2K-4999EM-D SEL Splunk Ent Sec Term ESUPZK-4999GBEM \$172.50 K 31% \$19.03 \$0.00 \$0.0	5	ESTE-2K-4999AN-D	SEL Splunk Ent Sec Term ESUP2K-4999GBAN	\$187.50	K	31%	\$129.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ESTE-26.9998A-D SEL Splunk Ent Sec Term ESUPEX-999GBAN \$242.31 K 31% \$193.32 \$0.00	5														
\$ ESTE-500-999AN-D SEL Splunk Ert Sec Term ESUP50-999GBAP \$242.31 K 31% \$139.32 \$0.00 \$0.0	5 5														
5 ESTE-600-999RM-D SEL Splunk Ern Set Term ESUP500-999GBLM \$181.57 K 31% \$128.18 \$0.00 \$0.	5														
S	5														
5 ESTE-50-99AN-D SEL Splunk Ent Sec Term ESUP50-99GBAN \$461.54 K 31% \$318.46 \$0.00 \$	5														
5 ESTE-50-99AP-D SEL Splunk Ent Sec Term ESUP50-99GBAP \$55.85 K 31% \$32.16 \$0.00 \$0.	5														
SETE-50-99US-D SEL Splunk Ent Sec Term ESUP50-99GBUS \$389.23 K 31% \$254.77 \$0.00	5														
5 ESTG-100-199AN-D SEL Splunk Ent Sec Term GSUP100-199GBAN \$324.52 K 31% \$223.92 \$0.00 \$0.	5				K										
5 ESTG-100-199BM-D SEL Splunk Ent Sec Term GSUP100-199GBAP \$389.42 K 31% \$268.70 \$0.00 \$0.	5				K		· · · · · ·	7	*****			*****	7	+	
5 ESTG-100-199US-D SEL Splunk Ent Sec Term GSUP100-199GBEM \$298.56 K 31% \$206.01 \$0.00 \$0.	-														
5 ESTG-100-199US-D SEL Splunk Ent Sec Term GSUP100-199GBUS \$259.62 K 31% \$179.14 \$0.00<	5														
5 ESTG-IK-1999AP-D SEL Splunk Ent Sec Term GSUP1K-199GBAP \$259.62 K 31% \$179.14 \$0.00 \$0.0	5	ESTG-100-199US-D	SEL Splunk Ent Sec Term GSUP100-199GBUS	\$259.62			\$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 \$0.0	5														
5 ESTG-1K-1999US-D SEL Splunk Ent Sec Term GSUP1K-199GBUS \$173.08 K 31% \$119.43 \$0.00 \$0.0	-														
5 ESTG-200-499AN-D SEL Splunk Ent Sec Term GSUP200-499GBAN \$25.40 K 31% \$174.16 \$0.00 \$0.0	•														
5 ESTG-200-499EM-D SEL Splunk Ent Sec Term GSUP200-499GBEM \$232.21 K 31% \$160.22 \$0.00 \$0.	•	ESTG-200-499AN-D	SEL Splunk Ent Sec Term GSUP200-499GBAN	\$252.40						\$0.00	\$0.00			\$0.00	SPLUNK
5 ESTG-200-499US-D SEL Splunk Ent Sec Term GSUP200-499GBUS \$201.92 K 31% \$139.32 \$0.00 \$0.	-														
	-														
	-														

Dec Dec Dec						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Fig. 20	BAND			LIST PRICE USD			PRICE	PLUS MNT LP	W/MC PREM MNT LP		BASIC MNT LP	PS W/MC PREM			PARTNER
Column															
1	-														
STETCH-05-00000-10 Column	-														
Company	5														
Section Column	5														
1	5					31%									
S. EFFL-S-1-10011-0.0 F. S. S. S. S. S. S. S.	5														
STEPLES-10-10-10-11-11-11-11-11-11-11-11-11-11-	5														
Septimization Color Colo	5														
September Column	5			\$100.00										\$0.00	SPLUNK
Column	-														
STATE STAT	5														
SETILAGE Color	5														
Septiment	5														
September Company Co	5														
Septiment	5 5														
Fig. 12-05-10-04-10-05 Eguin ER Tameliff Cipie Back STOCKM Septiminary Septimi	5														
5 ETTL-GS-104CH-10 ES, Sayar-ES T-mullFC Claps flowed 10100 K 315. \$60.00 K 315. \$80.00 ES (10.00 ES (10	-														
SETUA-05-1000HAD SE SIGNATE ST TOMOFFE GOER BLASS FORCES 10.00	-														
SETUCE-1001630 SETUCE-100165 SES-SQUEEN EST-COUNTY STORT STO	-														
STRINGS-IAP-2 STRI	5														
STITLGS-19b0 DES Spark SE TempUP Golds pack 19b0 10	-														
STITL-CS-LINE-D STITL-CS-LI	-														
SEXT-100GB-AND SEL Spains EXCHENGE LEST-100GB-Way S100 T S100 S000 S00	5														
SEXT-1000SEALO SEL Splint ECH Pepi Les 1-1000Benyis Sep 518.23 K 31% SER Splint SEX Sep 10.00 30.00	5	EXP-100GB-AN-D	SEL Splunk EXCH Perp Lic 51-100GB/dayAN		K	31%						\$0.00			
Fig. Ph. 1906 B-LIST Sel. Spillar EXCH Pept List -1100 Cellsystyl	5														
FSP-10169-A-M2 SEL Spinsk EXCH Perplu Lo-101-ORS. Sell-Spinsk	5														
S. P.Y101G-EAD-D	5														
SEX-1016B-US-D SEX-1016B-	5			\$242,307.69	K		\$167,192.31								
SEX-1006-AN-LO SEX-plant EXCHP perp Let - (10G8/sey/M \$16,008 fs \$12,436 e	5														
SEX-1006-BAPO SELS, Spring EXCHP perplace 1-1008/arg/MP \$21,6546 at X \$114 \$14,927.89 \$0.00 \$0.0	-														
Fig. FixP-10GB-US-D SEL Splane EXCMP Perp Lie -01-GGERiary S \$14,20.98 K \$31% \$32,451 2	5														
EMP_GGG_AH_D SEL Splume EXCH Perp Lot 11-2006HayAP \$32,94-152 K 31% \$22,918-2 S0.00	5														
EMP_GRGE-RAP SEL Splunk EXCH Pept Let 11-205GlelsyyP	5														
S	5 5														
S EXP-90GB-APLD SEL Splunk EXCH-Perp Loz 1-50GBddayAP \$88,690 62 K 31% \$47,271 64 \$0.00 \$0.0	5														
EXP-SIGNE-APD SEL Splutk EXCHP perp Lot 2-150GBldayAP \$22,211.54 X 31% \$56,725.96 \$3.00 \$0.00	5														
S EXP-SOGR-H-D SEL Splunk EXCH Perp Lic 21-SOGRIdayEM \$63,028.85 K 31% \$34,489.91 \$0.00	-	EXP-50GB-AN-D	SEL Splunk EXCH Perp Lic 21-50GB/dayAN												
5 EXP-50GB-ND-D EL Splumk EXCH Perp Lis 2-5GBIdayUS 554,807.69 K 31% \$37,817.31 \$0.00 \$0.0	-	EXP-50GB-AF-D	SEL Splunk EXCH Perp Lic 21-50GB/dayAP												
SEX-PSGB-AP-D SEX Splunk EXCH Perp Lu 3-SGBIdayXEM \$12,980.77 K 31% \$8,996.73 \$0.00 \$0	5				K	31%		\$0.00	\$0.00			\$0.00			
S	-														
SEX_PSGBLISD SEX_PSGBLISD SEX_SPUNK EXCH Term ESUP FS 1-100GBIdayA \$43,299.23 K 31% \$5,971.16 \$0.00	-														
5 EXTE-1006B-AN-D SEL Splunk EXCH Term ESUP 51-100GBIdayA \$43,269.23 K 31% \$35,862693 \$0.00 \$0.0	-														
SEXE-100GB-LMD SEL Splunk EXCH Term ESUP 51-100GB(day	5	EXTE-100GB-AN-D	SEL Splunk EXCH Term ESUP 51-100GB/dayA		K	31%		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
5 EXTE-100GB-LS-D SEL Splunk EXCH Term ESUP 511-100GB/dayAh \$10,688.27 K 31% \$23,884.61 \$0.00 \$0	5														
5 EXTE-101GB-AND SE Splunk EXCH Term ESUP = 100-GBIdayAy \$107.688.27 K 31% \$74,291.11 \$0.00 \$	5														
EXTE-101GB-EM-D SEL Splunk EXCH Term ESUP >100-GB/day/EN \$99,054.81 K 31% \$58,347.82 \$0.00 \$0.	5														
EXTE-101GB-US-D SEL Splunk EXCH Term ESUP >100-GB/day/SUS 886,134.62 K 31% \$59,432.99 \$0.00 \$0.0	5														
5 EXTE-10GB-AN-D SEL Splunk EXCH Term ESUP 6-10GB/dayÁN \$7,211.54 K 31% \$4,975.96 \$0.00	5														
5 EXTE-10GB-AP-D SEL Splunk EXCH Term ESUP 6-10GB/daýAP \$8,653.85 K 31% \$5,971.16 \$0.00	5 5														
SEXTE-10GB-US-D SEL Splunk EXCH Term ESUP 6-10GB/day/US \$5,769.23 K 31% \$3,980.77 \$0.00	5														
5 EXTE-20GB-AN-D SEL Splunk EXCH Term ESUP 11-20GB/dayAN \$12,980.77 K 31% \$8,956.73 \$0.00 \$0.	5				K										
5 EXTE-20GB-AP-D SEL Splunk EXCH Term ESUP 11-20GB/dayAP \$15,576.92 K 31% \$10,748.07 \$0.00	5				K		+-,		*****	*****	*****	*****	*****	+	
5 EXTE-20GB-BM-D SEL Splunk EXCH Term ESUP 11-20GB/dayEN \$11,942.31 K 31% \$8,240.19 \$0.00 \$0.	5 5														
5 EXTE-50GB-US-D SEL Splunk EXCH Term ESUP 11-20GB/dayUS \$10,384 62 K 31% \$7,165.39 \$0.00	5														
5 EXTE-50GB-AP-D SEL Splunk EXCH Term ESUP 21-50GB/dayAP \$32,884.62 K 31% \$22,690.39 \$0.00	5	EXTE-20GB-US-D	SEL Splunk EXCH Term ESUP 11-20GB/dayUS	\$10,384.62	K	31%	\$7,165.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 EXTE-50GB-EM-D SEL Splunk EXCH Term ESUP 21-50GB/dayEM \$25,211.54 K 31% \$17,395.96 \$0.00	5														
5 EXTE-50GB-US-D SEL Splunk EXCH Term ESUP 21-50GB/dayUS \$21,923.08 K 31% \$15,126.93 \$0.00	-														
5 EXTE-5GB-AN-D SEL Splunk EXCH Term ESUP 3-5GB/dayAN \$4,326.92 K 31% \$2,985.57 \$0.00 \$0.0	-														
5 EXTE-5GB-EM-D SEL Splunk EXCH Term ESUP 3-5GB/daýEM \$3,980.77 K 31% \$2,746.73 \$0.00 \$0.0	-	EXTE-5GB-AN-D	SEL Splunk EXCH Term ESUP 3-5GB/dayAN	\$4,326.92	K	31%	\$2,985.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 EXTE-5GB-US-D SEL Splunk EXCH Term ESUP 3-5GB/dayUS \$3,461.54 K 31% \$2,388.46 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
	-														
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					NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk EXCH Term GSUP 51-100GB/dayA SEL Splunk EXCH Term GSUP 51-100GB/dayE	\$58,413.46 \$44,783.65	K K	31% 31%	\$40,305.29 \$30,900.72	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk EXCH Term GSUP 51-100GB/dayU		ĸ	31%	\$26,870.19	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk EXCH Term GSUP >100+GB/dayAl		K	31%	\$83,596.16	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk EXCH Term GSUP >100+GB/dayAf SEL Splunk EXCH Term GSUP >100+GB/dayEf	\$145,384.62 \$111,461.54	K K	31% 31%	\$100,315.39 \$76,908.46	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-101GB-US-D			ĸ	31%	\$66,876.93	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	EXTG-10GB-AN-D	SEL Splunk EXCH Term GSUP 6-10GB/dayAN	\$8,112.98	K	31%	\$5,597.96	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	EXTG-10GB-AP-D EXTG-10GB-EM-D	SEL Splunk EXCH Term GSUP 6-10GB/dayAP SEL Splunk EXCH Term GSUP 6-10GB/dayEM	\$9,735.58 \$7,463.94	K K	31% 31%	\$6,717.55 \$5,150.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-10GB-EM-D	SEL Splunk EXCH Term GSUP 6-10GB/dayUS	\$6,490.38	K	31%	\$4,478.36	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	EXTG-20GB-AN-D	SEL Splunk EXCH Term GSUP 11-20GB/dayAN	\$14,603.37	K	31%	\$10,076.33	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	EXTG-20GB-AP-D EXTG-20GB-EM-D	SEL Splunk EXCH Term GSUP 11-20GB/dayAP		K K	31% 31%	\$12,091.59	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	EXTG-20GB-EM-D	SEL Splunk EXCH Term GSUP 11-20GB/dayEN SEL Splunk EXCH Term GSUP 11-20GB/dayUS		K	31%	\$9,270.22 \$8,061.06	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	EXTG-50GB-AN-D	SEL Splunk EXCH Term GSUP 21-50GB/dayAN	\$30,829.33	K	31%	\$21,272.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	EXTG-50GB-AP-D	SEL Splunk EXCH Term GSUP 21-50GB/dayAP		K	31%	\$25,526.68	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	EXTG-50GB-EM-D EXTG-50GB-US-D	SEL Splunk EXCH Term GSUP 21-50GB/dayEN SEL Splunk EXCH Term GSUP 21-50GB/dayUS		K K	31% 31%	\$19,570.46 \$17,017.79	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EXTG-5GB-AN-D	SEL Splunk EXCH Term GSUP 3-5GB/dayAN	\$4,867.79	ĸ	31%	\$3,358.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	EXTG-5GB-AP-D	SEL Splunk EXCH Term GSUP 3-5GB/dayAP	\$5,841.35	K	31%	\$4,030.53	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 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	K K	31% 31%	\$3,090.08 \$2,687.02	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdAN	\$3,807.69	ĸ	31%	\$2,627.31	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdAP	\$4,569.23	K	31%	\$3,152.77	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk-Hadoop Term +Esup100-249NdEM SEL Splunk-Hadoop Term +Esup100-249NdUS	\$3,503.08 \$3,046.15	K K	31% 31%	\$2,417.13 \$2,101.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-10-24AN-D	SEL Splunk-Hadoop Term +Esup100-249NdOS	\$4,326.92	K	31%	\$2,985.57	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	HUTE-10-24AP-D	SEL Splunk-Hadoop Term +Esup10-24NdAP	\$5,192.31	K	31%	\$3,582.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTE-10-24EM-D	SEL Splunk-Hadoop Term +Esup10-24NdEM SEL Splunk-Hadoop Term +Esup10-24NdUS	\$3,980.77	K K	31% 31%	\$2,746.73 \$2,388.46	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5 5	HUTE-10-24US-D HUTE-250-499AN-D	SEL Splunk-Hadoop Term +Esup10-24NdOS SEL Splunk-Hadoop Term +Esup250-499NdAN	\$3,461.54 \$3,461.54	K	31%	\$2,388.46	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup250-499NdAP	\$4,153.85	K	31%	\$2,866.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk-Hadoop Term +Esup250-499NdEM	\$3,184.62	K	31%	\$2,197.39	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	HUTE-250-499US-D HUTE-25-49AN-D	SEL Splunk-Hadoop Term +Esup250-499NdUS SEL Splunk-Hadoop Term +Esup25-49NdAN	\$2,769.23 \$4,153.85	K K	31% 31%	\$1,910.77 \$2,866.16	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-25-49AP-D	SEL Splunk-Hadoop Term +Esup25-49NdAP	\$4,984.62	ĸ	31%	\$3,439.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTE-25-49EM-D	SEL Splunk-Hadoop Term +Esup25-49NdEM	\$3,821.54	K	31%	\$2,636.86	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	HUTE-25-49US-D	SEL Splunk-Hadoop Term +Esup25-49NdUS SEL Splunk-Hadoop Term +Esup500-999NdAN	\$3,323.08 \$3,028.85	K K	31% 31%	\$2,292.93 \$2,089.91	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Esup500-999NdAP	\$3,634.62	ĸ	31%	\$2,507.89	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk-Hadoop Term +Esup500-999NdEM	\$2,786.54	K	31%	\$1,922.71	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	HUTE-500-999US-D HUTE-50-99AN-D	SEL Splunk-Hadoop Term +Esup500-999NdUS SEL Splunk-Hadoop Term +Esup50-99NdAN	\$2,423.08 \$3,980.77	K K	31% 31%	\$1,671.93 \$2,746.73	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTE-50-99AP-D	SEL Splunk-Hadoop Term +Esup50-99NdAP	\$4,776.92	ĸ	31%	\$3,296.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTE-50-99EM-D	SEL Splunk-Hadoop Term +Esup50-99NdEM	\$3,662.31	K	31%	\$2,526.99	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	HUTE-50-99US-D	SEL Splunk-Hadoop Term +Esup50-99NdUS SEL Splunk-Hadoop Term +Gsup100-249NdAN	\$3,184.62 \$4,284.23	K K	31% 31%	\$2,197.39 \$2,956.12	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK 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	K	31%	\$2,719.66	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-100-249US-D HUTG-10-24AN-D	SEL Splunk-Hadoop Term +Gsup100-249NdUS	\$3,426.92	K K	31% 31%	\$2,364.57	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5 5	HUTG-10-24AN-D	SEL Splunk-Hadoop Term +Gsup10-24NdAN SEL Splunk-Hadoop Term +Gsup10-24NdAP	\$4,868.08 \$5,841.92	K	31%	\$3,358.98 \$4,030.92	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	HUTG-10-24EM-D	SEL Splunk-Hadoop Term +Gsup10-24NdEM	\$4,478.08	K	31%	\$3,089.88	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-10-24US-D	SEL Splunk-Hadoop Term +Gsup10-24NdUS	\$3,894.23 \$3,894.23	K K	31% 31%	\$2,687.02 \$2,687.02	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Gsup250-499NdAN SEL Splunk-Hadoop Term +Gsup250-499NdAP	\$4,673.08	K	31%	\$3,224.43	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	HUTG-250-499EM-D	SEL Splunk-Hadoop Term +Gsup250-499NdEM	\$3,582.69	K	31%	\$2,472.06	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk-Hadoop Term +Gsup250-499NdUS SEL Splunk-Hadoop Term +Gsup25-49NdAN	\$3,115.38	K K	31% 31%	\$2,149.61	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5 5	HUTG-25-49AN-D HUTG-25-49AP-D	SEL Splunk-Hadoop Term +Gsup25-49NdAN SEL Splunk-Hadoop Term +Gsup25-49NdAP	\$4,673.08 \$5,607.69	K K	31%	\$3,224.43 \$3,869.31	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	HUTG-25-49EM-D	SEL Splunk-Hadoop Term +Gsup25-49NdEM	\$4,299.23	K	31%	\$2,966.47	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	HUTG-25-49US-D	SEL Splunk-Hadoop Term +Gsup25-49NdUS	\$3,738.46	K	31%	\$2,579.54	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk-Hadoop Term +Gsup500-999NdAN SEL Splunk-Hadoop Term +Gsup500-999NdAP	\$3,403.85 \$4,084.62	K K	31% 31%	\$2,348.66 \$2,818.39	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk-Hadoop Term +Gsup500-999NdEM		ĸ	31%	\$2,160.76	\$0.00		\$0.00			\$0.00		SPLUNK
5	HUTG-500-999US-D	SEL Splunk-Hadoop Term +Gsup500-999NdUS	\$2,723.08	K	31%	\$1,878.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HUTG-50-99AN-D HUTG-50-99AP-D	SEL Splunk-Hadoop Term +Gsup50-99NdAN SEL Splunk-Hadoop Term +Gsup50-99NdAP	\$4,478.08 \$5,374.62	K K	31% 31%	\$3,089.88 \$3,708.49	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HUTG-50-99AP-D	SEL Splunk-Hadoop Term +Gsup50-99NdEM	\$4,120.38	K	31%	\$3,708.49 \$2,843.06	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HUTG-50-99US-D	SEL Splunk-Hadoop Term +Gsup50-99NdUS	\$3,582.69	K	31%	\$2,472.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	ITP-100-199AN-D ITP-100-199AP-D	SEL Splunk ITSI Perp Lic100-199GB/dayAN SEL Splunk ITSI Perp Lic100-199GB/dayAP	\$865.38	K K	31% 31%	\$597.11 \$716.54	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	ITP-100-199AP-D ITP-100-199EM-D	SEL Splunk ITSI Perp Lic100-199GB/dayAP SEL Splunk ITSI Perp Lic100-199GB/dayEM	\$1,038.46 \$796.15	K	31%	\$716.54 \$549.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	ITP-100-199US-D	SEL Splunk ITSI Perp Lic100-199GB/dayUS	\$692.31	K	31%	\$477.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-10-19AN-D ITP-10-19AP-D	SEL Splunk ITSI Perp Lic10-19GB/dayAN	\$2,596.15	K	31%	\$1,791.34	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITP-10-19AP-D ITP-10-19EM-D	SEL Splunk ITSI Perp Lic10-19GB/dayAP SEL Splunk ITSI Perp Lic10-19GB/dayEM	\$3,115.38 \$2,388.46	K K	31% 31%	\$2,149.61 \$1,648.04	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITP-10-19US-D	SEL Splunk ITSI Perp Lic10-19GB/dayUS	\$2,076.92	K	31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITP-1K-1999AN-D	SEL Splunk ITSI Perp Lic1K-1999GB/dayAN	\$432.69	K	31%	\$298.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

Dec Procession Company Compa						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
The first content 1	BAND	SKU	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP				PARTNER
Proceedings															
1 Trans-Sealer	-														
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1	5		SEL Splunk ITSI Perp Lic500-999GB/dayAP	\$563.08		31%	\$388.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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5 TTA-1-50-1-600-P.D. 5 5,044-P.TE Pay DTG-1-1-6000-1-6000-P.D. TTA-1-50-1-600-P.D. 5 5,044-P.TE Pay DTG-1-6000-1-6000-P.D. TTA-1-50-1-600-P.D. 5 5,044-P.TE Pay DTG-1-6000-1-6000-P.P. TTA-1-50-1-600-P.D. 5 5,044-P.TE Pay DTG-1-6000-	5														
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5 TTPU-1-9-MAND 5 EL Subart TS Rep (PCF) - 10-Septembly 4 25.965 TS TTPU-1-9-MAND 5 TTPU-1-9-	5														
Fig. 17 Fig. 19 Fig.	-														
5 TPI-L10 (1982A) 25 5 5 5 5 5 5 5 5	-														
Fig. 17 Fig.															
Fig. 17 Fig. 1999 Fig. 15 St. Spart, 17 Fig. 1999 Fig. 15 St. Spart, 17 Fig. 1999 Fig. 15 St. Spart, 17 Fig. 1999	5		SEL Splunk ITSI Perp UPG10-19GB/dayUS	\$2,076.92			\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Fig. TPI-Life (1998) ESI Spillar (TSI Ferg LPI-F (1998) ESI Spillar (TSI Ferg LPI-F (1998)) ESI Spillar (TSI F	5														
TPI-L7-09898-D SEE Spluth TST Frey (1976-10 February 1979	5														
Fig.	5														
Fig. Color-OrderEnd Sept. Sept	5		SEL Splunk ITSI Perp UPG200-499GB/dayAN												
Fig.	5														
Fig. 178-12-0-49A-1-0 SEL Splank H3 Pep UPC304-4686BayAh \$1,947.72 K 31% \$1,345.51 \$0.00 \$0.0	5														
Fig.	5	ITPU-20-49AN-D	SEL Splunk ITSI Perp UPG20-49GB/dayAN	\$1,947.12	K						\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Fire	5														
Fig. TPU2K-4999AP SEL Splumk IST Pep TPUCK-4990ERiesyMN \$3.73.1 K 31% \$2.718.94 \$0.00	5 5														
TPU-0X-49990EAD SEL, Splant RTS Prep UPGX-49990EBidnyFM S346.62 K 31% \$251.99 30.00 30	5														
TPU-60-999AP-D SEL Splumt RTS Perp UPGOS-999GBidaySN \$48.64 K 31% \$283.83 \$3.00 \$0.00	5														
TPU-50-9998A-0 SEL Splumk TIST Perg UPG500-9996GkdayAN \$468.46 X 31% \$338.33 \$3.00 \$0.00	5														
Fig. 17 Fig. 20-999AP.D SEL Sphurk ITS Perp UPGS00-999GBIdayAP S53.08 K 31% S38.53 S0.00 S0.	5														
Fig. TPU-50-0999US-D SEL Splurk ITSI Perp UPG50-0990Ediday/N S1750 K 31% S268.75 S0.00	5	ITPU-500-999AP-D	SEL Splunk ITSI Perp UPG500-999GB/dayAP	\$563.08		31%	\$388.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Fig. ITPLS-998APAD SEL Splurk ITSI Perp UPGS-998GBdidayAP \$1,642.3	Ü														
S TPU-S0-998/PLD SEL Splunk TIST Perp UPGS0-996Gliday/PB \$1,44.423 K 31% \$134.52 \$0.00 \$0.	-														
5 ITPU-90-99US-D SEL Splunk ITSI Perp UPG90-99GBIday\US \$1.098.15 K \$ 31\% \$238.84 \$0.00 \$	-														
S															
Fig. ITTE-101-199AP-D SEL Splunk ITS Term ESUP100-199GB/day/PM \$415.38 K 31% \$286.61 \$0.00 \$0	5														
Fig. ITE-100-199EM-D SEL Splunk ITSI Term ESUP100-1996BidayEM \$318.46 K 31% \$191.07 \$0.00 \$0	5														
5 ITTE-10-19AN-D SEL Splunk ITSI Term ESUP10-19GBAN \$1,038.46 K 31% \$716.54 \$0.00 \$0	5	ITTE-100-199EM-D	SEL Splunk ITSI Term ESUP100-199GB/dayEM	\$318.46	K	31%	\$219.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
First - 11-194P-D SEL Splunk ITSI Term ESUP10-19GBAP \$1,246.15 K 31% \$659.21 \$0.00 \$0.	5														
Fig. ITTE-10-19EMD SEL Splunk ITS1 Term ESUP10-19GBEM S95.38 K 31% S69.21 S0.00 S0.0	5 5														
5 ITTE-1K-1999AN-D SEL Splunk ITSI Term ESUP1K-1999GB/dayAN \$195.00 K 31% \$134.55 \$0.00 \$0.0	5				K										
5 ITTE-1K-1999AP-D SEL Splunk ITSI Term ESUP1K-1999GB/dayAP \$234.23 K 31% \$161.62 \$0.00	5														
5 ITTE-1K-1999EM-D SEL Splunk ITSI Term ESUP1K-1999GB/dayEM \$178.85 K 31% \$123.41 \$0.00	5														
TITE-1K-1999US-D SEL Splunk ITSI Term ESUP1K-1999GB/dayUS \$155.77 K 31% \$107.48 \$0.00	5														
TITE-200-499HP-D SEL Splunk ITSI Term ESUP200-499GB/dayAP \$320.77 K 31% \$169.58 \$0.00	5	ITTE-1K-1999US-D	SEL Splunk ITSI Term ESUP1K-1999GB/dayUS	\$155.77	K	31%	\$107.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-20-499BM-D SEL Splunk ITSI Term ESUP200-499GB/dayEM \$245.77 K 31% \$169.58 \$0.00 \$0.	5														
TITE-200-499US-D SEL Splunk ITSI Term ESUP200-499GB/dayUS \$213.46 K 31% \$147.29 \$0.00	5 5														
5 ITTE-20-49AN-D SEL Splunk ITSI Term ESUP20-49GBAN \$778.85 K 31% \$537.41 \$0.00 \$0.0	5														
5 ITTE-20-49EM-D SEL Splunk ITSI Term ESUP20-49GBEM \$716.54 K 31% \$494.41 \$0.00 \$0.0	5	ITTE-20-49AN-D	SEL Splunk ITSI Term ESUP20-49GBAN	\$778.85	K	31%	\$537.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ITTE-24-49US-D SEL Splunk ITSI Term ESUP20-49GBUS \$62.08 K 31% \$429.93 \$0.00	-														
5 ITTE-2K-4999AP-D SEL Splunk ITSI Term ESUP2K-4999GB/dayAN \$187.50 K 31% \$129.38 \$0.00 \$0	Ü														
5 ITTE-2K-4999EM-D SEL Splunk ITSI Term ESUP2K-4999GB/dayEM \$172.50 K 31% \$119.03 \$0.00 \$0	5	ITTE-2K-4999AN-D	SEL Splunk ITSI Term ESUP2K-4999GB/dayAN	\$187.50	K									\$0.00	SPLUNK
5 ITTE-2K-4999US-D SEL Splunk ITSI Term ESUP2K-4999GB/dayUS \$150.00 K 31% \$103.50 \$0.00 \$0	-														
	-														
	-														

					NVP	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	JPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT 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	ITTE-500-999AP-D ITTE-500-999EM-D	SEL Splunk ITSI Term ESUP500-999GB/dayAP SEL Splunk ITSI Term ESUP500-999GB/dayEM	\$242.31 I \$185.77	K K	31% 31%	\$167.19 \$128.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-500-999US-D	SEL Splunk ITSI Term ESUP500-999GB/dayUS		ĸ	31%	\$111.46	\$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		SPLUNK
5	ITTE-50-99AP-D ITTE-50-99EM-D	SEL Splunk ITSI Term ESUP50-99GB/dayAP SEL Splunk ITSI Term ESUP50-99GB/dayEM	\$657.69 \$504.23	K K	31% 31%	\$453.81 \$347.92	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTE-50-99US-D	SEL Splunk ITSI Term ESUP50-99GB/dayUS	\$438.46	ĸ	31%	\$302.54	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-100-199AN-D	SEL Splunk ITSI Term GSUP100-199GB/dayAN		K	31%	\$269.10	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTG-100-199AP-D ITTG-100-199EM-D	SEL Splunk ITSI Term GSUP100-199GB/dayAP SEL Splunk ITSI Term GSUP100-199GB/dayEM		K K	31% 31%	\$322.44 \$247.61	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTG-100-199US-D	SEL Splunk ITSI Term GSUP100-199GB/dayUS		K	31%	\$214.96	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-1K-1999AN-D	SEL Splunk ITSI Term GSUP1K-1999GB/dayAN	\$216.35	K	31%	\$149.28	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTG-1K-1999AP-D ITTG-1K-1999EM-D	SEL Splunk ITSI Term GSUP1K-1999GB/dayAP SEL Splunk ITSI Term GSUP1K-1999GB/dayEN		K K	31% 31%	\$179.14 \$137.34	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTG-1K-1999EM-D	SEL Splunk ITSI Term GSUP1K-1999GB/dayEN		K	31%	\$119.43	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-200-499AN-D	SEL Splunk ITSI Term GSUP200-499GB/dayAN	\$302.88	K	31%	\$208.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTG-200-499AP-D	SEL Splunk ITSI Term GSUP200-499GB/dayAP SEL Splunk ITSI Term GSUP200-499GB/dayEM		K	31%	\$250.79	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTG-200-499EM-D ITTG-200-499US-D	SEL Splunk ITSI Term GSUP200-499GB/dayEN SEL Splunk ITSI Term GSUP200-499GB/dayUS		K K	31% 31%	\$192.27 \$167.19	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTG-2K-4999AN-D	SEL Splunk ITSI Term GSUP2K-4999GB/dayAN		ĸ	31%	\$144.30	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTG-2K-4999AP-D	SEL Splunk ITSI Term GSUP2K-4999GB/dayAP		K	31%	\$173.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITTG-2K-4999EM-D ITTG-2K-4999US-D			K K	31% 31%	\$132.76 \$115.44	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTG-500-999AN-D	SEL Splunk ITSI Term GSUP500-999GB/dayAN		ĸ	31%	\$154.26	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTG-500-999AP-D	SEL Splunk ITSI Term GSUP500-999GB/dayAP		K	31%	\$185.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTG-500-999EM-D ITTG-500-999US-D	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		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-ES-1000AN-D		\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk IT TermUPG ESup Buck \$1000AP	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	ITTU-ES-1000EM-D ITTU-ES-1000US-D	SEL Splunk IT TermUPG ESup Buck \$1000EM	\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-ES-100003-D	SEL Splunk IT TermUPG ESup Buck \$1000US SEL Splunk IT TermUPG ESup Buck \$100AN	\$1,000.00	K	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTU-ES-100AP-D	SEL Splunk IT TermUPG ESup Buck \$100AP	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-ES-100EM-D	SEL Splunk IT TermUPG ESup Buck \$100EM	\$100.00	K	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		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		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-ES-1AP-D	SEL Splunk IT TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-ES-1EM-D	SEL Splunk IT TermUPG ESup Buck \$1EM	\$1.00	K	31% 31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	ITTU-ES-1US-D ITTU-GS-1000AN-D	SEL Splunk IT TermUPG ESup Buck \$1US SEL Splunk IT TermUPG GSup Buck \$1000AN	\$1.00 \$1,000.00	K K	31%	\$0.69 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-1000AP-D		\$1,000.00	ĸ	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk IT TermUPG GSup Buck \$1000EM	\$1,000.00	K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	ITTU-GS-1000US-D ITTU-GS-100AN-D	SEL Splunk IT TermUPG GSup Buck \$1000US SEL Splunk IT TermUPG GSup Buck \$100AN	\$1,000.00 \$100.00	K K	31% 31%	\$690.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-100AP-D	SEL Splunk IT TermUPG GSup Buck \$100AP	\$100.00	ĸ	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-GS-100EM-D	SEL Splunk IT TermUPG GSup Buck \$100EM	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITTU-GS-100US-D ITTU-GS-1AN-D	SEL Splunk IT TermUPG GSup Buck \$100US SEL Splunk IT TermUPG GSup Buck \$1AN	\$100.00 \$1.00	K K	31% 31%	\$69.00 \$0.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	ITTU-GS-1AP-D	SEL Splunk IT TermUPG GSup Buck \$1AP	\$1.00	ĸ	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	ITTU-GS-1EM-D	SEL Splunk IT TermUPG GSup Buck \$1EM	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	ITTU-GS-1US-D SEP-100-199AN-D	SEL Splunk IT TermUPG GSup Buck \$1US SEL Splunk Ent Perp Lic 100-199GB/day AN	\$1.00 \$2,163.46	K K	31% 31%	\$0.69 \$1,492.79	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-100-199AP-D	SEL Splunk Ent Perp Lic 100-199GB/day AP	\$2,596.15	ĸ	31%	\$1,791.34	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-100-199EM-D	SEL Splunk Ent Perp Lic 100-199GB/day EM	\$1,990.38	K	31%	\$1,373.36	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-100-199US-D SEP-10-19AN-D	SEL Splunk Ent Perp Lic 100-199GB/day US SEL Splunk Ent Perp Lic 10-19GB/dayAN	\$1,730.77 \$3,605.77	K K	31% 31%	\$1,194.23 \$2,487.98	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-10-19AP-D	SEL Splunk Ent Perp Lic 10-19GB/dayAP	\$4,326.92	K	31%	\$2,985.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEP-10-19EM-D	SEL Splunk Ent Perp Lic 10-19GB/dayEM	\$3,317.31	K	31%	\$2,288.94	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	SEP-10-19US-D SEP-1K-1999AN-D	SEL Splunk Ent Perp Lic 10-19GB/dayUS SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$2,884.62 \$1,730.77	K K	31% 31%	\$1,990.39 \$1,194.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-1K-1999AP-D	SEL Splunk Ent Perp Lic 1K-1999GB/day AN	\$2,076.92	K	31%	\$1,433.07	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-1K-1999EM-D	SEL Splunk Ent Perp Lic 1K-1999GB/day EM	\$1,592.31	K	31%	\$1,098.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEP-1K-1999US-D SEP-200-499AN-D	SEL Splunk Ent Perp Lic 1K-1999GB/day US SEL Splunk Ent Perp Lic 200-499GB/day AN	\$1,384.62 \$2,019.23	K K	31% 31%	\$955.39 \$1,393.27	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-200-499AP-D	SEL Splunk Ent Perp Lic 200-499GB/day AP	\$2,423.08	K	31%	\$1,671.93	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-200-499EM-D	SEL Splunk Ent Perp Lic 200-499GB/day EM	\$1,857.69	K	31%	\$1,281.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEP-200-499US-D SEP-20-49AN-D	SEL Splunk Ent Perp Lic 200-499GB/day US	\$1,615.38 \$3,245.19	K K	31% 31%	\$1,114.61 \$2,230.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SDLLINK
5	SEP-20-49AN-D SEP-20-49AP-D	SEL Splunk Ent Perp Lic 20-49GB/dayAN SEL Splunk Ent Perp Lic 20-49GB/dayAP	\$3,245.19 \$3,894.23	K K	31%	\$2,239.18 \$2,687.02	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	SEP-20-49EM-D	SEL Splunk Ent Perp Lic 20-49GB/dayEM	\$2,985.58	K	31%	\$2,060.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEP-20-49US-D	SEL Splunk Ent Perp Lic 20-49GB/dayUS	\$2,596.15	K	31%	\$1,791.34	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	SEP-2K-4999AN-D SEP-2K-4999AP-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayAN SEL Splunk Ent Perp Lic 2K-4999GB/dayAP	\$1,586.54 \$1,903.85	K K	31% 31%	\$1,094.71 \$1,313.66	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-2K-4999EM-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayEM	\$1,459.62	ĸ	31%	\$1,007.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEP-2K-4999US-D	SEL Splunk Ent Perp Lic 2K-4999GB/dayUS	\$1,269.23	K	31%	\$875.77	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SEP-500-999AN-D SEP-500-999AP-D	SEL Splunk Ent Perp Lic 500-999GB/day AN SEL Splunk Ent Perp Lic 500-999GB/day AP	\$1,875.00 \$2,250.00	K K	31% 31%	\$1,293.75 \$1,552.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-500-999EM-D	SEL Splunk Ent Perp Lic 500-999GB/day EM	\$1,725.00	ĸ	31%	\$1,190.25	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-500-999US-D	SEL Splunk Ent Perp Lic 500-999GB/day US	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEP-50-99AN-D	SEL Splunk Ent Perp Lic 50-99GB/day AN	\$2,740.38	K	31%	\$1,890.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK

					NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	SEP-50-99AP-D SEP-50-99EM-D	SEL Splunk Ent Perp Lic 50-99GB/day AP SEL Splunk Ent Perp Lic 50-99GB/day EM	\$3,288.46 \$2,521.15	K K	31% 31%	\$2,269.04 \$1,739.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEP-50-99US-D	SEL Splunk Ent Perp Lic 50-99GB/day US	\$2,192.31	K	31%	\$1,512.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 100-199GB/dayAN	\$2,163.46	K	31%	\$1,492.79	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 100-199GB/dayAP SEL Splunk Ent Perp UPG 100-199GB/dayEM	\$2,596.15 \$1,990.38	K K	31% 31%	\$1,791.34 \$1,373.36	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 100-199GB/dayUS	\$1,730.77	K	31%	\$1,194.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEPU-10-19AN-D	SEL Splunk Ent Perp UPG 10-19GB/dayAN	\$3,605.77	K	31%	\$2,487.98	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SEPU-10-19AP-D SEPU-10-19EM-D	SEL Splunk Ent Perp UPG 10-19GB/dayAP	\$4,326.92	K K	31% 31%	\$2,985.57 \$2,288.94	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-10-19US-D	SEL Splunk Ent Perp UPG 10-19GB/dayEM SEL Splunk Ent Perp UPG 10-19GB/dayUS	\$3,317.31 \$2,884.62	K	31%	\$1,990.39	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEPU-1K-1999AN-D	SEL Splunk Ent Perp UPG 1K-1999GB/dayAN	\$1,730.77	K	31%	\$1,194.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayAP SEL Splunk Ent Perp UPG 1K-1999GB/dayEM	\$2,076.92	K K	31% 31%	\$1,433.07 \$1,098.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 1K-1999GB/dayUS	\$1,592.31 \$1,384.62	K	31%	\$955.39	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	SEPU-200-499AN-D	SEL Splunk Ent Perp UPG 200-499GB/dayAN	\$2,019.23	K	31%	\$1,393.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent Perp UPG 200-499GB/dayAP	\$2,423.08	K	31%	\$1,671.93	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 200-499GB/dayEM SEL Splunk Ent Perp UPG 200-499GB/dayUS	\$1,857.69 \$1,615.38	K K	31% 31%	\$1,281.81 \$1,114.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-20-49AN-D	SEL Splunk Ent Perp UPG 20-49GB/dayAN	\$3,245.19	ĸ	31%	\$2,239.18	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SEPU-20-49AP-D	SEL Splunk Ent Perp UPG 20-49GB/dayAP	\$3,894.23	K	31%	\$2,687.02	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	SEPU-20-49EM-D SEPU-20-49US-D	SEL Splunk Ent Perp UPG 20-49GB/dayEM SEL Splunk Ent Perp UPG 20-49GB/dayUS	\$2,985.58 \$2,596.15	K K	31% 31%	\$2,060.05 \$1,791.34	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 2K-4999GB/dayAN	\$1,586.54	ĸ	31%	\$1,094.71	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 2K-4999GB/dayAP	\$1,903.85	K	31%	\$1,313.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 2K-4999GB/dayEM SEL Splunk Ent Perp UPG 2K-4999GB/dayUS	\$1,459.62 \$1,269.23	K K	31% 31%	\$1,007.14 \$875.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent Perp UPG 500-999GB/dayAN	\$1,875.00	ĸ	31%	\$1,293.75	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 500-999GB/dayAP	\$2,250.00	K	31%	\$1,552.50	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent Perp UPG 500-999GB/dayEM SEL Splunk Ent Perp UPG 500-999GB/dayUS	\$1,725.00 \$1,500.00	K K	31% 31%	\$1,190.25 \$1,035.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SEPU-50-999N-D	SEL Splunk Ent Perp UPG 50-999GB/dayAN	\$2,740.38	K	31%	\$1,890.86	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SEPU-50-99AP-D	SEL Splunk Ent Perp UPG 50-99GB/dayAP	\$3,288.46	K	31%	\$2,269.04	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SEPU-50-99EM-D SEPU-50-99US-D	SEL Splunk Ent Perp UPG 50-99GB/dayEM	\$2,521.15	K	31%	\$1,739.59	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent Perp UPG 50-99GB/dayUS SEL Splunk Ent TermL ESUP100-199GB/dayAN	\$2,192.31 \$865.38	K K	31% 31%	\$1,512.69 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-100-199AP-D	SEL Splunk Ent TermL ESUP100-199GB/dayAF	\$1,038.46	K	31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL ESUP100-199GB/dayEN		K K	31% 31%	\$549.34 \$477.69	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5 5	SETE-10-19AN-D	SEL Splunk Ent TermL ESUP100-199GB/dayUS SEL Splunk Ent TermL ESUP10-19GB/dayAN	\$692.31 \$1,442.31	K	31%	\$995.19	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	SETE-10-19AP-D	SEL Splunk Ent TermL ESUP10-19GB/dayAP	\$1,730.77	K	31%	\$1,194.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETE-10-19EM-D	SEL Splunk Ent TermL ESUP10-19GB/dayEM	\$1,326.92	K	31%	\$915.57	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETE-10-19US-D SETE-1K-1999AN-D	SEL Splunk Ent TermL ESUP10-19GB/dayUS SEL Splunk Ent TermL ESUP1K-1999GB/dayAN	\$1,153.85 \$778.85	K K	31% 31%	\$796.16 \$537.41	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-1K-1999AP-D	SEL Splunk Ent TermL ESUP1K-1999GB/dayAF	\$934.62	K	31%	\$644.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk Ent TermL ESUP1K-1999GB/dayEN		K	31%	\$494.41	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL ESUP1K-1999GB/dayUS SEL Splunk Ent TermL ESUP200-499GB/dayAN		K K	31% 31%	\$429.93 \$577.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP200-499GB/dayAF		K	31%	\$692.66	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL ESUP200-499GB/dayEM		K	31%	\$531.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETE-200-499US-D SETE-20-49AN-D	SEL Splunk Ent TermL ESUP200-499GB/dayUS SEL Splunk Ent TermL ESUP20-49GB/dayAN	\$669.23 \$1,298.08	K K	31% 31%	\$461.77 \$895.68	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-20-49AP-D	SEL Splunk Ent TermL ESUP20-49GB/dayAP	\$1,557.69	ĸ	31%	\$1,074.81	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETE-20-49EM-D	SEL Splunk Ent TermL ESUP20-49GB/dayEM	\$1,194.23	K	31%	\$824.02	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5	SETE-20-49US-D SETE-2K-4999AN-D	SEL Splunk Ent TermL ESUP20-49GB/dayUS SEL Splunk Ent TermL ESUP2K-4999GB/dayAN	\$1,038.46 \$750.00	K K	31% 31%	\$716.54 \$517.50	\$0.00 \$0.00		\$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		SEL Splunk Ent TermL ESUP2K-4999GB/dayEN		K	31%	\$476.10	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk Ent TermL ESUP2K-4999GB/dayUS SEL Splunk Ent TermL ESUP500-999GB/dayAN		K K	31% 31%	\$414.00 \$557.31	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayAF		ĸ	31%	\$668.77	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL ESUP500-999GB/dayEM		K	31%	\$512.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SETE-500-999US-D SETE-50-99AN-D	SEL Splunk Ent TermL ESUP500-999GB/dayUS SEL Splunk Ent TermL ESUP50-99GB/dayAN	\$646.15 \$1,096.15	K K	31% 31%	\$445.84 \$756.34	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETE-50-99AP-D	SEL Splunk Ent TermL ESUP50-99GB/dayAP	\$1,315.38	ĸ	31%	\$907.61	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETE-50-99EM-D	SEL Splunk Ent TermL ESUP50-99GB/dayEM	\$1,008.46	K	31%	\$695.84	\$0.00		\$0.00			\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL ESUP50-99GB/dayUS SEL Splunk Ent TermL GSUP100-199GB/dayAN	\$876.92 \$973.85	K K	31% 31%	\$605.07 \$671.96	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayAF		K	31%	\$806.51	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP100-199GB/dayEN	\$895.38	K	31%	\$617.81	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP100-199GB/dayUS SEL Splunk Ent TermL GSUP1K-1999GB/dayAl		K K	31% 31%	\$537.41 \$597.11	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP1K-1999GB/dayAl		K	31%	\$716.54	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETG-1K-1999EM-D	SEL Splunk Ent TermL GSUP1K-1999GB/dayEl	\$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 GSUP1K-1999GB/dayU: SEL Splunk Ent TermL GSUP200-499GB/dayAf		K K	31% 31%	\$477.69 \$646.88	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP200-499GB/dayAF		K	31%	\$776.25	\$0.00				\$0.00	\$0.00		SPLUNK
5	SETG-200-499EM-D	SEL Splunk Ent TermL GSUP200-499GB/dayEN	\$862.50	K	31%	\$595.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL GSUP200-499GB/dayUS SEL Splunk Ent TermL GSUP2K-4999GB/dayAl		K K	31% 31%	\$517.50 \$572.24	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		SPLUNK SDLLINK
э	JE I G-ZN-4999AN-D	OLL OPIUIN EIK TEITIL GOUPZN-4999GB/GAYAI	\$829.33	ι,	3170	\$572.24	φυ.00	φυ.00	\$U.UU	\$0.00	φυ.00	\$0.00	φυ.υυ :	SPLUNK

					NVP	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk Ent TermL GSUP2K-4999GB/dayAF SEL Splunk Ent TermL GSUP2K-4999GB/dayEN	\$995.19 \$762.98	K K	31% 31%	\$686.68 \$526.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP2K-4999GB/dayUS		ĸ	31%	\$457.79	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP500-999GB/dayAN		K	31%	\$621.99	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermL GSUP500-999GB/dayAF SEL Splunk Ent TermL GSUP500-999GB/dayEN		K K	31% 31%	\$746.39 \$572.24	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermL GSUP500-999GB/dayUS		ĸ	31%	\$497.59	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000AN		K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermUPG ESup Buck \$1000AP SEL Splunk Ent TermUPG ESup Buck \$1000EM		K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$1000EN		K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$100AN	\$100.00	K	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$100AP SEL Splunk Ent TermUPG ESup Buck \$100EM	\$100.00	K K	31% 31%	\$69.00 \$69.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermUPG ESup Buck \$100US	\$100.00 \$100.00	K	31%	\$69.00	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETU-ES-1AN-D	SEL Splunk Ent TermUPG ESup Buck \$1AN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-ES-1AP-D	SEL Splunk Ent TermUPG ESup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK 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	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$1000AN		ĸ	31%	\$690.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$1000AP		K	31%	\$690.00	\$0.00		\$0.00		\$0.00	\$0.00		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	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100AN	\$100.00	ĸ	31%	\$69.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100AP	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk Ent TermUPG GSup Buck \$100EM SEL Splunk Ent TermUPG GSup 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	\$0.00 \$0.00		SPLUNK SPLUNK
5	SETU-GS-10003-D	SEL Splunk Ent TermUPG GSup Buck \$10003	\$1.00	K	31%	\$0.69	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	SETU-GS-1AP-D	SEL Splunk Ent TermUPG GSup Buck \$1AP	\$1.00	K	31%	\$0.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SETU-GS-1EM-D	SEL Splunk Ent TermUPG GSup Buck \$1EM	\$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	SETU-GS-1US-D VMP-100GB-AN-D	SEL Splunk Ent TermUPG GSup Buck \$1US SEL Splunk VM Perp Lic 21-100GB/dayAN	\$1.00 \$28,846.15	K	31%	\$19,903.84	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		SPLUNK
5		SEL Splunk VM Perp Lic 21-100GB/dayAP	\$34,615.38	K	31%	\$23,884.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		SPLUNK
5 5	VMP-100GB-US-D VMP-101GB-AN-D	SEL Splunk VM Perp Lic 21-100GB/dayUS SEL Splunk VM Perp Lic 101+GB/dayAN	\$23,076.92 \$50,480.77	K K	31% 31%	\$15,923.07 \$34,831.73	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-101GB-AP-D	SEL Splunk VM Perp Lic 101+GB/dayAP	\$60,576.92	ĸ	31%	\$41,798.07	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	VMP-101GB-EM-D	SEL Splunk VM Perp Lic 101+GB/dayEM	\$46,442.31	K	31%	\$32,045.19	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMP-101GB-US-D VMP-20GB-AN-D	SEL Splunk VM Perp Lic 101+GB/dayUS SEL Splunk VM Perp Lic 6-20GB/dayAN	\$40,384.62 \$14,423.08	K K	31% 31%	\$27,865.39 \$9,951.93	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-20GB-AP-D	SEL Splunk VM Perp Lic 6-20GB/dayAP	\$17,307.69	ĸ	31%	\$11,942.31	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMP-20GB-EM-D	SEL Splunk VM Perp Lic 6-20GB/dayEM	\$13,269.23	K	31%	\$9,155.77	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMP-20GB-US-D VMP-5GB-AN-D	SEL Splunk VM Perp Lic 6-20GB/dayUS SEL Splunk VM Perp Lic 1-5GB/dayAN	\$11,538.46 \$7,211.54	K K	31% 31%	\$7,961.54 \$4,975.96	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMP-5GB-AP-D	SEL Splunk VM Perp Lic 1-5GB/dayAP	\$8,653.85	K	31%	\$5,971.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	VMP-5GB-EM-D	SEL Splunk VM Perp Lic 1-5GB/dayEM	\$6,634.62	K	31%	\$4,577.89	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMP-5GB-US-D	SEL Splunk VM Perp Lic 1-5GB/dayUS SEL Splunk VM Term ESUP 21-100GB/dayAN	\$5,769.23 \$11,538.46	K K	31% 31%	\$3,980.77 \$7,961.54	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk VM Term ESUP 21-100GB/dayAP	\$13,846.15	K	31%	\$9,553.84	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		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		SEL Splunk VM Term ESUP 21-100GB/dayUS	\$9,230.77	K K	31% 31%	\$6,369.23	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5		SEL Splunk VM Term ESUP 101+GB/dayAN SEL Splunk VM Term ESUP 101+GB/dayAP	\$26,899.04 \$32,278.85	K	31%	\$18,560.34 \$22,272.41	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	VMTE-101GB-EM-D	SEL Splunk VM Term ESUP 101+GB/dayEM	\$24,747.12	K	31%	\$17,075.51	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk VM Term ESUP 101+GB/dayUS SEL Splunk VM Term ESUP 6-20GB/dayAN	\$21,519.23 \$5,769.23	K K	31% 31%	\$14,848.27 \$3,980.77	\$0.00 \$0.00		\$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	K	31%	\$4,776.93	\$0.00		\$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	\$0.00		SPLUNK
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	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTE-5GB-AN-D	SEL Splunk VM Term ESUP 1-5GB/dayAP	\$3,461.54	K	31%	\$2,388.46	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMTE-5GB-EM-D	SEL Splunk VM Term ESUP 1-5GB/dayEM	\$2,653.85	K	31%	\$1,831.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	VMTE-5GB-US-D	SEL Splunk VM Term ESUP 1-5GB/dayUS	\$2,307.69	K	31% 31%	\$1,592.31	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5 5		SEL Splunk VM Term GSUP 21-100GB/dayAN SEL Splunk VM Term GSUP 21-100GB/dayAP	\$12,980.77 \$15,576.92	K K	31%	\$8,956.73 \$10,748.07	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		SPLUNK SPLUNK
5	VMTG-100GB-EM-D	SEL Splunk VM Term GSUP 21-100GB/dayEM	\$11,942.31	K	31%	\$8,240.19	\$0.00		\$0.00			\$0.00		SPLUNK
5		SEL Splunk VM Term GSUP 21-100GB/dayUS	\$10,384.62	K	31%	\$7,165.39	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk VM Term GSUP 101+GB/dayAN SEL Splunk VM Term GSUP 101+GB/dayAP	\$30,288.46 \$36,346.15	K K	31% 31%	\$20,899.04 \$25,078.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTG-101GB-EM-D	SEL Splunk VM Term GSUP 101+GB/dayEM	\$27,865.38	K	31%	\$19,227.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5		SEL Splunk VM Term GSUP 101+GB/dayUS	\$24,230.77	K	31%	\$16,719.23	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5 5		SEL Splunk VM Term GSUP 6-20GB/dayAN SEL Splunk VM Term GSUP 6-20GB/dayAP	\$6,490.38 \$7,788.46	K K	31% 31%	\$4,478.36 \$5,374.04	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Splunk VM Term GSUP 6-20GB/dayAP	\$5,971.15	K	31%	\$4,120.09	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Splunk VM Term GSUP 6-20GB/dayUS	\$5,192.31	K	31%	\$3,582.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	VMTG-5GB-AN-D VMTG-5GB-AP-D	SEL Splunk VM Term GSUP 1-5GB/dayAN SEL Splunk VM Term GSUP 1-5GB/dayAP	\$3,245.19 \$3,894.23	K K	31% 31%	\$2,239.18 \$2,687.02	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	VMTG-5GB-EM-D	SEL Splunk VM Term GSUP 1-5GB/dayAP	\$2,985.58	K	31%	\$2,060.05	\$0.00		\$0.00		\$0.00	\$0.00		SPLUNK
5	VMTG-5GB-US-D	SEL Splunk VM Term GSUP 1-5GB/dayUS	\$2,596.15		31%	\$1,791.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	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	K K	31% 31%	\$24,953.85 \$16,284.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL-0032UE-2	SEL IGLS Basic-ADV to ENT Upg 2 Pack v2	\$7,338.00	K	31%	\$5,063.22	\$0.00	\$0.00	\$0.00	\$0.00	\$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		SUPERNA
5 5	EGL-AUD-AGT EGL-AUD-LIC	SEL Eyeglass Easy Auditor Agent Lic SEL Eyeglass Easy Auditor Feature Lic	\$4,615.00 \$2,565.00	K K	31% 31%	\$3,184.35 \$1,769.85	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL-EDGE-C1	SEL ISILONSD EDGE CLUSTER DISCOVERY-		K	31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5		SEL EYEGLASS DR MANAGER Enterprise VAF		K	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	K K	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	EYEGLASS-I1	SEL IGLS RHEL-Centos Installer License	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00			\$0.00		SUPERNA
5 5	IGL-CA-009 IGLS-CB-3YR	SEL Eyeglass Isilon Probe-Basic SEL IGLS Starter Suite 2 CLSTR Bundle 3y	\$1,795.00 \$43,840.00	K K	31% 31%	\$1,238.55 \$30,249.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-CB-5YR	SEL IGLS Starter Suite 2 CLSTR Bundle 5y	\$51,391.00	K	31%	\$35,459.79	\$0.00		\$0.00			\$0.00		SUPERNA
5	IGLS-NB-3YR	SEL IGLS Starter Suite 6 Node Bundle 3y	\$35,926.00	K	31%	\$24,788.94	\$0.00		\$0.00	\$0.00		\$0.00		SUPERNA
5 5	IGLS-NB-5YR IGLS-NB8-3YR	SEL IGLS Starter Suite 6 Node Bundle 5y SEL IGLS Starter Suite 8 Node Bundle 3y	\$42,822.00 \$37,754.00	K K	31% 31%	\$29,547.18 \$26,050.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-NB8-5YR	SEL IGLS Starter Suite 8 Node Bundle 5y	\$45,285.00	K	31%	\$31,246.65	\$0.00		\$0.00			\$0.00		SUPERNA
5	IGLS-SUITE-1YR	SEL IGLS Bundle 1 Writeable Cluster 1yr	\$19,851.00	K	31%	\$13,697.19	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5	IGLS-SUITE2-1YR IGLS-SUITE2-3YR	SEL IGLS Bundle 2 Writeable Cluster 1y SEL IGLS Bundle 2 Writeable Cluster 3y	\$25,918.00 \$33,918.00	K K	31% 31%	\$17,883.42 \$23,403.42	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SUPERNA SUPERNA
5	IGLS-SUITE2-5YR		\$41,918.00	K	31%	\$28,923.42	\$0.00					\$0.00		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	K	31%	\$20,873.19	\$0.00		\$0.00			\$0.00		SUPERNA
5 5		Y SEL Sync EE CLD Storage 1-10 TB 1 yr Y SEL Sync EE CLD Storage 1-10 TB 2 yr	\$2,160.00 \$4,104.00	K K	31% 31%	\$1,490.40 \$2,831.76	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		Y SEL Sync EE CLD Storage 1-10 TB 3 yr	\$5,832.00	ĸ	31%	\$4,024.08	\$0.00					\$0.00		SYNCPLICITY
5		Y SEL Sync EE CLD Storage 11-100 TB 1 yr	\$1,800.00	K	31%	\$1,242.00	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5		Y SEL Sync EE CLD Storage 11-100 TB 2 yr Y SEL Sync EE CLD Storage 11-100 TB 3 yr	\$3,420.00 \$4,860.00	K K	31% 31%	\$2,359.80 \$3,353.40	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5		Y SEL Sync EE CLD Storage 101-1,000 TB 1yr	\$1,620.00	K	31%	\$1,117.80	\$0.00					\$0.00		SYNCPLICITY
5	SYNCCD-STG-T3-2	Y SEL Sync EE CLD Storage 101-1,000 TB 2yr	\$3,078.00	K	31%	\$2,123.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		Y SEL Sync EE CLD Storage 101-1,000 TB 3yr	\$4,374.00	K	31%	\$3,018.06	\$0.00		\$0.00			\$0.00		SYNCPLICITY SYNCPLICITY
5 5		Y SEL Sync EE CLD Storage 1,001 TB+ 1yr Y SEL Sync EE CLD Storage 1,001 TB+ 2 yr	\$1,440.00 \$2,736.00	K K	31% 31%	\$993.60 \$1,887.84	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY
5		Y SEL Sync EE CLD Storage 1,001 TB+ 3 yr	\$3,888.00	K	31%	\$2,682.72	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SYNCPLICITY
5	SYNC-EE-T1-1Y	SEL Sync EE 25-1,000 sts 1 yr	\$150.00	K	31%	\$103.50	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5 5	SYNC-EE-T1-2Y SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 2 yr SEL Sync EE 25-1,000 sts 3 yr	\$286.00 \$405.00	K K	31% 31%	\$197.34 \$279.45	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T2-1Y	SEL Sync EE 1,001-5,000 sts 1 yr	\$120.00	ĸ	31%	\$82.80	\$0.00		\$0.00	\$0.00		\$0.00		SYNCPLICITY
5	SYNC-EE-T2-2Y	SEL Sync EE 1,001-5,000 sts 2 yr	\$228.00	K	31%	\$157.32	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5	SYNC-EE-T2-3Y SYNC-EE-T3-1Y	SEL Sync EE 1,001-5,000 sts 3 yr SEL Sync EE 5,001-10,000 sts 1 yr	\$324.00 \$96.00	K K	31% 31%	\$223.56 \$66.24	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 1 yr SEL Sync EE 5,001-10,000 sts 2 yr	\$182.00	K	31%	\$125.58	\$0.00					\$0.00		SYNCPLICITY
5	SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 3 yr	\$258.00	K	31%	\$178.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-EE-T4-1Y SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 1 yr	\$85.00 \$160.00	K K	31% 31%	\$58.65 \$110.40	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5 5	SYNC-EE-T4-2Y SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 2 yr SEL Sync EE 10,001+ sts 3 yr	\$225.00	K	31%	\$155.25	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5		SEL Sync Gov EE 25-1,000 sts 1 yr	\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5		SEL Sync Gov EE 25-1,000 sts 2 yr	\$429.00	K	31%	\$296.01	\$0.00					\$0.00		SYNCPLICITY
5 5		' SEL Sync Gov EE 25-1,000 sts 3 yr ' SEL Sync Gov EE 1,001-5,000 sts 1 yr	\$608.00 \$180.00	K K	31% 31%	\$419.52 \$124.20	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY 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	SYNCPLICITY
5		' SEL Sync Gov EE 1,001-5,000 sts 3 yr	\$486.00	K	31%	\$335.34	\$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	K K	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	ĸ	31%	\$267.03	\$0.00					\$0.00		SYNCPLICITY
5	SYNC-GV-EE-T4-1Y	SEL Sync Gov EE 10,001+ sts 1 yr	\$128.00	K	31%	\$88.32	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE 10,001+ sts 2 yr SEL Sync Gov EE 10,001+ sts 3 yr	\$240.00 \$338.00	K K	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 CLD STG 1-10 TB 1 yr	\$3,240.00	ĸ	31%	\$2,235.60	\$0.00		\$0.00			\$0.00		SYNCPLICITY
5	SYNC-GV-ST-T1-2Y	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	SYNCPLICITY
5		SEL Sync Gov EE CLD STG 1-10 TB 3 yr	\$8,748.00	K K	31% 31%	\$6,036.12 \$1,863.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		SYNCPLICITY
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	K	31%	\$3,539.70	\$0.00		\$0.00			\$0.00		SYNCPLICITY SYNCPLICITY
5		SEL Sync Gov EE CLD STG 11-100 TB 3 yr	\$7,290.00	K	31%	\$5,030.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5		SEL Sync Gov EE CLD STG 101-1,000 TB 1yr	\$2,430.00	K	31%	\$1,676.70						\$0.00		SYNCPLICITY
5 5		SEL Sync Gov EE CLD STG 101-1,000 TB 2yr SEL Sync Gov EE CLD STG 101-1,000 TB 3yr	\$4,617.00 \$6,561.00	K K	31% 31%	\$3,185.73 \$4,527.09	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-GV-ST-T4-1Y	SEL Sync Gov EE CLD STG 1,001 TB+ 1 yr	\$2,160.00	K	31%	\$1,490.40	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		SYNCPLICITY
5	SYNC-GV-ST-T4-2Y	SEL Sync Gov EE CLD STG 1,001 TB+ 2 yr	\$4,104.00	K	31%	\$2,831.76	\$0.00					\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-GV-ST-T4-3Y SYNC-S1-EE-1Y	SEL Sync Gov EE CLD STG 1,001 TB+ 3 yr SEL Sync EE 1-10TB 1 yr	\$5,832.00 \$26,125.00	K K	31% 31%	\$4,024.08 \$18,026.25	\$0.00 \$0.00					\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-2Y	SEL Sync EE 1-10TB 1 yr	\$49,775.00	K	31%	\$34,344.75	\$0.00					\$0.00		SYNCPLICITY
5	SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 3 yr	\$71,225.00	K	31%	\$49,145.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 5	AE-0-50PL AE-0-50TL	SEL Automation Engine PL SEL Automation Engine TL	\$149.25 \$59.70	K K	31% 31%	\$102.98 \$41.19	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	AE-1001-1500PL	SEL Automation Engine PL	\$42.75	K	31%	\$29.50	\$0.00					\$0.00		VARONIS
5	AE-1001-1500TL	SEL Automation Engine TL	\$17.10	K	31%	\$11.80	\$0.00					\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	AE-100K-150KPL AE-100K-150KTL	SEL Automation Engine PL SEL Automation Engine TL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-100K-150KTL AE-101-250PL	SEL Automation Engine PL	\$81.75	K	31%	\$56.41	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-101-250TL	SEL Automation Engine TL	\$32.70	K	31%	\$22.56	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	AE-10K-20KPL AE-10K-20KTL	SEL Automation Engine PL SEL Automation Engine TL	\$26.25 \$10.50	K K	31% 31%	\$18.11 \$7.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	AE-1501-2000PL	SEL Automation Engine TL SEL Automation Engine PL	\$10.50	K	31%	\$7.25 \$26.70	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-1501-2000TL	SEL Automation Engine TL	\$15.45	K	31%	\$10.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	AE-150K-PL	SEL Automation Engine PL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-150K-TL AE-2001-2500PL	SEL Automation Engine TL SEL Automation Engine PL	\$8.85 \$36.00	K K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-2001-2500TL	SEL Automation Engine TL	\$14.40	ĸ	31%	\$9.94	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-20K-35KPL	SEL Automation Engine PL	\$24.75	K	31%	\$17.08	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-20K-35KTL	SEL Automation Engine TL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	AE-2501-4000PL AE-2501-4000TL	SEL Automation Engine PL SEL Automation Engine TL	\$33.75 \$13.50	K	31%	\$23.29	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS
5	AE-251-500PL	SEL Automation Engine PL	\$62.25	K	31%	\$42.95	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	AE-251-500TL	SEL Automation Engine TL	\$24.90	K	31%	\$17.18	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	AE-35K-50KPL AE-35K-50KTL	SEL Automation Engine PL SEL Automation Engine TL	\$24.00 \$9.60	K K	31% 31%	\$16.56 \$6.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-4001-6000PL	SEL Automation Engine PL	\$31.50	ĸ	31%	\$21.74	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-4001-6000TL	SEL Automation Engine TL	\$12.60	K	31%	\$8.69	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	AE-501-750PL	SEL Automation Engine PL	\$50.25	K	31%	\$34.67	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-501-750TL AE-50K-100KPL	SEL Automation Engine TL SEL Automation Engine PL	\$20.10 \$23.25	K K	31% 31%	\$13.87 \$16.04	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-50K-100KTL	SEL Automation Engine TL	\$9.30	K	31%	\$6.42	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-51-100PL	SEL Automation Engine PL	\$104.25	K	31%	\$71.93	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	AE-51-100TL	SEL Automation Engine TL SEL Automation Engine PL	\$41.70 \$29.25	K K	31% 31%	\$28.77 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	AE-6001-8000PL AE-6001-8000TL	SEL Automation Engine FL	\$29.25 \$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-751-1000PL	SEL Automation Engine PL	\$46.50	K	31%	\$32.09	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	AE-751-1000TL	SEL Automation Engine TL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	AE-8001-10KPL AE-8001-10KTL	SEL Automation Engine PL SEL Automation Engine TL	\$27.75 \$11.10	K K	31% 31%	\$19.15 \$7.66	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	CL-11-15PL	SEL Collector PL	\$4,725.00	K	31%	\$3,260.25	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CL-11-15TL	SEL Collector TL	\$1,890.00	K	31%	\$1,304.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CL-1-5PL	SEL Collector PL	\$10,500.00	K	31%	\$7,245.00	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	CL-1-5TL CL-16-20PL	SEL Collector TL SEL Collector PL	\$4,200.00 \$4,252.50	K K	31% 31%	\$2,898.00 \$2,934.23	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	CL-16-20TL	SEL Collector TL	\$1,701.00	ĸ	31%	\$1,173.69	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CL-21-PL	SEL Collector PL	\$3,828.00	K	31%	\$2,641.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CL-21-TL CL-6-10PL	SEL Collector TL SEL Collector PL	\$1,531.20 \$7,350.00	K K	31% 31%	\$1,056.53 \$5,071.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	CL-6-10FL CL-6-10TL	SEL Collector TL	\$2,940.00	K	31%	\$2,028.60	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CLC-11-15PL	SEL Collector 100 SL PL	\$9,450.00	K	31%	\$6,520.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	CLC-11-15TL	SEL Collector 100 SL TL	\$3,780.00	K	31%	\$2,608.20	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	CLC-1-5PL CLC-1-5TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$21,000.00 \$8,400.00	K K	31% 31%	\$14,490.00 \$5,796.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	CLC-16-20PL	SEL Collector 100 SL PL	\$8,505.00	ĸ	31%	\$5,868.45	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CLC-16-20TL	SEL Collector 100 SL TL	\$3,402.00	K	31%	\$2,347.38	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	CLC-21-PL CLC-21-TL	SEL Collector 100 SL PL SEL Collector 100 SL TL	\$7,656.00 \$3,062.40	K K	31% 31%	\$5,282.64 \$2,113.06	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	CLC-21-1L CLC-6-10PL	SEL Collector 100 SL TL SEL Collector 100 SL PL	\$14,700.00	K	31%	\$10,143.00	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CLC-6-10TL	SEL Collector 100 SL TL	\$5,880.00	K	31%	\$4,057.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	CLU-11-15PL	SEL Collector Upgrade PL	\$4,725.00	K	31%	\$3,260.25	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	CLU-11-15TL CLU-1-5PL	SEL Collector Upgrade TL SEL Collector Upgrade PL	\$1,890.00 \$10,500.00	K K	31% 31%	\$1,304.10 \$7,245.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	CLU-1-5TL	SEL Collector Upgrade TL	\$4,200.00	K	31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	CLU-16-20PL	SEL Collector Upgrade PL	\$4,252.50	K	31%	\$2,934.23	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	CLU-16-20TL CLU-21+TL	SEL Collector Upgrade TL SEL Collector Upgrade TL	\$1,701.00 \$1,531.20	K K	31% 31%	\$1,173.69 \$1,056.53	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	CLU-21+TL CLU-21-PL	SEL Collector Opgrade TL SEL Collector Upgrade PL	\$3,828.00	K	31%	\$1,056.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	CLU-6-10PL	SEL Collector Upgrade PL	\$7,350.00	K	31%	\$5,071.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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		VARONIS
5 5	DADS-0-50PL DADS-0-50TL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$194.10 \$77.55	K K	31% 31%	\$133.93 \$53.51	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - DS FL	\$77.55 \$55.65	K	31%	\$38.40	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DADS-1001-1500TL	SEL DatAdvantage - DS TL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - DS PL	\$29.25	K	31%	\$20.18	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DADS-100K-150KTL DADS-101-250PL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$11.70 \$106.35	K K	31% 31%	\$8.07 \$73.38	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DADS-101-250TL	SEL DatAdvantage - DS TL	\$42.45	K	31%	\$29.29	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DADS-10K-20KPL	SEL DatAdvantage - DS PL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DADS-10K-20KTL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$13.65 \$50.25	K K	31% 31%	\$9.42 \$34.67	\$0.00		\$0.00		\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$50.25 \$20.10	K K	31%	\$34.67 \$13.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DADS-150K-PL	SEL DatAdvantage - DS PL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DADS-150K-TL	SEL DatAdvantage - DS TL	\$11.55	K	31%	\$7.97	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$46.80 \$18.75	K K	31% 31%	\$32.29 \$12.94	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
S	PUD0-500 1-5000 J F	OLL Dathuvantage - DO TL	φ10./5	^	J 170	ş ız.94	φυ.υυ	φυ.00	φυ.υυ	φυ.υυ	φυ.00	φυ.00	φυ.υυ	VALCINIO

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DADS-20K-35KPL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$32.25 \$12.90	K K	31%	\$22.25 \$8.90	\$0.00		\$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DADS-20K-35KTL DADS-2501-4000PL	SEL DatAdvantage - DS PL	\$12.90 \$43.95	K	31% 31%	\$30.33	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - DS TL	\$17.55	K	31%	\$12.11	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DADS-251-500PL	SEL DatAdvantage - DS PL	\$81.00	K	31%	\$55.89	\$0.00					\$0.00		VARONIS
5	DADS-251-500TL	SEL DatAdvantage - DS TL	\$32.40	K	31%	\$22.36	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-35K-50KPL DADS-35K-50KTL	SEL DatAdvantage - DS PL SEL DatAdvantage - DS TL	\$31.20 \$12.45	K K	31% 31%	\$21.53 \$8.59	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - DS PL	\$40.95	K	31%	\$28.26	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-4001-6000TL		\$16.35	K	31%	\$11.28	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-501-750PL	SEL DatAdvantage - DS PL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-501-750TL	SEL DatAdvantage - DS TL	\$26.10	K	31%	\$18.01	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-50K-100KPL	SEL DatAdvantage - DS PL	\$30.30	K	31%	\$20.91	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DADS-50K-100KTL DADS-51-100PL	SEL DatAdvantage - DS TL SEL DatAdvantage - DS PL	\$12.15 \$135.60	K K	31% 31%	\$8.38 \$93.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DADS-51-100TL	SEL DatAdvantage - DS TL	\$54.15	K	31%	\$37.36	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage - DS PL	\$38.10	K	31%	\$26.29	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage - DS TL	\$15.15	K	31%	\$10.45	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-751-1000PL	SEL DatAdvantage - DS PL	\$60.45	K	31%	\$41.71	\$0.00		\$0.00			\$0.00		VARONIS
5	DADS-751-1000TL DADS-8001-10KPL	SEL DatAdvantage - DS TL	\$24.15 \$36.15	K K	31% 31%	\$16.66 \$24.94	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DADS-8001-10KTL		\$14.40	K	31%	\$9.94	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-0-50PL	SEL DatAdvantage for Exchange Lite PL	\$149.25	K	31%	\$102.98	\$0.00					\$0.00		VARONIS
5	DAEL-0-50TL	SEL DatAdvantage for Exchange Lite TL	\$59.70	K	31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$42.75	K	31%	\$29.50	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$17.10	K	31%	\$11.80	\$0.00					\$0.00		VARONIS
5 5		SEL DatAdvantage for Exchange Lite PL SEL DatAdvantage for Exchange Lite TL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-101-250PL	SEL DatAdvantage for Exchange Lite PL	\$81.75	K	31%	\$56.41	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-101-250TL	SEL DatAdvantage for Exchange Lite TL	\$32.70	K	31%	\$22.56	\$0.00					\$0.00		VARONIS
5	DAEL-10K-20KPL	SEL DatAdvantage for Exchange Lite PL	\$26.25	K	31%	\$18.11	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-10K-20KTL	SEL DatAdvantage for Exchange Lite TL	\$10.50	K	31%	\$7.25	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$38.70	K K	31%	\$26.70	\$0.00					\$0.00		VARONIS
5	DAEL-150K-PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$15.45 \$22.20	K	31% 31%	\$10.66 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-150K-TL	SEL DatAdvantage for Exchange Lite TL	\$8.85	ĸ	31%	\$6.11	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage for Exchange Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-2001-2500TL		\$14.40	K	31%	\$9.94	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-20K-35KPL	SEL DatAdvantage for Exchange Lite PL	\$24.75	K	31%	\$17.08	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-20K-35KTL DAEL-2501-4000PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange Lite PL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAEL-2501-4000PL		\$13.50	K	31%	\$23.29 \$9.32	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DAEL-251-500PL	SEL DatAdvantage for Exchange Lite PL	\$62.25	K	31%	\$42.95	\$0.00		\$0.00			\$0.00		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	K	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		VARONIS
5 5	DAEL-4001-6000PL DAEL-4001-6000TL		\$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	DAEL-501-750PL	SEL DatAdvantage for Exchange Lite PL	\$50.25	K	31%	\$34.67	\$0.00					\$0.00		VARONIS
5	DAEL-501-750TL	SEL DatAdvantage for Exchange Lite TL	\$20.10	ĸ	31%	\$13.87	\$0.00					\$0.00		VARONIS
5	DAEL-50K-100KPL		\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange Lite TL	\$9.30	K	31%	\$6.42	\$0.00					\$0.00		VARONIS
5	DAEL-51-100PL	SEL DatAdvantage for Exchange Lite PL	\$104.25	K	31%	\$71.93	\$0.00					\$0.00		VARONIS
5 5	DAEL 6001 8000PI	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange 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	DAEL-6001-8000TL		\$11.70	ĸ	31%	\$8.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEL-751-1000PL	SEL DatAdvantage for Exchange Lite PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00			\$0.00		VARONIS
5	DAEL-751-1000TL	SEL DatAdvantage for Exchange Lite TL	\$18.60	K	31%	\$12.83	\$0.00					\$0.00		VARONIS
5	DAEL-8001-10KPL	SEL DatAdvantage for Exchange Lite PL	\$27.75	K	31%	\$19.15	\$0.00					\$0.00		VARONIS
5	DAEL-8001-10KTL DAEX-0-50PL	SEL DatAdvantage for Exchange Lite TL SEL DatAdvantage for Exchange PL	\$11.10 \$298.50	K K	31% 31%	\$7.66 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAEX-0-50TL	SEL DatAdvantage for Exchange TL	\$119.40	K	31%	\$82.39	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage for Exchange TL	\$34.20	K	31%	\$23.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$45.00	K	31%	\$31.05	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage for Exchange TL	\$18.00 \$163.50	K	31% 31%	\$12.42 \$112.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DAEX-101-250PL DAEX-101-250TL	SEL DatAdvantage for Exchange PL	\$163.50 \$65.40	K K	31%	\$112.82 \$45.13	\$0.00	*****	*****	*****	*****	\$0.00	+	VARONIS VARONIS
5	DAEX-10K-20KPL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$52.50	K	31%	\$36.23	\$0.00					\$0.00		VARONIS
5	DAEX-10K-20KTL	SEL DatAdvantage for Exchange TL	\$21.00	ĸ	31%	\$14.49	\$0.00					\$0.00		VARONIS
5	DAEX-1501-2000PL	SEL DatAdvantage for Exchange PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange TL	\$30.90	K	31%	\$21.32	\$0.00					\$0.00		VARONIS
5	DAEX-150K-PL	SEL DatAdvantage for Exchange PL	\$44.25	K	31%	\$30.53	\$0.00					\$0.00		VARONIS
5 5	DAEX-150K-TL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$72.00 \$28.80	K	31%	\$49.66 \$19.87	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$49.50	K	31%	\$34.16	\$0.00					\$0.00		VARONIS
5	DAEX-20K-35KTL	SEL DatAdvantage for Exchange TL	\$19.80	K	31%	\$13.66	\$0.00					\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Exchange PL	\$67.50	K	31%	\$46.58	\$0.00					\$0.00		VARONIS
5	DAEX-2501-4000TL	SEL DatAdvantage for Exchange TL	\$27.00	K	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DAEX-251-500PL DAEX-251-500TL	SEL DatAdvantage for Exchange PL	\$124.50 \$49.80	K K	31% 31%	\$85.91	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DAEX-35K-50KPL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange PL	\$48.00	K	31%	\$34.36 \$33.12	\$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	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEX-4001-6000TL		\$25.20	K	31%	\$17.39	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEX-501-750PL DAEX-501-750TL	SEL DatAdvantage for Exchange PL SEL DatAdvantage for Exchange TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAEX-50K-100KPL	SEL DatAdvantage for Exchange PL	\$46.50	K	31%	\$32.09	\$0.00					\$0.00		VARONIS
5	DAEX-50K-100KTL	SEL DatAdvantage for Exchange TL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEX-51-100PL	SEL DatAdvantage for Exchange PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEX-51-100TL	SEL DatAdvantage for Exchange TL	\$83.40	K	31%	\$57.55	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage for Exchange PL	\$58.50	K	31%	\$40.37	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DAEX-751-1000PL	SEL DatAdvantage for Exchange TL SEL DatAdvantage for Exchange 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	DAEX-751-1000TL	SEL DatAdvantage for Exchange TL	\$37.20	ĸ	31%	\$25.67	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DAEX-8001-10KPL	SEL DatAdvantage for Exchange PL	\$55.50	K	31%	\$38.30	\$0.00		\$0.00			\$0.00		VARONIS
5	DAEX-8001-10KTL	SEL DatAdvantage for Exchange TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOD-0-50PL	SEL DatAdvantage - OD PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DAOD-0-50TL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - OD FL	\$34.20	K	31%	\$23.60	\$0.00					\$0.00		VARONIS
5		. SEL DatAdvantage - OD PL	\$45.00	K	31%	\$31.05	\$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		SEL DatAdvantage - OD PL	\$163.50	K	31%	\$112.82	\$0.00					\$0.00		VARONIS
5	DAOD-101-250TL		\$65.40	K	31%	\$45.13	\$0.00					\$0.00		VARONIS
5 5	DAOD-10K-20KPL DAOD-10K-20KTL	SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - OD PL	\$77.25	K	31%	\$53.30	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - OD TL	\$30.90	K	31%	\$21.32	\$0.00					\$0.00		VARONIS
5	DAOD-150K-PL	SEL DatAdvantage - OD PL	\$44.25	K	31%	\$30.53	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOD-150K-TL	SEL DatAdvantage - OD TL	\$17.70	K	31%	\$12.21	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00					\$0.00		VARONIS
5	DAOD-2001-25001L	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$49.50	K	31%	\$19.67	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAOD-20K-35KTL	SEL DatAdvantage - OD TL	\$19.80	ĸ	31%	\$13.66	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - OD PL	\$67.50	K	31%	\$46.58	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - OD TL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOD-251-500PL	SEL DatAdvantage - OD PL	\$124.50	K	31%	\$85.91	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOD-251-500TL DAOD-35K-50KPL	SEL DatAdvantage - OD TL SEL DatAdvantage - OD PL	\$49.80 \$48.00	K K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAOD-35K-50KPL	SEL DatAdvantage - OD TL	\$46.00 \$19.20	K	31%	\$33.12 \$13.25	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage - OD PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - OD TL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOD-501-750PL	SEL DatAdvantage - OD PL	\$100.50	K	31%	\$69.35	\$0.00					\$0.00		VARONIS
5	DAOD-501-750TL	SEL DatAdvantage - OD TL	\$40.20	K	31%	\$27.74	\$0.00					\$0.00		VARONIS
5 5		SEL DatAdvantage - OD PL SEL DatAdvantage - OD TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAOD-51-100PL	SEL DatAdvantage - OD PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOD-51-100TL	SEL DatAdvantage - OD TL	\$83.40	ĸ	31%	\$57.55	\$0.00					\$0.00		VARONIS
5	DAOD-6001-8000PL	SEL DatAdvantage - OD PL	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD TL	\$23.40	K	31%	\$16.15	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - OD PL	\$93.00	K	31%	\$64.17	\$0.00					\$0.00		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			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - OD TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-0-50PL	SEL DatAdvantage - OD Lite PL	\$149.25	K	31%	\$102.98	\$0.00					\$0.00		VARONIS
5	DAOL-0-50TL	SEL DatAdvantage - OD Lite TL	\$59.70	K	31%	\$41.19						\$0.00		VARONIS
5		SEL DatAdvantage - OD Lite PL	\$42.75	K	31%	\$29.50	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - OD Lite TL	\$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 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$22.50	K	31%	\$15.53 \$6.21	\$0.00					\$0.00		VARONIS
5	DAOL-101-250PL	SEL DatAdvantage - OD Lite PL	\$81.75	ĸ	31%	\$56.41	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-101-250TL	SEL DatAdvantage - OD Lite TL	\$32.70	K	31%	\$22.56	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-10K-20KPL	SEL DatAdvantage - OD Lite PL	\$26.25	K	31%	\$18.11	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-10K-20KTL	SEL DatAdvantage - OD Lite TL	\$10.50	K	31%	\$7.25	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	DAOL-1501-2000PL		\$38.70	K	31%	\$26.70	\$0.00	*****	\$0.00	*****	*****	\$0.00	Ψ0.00	7711101110
5 5	DAOL-1501-20001L DAOL-150K-PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD 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	DAOL-150K-TL	SEL DatAdvantage - OD Lite TL	\$8.85	K	31%	\$6.11	\$0.00					\$0.00		VARONIS
5	DAOL-2001-2500PL	SEL DatAdvantage - OD Lite PL	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD Lite TL	\$14.40	K	31%	\$9.94	\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - OD Lite PL	\$24.75	K	31%	\$17.08	\$0.00					\$0.00		VARONIS
5 5	DAOL-20K-35KTL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$9.90 \$33.75	K K	31% 31%	\$6.83 \$23.29	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$33.75 \$13.50	K K	31%	\$23.29 \$9.32	\$0.00					\$0.00		VARONIS VARONIS
5	DAOL-251-500PL	SEL DatAdvantage - OD Lite PL	\$62.25	K	31%	\$42.95	\$0.00					\$0.00		VARONIS
5	DAOL-251-500TL	SEL DatAdvantage - OD Lite TL	\$24.90	K	31%	\$17.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAOL-35K-50KPL	SEL DatAdvantage - OD Lite PL	\$24.00	K	31%	\$16.56	\$0.00					\$0.00		VARONIS
5	DAOL-35K-50KTL	SEL DatAdvantage - OD Lite TL	\$9.60	K	31%	\$6.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DatAdvantage - OD Lite PL	\$31.50 \$12.60	K K	31% 31%	\$21.74	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAOL-501-750PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$12.00	K	31%	\$8.69 \$34.67	\$0.00		\$0.00 \$0.00			\$0.00		VARONIS
5	DAOL-501-750TL	SEL DatAdvantage - OD Lite TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-50K-100KPL		\$23.25	K	31%	\$16.04	\$0.00					\$0.00		VARONIS
5			\$9.30	K	31%	\$6.42	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-51-100PL DAOL-51-100TL	SEL DatAdvantage - OD Lite PL SEL DatAdvantage - OD Lite TL	\$104.25 \$41.70	K K	31% 31%	\$71.93 \$28.77	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - OD Lite TL SEL DatAdvantage - OD Lite PL	\$29.25	K	31%	\$20.18	\$0.00					\$0.00		VARONIS
5	DAOL-6001-8000TL		\$11.70	K	31%	\$8.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-751-1000PL		\$46.50	K	31%	\$32.09	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOL-751-1000TL		\$18.60	K	31%	\$12.83	\$0.00					\$0.00		VARONIS
5	DAOL-8001-10KPL		\$27.75	K	31%	\$19.15	\$0.00 \$0.00		\$0.00			\$0.00		VARONIS
5 5	DAOL-8001-10K1L DAOS-0-50PL	SEL DatAdvantage - OD Lite TL SEL DatAdvantage - SPOL & OD PL	\$11.10 \$447.75	K K	31% 31%	\$7.66 \$308.95	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAOS-0-50TL	SEL DatAdvantage - SPOL & OD TL	\$179.10	ĸ	31%	\$123.58	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$128.25	K	31%	\$88.49	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$51.30	K	31%	\$35.40	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$67.50	K	31%	\$46.58	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DAOS-100K-150KTL DAOS-101-250PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$27.00 \$245.25	K K	31% 31%	\$18.63 \$169.22	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAOS-101-250FL DAOS-101-250TL	SEL DatAdvantage - SPOL & OD FL	\$98.10	K	31%	\$67.69	\$0.00					\$0.00		VARONIS
5	DAOS-10K-20KPL	SEL DatAdvantage - SPOL & OD PL	\$78.75	K	31%	\$54.34	\$0.00					\$0.00		VARONIS
5	DAOS-10K-20KTL	SEL DatAdvantage - SPOL & OD TL	\$31.50	K	31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$115.95	K	31%	\$80.01	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$46.35	K	31%	\$31.98	\$0.00					\$0.00		VARONIS
5 5	DAOS-150K-PL DAOS-150K-TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$66.45 \$26.55	K K	31% 31%	\$45.85 \$18.32	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$108.00	K	31%	\$74.52	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$43.20	K	31%	\$29.81	\$0.00					\$0.00		VARONIS
5	DAOS-20K-35KPL	SEL DatAdvantage - SPOL & OD PL	\$74.25	K	31%	\$51.23	\$0.00					\$0.00		VARONIS
5	DAOS-20K-35KTL	SEL DatAdvantage - SPOL & OD TL	\$29.70	K	31%	\$20.49	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$101.25	K K	31% 31%	\$69.86 \$27.95	\$0.00 \$0.00					\$0.00		VARONIS
5	DAOS-251-500PL	SEL DatAdvantage - SPOL & OD TE SEL DatAdvantage - SPOL & OD PL	\$40.50 \$186.75	K	31%	\$27.95 \$128.86	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAOS-251-500TL	SEL DatAdvantage - SPOL & OD TL	\$74.70	K	31%	\$51.54	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-35K-50KPL	SEL DatAdvantage - SPOL & OD PL	\$72.00	K	31%	\$49.68	\$0.00					\$0.00		VARONIS
5	DAOS-35K-50KTL	SEL DatAdvantage - SPOL & OD TL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$94.50	K	31%	\$65.21	\$0.00					\$0.00		VARONIS
5	DAOS-4001-60001L DAOS-501-750PL	SEL DatAdvantage - SPOL & OD TL SEL DatAdvantage - SPOL & OD PL	\$37.80 \$150.75	K K	31% 31%	\$26.08 \$104.02	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DAOS-501-750FL DAOS-501-750TL	SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$60.30	K	31%	\$104.02	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-50K-100KPL		\$69.75	K	31%	\$48.13	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-50K-100KTL		\$27.90	K	31%	\$19.25	\$0.00		\$0.00			\$0.00		VARONIS
5	DAOS-51-100PL	SEL DatAdvantage - SPOL & OD PL	\$312.75	K	31%	\$215.80	\$0.00					\$0.00		VARONIS
5	DAOS-51-100TL	SEL DatAdvantage - SPOL & OD TL	\$125.10	K	31%	\$86.32	\$0.00					\$0.00		VARONIS
5 5		SEL DatAdvantage - SPOL & OD PL SEL DatAdvantage - SPOL & OD TL	\$87.75 \$35.10	K K	31% 31%	\$60.55 \$24.22	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAOS-751-1000PL		\$139.50	K	31%	\$96.26	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$55.80	K	31%	\$38.50	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD PL	\$83.25	K	31%	\$57.44	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SPOL & OD TL	\$33.30	K	31%	\$22.98	\$0.00					\$0.00		VARONIS
5 5	DASL-0-50PL DASL-0-50TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$149.25 \$59.70	K K	31% 31%	\$102.98 \$41.19	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SP Lite TL	\$42.75	K	31%	\$29.50	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite TL	\$17.10	ĸ	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	VARONIS
5		SEL DatAdvantage - SP Lite TL	\$9.00	K	31%	\$6.21	\$0.00					\$0.00		VARONIS
5	DASL-101-250PL DASL-101-250TL	SEL DatAdvantage - SP Lite PL SEL DatAdvantage - SP Lite TL	\$81.75 \$32.70	K K	31% 31%	\$56.41 \$22.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DASL-101-2501L DASL-10K-20KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$32.70 \$26.25	K	31%	\$22.50 \$18.11	\$0.00		\$0.00			\$0.00		VARONIS
5	DASL-10K-20KTL	SEL DatAdvantage - SP Lite TL	\$10.50	ĸ	31%	\$7.25	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite PL	\$38.70	K	31%	\$26.70	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite TL	\$15.45	K	31%	\$10.66	\$0.00					\$0.00		VARONIS
5	DASL-150K-PL	SEL DatAdvantage - SP Lite PL	\$22.20	K	31%	\$15.32	\$0.00					\$0.00		VARONIS
5	DASL-150K-TL DASL-2001-2500PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$8.85 \$36.00	K	31% 31%	\$6.11 \$24.84	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SP Lite FL	\$14.40	K	31%	\$9.94	\$0.00	*****	*****	*****	*****	\$0.00	Ψ0.00	VARONIS
5	DASL-20K-35KPL		\$24.75	K	31%	\$17.08	\$0.00					\$0.00		VARONIS
5	DASL-20K-35KTL	SEL DatAdvantage - SP Lite TL	\$9.90	K	31%	\$6.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASL-2501-4000PL	SEL DatAdvantage - SP Lite PL	\$33.75	K	31%	\$23.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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	K K	31% 31%	\$42.95	\$0.00 \$0.00					\$0.00		VARONIS VARONIS
5 5	DASL-251-500TL DASL-35K-50KPL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$24.90 \$24.00	K K	31% 31%	\$17.18 \$16.56	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DASL-35K-50KTL	SEL DatAdvantage - SP Lite TL	\$9.60	K	31%	\$6.62	\$0.00					\$0.00		VARONIS
5	DASL-4001-6000PL	SEL DatAdvantage - SP Lite PL	\$31.50	K	31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SP Lite TL	\$12.60	K	31%	\$8.69	\$0.00					\$0.00		VARONIS
5	DASL-501-750PL	SEL DatAdvantage - SP Lite PL	\$50.25	K	31%	\$34.67	\$0.00					\$0.00		VARONIS
5	DASL-501-750TL	SEL DatAdvantage - SP Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DASL-50K-100KPL	SEL DatAdvantage - SP Lite PL	\$23.25 \$9.30	K K	31%	\$16.04						\$0.00 \$0.00		VARONIS VARONIS
5	DASL-51-100PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP Lite PL	\$9.30 \$104.25	K	31% 31%	\$6.42 \$71.93			\$0.00 \$0.00			\$0.00		VARONIS
5	DASL-51-100TL	SEL DatAdvantage - SP Lite TL	\$41.70	K	31%	\$28.77			\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP Lite PL	\$29.25	K	31%	\$20.18						\$0.00		VARONIS
5	DASL-6001-8000TL DASL-751-1000PL	SEL DatAdvantage - SP Lite TL SEL DatAdvantage - SP 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	DASL-751-1000TL	SEL DatAdvantage - SP Lite TL	\$18.60	K	31%	\$12.83						\$0.00		VARONIS
5	DASL-8001-10KPL	SEL DatAdvantage - SP Lite PL	\$27.75	K	31%	\$19.15						\$0.00		VARONIS
5	DASL-8001-10KTL	SEL DatAdvantage - SP Lite TL	\$11.10	K	31%	\$7.66			\$0.00			\$0.00		VARONIS
5	DASO-0-50PL DASO-0-50TL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$298.50 \$119.40	K K	31% 31%	\$205.97 \$82.39	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SPOL PL	\$85.50	ĸ	31%	\$59.00			\$0.00			\$0.00		VARONIS
5	DASO-1001-1500TL	SEL DatAdvantage - SPOL TL	\$34.20	K	31%	\$23.60	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL	\$45.00	K	31%	\$31.05			\$0.00			\$0.00		VARONIS
5 5	DASO-100K-150KTL	. SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$18.00 \$163.50	K K	31% 31%	\$12.42 \$112.82			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DASO-101-250TL	SEL DatAdvantage - SPOL TL	\$65.40	ĸ	31%	\$45.13			\$0.00			\$0.00		VARONIS
5	DASO-10K-20KPL	SEL DatAdvantage - SPOL PL	\$52.50	K	31%	\$36.23			\$0.00			\$0.00		VARONIS
5	DASO-10K-20KTL	SEL DatAdvantage - SPOL TL	\$21.00	K	31%	\$14.49						\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$77.25 \$30.90	K K	31% 31%	\$53.30 \$21.32			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASO-150K-PL	SEL DatAdvantage - SPOL PL	\$44.25	ĸ	31%	\$30.53						\$0.00		VARONIS
5	DASO-150K-TL	SEL DatAdvantage - SPOL TL	\$17.70	K	31%	\$12.21	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL	\$72.00	K	31%	\$49.68						\$0.00		VARONIS
5 5		SEL DatAdvantage - SPOL TL SEL DatAdvantage - SPOL PL	\$28.80	K K	31%	\$19.87	\$0.00 \$0.00					\$0.00		VARONIS VARONIS
5 5	DASO-20K-35KTL		\$49.50 \$19.80	K	31% 31%	\$34.16 \$13.66						\$0.00 \$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL	\$67.50	K	31%	\$46.58			\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL TL	\$27.00	K	31%	\$18.63						\$0.00		VARONIS
5	DASO-251-500PL	SEL DatAdvantage - SPOL PL	\$124.50	K	31%	\$85.91	\$0.00					\$0.00		VARONIS
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		VARONIS VARONIS
5	DASO-35K-50KTL	SEL DatAdvantage - SPOL TL	\$19.20	ĸ	31%	\$13.25						\$0.00		VARONIS
5	DASO-4001-6000PL	SEL DatAdvantage - SPOL PL	\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SPOL TL	\$25.20	K	31%	\$17.39			\$0.00			\$0.00		VARONIS
5	DASO-501-750PL DASO-501-750TL	SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASO-50K-100KPL		\$46.50	K	31%	\$32.09			\$0.00			\$0.00		VARONIS
5	DASO-50K-100KTL		\$18.60	K	31%	\$12.83			\$0.00			\$0.00		VARONIS
5	DASO-51-100PL	SEL DatAdvantage - SPOL PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DASO-51-100TL	SEL DatAdvantage - SPOL TL	\$83.40	K K	31% 31%	\$57.55			\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SPOL PL SEL DatAdvantage - SPOL TL	\$58.50 \$23.40	K K	31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASO-751-1000PL		\$93.00	ĸ	31%	\$64.17						\$0.00		VARONIS
5	DASO-751-1000TL		\$37.20	K	31%	\$25.67						\$0.00		VARONIS
5 5	DASO-8001-10KPL		\$55.50	K K	31% 31%	\$38.30			\$0.00			\$0.00		VARONIS
5 5	DASO-6001-10KTL	SEL DatAdvantage - SPOL TL SEL DatAdvantage - SP PL	\$22.20 \$298.50	K	31%	\$15.32 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASP-0-50TL	SEL DatAdvantage - SP TL	\$119.40	ĸ	31%	\$82.39						\$0.00		VARONIS
5		SEL DatAdvantage - SP PL	\$85.50	K	31%	\$59.00						\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$34.20	K K	31%	\$23.60						\$0.00		VARONIS
5 5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$45.00 \$18.00	K	31% 31%	\$31.05 \$12.42			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASP-101-250PL	SEL DatAdvantage - SP PL	\$163.50	K	31%	\$112.82						\$0.00		VARONIS
5	DASP-101-250TL	SEL DatAdvantage - SP TL	\$65.40	K	31%	\$45.13						\$0.00		VARONIS
5	DASP-10K-20KPL	SEL DatAdvantage - SP PL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49						\$0.00		VARONIS VARONIS
5 5	DASP-10K-20KTL DASP-1501-2000PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$21.00 \$77.25	K K	31%	\$14.49 \$53.30						\$0.00 \$0.00		VARONIS VARONIS
5	DASP-1501-2000TL	SEL DatAdvantage - SP TL	\$30.90	ĸ	31%	\$21.32			\$0.00			\$0.00		VARONIS
5	DASP-150K-PL	SEL DatAdvantage - SP PL	\$44.25	K	31%	\$30.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-150K-TL	SEL DatAdvantage - SP TL	\$17.70	K	31%	\$12.21	\$0.00					\$0.00		VARONIS
5 5		SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DASP-20K-35KPL		\$49.50	K	31%	\$34.16						\$0.00		VARONIS
5	DASP-20K-35KTL	SEL DatAdvantage - SP TL	\$19.80	K	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DASP-2501-4000PL		\$67.50	K	31%	\$46.58	\$0.00	*****	\$0.00	*****	*****	\$0.00	+	VARONIS
5 5	DASP-2501-4000TL DASP-251-500PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5 5	DASP-251-500PL DASP-251-500TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$124.50 \$49.80	K K	31%	\$85.91 \$34.36						\$0.00		VARONIS VARONIS
5	DASP-35K-50KPL	SEL DatAdvantage - SP PL	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DASP-35K-50KTL	SEL DatAdvantage - SP TL	\$19.20	K	31%	\$13.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SP PL	\$63.00	K	31%	\$43.47	\$0.00					\$0.00		VARONIS
5 5	DASP-4001-6000TL DASP-501-750PL	SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$25.20 \$100.50	K K	31% 31%	\$17.39 \$69.35						\$0.00 \$0.00		VARONIS VARONIS
5	DASP-501-750TL	SEL DatAdvantage - SP TL	\$40.20	K	31%	\$27.74						\$0.00		VARONIS
5	DASP-50K-100KPL	SEL DatAdvantage - SP PL	\$46.50	K	31%	\$32.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - SP TL	\$18.60	K	31%	\$12.83						\$0.00		VARONIS
5 5	DASP-51-100PL DASP-51-100TL	SEL DatAdvantage - SP PL SEL DatAdvantage - SP TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
υ	DAOI -01-1001L	OLL Dathuvantaye - OF TL	φου.40	^	J 170	φυ1.55	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.00	φυ.00	φυ.00	VALCONIO

					NVP L	EVEL 1		N	IVP 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		SEL DatAdvantage - SP PL	\$58.50 \$23.40	K K	31%	\$40.37	\$0.00		\$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - SP TL SEL DatAdvantage - SP PL	\$93.00	K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - SP TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DASP-8001-10KPL	SEL DatAdvantage - SP PL	\$55.50	K	31%	\$38.30	\$0.00		\$0.00			\$0.00		VARONIS
5			\$22.20	K	31%	\$15.32	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DAUX-0-50PL DAUX-0-50TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$298.50 \$119.40	K K	31% 31%	\$205.97 \$82.39	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - NIX PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$45.00	K	31%	\$31.05	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$18.00	K	31%	\$12.42	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-101-250PL	SEL DatAdvantage - NIX PL	\$163.50	K	31%	\$112.82	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DAUX-101-250TL DAUX-10K-20KPL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$65.40 \$52.50	K K	31% 31%	\$45.13 \$36.23	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-10K-20KTL	SEL DatAdvantage - NIX TL	\$21.00	ĸ	31%	\$14.49	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$77.25	K	31%	\$53.30	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$30.90	K	31%	\$21.32	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-150K-PL	SEL DatAdvantage - NIX PL	\$44.25	K	31%	\$30.53	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DAUX-150K-TL	SEL DatAdvantage - NIX TL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-20K-35KPL	SEL DatAdvantage - NIX PL	\$49.50	K	31%	\$34.16	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-20K-35KTL	SEL DatAdvantage - NIX TL	\$19.80	K	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage - NIX PL	\$67.50	K	31%	\$46.58	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$27.00	K	31%	\$18.63	\$0.00					\$0.00		VARONIS
5 5	DAUX-251-500PL DAUX-251-500TL	SEL DatAdvantage - NIX PL SEL DatAdvantage - NIX TL	\$124.50 \$49.80	K K	31% 31%	\$85.91 \$34.36	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-35K-50KPL	SEL DatAdvantage - NIX PL	\$48.00	K	31%	\$33.12	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DAUX-35K-50KTL	SEL DatAdvantage - NIX TL	\$19.20	K	31%	\$13.25	\$0.00					\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - NIX TL	\$25.20	K	31%	\$17.39	\$0.00					\$0.00		VARONIS
5	DAUX-501-750PL	SEL DatAdvantage - NIX PL	\$100.50	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-501-750TL DAUX-50K-100KPL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$40.20 \$46.50	K	31%	\$27.74 \$32.09	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-50K-100KTL		\$18.60	ĸ	31%	\$12.83	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-51-100PL	SEL DatAdvantage - NIX PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-51-100TL	SEL DatAdvantage - NIX TL	\$83.40	K	31%	\$57.55	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DatAdvantage - NIX PL	\$58.50	K	31%	\$40.37	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-6001-80001L DAUX-751-1000PL	SEL DatAdvantage - NIX TL SEL DatAdvantage - NIX PL	\$23.40 \$93.00	K K	31% 31%	\$16.15 \$64.17	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAUX-751-1000FL	SEL DatAdvantage - NIX TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DAUX-8001-10KPL	SEL DatAdvantage - NIX PL	\$55.50	K	31%	\$38.30	\$0.00		\$0.00			\$0.00		VARONIS
5	DAUX-8001-10KTL	SEL DatAdvantage - NIX TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00	\$0.00	VARONIS
5	DAW-0-50PL	SEL DatAdvantage for Windows PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00			\$0.00		VARONIS
5	DAW-0-50TL	SEL DatAdvantage for Windows TL	\$119.40	K K	31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00			\$0.00		VARONIS
5 5	DAW-1001-1500PL DAW-1001-1500TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$85.50 \$34.20	K	31% 31%	\$23.60	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAW-100K-150KPL		\$45.00	ĸ	31%	\$31.05	\$0.00		\$0.00			\$0.00		VARONIS
5	DAW-100K-150KTL		\$18.00	K	31%	\$12.42	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAW-101-250PL	SEL DatAdvantage for Windows PL	\$163.50	K	31%	\$112.82	\$0.00					\$0.00		VARONIS
5	DAW-101-250TL	SEL DatAdvantage for Windows TL	\$65.40	K K	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	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAW-1501-2000PL	SEL DatAdvantage for Windows PL	\$77.25	K	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		VARONIS
5	DAW-150K-PL	SEL DatAdvantage for Windows PL	\$44.25	K	31%	\$30.53	\$0.00					\$0.00		VARONIS
5	DAW-150K-TL	SEL DatAdvantage for Windows TL	\$17.70	K	31%	\$12.21	\$0.00					\$0.00		VARONIS
5	DAW-2001-2500PL DAW-2001-2500TL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$72.00 \$28.80	K K	31% 31%	\$49.68 \$19.87	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DAW-20K-35KPL	SEL DatAdvantage for Windows PL	\$49.50	K	31%	\$34.16	\$0.00		\$0.00			\$0.00		VARONIS
5	DAW-20K-35KTL	SEL DatAdvantage for Windows TL	\$19.80	K	31%	\$13.66	\$0.00		\$0.00			\$0.00		VARONIS
5	DAW-2501-4000PL	SEL DatAdvantage for Windows PL	\$67.50	K	31%	\$46.58	\$0.00		\$0.00			\$0.00	\$0.00	VARONIS
5	DAW-2501-4000TL	SEL DatAdvantage for Windows TL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00			\$0.00		VARONIS
5	DAW-251-500PL	SEL DatAdvantage for Windows PL	\$124.50	K	31%	\$85.91	\$0.00		\$0.00			\$0.00		VARONIS
5	DAW-251-500TL DAW-35K-50KPI	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$49.80 \$48.00	K	31% 31%	\$34.36 \$33.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAW-35K-50KTL	SEL DatAdvantage for Windows FL	\$19.20	K	31%	\$13.25	\$0.00	*****	*****	*****	*****	\$0.00	+	VARONIS
5	DAW-4001-6000PL	SEL DatAdvantage for Windows PL	\$63.00	K	31%	\$43.47	\$0.00	\$0.00			\$0.00	\$0.00		VARONIS
5	DAW-4001-6000TL	SEL DatAdvantage for Windows TL	\$25.20	K	31%	\$17.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAW-501-750PL	SEL DatAdvantage for Windows PL	\$100.50	K	31%	\$69.35	\$0.00					\$0.00		VARONIS
5	DAW-501-750TL	SEL DatAdvantage for Windows TL	\$40.20	K	31%	\$27.74	\$0.00					\$0.00		VARONIS
5 5	DAW-50K-100KPL DAW-50K-100KTL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DAW-51-100PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows PL	\$208.50	K	31%	\$12.83 \$143.87	\$0.00					\$0.00		VARONIS
5	DAW-51-100TL	SEL DatAdvantage for Windows TL	\$83.40	ĸ	31%	\$57.55	\$0.00					\$0.00		VARONIS
5	DAW-6001-8000PL	SEL DatAdvantage for Windows PL	\$58.50	K	31%	\$40.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DatAdvantage for Windows TL	\$23.40	K	31%	\$16.15	\$0.00					\$0.00		VARONIS
5 5	DAW-751-1000PL	SEL DatAdvantage for Windows PL SEL DatAdvantage for Windows TL	\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.00					\$0.00		VARONIS VARONIS
э	DAW-751-1000TL	OLL DatAdvantage for Willdows TL	\$37.20	Λ.	3170	\$25.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	VALVOINIO

					NVP I	EVEL 1		N	VP 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	DAW-8001-10KPL	SEL DatAdvantage for Windows PL	\$55.50	K K	31%	\$38.30	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAW-8001-10KTL DAWL-0-50PL	SEL DatAdvantage for Windows TL SEL DatAdvantage for Windows 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	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-0-50TL	SEL DatAdvantage for Windows Lite TL	\$59.70	ĸ	31%	\$41.19	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-1001-1500PL	SEL DatAdvantage for Windows Lite PL	\$42.75	K	31%	\$29.50	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$17.10	K	31%	\$11.80	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DatAdvantage for Windows Lite PL SEL DatAdvantage for Windows Lite TL	\$22.50 \$9.00	K K	31% 31%	\$15.53 \$6.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-100K-150KTL		\$81.75	K	31%	\$56.41	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-101-250TL	SEL DatAdvantage for Windows Lite TL	\$32.70	ĸ	31%	\$22.56	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-10K-20KPL	SEL DatAdvantage for Windows Lite PL	\$26.25	K	31%	\$18.11	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-10K-20KTL	SEL DatAdvantage for Windows Lite TL	\$10.50	K	31%	\$7.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
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	\$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		VARONIS
5	DAWL-150K-TL	SEL DatAdvantage for Windows Lite TL	\$8.85	ĸ	31%	\$6.11	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$36.00	K	31%	\$24.84	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$14.40	K	31%	\$9.94	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAWL-20K-35KPL	SEL DatAdvantage for Windows Lite PL	\$24.75 \$9.90	K K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DAWL-20K-35KTL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$33.75	K	31%	\$23.29	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$13.50	ĸ	31%	\$9.32	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAWL-251-500PL	SEL DatAdvantage for Windows Lite PL	\$62.25	K	31%	\$42.95	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00		VARONIS
5	DAWL-35K-50KPL	SEL DatAdvantage for Windows Lite PL	\$24.00	K	31%	\$16.56	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAWL-35K-50KTL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$9.60 \$31.50	K K	31% 31%	\$6.62 \$21.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$12.60	K	31%	\$8.69	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-501-750PL	SEL DatAdvantage for Windows Lite PL	\$50.25	K	31%	\$34.67	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-501-750TL	SEL DatAdvantage for Windows Lite TL	\$20.10	K	31%	\$13.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$23.25	K	31%	\$16.04	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DAWL-50K-100KTL DAWL-51-100PL	SEL DatAdvantage for Windows Lite TL SEL DatAdvantage for Windows Lite PL	\$9.30 \$104.25	K K	31% 31%	\$6.42 \$71.93	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-51-100FL	SEL DatAdvantage for Windows Lite TL	\$41.70	K	31%	\$28.77	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite PL	\$29.25	ĸ	31%	\$20.18	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DatAdvantage for Windows Lite TL	\$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DAWL-751-1000PL		\$46.50	K	31%	\$32.09	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAWL-751-1000TL	SEL DatAdvantage for Windows Lite TL	\$18.60 \$27.75	K K	31% 31%	\$12.83 \$19.15	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAWL-8001-10KPL DAWL-8001-10KTL		\$27.75 \$11.10	K	31%	\$7.66	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-0-50PL	SEL Data Classification Framework PL	\$214.95	ĸ	31%	\$148.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-0-50TL	SEL Data Classification Framework TL	\$85.95	K	31%	\$59.31	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-1001-1500PL	SEL Data Classification Framework PL	\$61.50	K	31%	\$42.44	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		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		VARONIS
5 5	DCF-100K-150KPL DCF-100K-150KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$32.40 \$12.90	K K	31% 31%	\$22.36 \$8.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-101-250PL	SEL Data Classification Framework PL	\$117.75	K	31%	\$81.25	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCF-101-250TL	SEL Data Classification Framework TL	\$47.10	K	31%	\$32.50	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-10K-20KPL	SEL Data Classification Framework PL	\$37.80	K	31%	\$26.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCF-10K-20KTL	SEL Data Classification Framework TL	\$15.15	K	31%	\$10.45	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCF-1501-2000PL DCF-1501-2000TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$55.65 \$22.20	K K	31% 31%	\$38.40 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-150K-PL	SEL Data Classification Framework PL	\$31.80	K	31%	\$21.94	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-150K-TL	SEL Data Classification Framework TL	\$12.75	K	31%	\$8.80	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-2001-2500PL	SEL Data Classification Framework PL	\$51.90	K	31%	\$35.81	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DCF-2001-2500TL	SEL Data Classification Framework TL	\$20.70	K K	31% 31%	\$14.28 \$24.63	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		VARONIS
5 5	DCF-20K-35KPL DCF-20K-35KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$35.70 \$14.25	K K	31% 31%	\$24.63 \$9.83	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-2501-4000PL	SEL Data Classification Framework PL	\$48.60	K	31%	\$33.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-2501-4000TL	SEL Data Classification Framework TL	\$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCF-251-500PL	SEL Data Classification Framework PL	\$89.70	K	31%	\$61.89	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-251-500TL	SEL Data Classification Framework TL	\$35.85	K	31%	\$24.74	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCF-35K-50KPL DCF-35K-50KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$34.50 \$13.80	K K	31% 31%	\$23.81 \$9.52	\$0.00 \$0.00		\$0.00 \$0.00	\$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	K	31%	\$31.26	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-4001-6000TL	SEL Data Classification Framework TL	\$18.15	ĸ	31%	\$12.52	\$0.00		\$0.00			\$0.00		VARONIS
5	DCF-501-750PL	SEL Data Classification Framework PL	\$72.30	K	31%	\$49.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-501-750TL	SEL Data Classification Framework TL	\$28.95	K	31%	\$19.98	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-50K-100KPL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$33.45	K	31%	\$23.08	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DCF-50K-100KTL DCF-51-100PL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCF-51-100FL DCF-51-100TL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$60.00	K	31%	\$41.40	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL Data Classification Framework PL	\$42.15	ĸ	31%	\$29.08	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCF-6001-8000TL	SEL Data Classification Framework TL	\$16.80	K	31%	\$11.59	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCF-751-1000PL	SEL Data Classification Framework PL	\$66.90	K	31%	\$46.16	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCF-751-1000TL DCF-8001-10KPL	SEL Data Classification Framework TL SEL Data Classification Framework PL	\$26.85	K K	31%	\$18.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5 5	DCF-8001-10KPL DCF-8001-10KTL	SEL Data Classification Framework PL SEL Data Classification Framework TL	\$39.90 \$16.05	K K	31% 31%	\$27.53 \$11.07	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-0-50PL	SEL DataClass Framework for UNIX PL	\$214.95	ĸ	31%	\$148.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DCFU-0-50TL	SEL DataClass Framework for UNIX TL	\$85.95	K	31%	\$59.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$61.50 \$24.60	K K	31% 31%	\$42.44 \$16.97	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$32.40	K	31%	\$22.36	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DataClass Framework for UNIX TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-101-250PL	SEL DataClass Framework for UNIX PL	\$117.75	K	31%	\$81.25	\$0.00					\$0.00		VARONIS
5	DCFU-101-250TL DCFU-10K-20KPL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$47.10 \$37.80	K K	31% 31%	\$32.50 \$26.08	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-10K-20KTL	SEL DataClass Framework for UNIX TL	\$15.15	K	31%	\$10.45	\$0.00					\$0.00		VARONIS
5	DCFU-1501-2000PL	SEL DataClass Framework for UNIX PL	\$55.65	K	31%	\$38.40	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DataClass Framework for UNIX TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00			\$0.00		VARONIS
5	DCFU-150K-PL DCFU-150K-TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$31.80 \$12.75	K K	31% 31%	\$21.94 \$8.80	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DataClass Framework for UNIX PL	\$51.90	K	31%	\$35.81	\$0.00		\$0.00			\$0.00		VARONIS
5	DCFU-2001-2500TL	SEL DataClass Framework for UNIX TL	\$20.70	K	31%	\$14.28	\$0.00					\$0.00	\$0.00	VARONIS
5	DCFU-20K-35KPL	SEL DataClass Framework for UNIX PL	\$35.70	K	31%	\$24.63	\$0.00		\$0.00			\$0.00		VARONIS
5	DCFU-20K-35KTL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL DataClass Framework for UNIX TL	\$19.50	K	31%	\$13.46	\$0.00		\$0.00			\$0.00		VARONIS
5	DCFU-251-500PL	SEL DataClass Framework for UNIX PL	\$89.70	ĸ	31%	\$61.89	\$0.00		\$0.00			\$0.00		VARONIS
5	DCFU-251-500TL	SEL DataClass Framework for UNIX TL	\$35.85	K	31%	\$24.74	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DCFU-35K-50KPL	SEL DataClass Framework for UNIX PL	\$34.50	K	31%	\$23.81	\$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		VARONIS VARONIS
5		SEL DataClass Framework for UNIX TL	\$18.15	ĸ	31%	\$12.52	\$0.00					\$0.00		VARONIS
5	DCFU-501-750PL		\$72.30	K	31%	\$49.89	\$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		VARONIS
5		SEL DataClass Framework for UNIX PL	\$33.45	K K	31%	\$23.08	\$0.00					\$0.00		VARONIS
5 5	DCFU-50K-100K1L DCFU-51-100PL	SEL DataClass Framework for UNIX TL SEL DataClass Framework for UNIX PL	\$13.35 \$150.15	K K	31% 31%	\$9.21 \$103.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DCFU-51-100TL	SEL DataClass Framework for UNIX TL	\$60.00	ĸ	31%	\$41.40	\$0.00					\$0.00		VARONIS
5	DCFU-6001-8000PL	SEL DataClass Framework for UNIX PL	\$42.15	K	31%	\$29.08	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DataClass Framework for UNIX TL	\$16.80	K	31%	\$11.59	\$0.00					\$0.00		VARONIS
5	DCFU-751-1000PL DCFU-751-1000TL	SEL DataClass Framework for UNIX PL SEL DataClass Framework for UNIX TL	\$66.90 \$26.85	K K	31% 31%	\$46.16 \$18.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5			\$39.90	K	31%	\$27.53	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DataClass Framework for UNIX TL	\$16.05	ĸ	31%	\$11.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-0-50PL	SEL DCF for OneDrive PL	\$214.95	K	31%	\$148.32	\$0.00					\$0.00		VARONIS
5 5	DCOD-0-50TL	SEL DCF for OneDrive TL	\$85.95	K K	31% 31%	\$59.31	\$0.00 \$0.00		\$0.00			\$0.00		VARONIS
5 5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$61.50 \$24.60	K	31%	\$42.44 \$16.97	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		. SEL DCF for OneDrive PL	\$32.40	ĸ	31%	\$22.36	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		. SEL DCF for OneDrive TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-101-250PL		\$117.75	K	31%	\$81.25	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-101-250TL DCOD-10K-20KPL	SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$47.10 \$37.80	K K	31% 31%	\$32.50 \$26.08	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$15.15	K	31%	\$10.45	\$0.00					\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$55.65	K	31%	\$38.40	\$0.00					\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$22.20	K	31%	\$15.32	\$0.00					\$0.00		VARONIS
5 5	DCOD-150K-PL DCOD-150K-TL	SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$31.80 \$12.75	K K	31% 31%	\$21.94 \$8.80	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$51.90	K	31%	\$35.81	\$0.00					\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$20.70	K	31%	\$14.28	\$0.00					\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$35.70	K	31%	\$24.63	\$0.00					\$0.00		VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$14.25 \$48.60	K K	31% 31%	\$9.83 \$33.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$19.50	K	31%	\$13.46	\$0.00					\$0.00		VARONIS
5	DCOD-251-500PL		\$89.70	K	31%	\$61.89	\$0.00					\$0.00		VARONIS
5	DCOD-251-500TL	SEL DCF for OneDrive TL	\$35.85	K	31%	\$24.74	\$0.00					\$0.00		VARONIS
5	DCOD-35K-50KPL DCOD-35K-50KTL		\$34.50 \$13.80	K K	31% 31%	\$23.81 \$9.52	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL DCF for OneDrive TL SEL DCF for OneDrive PL	\$13.80 \$45.30	K K	31%	\$9.52 \$31.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive TL	\$18.15	ĸ	31%	\$12.52	\$0.00					\$0.00		VARONIS
5	DCOD-501-750PL	SEL DCF for OneDrive PL	\$72.30	K	31%	\$49.89	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOD-501-750TL		\$28.95	K	31%	\$19.98	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DCF for OneDrive PL SEL DCF for OneDrive TL	\$33.45 \$13.35	K K	31% 31%	\$23.08 \$9.21	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for OneDrive PL	\$150.15	K	31%	\$103.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-51-100TL	SEL DCF for OneDrive TL	\$60.00	K	31%	\$41.40	\$0.00					\$0.00		VARONIS
5		SEL DCF for OneDrive PL	\$42.15	K	31%	\$29.08	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DCF for OneDrive TL	\$16.80	K	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	ĸ	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	K	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	K K	31% 31%	\$89.01 \$63.76	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$36.90	K	31%	\$25.46	\$0.00					\$0.00		VARONIS
5	DCOS-100K-150KPL	. SEL DCF for SP Online & OneDrive PL	\$48.60	K	31%	\$33.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-100K-150KTL	SEL DCF for SP Online & OneDrive TL	\$19.50	K	31%	\$13.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DCOS-101-250PL DCOS-101-250TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$176.55 \$70.65	K K	31% 31%	\$121.82 \$48.75			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-101-2501L DCOS-10K-20KPL	SEL DCF for SP Online & OneDrive PL	\$56.70	K	31%	\$46.75 \$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		\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$83.40	K	31%	\$57.55						\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$33.30	K	31%	\$22.98			\$0.00			\$0.00		VARONIS
5	DCOS-150K-PL DCOS-150K-TL	SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$47.85 \$19.05	K K	31% 31%	\$33.02 \$13.14						\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$77.70	K	31%	\$53.61	\$0.00		\$0.00 \$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$31.05	K	31%	\$21.42			\$0.00			\$0.00		VARONIS
5	DCOS-20K-35KPL		\$53.40	K	31%	\$36.85			\$0.00			\$0.00		VARONIS
5	DCOS-20K-35KTL		\$21.45	K	31%	\$14.80						\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$72.90	K	31%	\$50.30			\$0.00			\$0.00		VARONIS
5 5	DCOS-2501-40001L DCOS-251-500PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$29.10 \$134.40	K K	31% 31%	\$20.08 \$92.74			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-251-500TL	SEL DCF for SP Online & OneDrive TL	\$53.85	ĸ	31%	\$37.16			\$0.00	\$0.00		\$0.00		VARONIS
5	DCOS-35K-50KPL	SEL DCF for SP Online & OneDrive PL	\$51.90	K	31%	\$35.81	\$0.00		\$0.00			\$0.00		VARONIS
5	DCOS-35K-50KTL	SEL DCF for SP Online & OneDrive TL	\$20.70	K	31%	\$14.28			\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$68.10	K	31%	\$46.99			\$0.00			\$0.00		VARONIS
5	DCOS-4001-60001L DCOS-501-750PL	SEL DCF for SP Online & OneDrive TL SEL DCF for SP Online & OneDrive PL	\$27.15 \$108.60	K K	31% 31%	\$18.73 \$74.93						\$0.00 \$0.00		VARONIS VARONIS
5	DCOS-501-750FL	SEL DCF for SP Online & OneDrive TL	\$43.35	K	31%	\$74.93 \$29.91	\$0.00					\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$50.25	K	31%	\$34.67	\$0.00					\$0.00		VARONIS
5	DCOS-50K-100KTL	SEL DCF for SP Online & OneDrive TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOS-51-100PL		\$225.15	K	31%	\$155.35						\$0.00		VARONIS
5	DCOS-51-100TL	SEL DCF for SP Online & OneDrive TL	\$90.00	K	31%	\$62.10						\$0.00		VARONIS
5 5		SEL DCF for SP Online & OneDrive PL SEL DCF for SP Online & OneDrive TL	\$63.15 \$25.20	K K	31% 31%	\$43.57 \$17.39	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$100.50	K	31%	\$69.35			\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$40.20	K	31%	\$27.74						\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive PL	\$60.00	K	31%	\$41.40			\$0.00			\$0.00		VARONIS
5		SEL DCF for SP Online & OneDrive TL	\$24.00	K	31%	\$16.56						\$0.00		VARONIS
5	DCSO-0-50PL	SEL DCF for SharePoint Online PL	\$214.95	K K	31%	\$148.32						\$0.00		VARONIS
5	DCSO-0-50TL DCSO-1001-1500Pl	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$85.95 \$61.50	K	31% 31%	\$59.31 \$42.44	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SharePoint Online TL	\$24.60	ĸ	31%	\$16.97	\$0.00		\$0.00			\$0.00		VARONIS
5	DCSO-100K-150KPL	SEL DCF for SharePoint Online PL	\$32.40	K	31%	\$22.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for SharePoint Online TL	\$12.90	K	31%	\$8.90			\$0.00			\$0.00		VARONIS
5		SEL DCF for SharePoint Online PL	\$117.75	K	31%	\$81.25			\$0.00			\$0.00		VARONIS
5	DCSO-101-250TL DCSO-10K-20KPL	SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$47.10 \$37.80	K K	31% 31%	\$32.50 \$26.08			\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-10K-20KFL		\$15.15	K	31%	\$20.06 \$10.45			\$0.00			\$0.00		VARONIS
5		SEL DCF for SharePoint Online PL	\$55.65	K	31%	\$38.40			\$0.00			\$0.00		VARONIS
5		SEL DCF for SharePoint Online TL	\$22.20	K	31%	\$15.32	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DCSO-150K-PL	SEL DCF for SharePoint Online PL	\$31.80	K	31%	\$21.94						\$0.00		VARONIS
5	DCSO-150K-TL	SEL DCF for SharePoint Online TL	\$12.75	K K	31%	\$8.80						\$0.00		VARONIS
5 5		SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$51.90 \$20.70	K	31% 31%	\$35.81 \$14.28	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SharePoint Online PL	\$35.70	ĸ	31%	\$24.63						\$0.00		VARONIS
5	DCSO-20K-35KTL	SEL DCF for SharePoint Online TL	\$14.25	K	31%	\$9.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DCF for SharePoint Online PL	\$48.60	K	31%	\$33.53						\$0.00		VARONIS
5		SEL DCF for SharePoint Online TL	\$19.50	K K	31%	\$13.46	\$0.00					\$0.00		VARONIS
5 5	DCSO-251-500PL DCSO-251-500TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$89.70 \$35.85	K	31% 31%	\$61.89 \$24.74			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SharePoint Online PL	\$34.50	K	31%	\$23.81	\$0.00					\$0.00		VARONIS
5	DCSO-35K-50KTL		\$13.80	K	31%	\$9.52						\$0.00		VARONIS
5		SEL DCF for SharePoint Online PL	\$45.30	K	31%	\$31.26						\$0.00		VARONIS
5		SEL DCF for SharePoint Online TL	\$18.15	K	31%	\$12.52						\$0.00		VARONIS
5	DCSO-501-750PL DCSO-501-750TL	SEL DCF for SharePoint Online PL SEL DCF for SharePoint Online TL	\$72.30 \$28.95	K K	31% 31%	\$49.89 \$19.98			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SharePoint Online PL	\$33.45	K	31%	\$23.08			\$0.00			\$0.00		VARONIS
5		SEL DCF for SharePoint Online TL	\$13.35	K	31%	\$9.21	\$0.00					\$0.00		VARONIS
5	DCSO-51-100PL	SEL DCF for SharePoint Online PL	\$150.15	K	31%	\$103.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-51-100TL	SEL DCF for SharePoint Online TL	\$60.00	K	31%	\$41.40			\$0.00			\$0.00		VARONIS
5		SEL DCF for SharePoint Online PL	\$42.15	K	31%	\$29.08			\$0.00			\$0.00		VARONIS
5		SEL DCF for SharePoint Online TL SEL DCF for SharePoint Online PL	\$16.80 \$66.90	K	31% 31%	\$11.59 \$46.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DCF for SharePoint Online TL	\$26.85	K	31%	\$18.53	*****	7	*****	*****	*****	\$0.00	Ψ0.00	VARONIS
5	DCSO-8001-10KPL	SEL DCF for SharePoint Online PL	\$39.90	ĸ	31%	\$27.53						\$0.00		VARONIS
5	DCSO-8001-10KTL	SEL DCF for SharePoint Online TL	\$16.05	K	31%	\$11.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-0-50PL	SEL DatAlert PL	\$134.40	K	31%	\$92.74						\$0.00		VARONIS
5	DL-0-50TL	SEL DatAlert TL	\$53.70	K	31%	\$37.05						\$0.00		VARONIS
5 5	DL-1001-1500PL DL-1001-1500TL	SEL DatAlert PL SEL DatAlert TL	\$38.55 \$15.45	K K	31% 31%	\$26.60 \$10.66						\$0.00 \$0.00		VARONIS VARONIS
5	DL-1001-15001L DL-100K-150KPL	SEL DatAlert PL	\$20.25	K	31%	\$10.00	\$0.00					\$0.00		VARONIS
5	DL-100K-150KTL	SEL DatAlert TL	\$8.10	ĸ	31%	\$5.59						\$0.00		VARONIS
5	DL-101-250PL	SEL DatAlert PL	\$73.65	K	31%	\$50.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-101-250TL	SEL DatAlert TL	\$29.40	K	31%	\$20.29						\$0.00		VARONIS
5	DL-10K-20KPL	SEL DatAlert TI	\$23.70 \$9.45	K K	31% 31%	\$16.35 \$6.52						\$0.00		VARONIS VARONIS
5	DL-10K-20KTL	SEL DatAlert TL	\$9.45	^	31%	\$6.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	VALVOINIO

Dec						NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
1	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM			PARTNER
1															
1	-														
S	-														
The control															
5 D. C. S. C	-														
Color Colo	5		SEL DatAlert TL		K	31%									
S. P. Lindows Fig. Control C	5														
Color Colo	5														
Color Colo	5														
2 1,000 100	Ü														
Section Continue	-														
C.	5														
Control Cont	-														
Control Cont	5														
S	5														
5 CA-C-1-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C-C	5							\$0.00	\$0.00						
Fig.	5														
Section Company Comp	-														
Color	-														
Color	-														
State	-														
S Dis-101-1967 SET Dakes Sub Pt Sep	-														
St.	5														
SECTION 1998 SECTION	5														
S DS-100Y-109/FTL DS-100Y-109/FTL SEL Deskeler Slader T. \$12.60 K 31% \$3.60 \$0.00	5														
S DLS-10-250TL SEL Darker State FL \$4.75 K 31% \$33.77 \$0.00	5	DLS-100K-150KTL	SEL DatAlert Suite TL	\$12.60		31%	\$8.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S D.S10C-50PMP SEL Darker State PL \$36.75 K 31% \$25.38 \$50.00 \$0.00 \$50	5														
S	5 5														
S DLS-1607-2000TL SEL DEFAILED TL SEL 160 K 31% \$14.90 \$0.00	5														
S DL-19(K-PL SEL Dallard Siller PL \$11.06 K 311/6 K 311/6 SEL Dallard Siller PL \$12.06 K 311/6 SEL Dallard Siller PL \$12.06 SEL Dallard	-														
S DLS-1000-TL SEL Dawhert State PT \$12.45 K \$11.56 K \$	5														
5 DLS-2001-2500TL SEL Dal-Mart Stufe T. \$34.66 K 311/k \$34.56 K 311/k \$34	5														
DIS_PRIVE_SPET_ SEL_DAMANT SIME PL. \$34.65 K 31% \$32.91 \$0.00 \$	5														
5 DLS-20K-35KTL SEL Dalward Suine PL	5														
5 DLS-261-4000PL SEL Darklert Suite PL	5														
5 DLS-251-500PL SEL Darklert Suite PL \$87.15 K 31% \$80.13 \$0.00 \$	5	DLS-2501-4000PL	SEL DatAlert Suite PL	\$47.25		31%	\$32.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DLS-251-50TL SEL Darlard Suite TL \$34.80 K 31% \$24.01 \$0.00 \$0.0	-														
5 DLS-36K-50RPL SEL DAIAMET SUIR PL \$33.60 K 31% \$22.18 \$0.00 \$0.0	-														
S	5		SEL DatAlert Suite PL	\$33.60	K	31%	\$23.18	\$0.00	\$0.00		\$0.00	\$0.00			
5 DLS-4001-B007L SEL DalAlert Suite PL \$17.70 K 31% \$12.21 \$0.00 \$0.	-														
5 DLS-501-750PL SEL DatAhert Suite PL \$70.35 K 31% \$44.54 \$0.00 \$0.0	-														
S	5														
5 DLS-50H-00KTL SEL DafAlert Suite PL \$14.595 K 31% \$9.00 \$0.00 \$	5														
5 D.S-51-10PL D.S-51-10PL D.S-51-10PL D.S-51-10PL D.S-51-10PL D.S-600-1-8000PL D.S-600-1-800PL D.S-600-1-8000PL D.S-600-1-8000PL D.S-600-1-800PL D.S-600-1-800PL D.S-	5 5														
5 D.S6001-8000PL SEL DatAlert Suite PL \$40.95 K 31% \$28.26 \$0.00 \$	5		SEL DatAlert Suite PL												
5 DLS-6001-8000TL SEL DatAlert Suite TL \$16.35 K 31% \$11.28 \$0.00 \$0	5														
5 DLS-751-1000PL SEL DatAlert Suite PL \$65.10 K 31% \$44.92 \$0.00 \$0.	5 5														
DLS-8001-10KPL SEL DatAlert Suite PL \$38.85 K 31% \$26.81 \$0.00	5														
5 DLS-8001-10KTL SEL DatAlert Analytics PL \$15.60 K 31% \$10.76 \$0.00 \$	5														
5 DLX-0-50PL SEL DatAlert Analytics PL \$89.55 K 31% \$61.79 \$0.00	5														
5 DLX-0-50TL SEL DatAlert Analytics TL \$35.85 K 31% \$24.74 \$0.00	5				K										
5 DLX-1001-1500FL SEL DatAlert Analytics TL \$10.20 K 31% \$7.04 \$0.00 \$0.	5		SEL DatAlert Analytics TL												
5 DLX-100K-150KPL SEL DatAlert Analytics PL \$13.50 K 31% \$9.32 \$0.00	5														
5 DLX-1010K-150KTL SEL DatAlert Analytics TL \$5.40 K 31% \$3.73 \$0.00 \$0.	5 5														
5 DLX-101-250PL SEL DatAlert Analytics PL \$49.05 K 31% \$33.84 \$0.00 \$0.0	-						\$3.73	\$0.00	\$0.00						
5 DLX-10K-20KPL SEL DatAlert Analytics PL \$15.75 K 31% \$10.87 \$0.00 \$0.0	-														
5 DLX-10K-20KTL SEL DatAlert Analytics TL \$6.30 K 31% \$4.35 \$0.00	-														
5 DLX-1501-2000PL SEL DatAlert Analytics PL \$23.25 K 31% \$16.04 \$0.00 \$0	-														
5 DLX-150K-PL SEL DatAlert Analytics PL \$13.35 K 31% \$9.21 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-	DLX-1501-2000PL	SEL DatAlert Analytics PL	\$23.25	K	31%	\$16.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	IVP 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	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					VARONIS VARONIS
5	DLX-20K-35KPL	SEL DatAlert Analytics PL	\$14.85	K	31%	\$10.25			\$0.00					VARONIS
5	DLX-20K-35KTL	SEL DatAlert Analytics TL	\$6.00	K	31%	\$4.14			\$0.00	\$0.00		\$0.00		VARONIS
5 5	DLX-2501-4000PL DLX-2501-4000TL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$20.25 \$8.10	K K	31% 31%	\$13.97 \$5.59	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VARONIS VARONIS
5	DLX-251-500PL	SEL DatAlert Analytics PL	\$37.35	K	31%	\$25.77			\$0.00					VARONIS
5	DLX-251-500TL	SEL DatAlert Analytics TL	\$15.00	K	31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-35K-50KPL	SEL DatAlert Analytics PL	\$14.40	K	31%	\$9.94			\$0.00					VARONIS
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					VARONIS VARONIS
5	DLX-4001-6000TL	SEL DatAlert Analytics TL	\$7.50	K	31%	\$5.18			\$0.00					VARONIS
5	DLX-501-750PL	SEL DatAlert Analytics PL	\$30.15	K	31%	\$20.80			\$0.00					VARONIS
5 5	DLX-501-750TL DLX-50K-100KPL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$12.00 \$13.95	K K	31% 31%	\$8.28 \$9.63			\$0.00 \$0.00					VARONIS VARONIS
5	DLX-50K-100KTL	SEL DatAlert Analytics TL	\$5.55	ĸ	31%	\$3.83			\$0.00	\$0.00				VARONIS
5	DLX-51-100PL	SEL DatAlert Analytics PL	\$62.55	K	31%	\$43.16			\$0.00					VARONIS
5	DLX-51-100TL DLX-6001-8000PL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$25.05 \$17.55	K K	31% 31%	\$17.28 \$12.11	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DLX-6001-8000FL	SEL DatAlert Analytics FL SEL DatAlert Analytics TL	\$7.05	K	31%	\$4.86			\$0.00					VARONIS
5	DLX-751-1000PL	SEL DatAlert Analytics PL	\$27.90	K	31%	\$19.25			\$0.00	\$0.00			\$0.00	VARONIS
5 5	DLX-751-1000TL DLX-8001-10KPL	SEL DatAlert Analytics TL SEL DatAlert Analytics PL	\$11.10 \$16.65	K K	31% 31%	\$7.66 \$11.49			\$0.00 \$0.00					VARONIS VARONIS
5 5	DLX-8001-10KPL	SEL DatAlert Analytics PL SEL DatAlert Analytics TL	\$6.60	K	31%	\$4.55			\$0.00					VARONIS
5	DN-0-50PL	SEL DatAnywhere PL	\$238.80	K	31%	\$164.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DN-0-50TL	SEL DatAnywhere TL	\$95.55	K	31%	\$65.93			\$0.00					VARONIS
5 5	DN-1001-1500PL DN-1001-1500TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$68.40 \$27.30	K K	31% 31%	\$47.20 \$18.84			\$0.00 \$0.00					VARONIS VARONIS
5	DN-100K-150KPL	SEL DatAnywhere PL	\$36.00	K	31%	\$24.84			\$0.00	\$0.00				VARONIS
5	DN-100K-150KTL	SEL DatAnywhere TL	\$14.40	K	31%	\$9.94			\$0.00					VARONIS
5	DN-101-250PL DN-101-250TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$130.80 \$52.35	K K	31% 31%	\$90.25 \$36.12			\$0.00 \$0.00					VARONIS VARONIS
5	DN-10K-20KPL	SEL DatAnywhere PL	\$42.00	K	31%	\$28.98			\$0.00					VARONIS
5	DN-10K-20KTL	SEL DatAnywhere TL	\$16.80	K	31%	\$11.59			\$0.00					VARONIS
5	DN-1501-2000PL DN-1501-2000TL	SEL DatAnywhere PL SEL DatAnywhere TL	\$61.80 \$24.75	K K	31% 31%	\$42.64 \$17.08			\$0.00 \$0.00					VARONIS VARONIS
5	DN-150K-PL	SEL DatAnywhere PL	\$35.40	K	31%	\$24.43			\$0.00					VARONIS
5	DN-150K-TL	SEL DatAnywhere TL	\$14.10	K	31%	\$9.73			\$0.00					VARONIS
5 5	DN-2001-2500PL	SEL DatAnywhere PL	\$57.60 \$23.10	K K	31% 31%	\$39.74 \$15.94			\$0.00 \$0.00					VARONIS
5	DN-2001-2500TL DN-20K-35KPL	SEL DatAnywhere TL SEL DatAnywhere PL	\$39.60	K	31%	\$27.32			\$0.00	\$0.00				VARONIS VARONIS
5	DN-20K-35KTL	SEL DatAnywhere TL	\$15.90	K	31%	\$10.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DN-2501-4000PL	SEL DatAnywhere PL	\$54.00	K	31%	\$37.26			\$0.00					VARONIS
5 5	DN-2501-4000TL DN-251-500PL	SEL DatAnywhere TL SEL DatAnywhere PL	\$21.60 \$99.60	K K	31% 31%	\$14.90 \$68.72			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DN-251-500TL	SEL DatAnywhere TL	\$39.90	K	31%	\$27.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DN-35K-50KPL	SEL DatAnywhere PL	\$38.40	K	31%	\$26.50			\$0.00					VARONIS
5 5	DN-35K-50KTL DN-4001-6000PL	SEL DatAnywhere TL SEL DatAnywhere PL	\$15.30 \$50.40	K K	31% 31%	\$10.56 \$34.78			\$0.00 \$0.00					VARONIS VARONIS
5	DN-4001-6000TL	SEL DatAnywhere TL	\$20.10	ĸ	31%	\$13.87	\$0.00		\$0.00	\$0.00				VARONIS
5	DN-501-750PL	SEL DatAnywhere PL	\$80.40	K	31%	\$55.48			\$0.00					VARONIS
5 5	DN-501-750TL DN-50K-100KPL	SEL DatAnywhere TL SEL DatAnywhere PL	\$32.10 \$37.20	K K	31% 31%	\$22.15 \$25.67	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DN-50K-100KTL	SEL DatAnywhere TL	\$14.85	ĸ	31%	\$10.25			\$0.00	\$0.00				VARONIS
5	DN-51-100PL	SEL DatAnywhere PL	\$166.80	K	31%	\$115.09			\$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					VARONIS VARONIS
5	DN-6001-8000FL	SEL DatAnywhere TL	\$18.75	K	31%	\$12.94			\$0.00					VARONIS
5	DN-751-1000PL	SEL DatAnywhere PL	\$74.40	K	31%	\$51.34			\$0.00					VARONIS
5	DN-751-1000TL DN-8001-10KPL	SEL DatAnywhere TL SEL DatAnywhere PL	\$29.70 \$44.40	K K	31% 31%	\$20.49 \$30.64	\$0.00 \$0.00		\$0.00 \$0.00					VARONIS VARONIS
5	DN-8001-10KFL	SEL DatAnywhere TL	\$17.70	K	31%	\$30.04 \$12.21	\$0.00		\$0.00					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	K	31%	\$2,898.00			\$0.00					VARONIS
5 5	DNM-PL DNS-11-15PL	SEL DatAnywhere Mobile Editor PL SEL DatAnywhere Server PL	\$15.00 \$8,099.25	K K	31% 31%	\$10.35 \$5,588.48			\$0.00 \$0.00					VARONIS VARONIS
5	DNS-11-15TL	SEL DatAnywhere Server TL	\$3,239.70	ĸ	31%	\$2,235.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DNS-1-3PL	SEL DatAnywhere Server PL	\$10,500.00	K	31%	\$7,245.00								VARONIS
5 5	DNS-1-3TL DNS-16-PL	SEL DatAnywhere Server TL SEL DatAnywhere Server PL	\$4,200.00 \$7,299.45	K K	31% 31%	\$2,898.00 \$5,036.62								VARONIS VARONIS
5	DNS-16-TL	SEL DatAnywhere Server TL	\$2,919.75	K	31%	\$2,014.63								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 5	DNS-4-5TL DNS-6-10PL	SEL DatAnywhere Server TL SEL DatAnywhere Server PL	\$3,999.00 \$8,998.50	K K	31% 31%	\$2,759.31 \$6,208.97								VARONIS VARONIS
5	DNS-6-10TL	SEL DatAnywhere Server TL	\$3,599.40	K	31%	\$2,483.59								VARONIS
5	DNX-0-50PL	SEL DatAnywhere - Ext Users PL	\$119.40	K	31%	\$82.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DNX-0-50TL DNX-1001-1500PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$47.70 \$34.20	K K	31% 31%	\$32.91 \$23.60	\$0.00 \$0.00							VARONIS VARONIS
5	DNX-1001-1500PL		\$34.20 \$13.65	K	31%	\$23.60 \$9.42								VARONIS
5	DNX-100K-150KPL		\$18.00	K	31%	\$12.42								VARONIS

					NVP I	EVEL 1		N	VP 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	DNX-100K-150KTL	SEL DatAnywhere - Ext Users TL	\$7.20 \$65.40	K K	31% 31%	\$4.97 \$45.13	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DNX-101-250PL DNX-101-250TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$26.10	K	31%	\$45.13 \$18.01	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS
5	DNX-10K-20KPL	SEL DatAnywhere - Ext Users PL	\$21.00	K	31%	\$14.49	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-10K-20KTL	SEL DatAnywhere - Ext Users TL	\$8.40	K	31%	\$5.80	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DNX-1501-2000PL DNX-1501-2000TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$30.90 \$12.30	K K	31% 31%	\$21.32 \$8.49	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNX-150K-PL	SEL DatAnywhere - Ext Users PL	\$17.70	K	31%	\$12.21	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-150K-TL	SEL DatAnywhere - Ext Users TL	\$7.05	K	31%	\$4.86	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-2001-2500PL	SEL DatAnywhere - Ext Users PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DNX-2001-2500TL DNX-20K-35KPL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$11.55 \$19.80	K K	31% 31%	\$7.97 \$13.66	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNX-20K-35KTL	SEL DatAnywhere - Ext Users TL	\$7.95	ĸ	31%	\$5.49	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-2501-4000PL	SEL DatAnywhere - Ext Users PL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-2501-4000TL	SEL DatAnywhere - Ext Users TL	\$10.80	K	31%	\$7.45	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-251-500PL DNX-251-500TL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$49.80 \$19.95	K K	31% 31%	\$34.36 \$13.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNX-35K-50KPL	SEL DatAnywhere - Ext Users PL	\$19.20	K	31%	\$13.77	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-35K-50KTL	SEL DatAnywhere - Ext Users TL	\$7.65	K	31%	\$5.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DNX-4001-6000PL	SEL DatAnywhere - Ext Users PL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DNX-4001-6000TL DNX-501-750PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$10.05 \$40.20	K K	31% 31%	\$6.93 \$27.74	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNX-501-750TL	SEL DatAnywhere - Ext Users TL	\$16.05	K	31%	\$11.07	\$0.00		\$0.00			\$0.00		VARONIS
5	DNX-50K-100KPL	SEL DatAnywhere - Ext Users PL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-50K-100KTL	SEL DatAnywhere - Ext Users TL	\$7.50	K	31%	\$5.18	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-51-100PL	SEL DatAnywhere - Ext Users PL	\$83.40	K	31%	\$57.55	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-51-100TL DNX-6001-8000PL	SEL DatAnywhere - Ext Users TL SEL DatAnywhere - Ext Users PL	\$33.30 \$23.40	K K	31% 31%	\$22.98 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNX-6001-8000TL	SEL DatAnywhere - Ext Users TL	\$9.30	ĸ	31%	\$6.42	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-751-1000PL	SEL DatAnywhere - Ext Users PL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DNX-751-1000TL	SEL DatAnywhere - Ext Users TL	\$14.85	K	31%	\$10.25	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DNX-8001-10KPL DNX-8001-10KTL	SEL DatAnywhere - Ext Users PL SEL DatAnywhere - Ext Users TL	\$22.20 \$8.85	K K	31% 31%	\$15.32 \$6.11	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-0-50PL	SEL DataPrivilege PL	\$194.10	K	31%	\$133.93	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-0-50TL	SEL DataPrivilege TL	\$77.55	K	31%	\$53.51	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-1001-1500PL	SEL DataPrivilege PL	\$55.65	K	31%	\$38.40	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DP-1001-1500TL DP-100K-150KPL	SEL DataPrivilege TL SEL DataPrivilege PL	\$22.20 \$29.25	K K	31% 31%	\$15.32 \$20.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-100K-150KFL	SEL DataFrivilege FL SEL DataPrivilege TL	\$29.25 \$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-101-250PL	SEL DataPrivilege PL	\$106.35	K	31%	\$73.38	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-101-250TL	SEL DataPrivilege TL	\$42.45	K	31%	\$29.29	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-10K-20KPL DP-10K-20KTL	SEL DataPrivilege PL SEL DataPrivilege TL	\$34.20 \$13.65	K K	31% 31%	\$23.60 \$9.42	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DP-1501-2000PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$13.05 \$50.25	K	31%	\$9.42 \$34.67	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-1501-2000TL	SEL DataPrivilege TL	\$20.10	ĸ	31%	\$13.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DP-150K-PL	SEL DataPrivilege PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DP-150K-TL	SEL DataPrivilege TL	\$11.55	K K	31% 31%	\$7.97 \$32.29	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DP-2001-2500PL DP-2001-2500TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$46.80 \$18.75	K	31%	\$12.29 \$12.94	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DP-20K-35KPL	SEL DataPrivilege PL	\$32.25	ĸ	31%	\$22.25	\$0.00		\$0.00		\$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		VARONIS
5	DP-2501-4000PL	SEL DataPrivilege PL SEL DataPrivilege TL	\$43.95 \$17.55	K K	31% 31%	\$30.33 \$12.11	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	DP-2501-4000TL DP-251-500PL	SEL DataPrivilege PL	\$81.00	K	31%	\$55.89	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DP-251-500TL	SEL DataPrivilege TL	\$32.40	K	31%	\$22.36	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-35K-50KPL	SEL DataPrivilege PL	\$31.20	K	31%	\$21.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DP-35K-50KTL DP-4001-6000PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$12.45 \$40.95	K K	31% 31%	\$8.59 \$28.26	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-4001-6000FL	SEL DataFrivilege FL SEL DataPrivilege TL	\$40.95 \$16.35	K	31%	\$11.28	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-501-750PL	SEL DataPrivilege PL	\$65.40	K	31%	\$45.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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 K	31% 31%	\$20.91 \$8.38	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-51-100PL	SEL DataPrivilege TL SEL DataPrivilege PL	\$12.15 \$135.60	K	31%	\$93.56	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-51-100TL	SEL DataPrivilege TL	\$54.15	K	31%	\$37.36	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-6001-8000PL	SEL DataPrivilege PL	\$38.10	K	31%	\$26.29	\$0.00		\$0.00			\$0.00		VARONIS
5	DP-6001-8000TL	SEL DataPrivilege TL SEL DataPrivilege PL	\$15.15 \$60.45	K K	31%	\$10.45	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-751-1000PL DP-751-1000TL	SEL DataPrivilege PL SEL DataPrivilege TL	\$60.45 \$24.15	K K	31% 31%	\$41.71 \$16.66	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-8001-10KPL	SEL DataPrivilege PL	\$36.15	K	31%	\$24.94	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DP-8001-10KTL	SEL DataPrivilege TL	\$14.40	K	31%	\$9.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-0-50PL	SEL DataPrivilege for SharePoint PL	\$194.10	K	31%	\$133.93	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DPS-0-50TL DPS-1001-1500PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$77.55 \$55.65	K K	31% 31%	\$53.51 \$38.40	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-1001-1500PL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$22.20	K	31%	\$36.40 \$15.32	\$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
5	DPS-100K-150KTL	SEL DataPrivilege for SharePoint TL	\$11.70	K	31%	\$8.07	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DPS-101-250PL DPS-101-250TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$106.35 \$42.45	K K	31% 31%	\$73.38 \$29.29	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-10K-20KPL	SEL DataPrivilege for SharePoint PL	\$34.20	K	31%	\$23.60	\$0.00					\$0.00		VARONIS
		-												

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	DPS-10K-20KTL DPS-1501-2000PL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$13.65 \$50.25	K K	31% 31%	\$9.42 \$34.67	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DPS-1501-2000PL DPS-1501-2000TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$20.25	K	31%	\$34.67 \$13.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-150K-PL	SEL DataPrivilege for SharePoint PL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-150K-TL	SEL DataPrivilege for SharePoint TL	\$11.55	K	31%	\$7.97	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-2001-2500PL	SEL DataPrivilege for SharePoint PL	\$46.80	K	31%	\$32.29	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-2001-2500TL DPS-20K-35KPL	SEL DataPrivilege for SharePoint TL SEL DataPrivilege for SharePoint PL	\$18.75 \$32.25	K K	31% 31%	\$12.94 \$22.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DPS-20K-35KFL	SEL DataPrivilege for SharePoint TL	\$12.90	K	31%	\$8.90	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-2501-4000PL	SEL DataPrivilege for SharePoint PL	\$43.95	K	31%	\$30.33	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-2501-4000TL	SEL DataPrivilege for SharePoint TL	\$17.55	K	31%	\$12.11	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-251-500PL	SEL DataPrivilege for SharePoint PL	\$81.00	K	31%	\$55.89	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DPS-251-500TL	SEL DataPrivilege for SharePoint TL	\$32.40 \$31.20	K K	31% 31%	\$22.36 \$21.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5	DPS-35K-50KPL DPS-35K-50KTL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$12.45	K	31%	\$8.59	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	DPS-4001-6000PL	SEL DataPrivilege for SharePoint PL	\$40.95	K	31%	\$28.26	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-4001-6000TL	SEL DataPrivilege for SharePoint TL	\$16.35	K	31%	\$11.28	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-501-750PL	SEL DataPrivilege for SharePoint PL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-501-750TL	SEL DataPrivilege for SharePoint TL	\$26.10	K K	31% 31%	\$18.01	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VARONIS
5 5	DPS-50K-100KPL DPS-50K-100KTL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$30.30 \$12.15	K	31%	\$20.91 \$8.38	\$0.00		\$0.00 \$0.00			\$0.00		VARONIS VARONIS
5	DPS-51-100PL	SEL DataPrivilege for SharePoint PL	\$135.60	ĸ	31%	\$93.56	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-51-100TL	SEL DataPrivilege for SharePoint TL	\$54.15	K	31%	\$37.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DPS-6001-8000PL	SEL DataPrivilege for SharePoint PL	\$38.10	K	31%	\$26.29	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-6001-8000TL	SEL DataPrivilege for SharePoint TL	\$15.15	K	31%	\$10.45	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DPS-751-1000PL DPS-751-1000TL	SEL DataPrivilege for SharePoint PL SEL DataPrivilege for SharePoint TL	\$60.45 \$24.15	K K	31% 31%	\$41.71 \$16.66	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DPS-8001-10KPL	SEL DataPrivilege for SharePoint PL	\$36.15	K	31%	\$24.94	\$0.00		\$0.00			\$0.00		VARONIS
5	DPS-8001-10KTL	SEL DataPrivilege for SharePoint TL	\$14.40	K	31%	\$9.94	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DR-PL	SEL Disaster Recovery Add-on PL	\$15,000.00	K	31%	\$10,350.00	\$0.00					\$0.00		VARONIS
5	DR-TL	SEL Disaster Recovery Add-on TL	\$6,000.00	K	31%	\$4,140.00	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-0-50PL DTE-0-50TL	SEL Data Transport Engine PL SEL Data Transport Engine TL	\$179.10 \$71.70	K K	31% 31%	\$123.58 \$49.47	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DTE-1001-1500PL	SEL Data Transport Engine PL	\$51.30	K	31%	\$35.40	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-1001-1500TL	SEL Data Transport Engine TL	\$20.55	K	31%	\$14.18	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-100K-150KPL	SEL Data Transport Engine PL	\$27.00	K	31%	\$18.63	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-100K-150KTL	SEL Data Transport Engine TL	\$10.80	K	31%	\$7.45	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DTE-101-250PL	SEL Data Transport Engine PL	\$98.10 \$39.30	K K	31% 31%	\$67.69 \$27.12	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5 5	DTE-101-250TL DTE-10K-20KPL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$39.30 \$31.50	K	31%	\$21.74	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	DTE-10K-20KTL	SEL Data Transport Engine TL	\$12.60	ĸ	31%	\$8.69	\$0.00		\$0.00	\$0.00		\$0.00		VARONIS
5	DTE-1501-2000PL	SEL Data Transport Engine PL	\$46.35	K	31%	\$31.98	\$0.00		\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DTE-1501-2000TL	SEL Data Transport Engine TL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-150K-PL	SEL Data Transport Engine PL	\$26.55	K	31%	\$18.32	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DTE-150K-TL DTE-2001-2500PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$10.65 \$43.20	K K	31% 31%	\$7.35 \$29.81	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	DTE-2001-2500TL	SEL Data Transport Engine TL	\$17.25	ĸ	31%	\$11.90	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-20K-35KPL	SEL Data Transport Engine PL	\$29.70	K	31%	\$20.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-20K-35KTL	SEL Data Transport Engine TL	\$11.85	K	31%	\$8.18	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DTE-2501-4000PL DTE-2501-4000TL	SEL Data Transport Engine PL	\$40.50	K K	31% 31%	\$27.95 \$11.18	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5 5	DTE-251-500PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$16.20 \$74.70	K	31%	\$11.16 \$51.54	\$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			\$0.00		VARONIS
5	DTE-35K-50KPL	SEL Data Transport Engine PL	\$28.80	K	31%	\$19.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-35K-50KTL	SEL Data Transport Engine TL	\$11.55	K	31%	\$7.97	\$0.00					\$0.00		VARONIS
5	DTE-4001-6000PL	SEL Data Transport Engine PL	\$37.80	K K	31% 31%	\$26.08 \$10.45	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	DTE-4001-6000TL DTE-501-750PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$15.15 \$60.30	K K	31%	\$10.45 \$41.61	\$0.00 \$0.00					\$0.00		VARONIS VARONIS
5	DTE-501-750TL	SEL Data Transport Engine TL	\$24.15	ĸ	31%	\$16.66	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-50K-100KPL	SEL Data Transport Engine PL	\$27.90	K	31%	\$19.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DTE-50K-100KTL	SEL Data Transport Engine TL	\$11.10	K	31%	\$7.66	\$0.00		\$0.00			\$0.00		VARONIS
5 5	DTE-51-100PL DTE-51-100TL	SEL Data Transport Engine PL	\$125.10 \$50.10	K K	31% 31%	\$86.32 \$34.57	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5	DTE-6001-8000PL	SEL Data Transport Engine TL SEL Data Transport Engine PL	\$35.10	K	31%	\$34.57 \$24.22	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	DTE-6001-8000TL	SEL Data Transport Engine TL	\$14.10	K	31%	\$9.73	\$0.00		\$0.00			\$0.00		VARONIS
5	DTE-751-1000PL	SEL Data Transport Engine PL	\$55.80	K	31%	\$38.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DTE-751-1000TL	SEL Data Transport Engine TL	\$22.35	K	31%	\$15.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	+	VARONIS
5	DTE-8001-10KPL	SEL Data Transport Engine PL	\$33.30	K	31%	\$22.98	\$0.00					\$0.00		VARONIS
5 5	DTE-8001-10KTL DW-0-50PL	SEL Data Transport Engine TL SEL DATANSWERS - WIN PL	\$13.35 \$298.50	K K	31% 31%	\$9.21 \$205.97	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	DW-0-50TL	SEL DATANSWERS - WIN TL	\$119.40	K	31%	\$82.39	\$0.00					\$0.00		VARONIS
5	DW-1001-1500PL	SEL DATANSWERS - WIN PL	\$85.50	K	31%	\$59.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-1001-1500TL	SEL DATANSWERS - WIN TL	\$34.20	K	31%	\$23.60	\$0.00					\$0.00		VARONIS
5	DW-100K-150KPL	SEL DATANSWERS - WIN PL	\$45.00	K	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	K K	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	K	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	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DW-10K-20KTL	SEL DATANSWERS - WIN TL	\$21.00	K	31%	\$14.49	\$0.00					\$0.00		VARONIS
5	DW-1501-2000PL	SEL DATANSWERS - WIN PL	\$77.25	K	31%	\$53.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

Dec						NVP I	.EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
1	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
1 10 10 10 10 10 10 10															
1															
S WASSEC. SEC. DATAWAYER OFF SEC.	5	DW-2001-2500PL	SEL DATANSWERS - WIN PL	\$72.00			\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
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1	5 5														
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5 Divide-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1	5														
5 DV 7751-14071 SELEATARONES - WHITE															
5 DW-0810-1 (NRT) SEL CATA-ROWIES - WHITE SEL CO K 31-h SEL CO K SEL CO K SEL CO SEL C	-														
5 DW-991-167TL 5E DATABANTES- OFF 1															
DWCD-07T SEL DATASWERS-COT 319-00 K 31% \$22.29 \$0.00 \$	5		SEL DATANSWERS - WIN TL												
S DWO-D1-01-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1	5												,		
DWIST-10011-150111-150111-150111-15011-1	5														
5 DWIND-DOIL-SEATE SELD PARKWERS-0.00 TL \$18.00 K \$118.50 S \$2.00 S \$0.00	5														
5 DWO-10-200FK SEL DATANSWERS-CO P.F. \$163.00 K 31% \$12.02 \$20.00 \$3	5	DWOD-100K-150KPI	L SEL DATANSWERS - OD PL	\$45.00		31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWOD-101-250TL SEL DATANSWERS-CO T.	•														
5 DWO-LO-(20-CH) SEL PATASWERS-OP SEL PATAS	•														
5 DWOD-159-2000 SEL DATASWERS-OD PL \$72.00 K 311/4 \$23.00 \$9.00 \$	-														
5 DWOD-190-20071 SEL DATAWSWERS - OO TL \$44.25 \$4.25 \$4.00 \$0.00	5														
5 DVOCD-150K-TL SEL DATA/SWERS-OP \$44.25 K 31% \$30.53 \$0.00	5													+	
S DVICE_150K-TL SEL DATASWERS-OT L ST7.70 K 311% 31221 S0.00	5 5														
5 DWOD-201-3607T. SEL DATASNEWERS - OD PL \$4650 K 31% \$4316 \$0.00	5														
5 DWOD-20K-3SPC SEL DATAMSWERS- OP L \$19.00 K 31% \$13.60 K 31.60 K 31.	5														
5 DWOD-201-36170 SEL DATANSWERS - OD TL \$19.00 K 31% \$13.66 \$10.00 \$0.00	5														
5 DWOD-561-400PL SEL DATANSVERS- OD PL 5 DWOD-561-400PL SEL DATANSVERS- OD TL 5 DWOD-561-400PL SEL DATANSVERS- OD TL 5 DWOD-561-500PL SEL DATANSVERS- OD TL 5 DWOD-561-500PL SEL DATANSVERS- OD PL 5 DWOD-561-500PL SEL DATANSVERS- OD SEL SEL SEL SEL SEL S	_														
5 DWOD_261-50PUL SELDATANSWERS-ODFL \$124.50 K 311/4 \$85.91 \$0.00 \$	5														
5 DWOD-251-500TL SEL DATANSWERS - OD TL	-														
5 DWOD-38F-SORPL SEL DATANSWERS - OD PL \$48.00 K 31% \$13.12 \$0.00	-														
5 DWOD-4001-6000FL SEL DATANSWERS - OD PL \$83.00 K 311% \$13.79 \$0.00 \$0.	-														
5 DWOD-4001-6000TL SEL DATANSWERS - OD TL \$25.20 K 31% \$10.39 \$0.00 \$0.0	5	DWOD-35K-50KTL	SEL DATANSWERS - OD TL		K										
5 DWOD-501-750PL SEL DATANSWERS-OD PL \$100.50 K 31% 869.35 \$0.00 \$	5														
5 DWOD-501-780TL SEL DATANSWERS - OO T L \$40.20 K 31% \$2.74 \$0.00	5												,		
5 DWOD-56-100FL SEL DATANSWERS - OD FL \$18.00 K 31% \$12.83 \$0.00 \$	5														
5 DWOD-51-100PL SEL DATANSWERS OD PL \$20.50 K 31% \$143.87 \$0.00 \$0	5														
5 DWOD-51-100TL SEL DATANSWERS - OD TL \$83.40 K 31% \$7.55 \$0.00 \$0	•														
5 DWOD-8001-100PL SEL DATANSWERS - OD PL \$58.50 K \$11% \$40.37 \$0.00	Ü														
5 DWOD-751-100PL SEL DATANSWERS - OP L \$33.00 K 31% \$54.17 \$0.00 \$0.	-	DWOD-6001-8000PL	. SEL DATANSWERS - OD PL												
5 DWOD-751-1000TL SEL DATANSWERS - OD TL \$37.20 K 31% \$25.67 \$0.00 \$0.	5														
5 DWOD-8001-10KPL SEL DATANSWERS - OD FL \$55.50 K 31% \$13.30 \$0.00	5														
5 DWOS-050FL SEL DATANSWERS - OD L SPOL PL \$447.75 K 31% \$15.32 \$0.00 \$0	5														
5 DWOS-050TL SEL DATANSWERS - OD & SPOL PL \$179,10 K 31% \$123.58 \$0.00 \$	5	DWOD-8001-10KTL	SEL DATANSWERS - OD TL		K	31%									
5 DWOS-1001-1500PL SEL DATANSWERS - OD & SPOL PL \$128.25 K 31% \$88.49 \$0.00 \$0	5				K										
5 DWOS-101-1500TL SEL DATANSWERS - OD & SPOL TL	5				K										
5 DWOS-100K-150KTL SEL DATANSWERS - OD & SPOL PL \$67.50 K 31% \$46.58 \$0.00 \$0.	-														
5 DWOS-101-250FL SEL DATANSWERS - OD & SPOL PL \$245.25 K 31% \$169.22 \$0.00 \$0.	5	DWOS-100K-150KPL	SEL DATANSWERS - OD & SPOL PL	\$67.50	K	31%	\$46.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 DWOS-101-250TL SEL DATANSWERS - OD & SPOL PL \$98.10 K 31% \$67.69 \$0.00	•														
5 DWOS-10K-20KPL SEL DATANSWERS - OD & SPOL PL \$78.75 K 31% \$54.34 \$0.00	-														
5 DWOS-10K-20KTL SEL DATANSWERS - OD & SPOL TL \$31.50 K 31% \$21.74 \$0.00	-														
5 DWOS-1501-2000TL SEL DATANSWERS - OD & SPOL TL \$46.35 K 31% \$31.98 \$0.00 \$0.	-	DWOS-10K-20KTL	SEL DATANSWERS - OD & SPOL TL	\$31.50		31%	\$21.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5 DWOS-150K-PL SEL DATANSWERS - OD & SPOL PL \$66.45 K 31% \$45.85 \$0.00 \$		DWOS-1501-2000PL	. SEL DATANSWERS - OD & SPOL PL												
5 DWOS-150K-TL SEL DATANSWERS - OD & SPOL TL \$26.55 K 31% \$18.32 \$0.00 \$															
	-														

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$43.20 \$74.25	K K	31% 31%	\$29.81 \$51.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL FL SEL DATANSWERS - OD & SPOL TL	\$29.70	K	31%	\$20.49	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS
5	DWOS-2501-4000PL	. SEL DATANSWERS - OD & SPOL PL	\$101.25	K	31%	\$69.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$40.50 \$186.75	K K	31% 31%	\$27.95 \$128.86	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DWOS-251-500PL DWOS-251-500TL	SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$166.75	K	31%	\$120.00 \$51.54	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$72.00	K	31%	\$49.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$28.80	K	31%	\$19.87	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DATANSWERS - OD & SPOL PL SEL DATANSWERS - OD & SPOL TL	\$94.50 \$37.80	K K	31% 31%	\$65.21 \$26.08	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$150.75	ĸ	31%	\$104.02	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWOS-501-750TL	SEL DATANSWERS - OD & SPOL TL	\$60.30	K	31%	\$41.61	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - OD & SPOL TI	\$69.75 \$27.90	K K	31% 31%	\$48.13	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWOS-50K-100KTL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$312.75	K	31%	\$19.25 \$215.80	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00		VARONIS
5	DWOS-51-100TL	SEL DATANSWERS - OD & SPOL TL	\$125.10	K	31%	\$86.32	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$87.75	K	31%	\$60.55	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - OD & SPOL PL	\$35.10 \$139.50	K K	31% 31%	\$24.22 \$96.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - OD & SPOL TL	\$55.80	ĸ	31%	\$38.50	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - OD & SPOL PL	\$83.25	K	31%	\$57.44	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DWOS-8001-10KTL DWS-0-50PL	SEL DATANSWERS - OD & SPOL TL SEL DATANSWERS - SP PL	\$33.30 \$298.50	K K	31% 31%	\$22.98 \$205.97	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-0-50FL DWS-0-50TL	SEL DATANSWERS - SP FL SEL DATANSWERS - SP TL	\$119.40	K	31%	\$82.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-1001-1500PL	SEL DATANSWERS - SP PL	\$85.50	K	31%	\$59.00	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - SP TL	\$34.20	K	31%	\$23.60	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$45.00 \$18.00	K K	31% 31%	\$31.05 \$12.42	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-101-250PL	SEL DATANSWERS - SP PL	\$163.50	ĸ	31%	\$112.82	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-101-250TL	SEL DATANSWERS - SP TL	\$65.40	K	31%	\$45.13	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DWS-10K-20KPL DWS-10K-20KTL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$52.50 \$21.00	K K	31% 31%	\$36.23 \$14.49	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - SP PL	\$77.25	ĸ	31%	\$53.30	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-1501-2000TL	SEL DATANSWERS - SP TL	\$30.90	K	31%	\$21.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-150K-PL	SEL DATANSWERS - SP PL	\$44.25	K	31%	\$30.53	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DWS-150K-TL DWS-2001-2500PI	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$17.70 \$72.00	K K	31% 31%	\$12.21 \$49.68	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-2001-2500TL	SEL DATANSWERS - SP TL	\$28.80	ĸ	31%	\$19.87	\$0.00		\$0.00		\$0.00	\$0.00	+	VARONIS
5	DWS-20K-35KPL	SEL DATANSWERS - SP PL	\$49.50	K	31%	\$34.16	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-20K-35KTL DWS-2501-4000PL	SEL DATANSWERS - SP TL SEL DATANSWERS - SP PL	\$19.80 \$67.50	K K	31% 31%	\$13.66 \$46.58	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-2501-4000TL	SEL DATANSWERS - SP TL	\$27.00	ĸ	31%	\$18.63	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-251-500PL	SEL DATANSWERS - SP PL	\$124.50	K	31%	\$85.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-251-500TL	SEL DATANSWERS - SP TL	\$49.80	K	31%	\$34.36	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-35K-50KPL DWS-35K-50KTL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$48.00 \$19.20	K K	31% 31%	\$33.12 \$13.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - SP PL	\$63.00	K	31%	\$43.47	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-4001-6000TL	SEL DATANSWERS - SP TL	\$25.20	K	31%	\$17.39	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DWS-501-750PL DWS-501-750TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$100.50 \$40.20	K K	31% 31%	\$69.35 \$27.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-50K-100KPL	SEL DATANSWERS - SP PL	\$46.50	ĸ	31%	\$32.09	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-50K-100KTL	SEL DATANSWERS - SP TL	\$18.60	K	31%	\$12.83	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-51-100PL DWS-51-100TL	SEL DATANSWERS - SP PL SEL DATANSWERS - SP TL	\$208.50 \$83.40	K K	31% 31%	\$143.87 \$57.55	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-6001-8000PL		\$58.50	K	31%	\$40.37	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5			\$23.40	K	31%	\$16.15	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DWS-751-1000PL DWS-751-1000TL	SEL DATANSWERS - SP PL SEL DatAnswers - SP TL	\$93.00 \$37.20	K K	31% 31%	\$64.17 \$25.67	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-751-10001L DWS-8001-10KPL	SEL DATANSWERS - SP PL	\$37.20 \$55.50	K K	31%	\$25.67 \$38.30	\$0.00 \$0.00		\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5	DWS-8001-10KTL	SEL DATANSWERS - SP TL	\$22.20	K	31%	\$15.32	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWSO-0-50PL	SEL DATANSWERS - SPOL PL	\$298.50	K	31%	\$205.97	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5	DWSO-0-50TL DWSO-1001-1500PL	SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$119.40 \$85.50	K K	31% 31%	\$82.39 \$59.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - SPOL TL	\$34.20	ĸ	31%	\$23.60	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5	DWSO-100K-150KPL	L SEL DATANSWERS - SPOL PL	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		L SEL DATANSWERS - SPOL TL	\$18.00	K K	31%	\$12.42	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$163.50 \$65.40	K K	31% 31%	\$112.82 \$45.13	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWSO-10K-20KPL	SEL DATANSWERS - SPOL PL	\$52.50	K	31%	\$36.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATANSWERS - SPOL TL	\$21.00	K	31%	\$14.49	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$77.25 \$30.90	K K	31% 31%	\$53.30 \$21.32	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWSO-1501-20001L	SEL DATANSWERS - SPOL TE	\$44.25	K	31%	\$30.53	\$0.00		\$0.00		\$0.00	\$0.00		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 . SEL DATANSWERS - SPOL TL	\$72.00	K	31%	\$49.68	\$0.00		\$0.00		\$0.00	\$0.00		VARONIS
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL 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	DWSO-20K-35KTL	SEL DATANSWERS - SPOL TL	\$19.80	K	31%	\$13.66	\$0.00	\$0.00	\$0.00	\$0.00	\$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

					NVP L	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL PL	\$27.00 \$124.50	K K	31% 31%	\$18.63 \$85.91	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5			\$49.80	K	31%	\$34.36	\$0.00					\$0.00		VARONIS
5		SEL DATANSWERS - SPOL PL	\$48.00	K	31%	\$33.12	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DATANSWERS - SPOL TL SEL DATANSWERS - SPOL 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		SEL DATANSWERS - SPOL FL	\$25.20	K	31%	\$17.39	\$0.00					\$0.00		VARONIS
5		SEL DATANSWERS - SPOL PL	\$100.50	K	31%	\$69.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWSO-501-750TL	SEL DATANSWERS - SPOL TL	\$40.20	K	31%	\$27.74	\$0.00					\$0.00		VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL 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	DWSO-51-100PL	SEL DATANSWERS - SPOL PL	\$208.50	K	31%	\$143.87	\$0.00		\$0.00			\$0.00		VARONIS
5	DWSO-51-100TL	SEL DATANSWERS - SPOL TL	\$83.40	K	31%	\$57.55	\$0.00		\$0.00			\$0.00		VARONIS
5 5		SEL DATANSWERS - SPOL PL SEL DATANSWERS - SPOL TL	\$58.50 \$23.40	K K	31% 31%	\$40.37 \$16.15	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATANSWERS - SPOL PL	\$93.00	ĸ	31%	\$64.17	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DATANSWERS - SPOL TL	\$37.20	K	31%	\$25.67	\$0.00		\$0.00			\$0.00		VARONIS
5		SEL DATANSWERS - SPOL PL	\$55.50 \$22.20	K K	31% 31%	\$38.30	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	EOL-0-50PL	SEL DATANSWERS - SPOL TL SEL DatAdvantage for EO Lite PL	\$22.20 \$149.25	K	31%	\$15.32 \$102.98	\$0.00		\$0.00 \$0.00			\$0.00		VARONIS
5	EOL-0-50TL	SEL DatAdvantage for EO Lite TL	\$59.70	K	31%	\$41.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EOL-1001-1500PL	SEL DatAdvantage for EO Lite PL	\$42.75	K	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-150KTL	SEL DatAdvantage for EO Lite TL	\$9.00	ĸ	31%	\$6.21	\$0.00		\$0.00			\$0.00		VARONIS
5	EOL-101-250PL	SEL DatAdvantage for EO Lite PL	\$81.75	K	31%	\$56.41	\$0.00					\$0.00		VARONIS
5 5	EOL-101-250TL EOL-10K-20KPL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$32.70 \$26.25	K K	31% 31%	\$22.56 \$18.11	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	EOL-10K-20KTL	SEL DatAdvantage for EO Lite TL	\$10.50	K	31%	\$7.25	\$0.00		\$0.00			\$0.00		VARONIS
5	EOL-1501-2000PL	SEL DatAdvantage for EO Lite PL	\$38.70	K	31%	\$26.70	\$0.00					\$0.00		VARONIS
5 5	EOL-1501-2000TL EOL-150K-PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$15.45 \$22.20	K K	31% 31%	\$10.66 \$15.32	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	EOL-150K-PL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$8.85	K	31%	\$15.32	\$0.00					\$0.00		VARONIS
5	EOL-2001-2500PL	SEL DatAdvantage for EO Lite PL	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$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		VARONIS
5	EOL-20K-35KPL EOL-20K-35KTL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$24.75 \$9.90	K K	31% 31%	\$17.08 \$6.83	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	EOL-2501-4000PL	SEL DatAdvantage for EO Lite PL	\$33.75	ĸ	31%	\$23.29	\$0.00		\$0.00			\$0.00		VARONIS
5	EOL-2501-4000TL	SEL DatAdvantage for EO Lite TL	\$13.50	K	31%	\$9.32	\$0.00		\$0.00			\$0.00		VARONIS
5 5	EOL-251-500PL EOL-251-500TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite TL	\$62.25 \$24.90	K K	31% 31%	\$42.95 \$17.18	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	EOL-35K-50KPL	SEL DatAdvantage for EO Lite PL	\$24.00	K	31%	\$16.56	\$0.00		\$0.00			\$0.00		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 5	EOL-4001-6000PL EOL-4001-6000TL	SEL DatAdvantage for EO Lite PL SEL DatAdvantage for EO Lite 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
5	EOL-501-750PL	SEL DatAdvantage for EO Lite 1L	\$50.25	K	31%	\$34.67	\$0.00		\$0.00			\$0.00		VARONIS VARONIS
5	EOL-501-750TL	SEL DatAdvantage for EO Lite TL	\$20.10	K	31%	\$13.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EOL-50K-100KPL	SEL DatAdvantage for EO Lite PL	\$23.25	K	31%	\$16.04	\$0.00		\$0.00			\$0.00		VARONIS
5 5	EOL-50K-100KTL EOL-51-100PL	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 \$0.00		VARONIS VARONIS
5	EOL-51-100TL	SEL DatAdvantage for EO Lite TL	\$41.70	K	31%	\$28.77	\$0.00					\$0.00		VARONIS
5	EOL-6001-8000PL	SEL DatAdvantage for EO Lite PL	\$29.25	K	31%	\$20.18	\$0.00					\$0.00		VARONIS
5 5	EOL-6001-8000TL EOL-751-1000PL	SEL DatAdvantage for EO Lite TL SEL DatAdvantage for EO Lite PL	\$11.70 \$46.50	K K	31% 31%	\$8.07 \$32.09	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	EOL-751-1000TL	SEL DatAdvantage for EO Lite TL	\$18.60	ĸ	31%	\$12.83	\$0.00					\$0.00		VARONIS
5	EOL-8001-10KPL	SEL DatAdvantage for EO Lite PL	\$27.75	K	31%	\$19.15	\$0.00		\$0.00			\$0.00		VARONIS
5 5	EOL-8001-10KTL FC-0-50PL	SEL DatAdvantage for EO Lite TL SEL Framework Connector PL	\$11.10 \$134.40	K K	31% 31%	\$7.66 \$92.74	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	FC-0-50TL	SEL Framework Connector TL	\$53.70	K	31%	\$37.05	\$0.00					\$0.00		VARONIS
5	FC-1001-1500PL	SEL Framework Connector PL	\$38.55	K	31%	\$26.60	\$0.00		\$0.00			\$0.00		VARONIS
5	FC-1001-1500TL FC-100K-150KPL	SEL Framework Connector TL SEL Framework Connector PL	\$15.45 \$20.25	K K	31% 31%	\$10.66 \$13.97	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	FC-100K-150KFL FC-100K-150KTL	SEL Framework Connector FL	\$8.10	K	31%	\$5.59	\$0.00		\$0.00			\$0.00		VARONIS
5	FC-101-250PL	SEL Framework Connector PL	\$73.65	K	31%	\$50.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-101-250TL	SEL Framework Connector TL	\$29.40	K	31%	\$20.29	\$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		VARONIS
5	FC-1501-2000TL	SEL Framework Connector TL	\$13.95	K	31%	\$9.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-150K-PL	SEL Framework Connector PL SEL Framework Connector TL	\$19.95 \$7.05	K K	31%	\$13.77 \$5.40	\$0.00					\$0.00		VARONIS
5	FC-150K-TL FC-2001-2500PL	SEL Framework Connector TL SEL Framework Connector PL	\$7.95 \$32.40	K K	31% 31%	\$5.49 \$22.36	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	FC-2001-2500TL	SEL Framework Connector TL	\$12.90	K	31%	\$8.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-20K-35KPL	SEL Framework Connector PL	\$22.35	K	31%	\$15.42	\$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	K K	31% 31%	\$6.11 \$21.01	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	FC-2501-4000TL	SEL Framework Connector TL	\$12.15	K	31%	\$8.38	\$0.00					\$0.00		VARONIS
5	FC-251-500PL	SEL Framework Connector PL	\$56.10	K	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	K K	31% 31%	\$15.42 \$14.90	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
J	I O-JUIN-JUINI L	OLL I TAINGWORK CONNECTOR I'L	Ψ21.00	IX	3170	14.90 پ	φυ.υυ	φυ.υυ	φ0.00	φ0.00	ψ0.00	ψ0.00	ψ0.00	VAROUND

					NVP I	EVEL 1		N	IVP 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	FC-35K-50KTL	SEL Framework Connector TL	\$8.70	K	31%	\$6.00	\$0.00					\$0.00		VARONIS
5 5	FC-4001-6000PL FC-4001-6000TL	SEL Framework Connector PL SEL Framework Connector TL	\$28.35 \$11.40	K K	31% 31%	\$19.56 \$7.87	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	FC-501-750PL	SEL Framework Connector PL	\$45.30	K	31%	\$31.26	\$0.00					\$0.00		VARONIS
5	FC-501-750TL	SEL Framework Connector TL	\$18.15	K	31%	\$12.52	\$0.00					\$0.00		VARONIS
5	FC-50K-100KPL	SEL Framework Connector PL	\$21.00	K	31%	\$14.49	\$0.00					\$0.00		VARONIS
5 5	FC-50K-100KTL FC-51-100PL	SEL Framework Connector TL SEL Framework Connector PL	\$8.40 \$93.90	K K	31% 31%	\$5.80 \$64.79	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	FC-51-100TL	SEL Framework Connector TL	\$37.50	ĸ	31%	\$25.88	\$0.00							VARONIS
5	FC-6001-8000PL	SEL Framework Connector PL	\$26.40	K	31%	\$18.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	FC-6001-8000TL	SEL Framework Connector TL	\$10.50	K	31%	\$7.25	\$0.00					\$0.00		VARONIS
5	FC-751-1000PL	SEL Framework Connector PL	\$41.85	K	31% 31%	\$28.88	\$0.00					\$0.00		VARONIS
5 5	FC-751-1000TL FC-8001-10KPL	SEL Framework Connector TL SEL Framework Connector PL	\$16.80 \$25.05	K K	31%	\$11.59 \$17.28	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	FC-8001-10KTL	SEL Framework Connector TL	\$10.05	K	31%	\$6.93	\$0.00					\$0.00		VARONIS
5	GDPR-0-50PL	SEL GDPR Patterns PL	\$74.63	K	31%	\$51.49	\$0.00				\$0.00	\$0.00		VARONIS
5	GDPR-0-50TL	SEL GDPR Patterns TL	\$29.85	K	31%	\$20.60	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns PL	\$21.38	K K	31% 31%	\$14.75	\$0.00 \$0.00					\$0.00		VARONIS
5 5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$8.55 \$11.25	K	31%	\$5.90 \$7.76	\$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL GDPR Patterns TL	\$4.50	K	31%	\$3.11	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns PL	\$40.88	K	31%	\$28.21	\$0.00					\$0.00		VARONIS
5	GDPR-101-250TL	SEL GDPR Patterns TL	\$16.35	K	31%	\$11.28	\$0.00					\$0.00		VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$13.13 \$5.25	K K	31% 31%	\$9.06 \$3.62	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL GDPR Patterns PL	\$19.31	K	31%	\$13.32	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns TL	\$7.73	K	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 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	K	31%	\$8.54	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns TL	\$4.95	K	31%	\$3.42	\$0.00							VARONIS
5		SEL GDPR Patterns PL	\$16.88	K	31%	\$11.65	\$0.00							VARONIS
5		SEL GDPR Patterns TL	\$6.75	K	31%	\$4.66	\$0.00					\$0.00		VARONIS
5 5		SEL GDPR Patterns PL SEL GDPR Patterns TL	\$31.13 \$12.45	K K	31% 31%	\$21.48 \$8.59	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL GDPR Patterns PL	\$12.00	ĸ	31%	\$8.28	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns TL	\$4.80	K	31%	\$3.31	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns PL	\$15.75	K	31%	\$10.87	\$0.00					\$0.00		VARONIS
5 5		SEL GDPR Patterns TL SEL GDPR Patterns PL	\$6.30 \$25.13	K K	31% 31%	\$4.35 \$17.34	\$0.00 \$0.00				\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	GDPR-501-750FL	SEL GDPR Patterns TL	\$10.05	K	31%	\$6.93	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns PL	\$11.63	K	31%	\$8.02	\$0.00					\$0.00		VARONIS
5	GDPR-50K-100KTL	SEL GDPR Patterns TL	\$4.65	K	31%	\$3.21	\$0.00					\$0.00		VARONIS
5	GDPR-51-100PL	SEL GDPR Patterns PL	\$52.13	K	31%	\$35.97	\$0.00					\$0.00		VARONIS
5 5	GDPR-51-100TL	SEL GDPR Patterns TL SEL GDPR Patterns PL	\$20.85 \$14.63	K K	31% 31%	\$14.39 \$10.09	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5		SEL GDPR Patterns TL	\$5.85	K	31%	\$4.04	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns PL	\$23.25	K	31%	\$16.04	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns TL	\$9.30	K	31%	\$6.42	\$0.00					\$0.00		VARONIS
5		SEL GDPR Patterns PL	\$13.88	K	31%	\$9.58	\$0.00					\$0.00		VARONIS
5 5	IDAW-0-500	SEL GDPR Patterns TL SEL DAWin+Pb+SS⋑ 1yr 1 user 500band	\$5.55 \$142.00	K K	31% 31%	\$3.83 \$97.98	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	IDAW-1000-2500	SEL DAWin+Pb+SS⋑ 1yr 1 user 1001-2500	\$81.00	K	31%	\$55.89	\$0.00					\$0.00		VARONIS
5	IDAW-10K-25K	SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IDAW-2500-5000	SEL DAWin+Pb+SS⋑ 1yr 1 user 2501-5000		K	31%	\$47.61	\$0.00					\$0.00		VARONIS
5 5	IDAW-25K-50K IDAW-5000-10K	SEL DAWin+Pb+SS&Sup1yr 1user 25001-50000 SEL DAWin+Pb+SS⋑ 1yr 1user 5001-10000		K K	31% 31%	\$33.81 \$39.33	\$0.00 \$0.00							VARONIS VARONIS
5	IDAW-5000-10R	SEL DAWINT B133&3up 1yr 1 user 5001-10000 SEL DAWin+Pb+SS⋑ 1yr 1 user 501-1000	\$108.00	K	31%	\$74.52	\$0.00					\$0.00		VARONIS
5	IDAW-OVER50K	SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+	\$47.00	K	31%	\$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							VARONIS
5 5	IDTE-1000-2500 IDTE-10K-25K	SEL DTE+SS⋑ 1 yr 1 user 1001-2500	\$46.00 \$31.00	K K	31% 31%	\$31.74	\$0.00 \$0.00					\$0.00		VARONIS
5	IDTE-10K-25K	SEL DTE+SS⋑ 1 yr 1 user 10001-25000 SEL DTE+SS⋑ 1 yr 1 user 2501-5000	\$40.00	K	31%	\$21.39 \$27.60	\$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	IDTE-25K-50K	SEL DTE+SS⋑ 1 yr 1 user 25001-50000	\$30.00	ĸ	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	*****		\$0.00	+	VARONIS
5	IDTE-500-1000	SEL DTE+SS⋑ 1 yr 1 user 501-1000	\$56.00	K	31%	\$38.64	\$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	K K	31% 31%	\$20.01 \$194.58	\$0.00 \$0.00							VARONIS VARONIS
5	IVSB-1000-2500	SEL SecBun+SS⋑ 1yr 1 user 1001-2500	\$187.00	K	31%	\$129.03	\$0.00							VARONIS
5	IVSB-10K-25K	SEL SecBun+SS⋑ 1yr 1 user 10001-25000	\$125.00	K	31%	\$86.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	IVSB-2500-5000	SEL SecBun+SS⋑ 1yr 1 user 2501-5000	\$164.00	K	31%	\$113.16	\$0.00					\$0.00		VARONIS
5 5	IVSB-25K-50K IVSB-5000-10K	SEL SecBun+SS⋑ 1yr 1 user 25001-50000	\$118.00 \$138.00	K K	31% 31%	\$81.42	\$0.00 \$0.00					\$0.00 \$0.00		VARONIS VARONIS
5	IVSB-5000-10K IVSB-500-1000	SEL SecBun+SS⋑ 1yr 1 user 5001-10000 SEL SecBun+SS⋑ 1yr 1 user 501-1000	\$138.00 \$241.00	K K	31%	\$95.22 \$166.29	\$0.00					\$0.00		VARONIS
5	IVSB-OVER50K	SEL SecBun+SS⋑ 1yr 1 user 50001+	\$113.00	K	31%	\$77.97	\$0.00							VARONIS
5	OSL-0-50PL	SEL DatAdvantage - SPOL & OD Lite PL	\$223.95	K	31%	\$154.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-0-50TL	SEL DatAdvantage - SPOL & OD Lite TL	\$89.55	K	31%	\$61.79	\$0.00							VARONIS
5	OSL-1001-1500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$64.20	K	31%	\$44.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					NVP I	EVEL 1		N	IVP 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	OSL-1001-1500TL OSL-100K-150KPL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$25.65 \$33.75	K K	31% 31%	\$17.70 \$23.29						\$0.00 \$0.00		VARONIS VARONIS
5	OSL-100K-150KPL		\$13.50	K	31%	\$23.29						\$0.00		VARONIS
5	OSL-101-250PL	SEL DatAdvantage - SPOL & OD Lite PL	\$122.70	K	31%	\$84.66			\$0.00			\$0.00		VARONIS
5 5	OSL-101-250TL OSL-10K-20KPL	SEL DatAdvantage - SPOL & OD Lite TL	\$49.05 \$39.45	K K	31% 31%	\$33.84 \$27.22			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	OSL-10K-20KPL OSL-10K-20KTL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$39.45 \$15.75	K	31%	\$27.22 \$10.87						\$0.00		VARONIS
5	OSL-1501-2000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$57.90	ĸ	31%	\$39.95						\$0.00		VARONIS
5	OSL-1501-2000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$23.25	K	31%	\$16.04						\$0.00		VARONIS
5	OSL-150K-PL OSL-150K-TL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$33.15 \$13.35	K K	31% 31%	\$22.87 \$9.21	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	OSL-2001-2500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$54.00	ĸ	31%	\$37.26						\$0.00		VARONIS
5	OSL-2001-2500TL	SEL DatAdvantage - SPOL & OD Lite TL	\$21.60	K	31%	\$14.90			\$0.00			\$0.00		VARONIS
5	OSL-20K-35KPL	SEL DatAdvantage - SPOL & OD Lite PL	\$37.20	K	31%	\$25.67	\$0.00					\$0.00		VARONIS VARONIS
5 5	OSL-20K-35KTL OSL-2501-4000PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$14.85 \$50.70	K K	31% 31%	\$10.25 \$34.98			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS
5	OSL-2501-4000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$20.25	ĸ	31%	\$13.97	\$0.00		\$0.00			\$0.00		VARONIS
5	OSL-251-500PL	SEL DatAdvantage - SPOL & OD Lite PL	\$93.45	K	31%	\$64.48			\$0.00			\$0.00		VARONIS
5 5	OSL-251-500TL OSL-35K-50KPL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$37.35 \$36.00	K K	31% 31%	\$25.77 \$24.84						\$0.00 \$0.00		VARONIS VARONIS
5	OSL-35K-50KTL	SEL DatAdvantage - SPOL & OD Lite TL	\$14.40	K	31%	\$9.94						\$0.00		VARONIS
5	OSL-4001-6000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$47.25	K	31%	\$32.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	OSL-4001-6000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$18.90	K	31%	\$13.04						\$0.00		VARONIS
5 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%	\$24.12						\$0.00		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	OSL-51-100PL	SEL DatAdvantage - SPOL & OD Lite PL	\$156.45	K	31%	\$107.95						\$0.00		VARONIS
5 5	OSL-51-100TL OSL-6001-8000PL	SEL DatAdvantage - SPOL & OD Lite TL SEL DatAdvantage - SPOL & OD Lite PL	\$62.55 \$43.95	K K	31% 31%	\$43.16 \$30.33			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	OSL-6001-8000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$17.55	K	31%	\$12.11	\$0.00					\$0.00		VARONIS
5	OSL-751-1000PL	SEL DatAdvantage - SPOL & OD Lite PL	\$69.75	K	31%	\$48.13						\$0.00		VARONIS
5	OSL-751-1000TL	SEL DatAdvantage - SPOL & OD Lite TL	\$27.90	K	31%	\$19.25						\$0.00		VARONIS
5 5	OSL-8001-10KPL OSL-8001-10KTL	SEL DatAdvantage - SPOL & OD Lite PL SEL DatAdvantage - SPOL & OD Lite TL	\$41.70 \$16.65	K K	31% 31%	\$28.77 \$11.49			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	PE-PL	SEL Production Environment Add-on PL	\$15,000.00	ĸ	31%	\$10,350.00			\$0.00			\$0.00		VARONIS
5	PE-TL	SEL Production Environment Add-on TL	\$6,000.00	K	31%	\$4,140.00			\$0.00			\$0.00		VARONIS
5 5	SOL-0-50PL SOL-0-50TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$149.25 \$59.70	K K	31% 31%	\$102.98			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5 5	SOL-0-501L SOL-1001-1500PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$42.75	K	31%	\$41.19 \$29.50						\$0.00		VARONIS
5	SOL-1001-1500TL	SEL DatAdvantage - SPOL Lite TL	\$17.10	K	31%	\$11.80	\$0.00		\$0.00			\$0.00		VARONIS
5	SOL-100K-150KPL	SEL DatAdvantage - SPOL Lite PL	\$22.50	K	31%	\$15.53			\$0.00			\$0.00		VARONIS
5 5	SOL-100K-150KTL SOL-101-250PL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$9.00 \$81.75	K K	31% 31%	\$6.21 \$56.41	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	SOL-101-250TL	SEL DatAdvantage - SPOL Lite TL	\$32.70	K	31%	\$22.56						\$0.00		VARONIS
5	SOL-10K-20KPL	SEL DatAdvantage - SPOL Lite PL	\$26.25	K	31%	\$18.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SOL-10K-20KTL	SEL DatAdvantage - SPOL Lite TL	\$10.50	K	31%	\$7.25						\$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	SOL-2001-2500PL	SEL DatAdvantage - SPOL Lite PL	\$36.00	K	31%	\$24.84						\$0.00		VARONIS
5 5	SOL-2001-2500TL SOL-20K-35KPL	SEL DatAdvantage - SPOL Lite TL SEL DatAdvantage - SPOL Lite PL	\$14.40 \$24.75	K K	31% 31%	\$9.94 \$17.08			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	SOL-20K-35KTL	SEL DatAdvantage - SPOL Lite TL	\$9.90	ĸ	31%	\$6.83						\$0.00		VARONIS
5	SOL-2501-4000PL	SEL DatAdvantage - SPOL Lite PL	\$33.75	K	31%	\$23.29						\$0.00		VARONIS
5	SOL-2501-4000TL	SEL DatAdvantage - SPOL Lite TL	\$13.50	K K	31% 31%	\$9.32 \$42.95						\$0.00		VARONIS
5	SOL-251-500PL SOL-251-500TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$62.25 \$24.90	K	31%	\$42.95 \$17.18						\$0.00 \$0.00		VARONIS VARONIS
5	SOL-35K-50KPL	SEL DatAdvantage - SPOL Lite PL	\$24.00	K	31%	\$16.56			\$0.00			\$0.00		VARONIS
5	SOL-35K-50KTL	SEL DatAdvantage - SPOL Lite TL	\$9.60	K	31%	\$6.62			\$0.00			\$0.00		VARONIS
5 5	SOL-4001-6000PL SOL-4001-6000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$31.50 \$12.60	K K	31% 31%	\$21.74 \$8.69			\$0.00 \$0.00			\$0.00 \$0.00		VARONIS VARONIS
5	SOL-501-750PL	SEL DatAdvantage - SPOL Lite PL	\$50.25	K	31%	\$34.67	\$0.00		\$0.00			\$0.00		VARONIS
5	SOL-501-750TL	SEL DatAdvantage - SPOL Lite TL	\$20.10	K	31%	\$13.87						\$0.00		VARONIS
5	SOL-50K-100KPL	SEL DatAdvantage - SPOL Lite PL	\$23.25	K	31%	\$16.04						\$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	*****	*****	\$0.00 \$0.00	Ψ0.00	VARONIS VARONIS
5	SOL-51-100PL SOL-51-100TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$104.25 \$41.70	K	31%	\$71.93 \$28.77						\$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	SOL-6001-8000TL	SEL DatAdvantage - SPOL Lite TL	\$11.70	K	31%	\$8.07						\$0.00		VARONIS
5 5	SOL-751-1000PL SOL-751-1000TL	SEL DatAdvantage - SPOL Lite PL SEL DatAdvantage - SPOL Lite TL	\$46.50 \$18.60	K K	31% 31%	\$32.09 \$12.83						\$0.00 \$0.00		VARONIS VARONIS
5	SOL-8001-10KPL	SEL DatAdvantage - SPOL Lite PL	\$27.75	K	31%	\$12.03 \$19.15						\$0.00		VARONIS
5	SOL-8001-10KTL	SEL DatAdvantage - SPOL Lite TL	\$11.10	K	31%	\$7.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	TE-PL	SEL Test Environment Add-on PL	\$15,000.00	K	31%	\$10,350.00						\$0.00		VARONIS
5 5	TE-TL VARONIS-30DAY	SEL Test Environment Add-on TL SEL VRNS 30DAY FREETRIAL	\$6,000.00 \$0.00	K K	31% 31%	\$4,140.00 \$0.00						\$0.00 \$0.00		VARONIS VARONIS
5	100-100198	SEL SW VWisdom Server Ent Lic	\$40,000.00	K	31%	\$27,600.00						\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-100199	SEL SW VWisdom Server Dept Lic	\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					NVP I	EVEL 1		ı	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	100-100206-AM	SEL AS ProbeSW-024 Lic Mnth	\$21.54	K	31%	\$14.86	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-100207-AM 100-100208-AM	SEL AS ProbeSW-032 Lic Mnth SEL AS ProbeSW-192 Lic Mnth	\$29.23 \$176.92	K K	31% 31%	\$20.17 \$122.07	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100209-AM	SEL AS ProbeSW-256 Lic Mnth	\$236.92	K	31%	\$163.47	\$0.00	\$0.00		\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-100210-AM	SEL AS ProbeSW-336 Lic Mnth	\$310.77	K	31%	\$214.43	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-100211-AM	SEL AS ProbeSW-384 Lic Mnth	\$353.85 \$487.69	K K	31% 31%	\$244.16 \$336.51	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00				VIRTUAL INSTRUMENTS
5 5	100-100212-AM 100-100213	SEL AS ProbeSW-528 Lic Mnth SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	K	31%	\$336.51 \$1,050.87	\$0.00	\$0.00		\$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100213-AM	SEL AS ProbeVM-001 Lic Mnth	\$12.31	K	31%	\$8.49	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100213-SM	SEL SS ESX-001 Host MSub	\$96.92	K	31%	\$66.87	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-100214-AM 100-100215-AM	SEL AS ProbeVM-010 Lic Mnth SEL AS ProbeVM-050 Lic Mnth	\$123.08 \$615.38	K	31% 31%	\$84.93 \$424.61	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100215-AW	SEL SW ProbeVM-100 vSphere Lic	\$152,308.00	K	31%	\$105,092.52	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100216-AM	SEL AS ProbeVM-100 Lic Mnth	\$1,230.77	K	31%	\$849.23	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100216-SM	SEL SS ESX-100 Host MSub	\$9,643.08	K	31%	\$6,653.73	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100217-AM 100-100276	SEL AS ProbeVM-500 Lic Mnth SEL HW PCbl OM3 2F LC-LC 2M	\$6,153.85 \$62.00	K K	31% 31%	\$4,246.16 \$42.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100276	SEL HW PCbl OM3 2F LC-LC 3M	\$69.00	ĸ	31%	\$47.61	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100280	SEL HW PCbl OM3 2F LC-LC 5M	\$77.00	K	31%	\$53.13	\$0.00	\$0.00		\$0.00				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				VIRTUAL INSTRUMENTS
5 5	100-100290 100-100292	SEL HW TCV-012LRLFLF-57-RP Cass SEL HW TCV-012MRLFLF-57-OB Cass	\$2,538.00 \$2,538.00	K K	31% 31%	\$1,751.22 \$1,751.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100292	SEL HW TCV-024MRLFMR-57-OB Cass	\$5,077.00	ĸ	31%	\$3,503.13	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-010F TCV TAP Shelf 1U	\$285.00	K	31%	\$196.65	\$0.00	\$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		\$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		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100602-AM	SEL AS ProbeFC8-0802 Lic Mnth	\$169.23	ĸ	31%	\$116.77	\$0.00	\$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		\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-100603-AM	SEL AS ProbeFC8-0808 Lic Mnth	\$669.23	K	31%	\$461.77	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-100617-AM 100-100618-AM	SEL AS ProbeSWAG-24 Lic Mnth SEL AS ProbeSWAG-192 Lic Mnth	\$3.08 \$29.23	K	31% 31%	\$2.13 \$20.17	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-100619-AM	SEL AS ProbeSWAG-528 Lic Mnth	\$81.54	ĸ	31%	\$56.26	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-100837	SEL HW ProbeFC8/-HD FRU Pwr Sup	\$846.00	K	31%	\$583.74	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101019 100-101048	SEL HW Mob Rack Cab Probe SEL HW Pwr Cord C19-515 15A 15FT	\$17,308.00 \$62.00	K K	31% 31%	\$11,942.52 \$42.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101048	SEL HW Pwr Cord C19-519 13A 15FT SEL HW Pwr Cord C19-520 20A 15FT	\$92.00	K	31%	\$63.48	\$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		\$0.00				VIRTUAL INSTRUMENTS
5	100-101051	SEL HW Pwr Cord C19-615 15A 15FT	\$85.00	K	31%	\$58.65	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101052 100-101053	SEL HW Pwr Cord C13-515 18IN x2 SEL HW Pwr Cord C13-515 6FT x2	\$11.00 \$17.00	K K	31% 31%	\$7.59 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101053	SEL HW Pwr Cord C13-C14 6FT x2	\$23.00	K	31%	\$11.73 \$15.87	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00	K	31%	\$9.66	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101056	SEL HW Pwr Cord C13-CEE77 2M x2	\$20.00	K	31%	\$13.80	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-101057 100-101058	SEL HW Pwr Cord C13-1363 2M x2 SEL HW Pwr Cord C13-C14 3FT x2	\$31.00 \$17.00	K K	31% 31%	\$21.39 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101035	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00	K	31%	\$318.78	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101216	SEL HW PCbl OM3 2F LC-LC 10M	\$100.00	K	31%	\$69.00	\$0.00	\$0.00		\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5	100-101228	SEL HW PCbl OM3 2F LC-LC 15M	\$100.00	K	31%	\$69.00	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-101231 100-101281	SEL HW ProbeFC8-HD 8G MM SEL HW Fiblns CIT Kit MPO Addon	\$52,308.00 \$4,462.00	K K	31% 31%	\$36,092.52 \$3,078.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		,) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101201	SEL HW Fiblins CIT Kit Refill	\$2,231.00	ĸ	31%	\$1,539.39	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101310	SEL HW Fiblns CIT MPO Refill	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101311	SEL HW TCbl OM3 1F LCLC 2M x2	\$208.00	K	31%	\$143.52	\$0.00	\$0.00		\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-101312 100-101313	SEL HW TCbl OM3 12F MPOfLC 2M x2 SEL HW TCbl OM3 1F LCSC 2M x2	\$885.00 \$208.00	K	31% 31%	\$610.65 \$143.52	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbl OM3 1F LCMU 2M x2	\$231.00	ĸ	31%	\$159.39	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101315	SEL HW TCbl OM3 12F MPOmLC 2M x2	\$885.00	K	31%	\$610.65	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101318	SEL HW Ship Rack Cab 2 Probe SEL HW Ship Rack Cab 1 Probe	\$9,231.00	K K	31% 31%	\$6,369.39 \$5,042.52	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5 5	100-101319 100-101322	SEL HW ProbeFC8/-HD FRU Fan	\$7,308.00 \$577.00	K	31%	\$5,042.52 \$398.13	\$0.00	\$0.00 \$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	K	31%	\$334.65	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101325	SEL HW Rack Shelf 1U 24	\$577.00	K	31%	\$398.13	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-101343 100-101343-AM	SEL SW FC8HD-0816 16 Link Lic SEL AS ProbeFC8-0816 Lic Mnth	\$120,000.00 \$923.08	K	31% 31%	\$82,800.00 \$636.93	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101343-AW	SEL HW Pwr Cord C19-C14 15A 15FT	\$108.00	K	31%	\$74.52	\$0.00	\$0.00		\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101566	SEL HW SFP 8GFC 850NM MM HS x16	\$7,308.00	K	31%	\$5,042.52	\$0.00	\$0.00		\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-101570	SEL HW FibIns Cass Refill	\$615.00	K	31%	\$424.35				\$0.00				VIRTUAL INSTRUMENTS
5 5	100-101571 100-101753	SEL HW Fiblns MPO Cass Refill SEL SW VWisdom Srvr Ent DR Lic	\$692.00 \$20,000.00	K K	31% 31%	\$477.48 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-101753	SEL HW ProbeFC8-HD48 8G MM	\$20,000.00	K	31%	\$101,907.48	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101854	SEL HW FibIns CIT Adv Kit	\$22,308.00	ĸ	31%	\$15,392.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00	K	31%	\$21.39	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 5	100-101925 100-102044	SEL HW TCV-012MRLFLF-57-EB Cass SEL HW ProbeFC8-HD48 FRU Fan	\$2,538.00 \$1,115.00	K K	31% 31%	\$1,751.22 \$769.35	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
5	100-102044	SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$923.00	K	31%	\$636.87	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5	100-102046	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	K	31%	\$167,723.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102046-AM	SEL AS ProbeFC8-0848 Lic Mnth SEL HW TCV-024MRLFMR-57-EB Cass	\$1,923.08	K	31%	\$1,326.93	\$0.00	\$0.00		\$0.00				VIRTUAL INSTRUMENTS
5 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	31% 31%	\$3,503.13 \$108,276.87	\$0.00 \$0.00			\$0.00 \$0.00) VIRTUAL INSTRUMENTS) VIRTUAL INSTRUMENTS
3	100-102000	OLL 011 1 001 1040-0024 24 LITIK LIC	φ100,523.00	IX.	3170	ψ100,270.07	φ0.00	φυ.υυ	φ0.00	φ0.00	\$0.00	φυ.υυ	ψ0.00	VILLIONE INCINCINIENTO

					NVP	LEVEL 1		N	VP 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	100-102065-AM	SEL AS ProbeFC8-0824 Lic Mnth	\$1,223.08	K	31%	\$843.93	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102069 100-102070	SEL HW VWisdom Pltfrm Appl 4210 SEL SW VWisdom Mgmt Ent Ed	\$60,000.00 \$67,692.00	K K	31% 31%	\$41,400.00 \$46,707.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102070-SM	SEL SS VW Mgmt Ent MSub	\$3,547.69	K	31%	\$2,447.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00	K	31%	\$25,476.87	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102071-SM 100-102072	SEL SS VW Mgmt Virt MSub SEL SW VWisdom Mgmt Ent DR Ed	\$1,935.38 \$33,846.00	K K	31% 31%	\$1,335.41 \$23,353.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102072	SEL HW PA 4210 FRU Pwr Sup	\$538.00	ĸ	31%	\$371.22	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102074	SEL HW PA 4210 FRU Data Drv 1TB	\$346.00	K	31%	\$238.74	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102075 100-102076	SEL HW PA 4210 FRU Sys Drv 80GB	\$385.00	K	31% 31%	\$265.65	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102076	SEL HW PA 4210 Shllw Mnt Kit SEL HW PA 4210 FRU Bezel/Keys	\$115.00 \$69.00	K	31%	\$79.35 \$47.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102092	SEL HW ProbeFC8-HD48 Chass	\$110,769.00	K	31%	\$76,430.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102094 100-102267	SEL HW ProbeFC8-HD48 Recess Mnt SEL SW ProbeSW-010 Port Lic	\$308.00 \$1,138.00	K K	31% 31%	\$212.52 \$785.22	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102207 100-102267-AM	SEL AS ProbeSW-010 Lic Mnth	\$9.23	ĸ	31%	\$6.37	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102267-SM	SEL SS FCSW-010 Port MSub	\$75.38	K	31%	\$52.01	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5	100-102268	SEL SW ProbeSW-100 Port Lic	\$11,385.00	K	31%	\$7,855.65	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102268-AM 100-102268-SM	SEL AS ProbeSW-100 Lic Mnth SEL SS FCSW-100 Port MSub	\$92.31 \$723.08	K K	31% 31%	\$63.69 \$498.93	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00	ĸ	31%	\$392.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102269-AM	SEL AS ProbeSWAG-010 Lic Mnth	\$1.54	K	31%	\$1.06	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102270	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00	K K	31%	\$3,927.48	\$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102270-AM 100-102271	SEL AS ProbeSWAG-100 Lic Mnth SEL SW ProbeNTAP-001 Node Lic	\$15.38 \$1,769.00	K	31% 31%	\$10.61 \$1,220.61	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271-AM	SEL AS ProbeNTAP-001 Lic Mnth	\$13.85	ĸ	31%	\$9.56	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102271-SM	SEL SS NTAP-001 Node MSub	\$113.85	K	31%	\$78.56	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102272	SEL SW ProbeNTAP-100 Node Lic SEL AS ProbeNTAP-100 Lic Mnth	\$176,923.00 \$1,384.62	K K	31% 31%	\$122,076.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272-AM 100-102272-SM	SEL SS NTAP-100 Node MSub	\$1,364.62	K	31%	\$955.39 \$7,686.60	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102301	SEL HW PA 4210 Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102341	SEL HW TCV Blank Plate Kit x3	\$38.00	K	31%	\$26.22	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102375 100-102455	SEL HW ProbeFC-16G-24 Chass SEL HW ProbeFC8/All Shllw Mnt Kit	\$76,923.00 \$115.00	K	31% 31%	\$53,076.87 \$79.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102455	SEL HW Prober Co/All Still Willt Kit SEL HW Prober C8/All Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102457	SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00	K	31%	\$79.35	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5	100-102458	SEL HW PA-4210 Rk Adpt 2U35	\$115.00	K	31%	\$79.35	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102490 100-102491	SEL HW TCV-008LFLFLF-58-RP Cass SEL HW TCV-012LRLFLF-58-RP Cass	\$1,846.00 \$2,769.00	K K	31% 31%	\$1,273.74 \$1,910.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass	\$2,169.00	ĸ	31%	\$1,496.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00	K	31%	\$2,123.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102580 100-102581	SEL HW SFP 4-Link Kit 8G SM SR SEL SW Link Lic 8G 4-Link Kit	\$4,308.00	K K	31% 31%	\$2,972.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102581-AM	SEL AS LnkLic 8G 4-Link Kit SEL AS LnkLic 8G 4Lnk Kit Mnth	\$24,615.00 \$184.62	K	31%	\$16,984.35 \$127.39	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102581-SM	SEL SS ProbeFC 8G 4Lnk MSub	\$1,538.46	K	31%	\$1,061.54	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102582	SEL SW Link Lic 8G Full FC8-HD48	\$203,077.00	K	31%	\$140,123.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102582-AM 100-102582-SM	SEL AS LnkLic 8G FC8-HD48 Mnth SEL SS ProbeFC 8G48Lnk MSub	\$1,923.08 \$13,236.92	K K	31% 31%	\$1,326.93 \$9,133.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102583	SEL SW Link Lic 8G Full FC16G24	\$100,000.00	ĸ	31%	\$69,000.00	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102583-AM	SEL AS LnkLic 8G FC16G24 Mnth	\$1,107.69	K	31%	\$764.31	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102583-SM	SEL SS ProbeFC 8G24Lnk MSub	\$6,735.38	K	31%	\$4,647.41	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102584 100-102584-AM	SEL SW Link Lic 8G Full FC8-HD SEL AS LnkLic 8G FC8-HD Mnth	\$86,154.00 \$738.46	K K	31% 31%	\$59,446.26 \$509.54	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102595	SEL SW Link Lic 16G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102595-AM	SEL AS LnkLic 16G 4Lnk Kit Mnth	\$246.15	K	31%	\$169.84	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102595-SM 100-102596	SEL SS ProbeFC 16G 4Lnk MSub SEL SW Link Lic 16G FullFC16G24	\$2,267.69 \$138,462.00	K	31% 31%	\$1,564.71 \$95,538.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102596 100-102596-AM	SEL AS LnkLic 16G FC16G24 Mnth	\$1,476.92	K	31%	\$1,019.07	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102596-SM	SEL SS ProbeFC 16G24Lnk MSub	\$9,249.23	K	31%	\$6,381.97	\$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	K	31%	\$4,246.26	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102615 100-102618	SEL HW SFP 4-Link Kit 16G SM SR SEL HW SFP 16GFC 1310NM SM LR	\$7,385.00 \$922.00	K K	31% 31%	\$5,095.65 \$636.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102616	SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$88.00	ĸ	31%	\$60.72	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00	K	31%	\$63.48	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102626	SEL Opt patch cable 50um OM4 MM LC-LC 5M SEL Opt patch cable 50um OM4 MM LCLC 10M		K	31%	\$70.38	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102627 100-102645	SEL SW ProbeVM-001 HyperV Lic	1 \$129.00 \$754.00	K	31% 31%	\$89.01 \$520.26	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102645-AM	SEL AS ProbeVM-001 Hyper-V Mnth	\$6.15	ĸ	31%	\$4.24	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102645-SM	SEL SS HyperV-001 Host MSub	\$47.69	K	31%	\$32.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102646	SEL SW ProbeVM-100 HyperV Lic	\$75,385.00 \$615.38	K	31%	\$52,015.65 \$424.61	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102646-AM 100-102646-SM	SEL AS ProbeVM-100 Hyper-V Mnth SEL SS HyperV-100 Host MSub	\$615.38 \$4,781.54	r. K	31% 31%	\$424.61 \$3,299.26	\$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	K	31%	\$525.78	\$0.00		\$0.00	\$0.00			\$0.00	VIRTUAL INSTRUMENTS
5	100-102647-AM	SEL AS ProbeVM-001 PowerVM Mnth	\$6.15	K	31%	\$4.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102647-SM	SEL SS PowerVM-001 Core MSub	\$47.69	K	31%	\$32.91	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102648 100-102648-AM	SEL SW ProbeVM-100 PowerVM Lic SEL AS ProbeVM-100 PowerVM Mnth	\$76,154.00 \$615.38	r. K	31% 31%	\$52,546.26 \$424.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102648-SM	SEL SS PowerVM-100 Core MSub	\$4,823.08	ĸ	31%	\$3,327.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102697	SEL HW ProbeFC-16G-12 Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS

					NVP	LEVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			Ì
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	100-102698	SEL HW ProbeNAS-10G-16 Chass SEL CABLE OM4 MM MTP MALE - LC B	\$107,692.00	K K	31% 31%	\$74,307.48 \$270.48	\$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102700 100-102701	SEL CABLE OM4 MM MTP FEMALE2M12F	\$392.00 \$374.00	K	31%	\$258.06	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS
5	100-102702	SEL CABLE OS2 SM MTP MALE 2M12F	\$263.00	K	31%	\$181.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102703 100-102739	SEL CABLE OS2 SM MTP FEMALE2M12F SEL HW PCbl OM4 12F MTPmLC 3M	\$245.00 \$471.00	K	31% 31%	\$169.05 \$324.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102739	SEL HW PCbl OM4 12F MTPffLC 3M SEL HW PCbl OM4 12F MTPfLC 3M	\$471.00	K	31%	\$309.81	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102741	SEL HW PCbl OM4 12F MTPmLC 5M	\$523.00	K	31%	\$360.87	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102742	SEL HW PCbl OM4 12F MTPfLC 5M	\$497.00	K	31%	\$342.93	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102743 100-102744	SEL HW PCbl OM4 12F MTPmLC 10M SEL HW PCbl OM4 12F MTPfLC 10M	\$649.00 \$623.00	K	31% 31%	\$447.81 \$429.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102745	SEL HW PCbl OS2 SM 12F MTPmLC 3M	\$309.00	ĸ	31%	\$213.21	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbl OS2 SM 12F MTPfLC 3M	\$283.00	K	31%	\$195.27	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102747 100-102748	SEL HW PCbl OS2 SM 12F MTPmLC 5M SEL HW PCbl OS2 SM 12F MTPfLC 5M	\$318.00 \$298.00	K K	31% 31%	\$219.42 \$205.62	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102740	SEL HW PCbl OS2 SM 12F MTPhLC SM SEL HW PCbl OS2 SM 12F MTPhLC10M	\$351.00	K	31%	\$242.19	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102750	SEL HW PCbl OS2 SM 12F MTPfLC10M	\$329.00	K	31%	\$227.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	K	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	K K	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	K	31%	\$4,756.86	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102755	SEL HW TCV-024MRLFMR-97-EB Cass	\$6,894.00	K	31%	\$4,756.86	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102791 100-102791-AM	SEL SW Link Lic NAS 10G 1Active SEL AS LnkLic 10G 1Lnk Actv Mnth	\$6,923.00 \$61.54	K K	31% 31%	\$4,776.87 \$42.46	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102791-AM	SEL SS ProbeNAS 10G 1Actv MSub	\$449.23	ĸ	31%	\$309.97	\$0.00		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102792	SEL SW Link Lic NAS 10G 1Passive	\$1,846.00	K	31%	\$1,273.74	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102792-AM 100-102792-SM	SEL AS LnkLic 10G 1Lnk Pasy Mnth	\$7.69	K	31%	\$5.31 \$74.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102792-3M	SEL SS ProbeNAS 10G 1Pasv MSub SEL SW Link Lic 10G FullNAS10G16	\$107.69 \$93,846.00	K	31% 31%	\$64,753.74	\$0.00		\$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102793-AM	SEL AS LnkLic 10G NAS10G16 Mnth	\$769.23	K	31%	\$530.77	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102793-SM	SEL SS ProbeNAS 10G16Lnk MSub	\$5,956.92	K	31%	\$4,110.27	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102794 100-102794-AM	SEL SW Target Lic 10G 4-Tgt Kit SEL AS TgtLic 10G 4Tgt Kit Mnth	\$9,231.00 \$76.92	K K	31% 31%	\$6,369.39 \$53.07	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102795	SEL SW Link Lic 10G 4-Link Kit	\$36,923.00	ĸ	31%	\$25,476.87	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102795-AM	SEL AS LnkLic 10G 4Lnk Kit Mnth	\$307.69	K	31%	\$212.31	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102796 100-102796-AM	SEL SW LinkLic 10G FullFCoE10G24 SEL AS LnkLic 10G FCoE10G24 Mnth	\$152,308.00 \$1,269.23	K K	31% 31%	\$105,092.52 \$875.77	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102790-AW	SEL SW Link Lic 8G Full FC16G12	\$61,538.00	K	31%	\$42,461.22	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102797-AM	SEL AS LnkLic 8G FC16G12 Mnth	\$500.00	K	31%	\$345.00	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-102798	SEL SW Link Lic 16G Full FC16G12	\$92,308.00	K	31%	\$63,692.52	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-102798-AM 100-102799	SEL AS LnkLic 16G FC16G12 Mnth SEL HW ProbeFCoE-10G-24 Chass	\$769.23 \$76,923.00	K K	31% 31%	\$530.77 \$53,076.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103010	SEL HW VWisdom Pltfrm Appl 4220	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-103050-AM	SEL AS VSAN-001 Lic Mnth	\$12.31	K	31%	\$8.49	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-103051-AM 100-103077	SEL AS VSAN-100 Lic Mnth SEL SW ProbeSDS-001 Server Lic	\$1,230.77 \$2,769.00	K K	31% 31%	\$849.23 \$1,910.61	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103077-AM	SEL AS ProbeSDS-001 Lic Mnth	\$24.62	ĸ	31%	\$16.99	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	100-103077-SM	SEL SS SDS-001 Host MSub	\$178.46	K	31%	\$123.14	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	100-103078 100-103078-AM	SEL SW ProbeNetFlow-100 Endpoint Lic SEL AS ProbeNetFlow-100 Lic Mnt	\$3,692.00 \$36.92	K K	31% 31%	\$2,547.48 \$25.47	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-103078-SM	SEL SS NetFlow-100 Endpt MSub	\$244.62	ĸ	31%	\$168.79	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200000	SEL-HW LDX-E PItfmAppl LDX-E1000	\$60,000.00	K	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	K K	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	K	31%	\$157,240.65	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200011	SEL-HW LDX LoadGenAppl LDX-U1044	\$273,462.00	K	31%	\$188,688.78	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	200-200014 200-200015	SEL-HW LDXE+LoadGnAppl LDX-E1040 SEL-HW LDXE+LoadGnAppl LDX-E1004	\$190,577.00 \$190,577.00	K K	31% 31%	\$131,498.13 \$131,498.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200015	SEL-SW Virt LDX-E1000V-10TB-VW	\$29,231.00	K	31%	\$20,169.39	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200069	SEL-SW LG CInt FCS FCS-FCI1-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200070	SEL-SW LG CInt iSCSI ISC-10GC1-4 SEL-SW LG CInt SMB2 SMB-10GC2-4	\$60,577.00	K K	31% 31%	\$41,798.13	\$0.00		\$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS
5	200-200072 200-200073	SEL-SW LG CIRL SMB2 SMB-10GC2-4 SEL-SW LG CIRL SMB3 SMB-10GC3-4	\$60,577.00 \$60,577.00	K	31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200075	SEL-SW LG Clnt NFSv3 NFS-10GC3-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5	200-200076	SEL-SW LG Clnt NFSv4NFS-10GC4-4	\$60,577.00	K	31%	\$41,798.13	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS
5 5	200-200077 200-200078	SEL-SW LG CIntNFS41 NFS-10GC41-4 SEL-SW LG CInt HTTP HCS-10GC1-4	\$60,577.00 \$60,577.00	K K	31% 31%	\$41,798.13 \$41,798.13	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200079	SEL-SW LG CInt HTPS HCSS-10GC1-4	\$17,308.00	K	31%	\$11,942.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200080	SEL-SW LG CInt Swt OSSWT-10GC1-4	\$17,308.00	K	31%	\$11,942.52	\$0.00		\$0.00	\$0.00				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	K K	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	200-200089	SEL-SW LG Clift Reib RER-10GC1-4 SEL-SW LG Clift IPv6 IPv6-10GC1-4	\$17,308.00	K	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	K	31%	\$69,663.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	200-200091 200-200093	SEL-SW LG CInt iSCSI ISC-10GC1-8 SEL-SW LG CInt SMB2 SMB-10GC2-8	\$100,962.00 \$100,962.00	K	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	200-200093	SEL-SW LG CIRL SMB2 SMB-10GC2-8 SEL-SW LG CIRL SMB3 SMB-10GC3-8	\$100,962.00	K	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	K	31%	\$69,663.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200097	SEL-SW LG Clot NFSv4 NFS-10GC4-8	\$100,962.00	K	31%	\$69,663.78 \$60,663.78	\$0.00		\$0.00	\$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	200-200098 200-200099	SEL-SW LG CIntNFS41 NFS-10GC41-8 SEL-SW LG CInt HTTP HCS-10GC1-8	\$100,962.00 \$100,962.00	K K	31% 31%	\$69,663.78 \$69,663.78	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00				VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
-		' ' ' '	,,	•		,,	+3.00	+1.00	+1.00	+00	Ţ3.00	‡3.00	+1.00	

					NVP I	LEVEL 1		N	IVP 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	200-200100	SEL-SW LG CInt HTPS HCSS-10GC1-8	\$28,846.00	K	31%	\$19,903.74	\$0.00					\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200101 200-200102	SEL-SW LG CInt Swt OSSWT-10GC1-8 SEL-SW LG CInt S3 AMZS3-10GC1-8	\$28,846.00 \$28,846.00	K K	31% 31%	\$19,903.74 \$19,903.74	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200105	SEL-SW LG Clnt Kerb KER-10GC1-8	\$28,846.00	K	31%	\$19,903.74	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200110	SEL-SW LG CInt IPv6 IPV6-10GC1-8	\$230,769.00	K	31%	\$159,230.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200111 200-200112	SEL-SW LDX-E Mgmt 2P LDXE-APP02 SEL-SW LDX-E Mgmt 4P LDXE-APP04	\$40,385.00 \$60,577.00	K K	31% 31%	\$27,865.65 \$41,798.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200112	SEL-SW LDX-E Mightt 4P LDXE-APP04 SEL-SW LDX-E Mightt 8P LDXE-APP08	\$100,962.00	K	31%	\$69,663.78	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200302	SEL-HW LDX LoadGenAppl LDX-5104	\$136,731.00	K	31%	\$94,344.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200305	SEL-HW LDX LoadGenA LDX-6204-32G	\$329,008.00	K	31%	\$227,015.52	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200398 200-200419	SEL-SW LG CInt FCS FCS-FCI2-4 SEL-HW LDX LoadGenAppl LDX-7104	\$151,442.00 \$329,008.00	K K	31% 31%	\$104,494.98 \$227,015.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200410	SEL-SW LG CInt iSCSI ISC-40GC1-4	\$145,769.00	ĸ	31%	\$100,580.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200432	SEL-SW LG CInt SMB2 SMB-40GC2-4	\$145,769.00	K	31%	\$100,580.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200433	SEL-SW LG Clnt SMB3 SMB-40GC3-4	\$145,769.00	K	31%	\$100,580.61	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200435 200-200437	SEL-SW LG CInt NFSv3 NFS-40GC3-4 SEL-SW LG CInt NFSv4 NFS-40GC4-4	\$145,769.00 \$145,769.00	K K	31% 31%	\$100,580.61 \$100,580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200438	SEL-SW LG CInt NFS41 NFS-40GC41-	\$145,769.00	ĸ	31%	\$100,580.61	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200439	SEL-SW LG CInt HTTP HCS-40GC1-4	\$145,769.00	K	31%	\$100,580.61	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200440	SEL-SW LG CIRT HTTPS-40GC1-4	\$41,646.00	K	31%	\$28,735.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200441 200-200442	SEL-SW LG CInt Swt OSSWT-40GC1-4 SEL-SW LG CInt S3 AMZS3-40GC1-4	\$41,646.00 \$41,646.00	K K	31% 31%	\$28,735.74 \$28,735.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200445	SEL-SW LG Clnt Kerb KER-40GC1-4	\$41,646.00	ĸ	31%	\$28,735.74	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200450	SEL-SW LG CInt IPv6 IPV6-40GC1-4	\$333,169.00	K	31%	\$229,886.61	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200482	SEL HW WL Gen 7104-25G	\$166,769.23	K	31%	\$115,070.77	\$0.00		\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200487 200-200489	SEL SW LG CInt iSCSI ISC-25GC1-4 SEL SW LG CInt SMB2 SMB-25GC2-4	\$73,846.15 \$73,846.15	K K	31% 31%	\$50,953.84 \$50,953.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200490	SEL SW LG CInt SMB3 SMB-25GC3-4	\$73,846.15	ĸ	31%	\$50,953.84	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5	200-200492	SEL SW LG CInt NFSv3 NFS-25GC3-4	\$73,846.15	K	31%	\$50,953.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200493	SEL SW LG CInt NFSv4 NFS-25GC4-4	\$73,846.15	K	31%	\$50,953.84	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200494 200-200495	SEL SW LG CInt NFS41 NFS-25GC41-4 SEL SW LG CInt HTTP HCS-25GC1-4	\$73,846.15 \$73,846.15	K K	31% 31%	\$50,953.84 \$50,953.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	200-200496	SEL SW LG CINT HTTPS HCSS-25GC1-4	\$21,230.77	K	31%	\$14,649.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	200-200497	SEL SW LG CInt Swt OSSWT-25GC1-4	\$21,230.77	K	31%	\$14,649.23	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	200-200498	SEL SW LG Clnt S3 AMZS3-25GC1-4	\$21,230.77	K	31%	\$14,649.23	\$0.00	\$0.00	\$0.00			\$0.00		VIRTUAL INSTRUMENTS
5 5	200-200501 200-200506	SEL SW LG Cint Kerb KER-25GC1-4 SEL SW LG Cint IPv6 IPV6-25GC1-4	\$21,230.77 \$168,923.08	K K	31% 31%	\$14,649.23 \$116,556.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	1433-LIC	SEL 1433-LIC VF-DD2-25VM-F	\$20,625.00	ĸ	31%	\$14,231.25	\$0.00	\$0.00	\$0.00		\$0.00	\$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	K	31%	\$2,379.47	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	AADENC100UC-K AADENT100UC	SEL AV-ADV-ENTC100-UG-C) SEL AV-ADV-ENTN100-UG-C)	\$3,535.86 \$2,200.00	K K	31% 31%	\$2,439.74 \$1,518.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C)	\$2,299.00	ĸ	31%	\$1,586.31	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	AADENT100UC-K	SEL AV-ADV-ENTN100-UG-C)	\$2,355.96	K	31%	\$1,625.61	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	AADENT10UC AADENT10UC-I	SEL AV-ADV-ENTC10-UG-C) SEL AV-ADV-ENTC10-UG-C)	\$330.00 \$344.85	K K	31% 31%	\$227.70 \$237.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AADENT10UC-K	SEL AV-ADV-ENTC10-UG-C)	\$353.59	K	31%	\$243.98	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	AADETN10UC	SEL AV-ADV-ENTN10-UG-C)	\$220.00	K	31%	\$151.80	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	AADETN10UC-I	SEL AV-ADV-ENTN10-UG-C)	\$229.90	K	31%	\$158.63	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	AADETN10UC-K ASTADC10UC	SEL AV-ADV-ENTN10-UG-C) SEL AV-STD-ADVC10-UG-C)	\$235.60 \$660.00	K K	31% 31%	\$162.56 \$455.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C)	\$689.70	K	31%	\$475.89	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	ASTADC10UC-K	SEL AV-STD-ADVC10-UG-C)	\$707.55	K	31%	\$488.21	\$0.00	\$0.00	\$0.00			\$0.00	\$0.00	VMWARE
5	ASTADV100UC	SEL AV-STD-ADVC100-UG-C)	\$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	ASTADV100UC-I ASTADV100UC-K	SEL AV-STD-ADVC100-UG-C) SEL AV-STD-ADVC100-UG-C)	\$6,897.00 \$7,075.54	K K	31% 31%	\$4,758.93 \$4,882.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTADVN10UC	SEL AV-STD-ADVN10-UG-C)	\$440.00	ĸ	31%	\$303.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ASTADVN10UC-I	SEL AV-STD-ADVN10-UG-C)	\$459.80	K	31%	\$317.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	ASTADVN10UC-K	SEL AV STD ADVN100 LIG C)	\$471.58 \$4,400.00	K K	31% 31%	\$325.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00		VMWARE
5 5	ASTDADV100UC ASTDADV100UC-I	SEL AV-STD-ADVN100-UG-C) SEL AV-STD-ADVN100-UG-C)	\$4,400.00 \$4,598.00	K K	31%	\$3,036.00 \$3,172.62	\$0.00	\$0.00	\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ASTDADV100UC-K	SEL AV-STD-ADVN100-UG-C)	\$4,715.75	K	31%	\$3,253.87	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ASTDENC10UC	SEL AV-STD-ENTC10-UG-C)	\$990.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	ASTDENC10UC-I ASTDENC10UC-K	SEL AV-STD-ENTC10-UG-C) SEL AV-STD-ENTC10-UG-C)	\$1,034.55	K K	31% 31%	\$713.84 \$732.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTDNT100UC	SEL AV-STD-ENTC10-0G-C) SEL AV-STD-ENTN100-UG-C)	\$1,061.14 \$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5	ASTDNT100UC-I	SEL AV-STD-ENTN100-UG-C)	\$6,897.00	K	31%	\$4,758.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	ASTDNT100UC-K	SEL AV-STD-ENTN100-UG-C)	\$7,075.54	K	31%	\$4,882.12	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	ASTENN10UC ASTENN10UC-I	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$660.00 \$689.70	K K	31% 31%	\$455.40 \$475.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00		VMWARE VMWARE
5	ASTENN10UC-I ASTENN10UC-K	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$689.70 \$707.55	K K	31%	\$475.89 \$488.21	\$0.00 \$0.00	\$0.00				\$0.00 \$0.00		VMWARE
5	ASTENT100UC	SEL AV-STD-ENTC100-UG-C)	\$9,900.00	ĸ	31%	\$6,831.00	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	ASTENT100UC-I	SEL AV-STD-ENTC100-UG-C)	\$10,345.50		31%	\$7,138.40	\$0.00	\$0.00				\$0.00		VMWARE
5 5	ASTENT100UC-K	SEL AV ADVC 100 C)	\$10,611.40 \$15,000,00		31% 31%	\$7,321.87 \$10,350.00	\$0.00		\$0.00 \$0.00			\$0.00		VMWARE
5	AVADVC100C AVADVC100C-I	SEL AV-ADVC-100-C) SEL AV-ADVC-100-C)	\$15,000.00 \$15,675.00		31%	\$10,350.00 \$10,815.75	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5	AVADVC100C-K	SEL AV-ADVC-100-C)	\$16,051.18	K	31%	\$11,075.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	AVADVC10C	SEL AV-ADVC-10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00					\$0.00		VMWARE
5 5	AVADVC10C-I AVADVC10C-K	SEL AV-ADVC-10-C) SEL AV-ADVC-10-C)	\$1,567.50 \$1,605.12	K K	31% 31%	\$1,081.58 \$1,107.53	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
υ	WADA0100-W	OLL AVADVO-10-0)	φ1,005.12	Λ.	3170	φ1,107.53	φυ.00	φυ.00	φυ.υυ	φυ.υυ	φυ.00	φυ.00	φυ.00	VIVIVA AINE

					NVP I	EVEL 1		N	IVP 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	AVADVN100C AVADVN100C-I	SEL AV-ADVN-100-C) SEL AV-ADVN-100-C)	\$10,000.00 \$10,450.00	K K	31% 31%	\$6,900.00 \$7,210.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVADVN100C-I	SEL AV-ADVN-100-C)	\$10,430.00	K	31%	\$7,374.73	\$0.00		\$0.00			\$0.00		VMWARE
5	AVADVN10C	SEL AV-ADVN-10-C)	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	AVADVN10C-I AVADVN10C-K	SEL AV-ADVN-10-C) SEL AV-ADVN-10-C)	\$1,045.00 \$1,068.80	K K	31% 31%	\$721.05 \$737.47	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVENTC100C	SEL AV-ADVN-10-C)	\$1,000.00	K	31%	\$12,420.00	\$0.00		\$0.00			\$0.00		VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$18,810.00	K	31%	\$12,978.90	\$0.00		\$0.00			\$0.00		VMWARE
5	AVENTC100C-K	SEL AV-ENTC-100-C)	\$19,269.08	K	31%	\$13,295.67	\$0.00		\$0.00					VMWARE
5	AVENTC10C AVENTC10C-I	SEL AV-ENTC-10-C) SEL AV-ENTC-10-C)	\$1,800.00 \$1,881.00	K K	31% 31%	\$1,242.00 \$1,297.89	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVENTC10C-K	SEL AV-ENTC-10-C)	\$1,926.91	K	31%	\$1,329.57	\$0.00		\$0.00					VMWARE
5	AVENTN100C	SEL AV-ENTN-100-C)	\$12,000.00	K	31%	\$8,280.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	AVENTN100C-I AVENTN100C-K	SEL AV-ENTN-100-C) SEL AV-ENTN-100-C)	\$12,540.00 \$12,833.28	K K	31% 31%	\$8,652.60 \$8,854.96	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVENTN10C	SEL AV-ENTN-10-C)	\$1,200.00	ĸ	31%	\$828.00	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	AVENTN10C-I	SEL AV-ENTN-10-C)	\$1,254.00	K	31%	\$865.26	\$0.00		\$0.00			\$0.00		VMWARE
5	AVENTN10C-K AVSTDC100C	SEL AV-ENTN-10-C) SEL AV-STDC-100-C)	\$1,283.33 \$9,000.00	K K	31% 31%	\$885.50 \$6,210.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDC100C-I	SEL AV-STDC-100-C)	\$9,405.00	K	31%	\$6,489.45	\$0.00		\$0.00			\$0.00		VMWARE
5	AVSTDC100C-K	SEL AV-STDC-100-C)	\$9,615.38	K	31%	\$6,634.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVSTDC10C AVSTDC10C-I	SEL AV-STDC-10-C) SEL AV-STDC-10-C)	\$900.00 \$940.50	K K	31% 31%	\$621.00 \$648.95	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	AVSTDC10C-I	SEL AV-STDC-10-C)	\$961.54	K	31%	\$663.46	\$0.00		\$0.00					VMWARE
5	AVSTDN100C	SEL AV-STDN-100-C)	\$6,000.00	K	31%	\$4,140.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AVSTDN100C-I	SEL AV-STDN-100-C)	\$6,270.00	K	31%	\$4,326.30	\$0.00		\$0.00			\$0.00		VMWARE
5 5	AVSTDN100C-K AVSTDN10C	SEL AV-STDN-100-C) SEL AV-STDN-10-C)	\$6,431.96 \$600.00	K K	31% 31%	\$4,438.05 \$414.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDN10C-I	SEL AV-STDN-10-C)	\$627.00	K	31%	\$432.63	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	AVSTDN10C-K	SEL AV-STDN-10-C)	\$643.20	K	31%	\$443.81	\$0.00		\$0.00					VMWARE
5	CA6DEVKC CA6DEVKC-I	SEL CA6-DEVK-C) SEL CA6-DEVK-C)	\$20,000.00 \$23,400.00	K K	31% 31%	\$13,800.00 \$16,146.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CA6DEVKC-K	SEL CA6-DEVK-C)	\$22,486.98	ĸ	31%	\$15,516.02	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17ADVC	SEL CL17-ADV-C)	\$7,995.00	K	31%	\$5,516.55	\$0.00		\$0.00					VMWARE
5	CL17ADVC-I CL17ADVC-K	SEL CL17-ADV-C) SEL CL17-ADV-C)	\$9,354.15 \$9,002.45	K K	31% 31%	\$6,454.36 \$6,211.69	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-ADV-UG-C)	\$6,925.00	K	31%	\$4,778.25	\$0.00		\$0.00					VMWARE
5	CL17ENTADVUGC-I	SEL CL17-ENT-ADV-UG-C)	\$8,102.25	K	31%	\$5,590.55	\$0.00		\$0.00			\$0.00		VMWARE
5 5		(SEL CL17-ENT-ADV-UG-C)	\$7,776.59	K K	31%	\$5,365.85	\$0.00		\$0.00			\$0.00		VMWARE
5	CL17ENTC CL17ENTC-I	SEL CL17-ENT-C) SEL CL17-ENT-C)	\$9,495.00 \$11,109.15	K	31% 31%	\$6,551.55 \$7,665.31	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	CL17ENTC-K	SEL CL17-ENT-C)	\$10,688.02	K	31%	\$7,374.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL CL17-ENT-ENT-UG-C)	\$8,425.00	K	31%	\$5,813.25	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL CL17-ENT-ENT-UG-C) (SEL CL17-ENT-ENT-UG-C)	\$9,857.25 \$9,462.15	K K	31% 31%	\$6,801.50 \$6,528.88	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-ENT-STD-UG-C)	\$4,425.00	K	31%	\$3,053.25	\$0.00		\$0.00					VMWARE
5		SEL CL17-ENT-STD-UG-C)	\$5,177.25	K	31%	\$3,572.30	\$0.00		\$0.00					VMWARE
5 5	CL17ENTSTDUGC-K	(SEL CL17-ENT-STD-UG-C) SEL CL17-EPL-ADV-UG-C)	\$4,976.25 \$6,245.00	K K	31% 31%	\$3,433.61 \$4,309.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL17EPAVUGC-I	SEL CL17-EPL-ADV-UG-C)	\$7,306.65	K	31%	\$5,041.59	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL CL17-EPL-ADV-UG-C)	\$7,021.91	K	31%	\$4,845.12	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL CL17-EPL-ENT-UG-C) SEL CL17-EPL-ENT-UG-C)	\$7,745.00 \$9,061.65	K K	31% 31%	\$5,344.05 \$6,252.54	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-EPL-ENT-UG-C)	\$8,695.99	K	31%	\$6,000.23	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	CL17EPLSTDUGC	SEL CL17-EPL-STD-UG-C)	\$3,745.00	K	31%	\$2,584.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL CL17-EPL-STD-UG-C) SEL CL17-EPL-STD-UG-C)	\$4,381.65 \$4,210.08	K K	31% 31%	\$3,023.34 \$2,904.96	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	CL170EADUGC	SEL CL17-EPL-31D-0G-C) SEL CL17-OENT-ADV-UG-C)	\$5,935.00	K	31%	\$4,095.15	\$0.00		\$0.00					VMWARE
5	CL170EADUGC-I	SEL CL17-OENT-ADV-UG-C)	\$6,943.95	K	31%	\$4,791.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL170EADUGC-K CL170EENUGC	SEL CL17-OENT-ADV-UG-C) SEL CL17-OEPL-ENT-UG-C)	\$6,669.48 \$6,755.00	K K	31% 31%	\$4,601.94 \$4,660.95	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CL17OEENUGC-I	SEL CL17-OEPL-ENT-UG-C)	\$7,903.35	K	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	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL170ENNTUGC	SEL CL17-OENT-ENT-UG-C)	\$7,435.00	K	31%	\$5,130.15	\$0.00		\$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	K K	31% 31%	\$6,002.28 \$5,788.77	\$0.00 \$0.00		\$0.00 \$0.00					VMWARE VMWARE
5	CL170PLAUGC	SEL CL17-OEPL-ADV-UG-C)	\$5,255.00	K	31%	\$3,625.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CL17OPLAUGC-I	SEL CL17-OEPL-ADV-UG-C)	\$6,148.35	K	31%	\$4,242.36	\$0.00							VMWARE
5 5	CL17OPLAUGC-K CL17OTSTDUGC	SEL CL17-OEPL-ADV-UG-C) SEL CL17-OENT-STD-UG-C)	\$5,910.97 \$3,435.00	K K	31% 31%	\$4,078.57 \$2,370.15	\$0.00 \$0.00							VMWARE VMWARE
5		SEL CL17-OENT-STD-UG-C)	\$4,018.95	K	31%	\$2,773.08	\$0.00							VMWARE
5	CL17OTSTDUGC-K	SEL CL17-OENT-STD-UG-C)	\$3,857.65	K	31%	\$2,661.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL CL17-STD-ADV-UG-C) SEL CL17-STD-ADV-UG-C)	\$7,700.00 \$9,009.00	K K	31% 31%	\$5,313.00 \$6,216.21	\$0.00 \$0.00							VMWARE VMWARE
5		(SEL CL17-STD-ADV-UG-C)	\$9,009.00 \$8,619.37	K	31%	\$5,216.21 \$5,947.37	\$0.00 \$0.00							VMWARE VMWARE
5	CL17STDC	SEL CL17-STD-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL17STDC-I CL17STDC-K	SEL CL17-STD-C) SEL CL17-STD-C)	\$6,429.15 \$6,170.13	K K	31% 31%	\$4,436.11 \$4,263.60	\$0.00 \$0.00							VMWARE VMWARE
5		SEL CL17-STD-C) SEL CL17-STD-ENT-UG-C)	\$6,179.13 \$9,350.00	K	31%	\$4,263.60 \$6,451.50	\$0.00							VMWARE
5	CL17STDENTUGC-I	SEL CL17-STD-ENT-UG-C)	\$10,939.50	K	31%	\$7,548.26	\$0.00						\$0.00	VMWARE

					NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		(SEL CL17-STD-ENT-UG-C) SEL CL17-STD-STD-UG-C)	\$10,534.78 \$4,950.00	K K	31% 31%	\$7,269.00 \$3,415.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL CL17-STD-STD-UG-C)	\$5,791.50	K	31%	\$3,996.14	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	CL17STDSTDUGC-K	(SEL CL17-STD-STD-UG-C)	\$5,566.20	K	31%	\$3,840.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL7PLSTDUGC CL7PLSTDUGC-I	SEL CL17-OEPL-STD-UG-C) SEL CL17-OEPL-STD-UG-C)	\$2,755.00 \$3,223.35	K K	31% 31%	\$1,900.95 \$2,224.11	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		VMWARE
5	FUS10PROC	SEL FUS10-PRO-C)	\$159.99	K	31%	\$110.39	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FUS10PROC-I	SEL FUS10-PRO-C) SEL FUS10-PRO-C)	\$163.19	K K	31%	\$112.60	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	FUS10PROC-K FUS10PROUGC	SEL FUS10-PRO-UG-C)	\$165.45 \$119.99	K	31% 31%	\$114.16 \$82.79	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	FUS10PROUGC-I	SEL FUS10-PRO-UG-C)	\$122.39	K	31%	\$84.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL FUS10-PRO-UG-C)	\$124.08	K	31%	\$85.62	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-AVA-APADN10-UG-C) SEL HZ7-AVA-APADN10-UG-C)	\$1,100.00 \$1,149.50	K K	31% 31%	\$759.00 \$793.16	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		(SEL HZ7-AVA-APADN10-UG-C)	\$1,176.06	K	31%	\$811.48	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	H7AANN100UC	SEL HZ7-AVA-ENN100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AANN100UC-I H7AANN100UC-K	SEL HZ7-AVA-ENN100-UG-C) SEL HZ7-AVA-ENN100-UG-C)	\$28,737.50 \$29,459.09	K K	31% 31%	\$19,828.88 \$20,326.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ACEC100UC	SEL HZ7-ADC-ENC-100-UG-C)	\$19,250.00	ĸ	31%	\$13,282.50	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25	K	31%	\$13,880.21	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7ACEC100UCV2-K	SEL HZ7-ADC-ENC-100-UG-C) SEL HZ7-ADC-ENC-10-UG-C)	\$20,648.18 \$1,925.00	K K	31% 31%	\$14,247.24 \$1,328.25	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,011.63	K	31%	\$1,388.02	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-ADC-ENC-10-UG-C)	\$2,064.82	K	31%	\$1,424.73	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7ADAUGN10UC H7ADAUGN10UC-I	SEL HZ7-ADA-ENN10-UG-C) SEL HZ7-ADA-ENN10-UG-C)	\$1,650.00 \$1,724.25	K K	31% 31%	\$1,138.50 \$1,189.73	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ADA-ENN10-UG-C)	\$1,766.01	K	31%	\$1,218.55	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AEEC100GC	SEL HZ7-AVE-ENC100-UG-C)	\$43,450.00	K	31%	\$29,980.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC-I H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C)	\$45,405.25 \$46,544.59	K K	31% 31%	\$31,329.62	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		VMWARE
5 5	H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C) SEL HZ7-AVE-ENC10-UG-C)	\$4,345.00	K	31%	\$32,115.77 \$2,998.05	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AEENC10GC-I	SEL HZ7-AVE-ENC10-UG-C)	\$4,540.53	K	31%	\$3,132.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7AEENC10GC-K	SEL HZ7-AVE-ENC10-UG-C)	\$4,654.46	K	31%	\$3,211.58	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7AEN100UGC H7AEN100UGC-I	SEL HZ7-AVE-ENN100-UG-C) SEL HZ7-AVE-ENN100-UG-C)	\$25,300.00 \$26,438.50	K K	31% 31%	\$17,457.00 \$18,242.57	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AEN100UGC-K	SEL HZ7-AVE-ENN100-UG-C)	\$27,083.97	ĸ	31%	\$18,687.94	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7ANEN100UC	SEL HZ7-ADN-ENN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-100-UG-C)	\$11,495.00 \$11,760.65	K K	31% 31%	\$7,931.55 \$8,114.85	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ANEN10UC	SEL HZ7-ADN-ENN-10-UG-C)	\$1,100.00	ĸ	31%	\$759.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7ANEN10UC-I	SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7ANEN10UCV2-K H7ASAPA100UC	SEL HZ7-ADN-ENN-10-UG-C) SEL HZ7-AVS-APADC100-UG-C)	\$1,176.06 \$25,850.00	K K	31% 31%	\$811.48 \$17,836.50	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ASAPA100UC-I	SEL HZ7-AVS-APADC100-UG-C)	\$27,013.25	ĸ	31%	\$18,639.14	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-AVS-APADC100-UG-C)	\$27,696.90	K	31%	\$19,110.86	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-AVS-APADN100-UG-C) SEL HZ7-AVS-APADN100-UG-C)	\$15,400.00 \$16,093.00	K K	31% 31%	\$10,626.00 \$11,104.17	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-AVS-APADN100-UG-C)	\$16,510.88	ĸ	31%	\$11,392.51	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-AVA-APADC10-UG-C)	\$1,925.00	K	31%	\$1,328.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-AVA-APADC10-UG-C) (SEL HZ7-AVA-APADC10-UG-C)	\$2,011.63 \$2,064.82	K K	31% 31%	\$1,388.02 \$1,424.73	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-AVA-APADN100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL HZ7-AVA-APADN100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AVAPAD100UC-K H7AVEE10UGC	SEL HZ7-AVA-APADN100-UG-C) SEL HZ7-AVE-ENN10-UG-C)	\$11,760.65 \$2,530.00	K K	31% 31%	\$8,114.85 \$1,745.70	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVEE10UGC-I	SEL HZ7-AVE-ENN10-UG-C)	\$2,643.85	ĸ	31%	\$1,824.26	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AVEE10UGC-K	SEL HZ7-AVE-ENN10-UG-C)	\$2,708.40	K	31%	\$1,868.80	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7AVEN10UC H7AVEN10UC-I	SEL HZ7-AVA-ENN10-UG-C) SEL HZ7-AVA-ENN10-UG-C)	\$2,750.00 \$2,873.75	K K	31% 31%	\$1,897.50 \$1,982.89	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVEN10UC-K	SEL HZ7-AVA-ENN10-UG-C)	\$2,945.91	K	31%	\$2,032.68	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AVENC100UC	SEL HZ7-AVS-ENC100-UG-C)	\$53,350.00	K	31%	\$36,811.50	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7AVENC100UC-I H7AVENC100UC-K	SEL HZ7-AVS-ENC100-UG-C) SEL HZ7-AVS-ENC100-UG-C)	\$55,750.75 \$57,194.30	K K	31% 31%	\$38,468.02 \$39,464.07	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVENC1000C-R	SEL HZ7-AVA-ENC10-UG-C)	\$4,675.00	K	31%	\$3,225.75	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AVENC10UC-I	SEL HZ7-AVA-ENC10-UG-C)	\$4,885.38	K	31%	\$3,370.91	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC10UC-K H7AVNN10UC	SEL HZ7-AVA-ENC10-UG-C) SEL HZ7-AVS-ENN10-UG-C)	\$5,006.90 \$3,190.00	K K	31% 31%	\$3,454.76	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVNN10UC-I	SEL HZ7-AVS-ENN10-UG-C)	\$3,333.55	K	31%	\$2,201.10 \$2,300.15	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	H7AVNN10UC-K	SEL HZ7-AVS-ENN10-UG-C)	\$3,420.93	K	31%	\$2,360.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-AVS-APADC10-UG-C) SEL HZ7-AVS-APADC10-UG-C)	\$2,585.00 \$2,701.33	K K	31% 31%	\$1,783.65 \$1,863.92	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5		SEL HZ7-AVS-APADC10-UG-C) (SEL HZ7-AVS-APADC10-UG-C)	\$2,701.33	K K	31%	\$1,863.92 \$1,911.09	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVSAAD10UGC	SEL HZ7-AVS-APADN10-UG-C)	\$1,540.00	K	31%	\$1,062.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-AVS-APADN10-UG-C)	\$1,609.30	K	31%	\$1,110.42	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE VMWARE
5 5	H7AVSAAD10UGC-K	(SEL HZ7-AVS-APADN10-UG-C) SEL HZ7-AVS-ENC10-UG-C)	\$1,651.09 \$5,335.00	K K	31% 31%	\$1,139.25 \$3,681.15	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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	\$0.00	\$0.00	\$0.00	VMWARE
5			\$5,719.43	K	31%	\$3,946.41	\$0.00				\$0.00	\$0.00		VMWARE
5	H7DDAAC10GC	SEL HZ7-ADA-ADC10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

March Marc						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Fig. Company	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
1															
STEPHONOLOGY CELL	-														
1	5	H7DENNA100UC-I	SEL HZ7-ADA-ENN100-UG-C)				\$11,897.33								
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THEMETORIC SELECT PRINT COLOR 12,475 00 10,000	Ü														
FIFTHEFFEEDER 1.5	-														
FIRECTORICYS SE KFZ-FRA-FRC-LC-LG-C) \$126.477	-														
MPSMCUQCE SELECTEMPS \$17.00 \$1.00 \$1.00 \$0.	5				K		\$1,831.79						\$0.00		
File	5														
MIX-CEC-000LC SEL HZ FLAC EMC-101-LG-C \$4,700.00 K 31% \$22,275.00 \$0.00	5														
FIX.CEC.100.CE SEL.177.XC.ENG.TO.CE SEL	5														
S HT-XXCE(10UL) SEL HZT-XXC-ENC-10U-GC SEL	5														
FINANCE COUNCE SELECT AND SECURITY SEL	5														
FIVECEPOLICE SELPTING CALL PRINCE COLOR SECRET SE	5														
Family Control Fami	5														
Fig. Filtrage Filtage Filtrage Filtage Filtrage Filt	5														
F H7MGAC19UC SEL H27, MRG-QAD-10U-GC \$2,775.00 K 31% \$1,897.50 \$0.00	5														
Fig.	5														
F H7MGACIQUCZX SELEZ/AMEGAD-IQUCZX SELEZ/AME	5														
F H7MGAH10DUC/S EL H27.HRGADN-10.DGC S11,760.00 K 31% S1,931.55 S0.00 S0.0	5														
F H7MGAN100UCV2-K SEL H27-MRG-ADN-10-UG-C)	5														
5 H7MGAH0UCU-SELEZ-MRG-ADN-10-UG-C) \$1,100.00 K 31% \$793.00 \$0.00	5														
S	5														
5 H7MPAC100UC SEL H27.MPCADC-100-US-C \$27,500.00 K 31% \$18,975.00 \$0.0	5														
5 H7MPAC100UCL- SEL HZ7-MGP-ADC-100-UG-C \$28,737.50 K 31% \$20,326.77 \$0.00 \$0.0	5														
5 H7MPAC10UCVZ-K SEL HZ7MGP-ADC-10-UG-C) \$29,459.09 K 31% \$20,326.77 \$0.00 \$0.	-														
5 H7MPAC10UC SEL HZ7MGPADC-10-UG-C) \$2,750.00 K 31% \$1,982.89 \$0.00 \$0.0	-														
5 H7MPAC10UCV2-K SEL H27-MGF-ADC-10-UG-C) \$2,945.91 K 31% \$2,032.88 \$0.00 \$0.0	-														
5 H7MPAN10UUC SEL H27MGPADN-100-UG-C) \$11,000.00 K 31% \$7,990.00 \$	5														
5 H7MPAN10UCL-SEL HZ7-MGP-ADN-10D-IG-C) \$11,495.00 K 31% \$7,931.55 \$0.00	5														
5 H7MPAN10UCV2-K SEL HZ7-MGP-ADN-10-UG-C) \$11,760.65 K 31% \$8,114.85 \$0.00 \$0.	5 5														
5 H7MPAN10UC SEL HZ7-MGP-ADN-10-UG-C) \$1,100.0 K 31% \$793.0B \$0.00	5														
5 H7MPAN10UCV2-K SEL HZ7-ADN-10-UG-C) \$1,176.06 K 31% \$811.48 \$0.00 \$0.0	5	H7MPAN10UC	SEL HZ7-MGP-ADN-10-UG-C)	\$1,100.00											
Fig.	5														
5 H7PEPEC10GGC-I SEL HZ7-APA-ENC100-UG-C) \$29,459.09 K 31% \$19,828.88 \$0.00	5														
5 H7SACA100UGC SEL HZT-STA-ADCA100-UG-C) \$12,644.50 K 31% \$8,349.00 \$0.0	5														
5 H7SACA100UGC-I SEL HZ7-STA-ADCA100-UG-C) \$12,684.50 K 31% \$8,724.71 \$0.00	5				K	31%				\$0.00			\$0.00		
5 H7SACA100UGC-K SEL HZ7-STA-ADCA100-UG-C) \$12,986.52 K 31% \$8,960.70 \$0.00 \$0	5				K										
5 H7SADC10UC SEL HZ7-ST-ADC-100-UG-C) \$16,500.00 K 31% \$11,385.00 \$0.00 <t< td=""><td>5</td><td></td><td></td><td>T 1</td><td>ĸ</td><td></td><td>¥ + 1, · = · · · ·</td><td>7</td><td>*****</td><td>*****</td><td>*****</td><td>*****</td><td>7</td><td>+</td><td></td></t<>	5			T 1	ĸ		¥ + 1, · = · · · ·	7	*****	*****	*****	*****	7	+	
5 H7SADC10UC-I SEL HZ7-ST-ADC-10-UG-C) \$17,242.50 K 31% \$11,897.33 \$0.00															
5 H7SADC10UC SEL HZ7-ST-ADC-10-UG-C SEL HZ7-ST-ADC-10-UG-D SEL HZ7-S	5	H7SADC100UC-I	SEL HZ7-ST-ADC-100-UG-C)	\$17,242.50	K	31%	\$11,897.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7SADC10UC-I SEL HZ7-ST-ADC-10-UG-C) \$1,724.25 K 31% \$1,189.73 \$0.00 \$	5														
5 H7SADC10UCV2-K SEL HZ7-ST-ADC-10-UG-C) \$1,766.01 K 31% \$1,218.55 \$0.00	5														
5 H7SAENSA10UC SEL HZ7-STA-ENCA10-UG-C) \$2,585.00 K 31% \$1,783.65 \$0.00	-														
5 H7SENSA10UC-K SEL HZ7-ST-ENCA10-UG-C) \$2,769.69 K 31% \$1,911.09 \$0.00	5	H7SAENSA10UC	SEL HZ7-STA-ENCA10-UG-C)	\$2,585.00	K	31%	\$1,783.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7SENC100UC SEL HZ7-ST-ENC-100-UG-C) \$35,750.00 K 31% \$24,667.50 \$0.00	-														
5 H7SENC100UC-I SEL HZ7-ST-ENC-100-UG-C S \$37,358.75 K 31% \$25,777.54 \$0.00 \$0	-														
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Section Sect						NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
The content of the	BAND	sku	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM		RENEWAL	
1															
Temporary	5														
1	5	H7STACA10UGC	SEL HZ7-STA-ADCA10-UG-C)	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
The property of the property	5														
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O	5	H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C)	\$17,869.50		31%	\$12,329.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
STATISTICATION 1.00	5														
1	5 5														
Column C	5	H7TCST10GC-K	SEL HZ7-TCL-STA10-UG-C)	\$1,819.64			\$1,255.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
THE PROPERTY OF SET 1977-198-1996 C)	-														
5 Friedrich 1 1 1 1 1 1 1 1 1	-														
FITTOSTOCKYCK SELECTIFICS 100	-														
MITTERNOON Color	5														
FilterEncouncer State Proceedings State Sta	5 5														
MITTERFORMICH SET	5														
Mylepholic Sell Mylepholic Sell Mylepholic Sell Sel	5	H7UEENC100UC-K	SEL HZ7-UEM-ENC-100-UG-C)	\$56,274.90			\$38,829.68								
FITTERFRINGER SELECT-MEMBERS SELECT SECTION SE	5														
FILE	•														
Figure F	5				K	31%		\$0.00							
FIVERINDED SELECT	5														
FIVEENINDUCK SELECTIMEMAN-IDUCK) \$3.44.80 K 31% \$2.207.85 \$9.00	5														
F H7WACTORUCC SE H27WADACC -100-UC S2,00000 K 31% S16,870.00 \$0.00	5	H7UEENN10UC-I													
First Firs	5														
F H7WAC100LC SEL HZ7.WAD.ACC-10.UGC \$2,00.00 \$3.00 \$0.00	5														
Fig. HTWACFOUCLY SEL HZT-VAD-DAC-104G-C) \$2,463.50 K 31% \$1,684.2 \$9.00 \$9	5														
S	5														
S	5														
Fig. H7VAEC100UCL SEL HZ7-VADE-NC-100-UGC S45,181.73 K 31% S30,443.6 S0.0	5														
S	-		SEL HZ7-VAD-ENC-100-UG-C)	\$44,151.25			\$30,464.36			\$0.00					
5 H7VAECHUUCJ SEL HZ7VAD-ENC-10-UG-C) \$4451513 K 31% \$3,046.44 \$0.00 \$0.	-														
5 H7VAECHOUCV2K SEL H27-VADENCHOUG-C) \$4,531.87 K 31% \$3,126.99 \$0.00 \$0	-														
5 H7/WANC10UCL-I SEL HZ7-AVA-ENC100-UG-C) \$48,883.75 K 31% \$33,709.09 \$0.00 \$0	5														
5 H7VANC100UC-K SEL HZ7-AVA-PADC10U-G-C) \$19,250.0 K 31% \$34,447.58 \$0.00 \$0.0	5														
5 H7VAPADCIOUCL SEL HZ7-AVA-APADCIOU-UG-C) \$19,250.00 K 31% \$13,880.21 \$0.00 \$	5 5														
5 H7VAPADC100UC-K SEL H77-WA-APADC100-UG-C) \$20,048.18 K 31% \$14,247.24 \$0.00	5	H7VAPADC100UC	SEL HZ7-AVA-APADC100-UG-C)	\$19,250.00		31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7VENS10UCC SEL HZ7-VENT-STIOU-UG-C) \$10,000.00 K 31% \$6,000.00 \$0.00	5														
5 H7VENS100UC-J SEL HZ7-VENT-ST100-UG-C) \$10,450.00 K 31% \$7,210.50 \$0.0	Ü														
5 H7VETS10UC SEL HZ7-VENT-ST10-UG-C)	5				K	31%		\$0.00						\$0.00	VMWARE
5 H7VETS10UC-L SEL H27-VENT-ST10-UG-C) \$1,045.00 K 31% \$721.05 \$0.00 \$0.	-														
5	-														
5 H7VSEN100GC-I SEL HZT-AVS-ENN100-UG-C) \$33,335.50 K 31% \$23,001.50 \$0.00 \$0.	5														
5 H7VSEN100GC-K SEL HZ7-AVS-ENN100-UG-C) \$34,209.32 K 31% \$23,604.43 \$0.00 \$0.	5														
5 H7WSAD100UGC SEL HZ7-WSP-ADN-100-UG-C) \$11,00.00 K 31% \$7,590.00 \$0.00	5														
5 H7WSAD10UGC SEL HZ7-WSP-ADN-10-UG-C) \$11,760.65 K 31% \$1,48.5 \$0.00 \$0	5				K										
5 H7WSAD10UGC SEL HZ7-WSP-ADN-10-UG-C) \$1,100.0 K 31% \$759.00 \$0.0	-	H7WSAD100UGC-I	SEL HZ7-WSP-ADN-100-UG-C)	\$11,495.00			\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 H7WSAD10UGC-I SEL HZ7-WSP-ADN-10-UG-C) \$1,149.50 K 31% \$793.16 \$0.00 <	Ü														
5 H7WSAD10UGC-K SEL HZ7-WSP-ADN-10-UG-C) \$1,176.06 K 31% \$811.48 \$0.00 \$	ū														
5 HAPA7NC10UC-I SEL HZ7-APA-ENC10-UG-C) \$2,873.75 K 31% \$1,982.89 \$0.00	5	H7WSAD10UGC-K	SEL HZ7-WSP-ADN-10-UG-C)	\$1,176.06	K	31%	\$811.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 HAPATNC10UC-K SEL HZ7-APA-ENC10-UG-C) \$2,945.91 K 31% \$2,032.68 \$0.00															
5 HCIADVPUC SEL HCI-ADV-CPU-C) \$7,490.00 K 31% \$5,168.10 \$0.00 \$0.	-														
5 HCIADVPUC-K SEL HCI-ADV-CPU-C) \$8,389.52 K 31% \$5,788.77 \$0.00 \$	-	HCIADVPUC	SEL HCI-ADV-CPU-C)	\$7,490.00							\$0.00			\$0.00	VMWARE
5 HCIAKCPUC SEL HCI-AK-CPU-C) \$7,852.50 K 31% \$5,418.23 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00															

March Marc						NVP I	LEVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
Part	BAND			LIST PRICE USD					W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM			PARTNER
Color															
Company															
1	-	HCIENCPUC-K													
1															
1	5														
Second Column	5														
Security Column	5														
Column	5														
S. HORPETOWOOD, C. S. C.	5														
Second Column	5	HCIRBEN25VC-K		\$37,044.13			\$25,560.45								
Second Column	-														
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Second Column	5														
Company Comp	5														
Column	5														
Color Colo	5														
Section Sect	5														
Fig.	-														
PAMEMBROUND SELETZ-PRE-NINOULC) \$2,6000 \$1,000 \$0.00	-														
	-														
	5														
MESHANNINDUC SEL 127-EMPA (MINUSC) \$7,471.75 K 31% \$1.05.75 \$0.00 \$0	-														
MESHAWN NOUCK SELECT PANE PANENTOUS C \$7,9997 K 31% \$3.31298 \$0.00 \$0.	-														
STEMPANDUCC SELECTATE-MINION SELECTATE-MINION SELECTATE-MINION SELECTATE-MINION SELECTATE-MINION SELECTATE MINION SELECTATE MINIO	5														
STEPLE S	5	HSTENCA100UGC	SEL HZ7-STA-ENCA100-UG-C)		K	31%									
Fig. 177.4106.4FRC-C) \$50.00000 \$50.00 \$0.00	5														
F. HZPATORAERICC \$1,350.00 \$1,000 \$0.	5														
F HZ7AIGAERCC SEL HZ7AIGAERCC \$1.00.00 K 31% \$2.070.00 \$0.00	5														
S HZ7AIGERCCL SEL.HZ7AIGARECC S3.15.00 K 31% \$2,163.15 \$0.00	5				K									\$0.00	VMWARE
S HZ7ACHERCCX SELEZ-AD-CHOC SELEZ-AD-C	5														
F HZTACCHOCC SELETA-ACC-HOC \$44,000.00 K 31% \$27,800.00 \$0.00	-														
S	5														
For HZTANDCIOC SELEZTANDCIOC S	5														
F HZ7ADC10C1 SEI HZ7ADC10C2 SEI HZ7ADC10C2 SEI	5														
S	5														
S	5														
5 HZZADNIGCZ-K SEL-HZZ-ADN-10C-C) \$25,000 K 31% \$18,476.48 \$0.00 \$	5														
5 HZ7ADNICC SEL HZ7ADNICC) \$2,200.00 K 31% \$1,725.00 \$0.00 \$	-														
5 HZZADNIOCJ SEL HZZ-ADN-10-C) \$2,612.50 K 31% \$1,802.63 \$0.00 \$0.	•														
5 HZZADNA100C SEL HZZADNA100C) \$20,000.00 K 31% \$13,800.00 \$	5				K	31%		\$0.00	\$0.00						
5 HZZADNA100C-J SEL HZZ-ADNA10C-C) \$20,900.00 K 31% \$14,475.09 \$0.00 \$0.	-														
5 HZ7ADNA100C-K SEL HZ7-ADN-A100C-C) \$2,141.43 K 31% \$1,475.89 \$0.00 \$0.	-														
5 HZ7ADNA10C SEL HZ7ADNA10C SEL HZ7ADNA10C SC SEL HZ7ADNA10C S2,000.0 K 31,000.0 S0.00 S0.	-			\$21,414.34											
5 HZ7ADN10C-K SEL HZ7-APAC10C) \$2,141.43 K 31% \$1,477.59 \$0.00 \$0.	5	HZ7ADNA10C	SEL HZ7-ADN-A10-C)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 HZ7APADC100C SEL HZ7APADC100C) \$32,500.00 K 31% \$22,425.00 \$0.00	5														
5 HZ7APADC100C-I SEL HZ7-AP-ADC100-C) \$33,962.50 K 31% \$22,434.13 \$0.00	5														
Facility	5														
5 HZ7APADC10C-I SEL HZ7-AP-ADC10-C S3.398.25 K 31% \$2.343.41 \$0.00 \$	5														
5 HZ7APADC10C-K SEL HZ7-AP-ADC10-C) \$3,482.22 K 31% \$2,402.73 \$0.00	5														
5 HZ7APADN100C SEL HZ7-AP-ADN100-C) \$20,000.00 K 31% \$13,800.00 \$0	5														
5 HZ7APADN100C- SEL HZ7-AP-ADN10-C) \$21,414,34 K 31% \$14,775.89 \$0.00 \$0	5														
5 HZ7APADN10C SEL HZ7-AP-ADN10-C) \$2,000.00 K 31% \$1,380.00 \$0.00	5				K										
5 HZ7APADN10C-I SEL HZ7-AP-ADN10-C) \$2,090.00 K 31% \$1,442.10 \$0.00 \$0	5		,	+=-,	K			,	*****	*****	*****	*****		+	
Facility	-														
5 HZ7APSCAC10UC SEL HZ7-AP-STC-ADC10-UG-C \$1,375.00 K 31% \$948.75 \$0.00	-														
5 HZ7APSCAC10UC-K SEL HZ7-AP-STC10-C) \$1,474.87 K 31% \$1,017.66 \$0.00 \$0	5	HZ7APSCAC10UC	SEL HZ7-AP-STC-ADC10-UG-C)	\$1,375.00		31%	\$948.75		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 HZ7APSTC100C SEL HZ7-AP-STC100-C) \$20,000.00 K 31% \$13,800.00 \$0															
5 HZ7APSTC100C-I SEL HZ7-AP-STC100-C) \$20,900.00 K 31% \$14,421.00 \$0.00															
5 HZ7APSTC100C-K SEL HZ7-AP-STC10-C) \$21,414.34 K 31% \$14,775.89 \$0.00 \$	•	HZ7APSTC100C-I	SEL HZ7-AP-STC100-C)											\$0.00	VMWARE
5 HZ7APSTC10C-I SEL HZ7-AP-STC10-C) \$2,090.00 K 31% \$1,442.10 \$0.0	•		SEL HZ7-AP-STC100-C)	\$21,414.34			\$14,775.89							\$0.00	VMWARE
5 HZ7APSTC10C-K SEL HZ7-AP-STC10-C) \$2,141.43 K 31% \$1,477.59 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	-														
	-														
	-														

					NVP L	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HZ7APSTN100C-I HZ7APSTN100C-K	SEL HZ7-AP-STN100-C) SEL HZ7-AP-STN100-C)	\$13,062.50 \$13,369.60	K K	31% 31%	\$9,013.13 \$9,225.02	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	HZ7APSTN100C-K	SEL HZ7-AP-STN100-C) SEL HZ7-AP-STN100-C)	\$1,250.00	K	31%	\$862.50	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7APSTN10C-I	SEL HZ7-AP-STN10-C)	\$1,306.25	K	31%	\$901.31	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZ7APSTN10C-K HZ7DADC100GC	SEL HZ7-AP-STN10-C)	\$1,336.96 \$11,000.00	K K	31% 31%	\$922.50 \$7,590.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7DADC100GC	SEL HZ7-ADA-ADC100-UG-C) SEL HZ7-ADA-ADC100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	HZ7DADC100GC-K	SEL HZ7-ADA-ADC100-UG-C)	\$11,760.65	K	31%	\$8,114.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E100AERCC	SEL HZ7-E100-AERC-C)	\$42,500.00	K	31%	\$29,325.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZ7E100AERCC-I HZ7E100AERCC-K	SEL HZ7-E100-AERC-C) SEL HZ7-E100-AERC-C)	\$44,412.50 \$45,548.57	K K	31% 31%	\$30,644.63 \$31,428.51	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7E10AERCC	SEL HZ7-E10-AERC-C)	\$4,250.00	K	31%	\$2,932.50	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7E10AERCC-I	SEL HZ7-E10-AERC-C)	\$4,441.25	K	31%	\$3,064.46	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7E10AERCC-K	SEL HZ7-E10-AERC-C) SEL HZ7-E10-AERC-UG-C)	\$4,554.86 \$1,375.00	K K	31% 31%	\$3,142.85 \$948.75	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-E10-AERC-UG-C)	\$1,436.88	ĸ	31%	\$991.45	\$0.00		\$0.00			\$0.00		VMWARE
5		K SEL HZ7-E10-AERC-UG-C)	\$1,474.87	K	31%	\$1,017.66	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-ADA-ENC100-UG-C) SEL HZ7-ADA-ENC100-UG-C)	\$30,250.00 \$31,611.25	K K	31% 31%	\$20,872.50 \$21,811.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ADA-ENC100-UG-C)	\$32,447.13	ĸ	31%	\$22,388.52	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	HZ7ENC100C	SEL HZ7-ENC-100-C)	\$57,500.00	K	31%	\$39,675.00	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7ENC100C-I	SEL HZ7-ENC-100-C) SEL HZ7-ENC-100-C)	\$60,087.50 \$61,638.06	K K	31% 31%	\$41,460.38 \$42,530.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ENC100CV2-K	SEL HZ7-ENC-10-C)	\$5,750.00	K	31%	\$3,967.50	\$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		VMWARE
5	HZ7ENC10CV2-K HZ7ENN100C	SEL HZ7-ENC-10-C) SEL HZ7-ENN-100-C)	\$6,163.81 \$35,000.00	K K	31% 31%	\$4,253.03 \$24,150.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ENN100C-I	SEL HZ7-ENN-100-C)	\$36,575.00	K	31%	\$25,236.75	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENN-100-C)	\$37,503.83	K	31%	\$25,877.64	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZ7ENN10C HZ7ENN10C-I	SEL HZ7-ENN-10-C)	\$3,500.00	K K	31%	\$2,415.00	\$0.00		\$0.00			\$0.00		VMWARE VMWARE
5	HZ7ENN10C-I HZ7ENN10CV2-K	SEL HZ7-ENN-10-C) SEL HZ7-ENN-10-C)	\$3,657.50 \$3,750.38	K	31% 31%	\$2,523.68 \$2,587.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE
5	HZ7ENNA100C	SEL HZ7-ENN-A100-C)	\$28,500.00	K	31%	\$19,665.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA100C-I	SEL HZ7-ENN-A100-C)	\$29,782.50	K	31%	\$20,549.93	\$0.00		\$0.00			\$0.00		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		(SEL HZ7-ENN-A100-UG-C)	\$9,998.47	K	31%	\$6,898.94	\$0.00		\$0.00			\$0.00		VMWARE VMWARE
5	HZ7ENNA10C HZ7ENNA10C-I	SEL HZ7-ENN-A10-C) SEL HZ7-ENN-A10-C)	\$2,850.00 \$2,978.25	K K	31% 31%	\$1,966.50 \$2,054.99	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE
5	HZ7ENNA10C-K	SEL HZ7-ENN-A10-C)	\$3,053.17	K	31%	\$2,106.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7ENNA10UGC	SEL HZ7-ENN-A10-UG-C)	\$935.00	K	31%	\$645.15	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-ENN-A10-UG-C) SEL HZ7-ENN-A10-UG-C)	\$977.08 \$999.85	K K	31% 31%	\$674.19 \$689.90	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	HZ7GAEN10UGC		\$2,475.00	ĸ	31%	\$1,707.75	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5		SEL HZ7-APS-ENN10-UG-C)	\$2,586.38	K	31% 31%	\$1,784.60	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7GAEN10UGC-K	SEL HZ7-APS-ENN10-UG-C) SEL HZ7-ENA-ENN10-UG-C)	\$2,654.77 \$715.00	K K	31%	\$1,831.79 \$493.35	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ENA-ENN10-UG-C)	\$747.18	K	31%	\$515.55	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-ENA-ENN10-UG-C)	\$770.00	K	31%	\$531.30	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7LXC100C HZ7LXC100C-I	SEL HZ7-LXC-100-C) SEL HZ7-LXC-100-C)	\$15,000.00 \$16,500.00	K K	31% 31%	\$10,350.00 \$11,385.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7LXC100C-K	SEL HZ7-LXC-100-C)	\$16,357.65	ĸ	31%	\$11,286.78	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7LXC10C	SEL HZ7-LXC-10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZ7LXC10C-I HZ7LXC10C-K	SEL HZ7-LXC-10-C) SEL HZ7-LXC-10-C)	\$1,650.00 \$1,635.76	K K	31% 31%	\$1,138.50 \$1,128.67	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7PCAC100GC	SEL HZ7-AP-STC-ADC100-UG-C)	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7PCAC100GC-I	SEL HZ7-AP-STC-ADC100-UG-C)	\$14,368.75	K	31%	\$9,914.44	\$0.00		\$0.00			\$0.00		VMWARE
5 5		SEL HZ7-AP-STC-ADC100-UG-C) SEL HZ7-AP-STN-ADN10-UG-C)	\$14,748.70 \$825.00	K K	31% 31%	\$10,176.60 \$569.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-AP-STN-ADN10-UG-C)	\$862.13	ĸ	31%	\$594.87	\$0.00		\$0.00			\$0.00		VMWARE
5		K SEL HZ7-AP-STN-ADN10-UG-C)	\$884.92	K	31%	\$610.59	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7SNAD100UC HZ7SNAD100UC-I	SEL HZ7-AP-STN-ADN100-UG-C) SEL HZ7-AP-STN-ADN100-UG-C)	\$8,250.00 \$8,621.25	K K	31% 31%	\$5,692.50 \$5,948.66	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-AP-STN-ADN100-UG-C)	\$8,849.22	ĸ	31%	\$6,105.96	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7STD100C	SEL HZ7-STD-100-C)	\$25,000.00	K	31%	\$17,250.00	\$0.00	11 11	\$0.00			\$0.00	1	VMWARE
5 5	HZ7STD100C-I HZ7STD100CV2-K	SEL HZ7-STD-100-C) SEL HZ7-STD-100-C)	\$26,125.00 \$26,777.51	K K	31% 31%	\$18,026.25 \$18,476.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7STD100CV2-K	SEL HZ7-STD-100-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7STD10C-I	SEL HZ7-STD-10-C)	\$2,612.50	K	31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7STD10CV2-K HZ7STDA100C	SEL HZ7-STD-10-C) SEL HZ7-STD-A100-C)	\$2,677.75 \$19,000.00	K K	31% 31%	\$1,847.65 \$13,110.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZ7STDA100C	SEL HZ7-STD-A100-C) SEL HZ7-STD-A100-C)	\$19,855.00	K	31%	\$13,699.95	\$0.00		\$0.00			\$0.00		VMWARE
5	HZ7STDA100CV2-K	SEL HZ7-STD-A100-C)	\$20,341.71	K	31%	\$14,035.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
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) SEL HZ7-STD-A10-C)	\$1,985.50 \$2,034.17	K K	31%	\$1,370.00 \$1,403.58	\$0.00		\$0.00 \$0.00			\$0.00		VMWARE VMWARE
5	HZAAAN100UC	SEL HZ7-ADA-ADN100-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 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	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE VMWARE
υ	112AAA11 1000C-K	OLL 1121-ADA-ADIN 100-00-0)	და,იფა. 00	1/	J 170	\$4,068.00	φυ.00	φυ.00	\$0.00	\$0.00	φυ.00	\$0.00	φυ.00	VIVIVV/NAL

					NVP I	EVEL 1		N	VP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HZADEC10UGC HZADEC10UGC-I	SEL HZ7-ADA-ENC10-UG-C) SEL HZ7-ADA-ENC10-UG-C)	\$3,025.00 \$3,161.13	K K	31% 31%	\$2,087.25 \$2,181.18	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	HZADEC100GC-K	SEL HZ7-ADA-ENC10-UG-C)	\$3,244.71	K	31%	\$2,238.85	\$0.00		\$0.00			\$0.00		VMWARE
5	HZDDNAA10UGC	SEL HZ7-ADA-ADN10-UG-C)	\$550.00	K	31%	\$379.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZDDNAA10UGC-I HZDDNAA10UGC-K	SEL HZ7-ADA-ADN10-UG-C) SEL HZ7-ADA-ADN10-UG-C)	\$574.75 \$589.56	K K	31% 31%	\$396.58 \$406.80	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZF7W11FXUC	SEL HZ-F7WS11-FLX-UG-C)	\$150.00	K	31%	\$103.50	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	HZF7W11FXUC-I	SEL HZ-F7WS11-FLX-UG-C)	\$156.75	K	31%	\$108.16	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZF7W11FXUC-K HZFLX10C	SEL HZ-F7WS11-FLX-UG-C) SEL HZ-FLX-10-C)	\$160.51 \$2,500.00	K K	31% 31%	\$110.75 \$1,725.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZFLX10C-I	SEL HZ-FLX-10-C)	\$2,612.50	ĸ	31%	\$1,802.63	\$0.00		\$0.00			\$0.00		VMWARE
5	HZFLX10CV2-K	SEL HZ-FLX-10-C)	\$2,677.75	K	31%	\$1,847.65	\$0.00		\$0.00			\$0.00		VMWARE
5	HZFLX1C HZFLX1C-I	SEL HZ-FLX-1-C) SEL HZ-FLX-1-C)	\$250.00 \$261.25	K K	31% 31%	\$172.50 \$180.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZFLX1C-K	SEL HZ-FLX-1-C)	\$267.78	ĸ	31%	\$184.77	\$0.00		\$0.00			\$0.00		VMWARE
5	HZFLXAD10C	SEL HZ-FLX-AD10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C) SEL HZ-FLX-AD10-C)	\$1,567.50 \$1,605.12	K K	31% 31%	\$1,081.58 \$1,107.53	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	HZPANA100UC	SEL HZ7-APA-ENN100-UG-C)	\$16,500.00	ĸ	31%	\$11,385.00	\$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	\$0.00		\$0.00		VMWARE
5	HZPANA100UC-K HZPASE100UGC	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			\$0.00 \$0.00		VMWARE VMWARE
5	HZPASE100UGC-I	SEL HZ7-APS-ENC100-UG-C)	\$43,106.25	ĸ	31%	\$29,743.31	\$0.00		\$0.00			\$0.00		VMWARE
5	HZPASE100UGC-K		\$44,246.09	K	31%	\$30,529.80	\$0.00		\$0.00			\$0.00		VMWARE
5	HZPSEC10UGC HZPSEC10UGC-I	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			\$0.00 \$0.00		VMWARE VMWARE
5	HZPSEC10UGC-K		\$4,424.61	K	31%	\$3,052.98	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-APA-ENN10-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5		I SEL HZ7-APA-ENN10-UG-C) KSEL HZ7-APA-ENN10-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	HZTAADC100UC	SEL HZ7-AFA-ENN10-0G-C)	\$23,100.00	K	31%	\$15,939.00	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL HZ7-STA-ADC100-UG-C)	\$24,139.50	K	31%	\$16,656.26	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5 5	HZTAADC100UC-K MGP100C	SEL HZ7-STA-ADC100-UG-C) SEL MGP-100-C)	\$24,785.47 \$15,000.00	K K	31% 31%	\$17,101.97 \$10,350.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	MGP100C-I	SEL MGP-100-C)	\$15,675.00	K	31%	\$10,815.75	\$0.00		\$0.00			\$0.00		VMWARE
5	MGP100CV2-K	SEL MGP-100-C)	\$16,051.18	K	31%	\$11,075.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	MGP10C MGP10C-I	SEL MGP-10-C) SEL MGP-10-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			\$0.00 \$0.00		VMWARE VMWARE
5	MGP10CV2-K	SEL MGP-10-C)	\$1,605.12	K	31%	\$1,107.53	\$0.00		\$0.00			\$0.00		VMWARE
5	NXADENC100UC	SEL NX-ADV-ENTC100-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C) SEL NX-ADV-ENTC100-UG-C)	\$6,435.00 \$6,179.13	K K	31% 31%	\$4,440.15 \$4,263.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXADENC10UC	SEL NX-ADV-ENTC-10-0G-C)	\$550.00	K	31%	\$379.50	\$0.00		\$0.00			\$0.00		VMWARE
5	NXADENC10UC-I	SEL NX-ADV-ENTC-10-UG-C)	\$643.50	K	31%	\$444.02	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5 5	NXADENC10UC-K NXADENTUC	SEL NX-ADV-ENTC-10-UG-C) SEL NX-ADV-ENT-UG-C)	\$617.91 \$2,750.00	K K	31% 31%	\$426.36 \$1,897.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	NXADENTUC-I	SEL NX-ADV-ENT-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00		\$0.00			\$0.00		VMWARE
5	NXADENTUC-K	SEL NX-ADV-ENT-UG-C)	\$3,091.48	K	31%	\$2,133.12	\$0.00		\$0.00			\$0.00		VMWARE
5	NXADVC NXADVC100C	SEL NX-ADVC-1) SEL NX-ADVC-100-C)	\$4,495.00 \$9,000.00	K K	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	ĸ	31%	\$7,265.70	\$0.00		\$0.00			\$0.00		VMWARE
5	NXADVC100C-K	SEL NX-ADVC-100-C)	\$10,151.70	K	31%	\$7,004.67	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXADVC10C NXADVC10C-I	SEL NX-ADVC-10-C) SEL NX-ADVC-10-C)	\$900.00 \$1,053.00	K K	31% 31%	\$621.00 \$726.57	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXADVC10C-K	SEL NX-ADVC-10-C)	\$1,015.17	K	31%	\$700.47	\$0.00		\$0.00			\$0.00		VMWARE
5	NXADVC-I	SEL NX-ADV-C)	\$5,259.15	K	31%	\$3,628.81	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXADVC-K NXENTC	SEL NX-ADV-C) SEL NX-ENT-C)	\$5,052.87 \$6,995.00	K K	31% 31%	\$3,486.48 \$4,826.55	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	NXENTC100C	SEL NX-ENTC-100-C)	\$14,000.00	K	31%	\$9,660.00	\$0.00		\$0.00			\$0.00		VMWARE
5	NXENTC100C-I	SEL NX-ENTC-100-C)	\$16,380.00	K	31%	\$11,302.20	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXENTC100C-K NXENTC10C	SEL NX-ENTC-100-C) SEL NX-ENTC-10-C)	\$15,744.71 \$1,400.00	K K	31% 31%	\$10,863.85 \$966.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXENTC10C-I	SEL NX-ENTC-10-C)	\$1,638.00	K	31%	\$1,130.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	NXENTC10C-K	SEL NX-ENTC-10-C)	\$1,574.47	K	31%	\$1,086.38	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXENTC-I NXENTC-K	SEL NX-ENT-C) SEL NX-ENT-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	NXRB25VMC	SEL NX-RB-25VM-C)	\$12,500.00	ĸ	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	NXRB25VMC-I	SEL NX-RB-25VM-C)	\$14,625.00	K	31%	\$10,091.25	\$0.00		\$0.00			\$0.00		VMWARE
5 5	NXRB25VMC-K NXSTADVUC	SEL NX-RB-25VM-C) SEL NX-STD-ADV-UG-C)	\$14,059.15 \$2,750.00	K K	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	K	31%	\$2,220.08	\$0.00		\$0.00			\$0.00		VMWARE
5	NXSTADVUC-K	SEL NX-STD-ADV-UG-C)	\$3,091.48	K	31%	\$2,133.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXSTDC NXSTDC-I	SEL NX-STD-C) SEL NX-STD-C)	\$1,995.00 \$2,334.15	K K	31% 31%	\$1,376.55 \$1,610.56	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXSTDC-K	SEL NX-STD-C)	\$2,241.04	K	31%	\$1,546.32	\$0.00		\$0.00			\$0.00		VMWARE
5	NXSTETUGC	SEL NX-STD-ENT-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	NXSTETUGC-I NXSTETUGC-K	SEL NX-STD-ENT-UG-C) SEL NX-STD-ENT-UG-C)	\$6,435.00 \$6,179.13	K K	31% 31%	\$4,440.15 \$4,263.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	S6ADED10UCV2	SEL ST6-ADEN-D10-UG-C)	\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	S6ADED10UCV2-I	SEL ST6-ADEN-D10-UG-C)	\$386.10	K	31%	\$266.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	S6ADED10UCV2-K S6AEN100UCV2	SEL ST6-ADEN-D10-UG-C) SEL ST6-ADEN-D100-UG-C)	\$371.21 \$3,300.00	K K	31% 31%	\$256.13 \$2,277.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	S6AEN100UCV2-I	SEL ST6-ADEN-D100-UG-C)	\$3,861.00	ĸ	31%	\$2,664.09	\$0.00		\$0.00			\$0.00	\$0.00	VMWARE
5		SEL ST6-ADEN-D100-UG-C)	\$3,712.07	K	31%	\$2,561.33	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6SAD100UC S6SAD100UC-I	SEL ST6-STAD-D100-UG-C) SEL ST6-STAD-D100-UG-C)	\$4,950.00 \$5,791.50	K K	31% 31%	\$3,415.50 \$3,996.14	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	S6SAD100UC-K	SEL ST6-STAD-D100-UG-C)	\$5,566.20	K	31%	\$3,840.68	\$0.00		\$0.00			\$0.00		VMWARE
5	S6SEN100UC	SEL ST6-STEN-D100-UG-C)	\$8,250.00	K	31%	\$5,692.50	\$0.00		\$0.00			\$0.00		VMWARE
5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C)	\$9,652.50	K	31%	\$6,660.23	\$0.00		\$0.00			\$0.00		VMWARE
5 5	S6SEN100UC-K S6SEND10UC	SEL ST6-STEN-D100-UG-C) SEL ST6-STEN-D10-UG-C)	\$9,308.92 \$825.00	K K	31% 31%	\$6,423.15 \$569.25	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	S6SEND10UC-I	SEL ST6-STEN-D10-UG-C)	\$965.25	K	31%	\$666.02	\$0.00		\$0.00			\$0.00		VMWARE
5	S6SEND10UC-K	SEL ST6-STEN-D10-UG-C)	\$930.89	K	31%	\$642.31	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6AD100PRO2 ST6AD100PRO2-I	SEL ST6-AD-D100-PRO) SEL ST6-AD-D100-PRO)	\$9,000.00 \$10,530.00	K K	31% 31%	\$6,210.00 \$7,265.70	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6AD100PRO2-K	SEL ST6-AD-D100-PRO)	\$10,151.70	ĸ	31%	\$7,004.67	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	ST6AD10PRO2	SEL ST6-AD-D10-PRO)	\$900.00	K	31%	\$621.00	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6AD10PRO2-I ST6AD10PRO2-K	SEL ST6-AD-D10-PRO) SEL ST6-AD-D10-PRO)	\$1,053.00 \$1,015.17	K K	31% 31%	\$726.57 \$700.47	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADC	SEL ST6-AD-DT6-PRO)	\$3,995.00	K	31%	\$2,756.55	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6ADC-I	SEL ST6-AD-C)	\$4,674.15	K	31%	\$3,225.16	\$0.00		\$0.00	\$0.00	\$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	K K	31% 31%	\$3,100.56 \$6,900.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,000.00	K	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		VMWARE
5	ST6ADD10C	SEL ST6-AD-D10-C)	\$1,000.00	K	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	K K	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	K	31%	\$1,138.50	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6ADENUGC-K ST6ADPRO2	SEL ST6-AD-EN-UG-C) SEL ST6-AD-PRO)	\$1,857.95 \$3,595.50	K K	31% 31%	\$1,281.99 \$2,480.90	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADPRO2-I	SEL ST6-AD-PRO)	\$4,206.74	ĸ	31%	\$2,902.65	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6ADPRO2-K	SEL ST6-AD-PRO)	\$4,041.53	K	31%	\$2,788.66	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6ED100PRO2 ST6ED100PRO2-I	SEL ST6-EN-D100-PRO) SEL ST6-EN-D100-PRO)	\$11,700.00 \$13,689.00	K K	31% 31%	\$8,073.00 \$9,445.41	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6ED100PRO2-K	SEL ST6-EN-D100-PRO)	\$13,139.75	ĸ	31%	\$9,066.43	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6EDHA100C	SEL ST6-ED-HA100-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6EDHA100C-I ST6EDHA100C-K	SEL ST6-ED-HA100-C) SEL ST6-ED-HA100-C)	\$3,861.00 \$3,712.07	K K	31% 31%	\$2,664.09 \$2,561.33	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6EDHA10C	SEL ST6-ED-HA10-C)	\$330.00	K	31%	\$227.70	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	ST6EDHA10C-I	SEL ST6-ED-HA10-C)	\$386.10	K	31%	\$266.41	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	ST6EDHA10C-K ST6EN10PRO2	SEL ST6-ED-HA10-C) SEL ST6-EN-D10-PRO)	\$371.21 \$1,170.00	K K	31% 31%	\$256.13 \$807.30	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6EN10PRO2-I	SEL ST6-EN-DT0-PRO)	\$1,368.90	K	31%	\$944.54	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6EN10PRO2-K	SEL ST6-EN-D10-PRO)	\$1,313.97	K	31%	\$906.64	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6ENC ST6ENC-I	SEL ST6-EN-C) SEL ST6-EN-C)	\$5,495.00 \$6,429.15	K K	31% 31%	\$3,791.55 \$4,436.11	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6ENC-K	SEL ST6-EN-C)	\$6,179.13	K	31%	\$4,263.60	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6END100C	SEL ST6-EN-D100-C)	\$13,000.00	K	31%	\$8,970.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$15,210.00	K	31%	\$10,494.90	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6END100C-K ST6END10C	SEL ST6-EN-D100-C) SEL ST6-EN-D10-C)	\$14,595.46 \$1,300.00	K K	31% 31%	\$10,070.87 \$897.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6END10C-I	SEL ST6-EN-D10-C)	\$1,521.00	K	31%	\$1,049.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6END10C-K ST6ENPRO2	SEL ST6-EN-D10-C) SEL ST6-EN-PRO)	\$1,459.55 \$4,945.50	K K	31% 31%	\$1,007.09 \$3,412.40	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6ENPRO2-I	SEL ST6-EN-PRO)	\$5,786.24	K	31%	\$3,992.51	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6ENPRO2-K	SEL ST6-EN-PRO)	\$5,558.54	K	31%	\$3,835.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RA25PRO ST6RA25PRO-I	SEL ST6-RBAD-25-PRO) SEL ST6-RBAD-25-PRO)	\$18,000.00 \$21,060.00	K K	31% 31%	\$12,420.00 \$14,531.40	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5 5	ST6RA25PRO-I	SEL ST6-RBAD-25-PRO)	\$21,060.00	K	31%	\$14,531.40	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RB25VMC	SEL ST6-RB-25VM-C)	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RB25VMC-I	SEL ST6-RB-25VM-C)	\$14,625.00	K	31%	\$10,091.25	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RB25VMC-K ST6RB25VPRO2	SEL ST6-RB-25VM-C) SEL ST6-RB-25VM-PRO)	\$14,059.15 \$11,250.00	K K	31% 31%	\$9,700.81 \$7,762.50	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6RB25VPRO2-I	SEL ST6-RB-25VM-PRO)	\$13,162.50	ĸ	31%	\$9,082.13	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RB25VPRO2-K	SEL ST6-RB-25VM-PRO)	\$12,680.05	K	31%	\$8,749.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	+	VMWARE
5 5	ST6RBAD25C ST6RBAD25C-I	SEL ST6-RBAD-25-C) SEL ST6-RBAD-25-C)	\$20,000.00 \$23,400.00	K K	31% 31%	\$13,800.00 \$16,146.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6RBAD25C-K	SEL ST6-RBAD-25-C)	\$23,400.00	K	31%	\$15,516.02	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RBEN25C	SEL ST6-RBEN-25-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6RBEN25C-I ST6RBEN25C-K	SEL ST6-RBEN-25-C) SEL ST6-RBEN-25-C)	\$32,175.00 \$30,914.80	K K	31% 31%	\$22,200.75 \$21,331.21	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6RBEN25PRO	SEL ST6-RBEN-25-C) SEL ST6-RBEN-25-PRO)	\$24,750.00	K	31%	\$17,077.50	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6RBEN25PRO-I	SEL ST6-RBEN-25-PRO)	\$28,957.50	K	31%	\$19,980.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL ST6-RBEN-25-PRO)	\$27,850.14	K K	31%	\$19,216.60	\$0.00		\$0.00			\$0.00		VMWARE VMWARE
5		SEL ST6-RBEN-25-UG-C) SEL ST6-RBEN-25-UG-C)	\$16,500.00 \$19,305.00	K K	31% 31%	\$11,385.00 \$13,320.45	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE
5	ST6RBEN25UGC-K	SEL ST6-RBEN-25-UG-C)	\$18,579.53	K	31%	\$12,819.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6SDT10PRO2	SEL ST6-VSDT10-PRO)	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5		SEL ST6-VSDT10-PRO) SEL ST6-VSDT10-PRO)	\$579.15 \$556.62	K K	31% 31%	\$399.61 \$384.07	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6STADD10UC	SEL ST6-STAD-D10-UG-C)	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL ST6-STAD-D10-UG-C)	\$579.15	K	31%	\$399.61	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5 5	ST6STADD10UC-K ST6STADUC	SEL ST6-STAD-D10-UG-C) SEL ST6-ST-AD-UG-C)	\$556.62 \$1,650.00	K K	31% 31%	\$384.07 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6STADUC-I	SEL ST6-ST-AD-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00					\$0.00		VMWARE
5	ST6STADUC-K	SEL ST6-ST-AD-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6STENUC ST6STENUC-I	SEL ST6-ST-EN-UG-C) SEL ST6-ST-EN-UG-C)	\$3,300.00 \$3,861.00	K K	31% 31%	\$2,277.00 \$2,664.09	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5 5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,712.07	K	31%	\$2,561.33	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSANBNC	SEL ST6-VSAN-BN-C)	\$14,970.00	K	31%	\$10,329.30	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSANBNC-I	SEL ST6-VSAN-BN-C)	\$17,514.90	K	31%	\$12,085.28	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6VSANBNC-K ST6VSANC	SEL ST6-VSAN-BN-C) SEL ST6-VSAN-C)	\$16,817.35 \$2,495.00	K K	31% 31%	\$11,603.97 \$1,721.55	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$2,919.15	K	31%	\$2,014.21	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSANC-K	SEL ST6-VSAN-C)	\$2,808.00	K	31%	\$1,937.52	\$0.00		\$0.00			\$0.00		VMWARE
5	ST6VSAPRO2	SEL ST6-VSAN-PRO)	\$2,245.50	K	31%	\$1,549.40	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6VSAPRO2-I ST6VSAPRO2-K	SEL ST6-VSAN-PRO) SEL ST6-VSAN-PRO)	\$2,627.24 \$2,524.52	K K	31% 31%	\$1,812.80 \$1,741.92	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL ST6-VSA-VSAN-UG-C)	\$11,475.00	K	31%	\$7,917.75	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL ST6-VSA-VSAN-UG-C)	\$13,425.75	K	31%	\$9,263.77	\$0.00		\$0.00			\$0.00		VMWARE
5 5		(SEL ST6-VSA-VSAN-UG-C) SEL ST6-VSDT100-PRO)	\$12,909.90 \$4,950.00	K K	31% 31%	\$8,907.83 \$3,415.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL ST6-VSDT100-PRO)	\$5,791.50	K	31%	\$3,996.14	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL ST6-VSDT100-PRO)	\$5,566.20	K	31%	\$3,840.68	\$0.00					\$0.00		VMWARE
5 5	ST6VSDT100C	SEL ST6-VSDT100-C)	\$5,500.00 \$6,435.00	K K	31%	\$3,795.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6VSDT100C-I ST6VSDT100C-K	SEL ST6-VSDT100-C) SEL ST6-VSDT100-C)	\$6,435.00 \$6,179.13	K	31% 31%	\$4,440.15 \$4,263.60	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSDT10C	SEL ST6-VSDT10-C)	\$550.00	K	31%	\$379.50	\$0.00					\$0.00		VMWARE
5	ST6VSDT10C-I	SEL ST6-VSDT10-C)	\$643.50	K	31%	\$444.02	\$0.00		\$0.00			\$0.00		VMWARE
5 5	ST6VSDT10C-K STRADE25UGC	SEL ST6-VSDT10-C) SEL ST6-RB-ADEN-25-UG-C)	\$617.91 \$8,250.00	K K	31% 31%	\$426.36 \$5,692.50	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE 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		VMWARE
5	STRADE25UGC-K	SEL ST6-RB-ADEN-25-UG-C)	\$9,308.92	K	31%	\$6,423.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STRBAD25UC	SEL ST6-RB-ADV-25-UG-C)	\$8,250.00	K	31%	\$5,692.50	\$0.00		\$0.00			\$0.00		VMWARE
5	STRBAD25UC-I STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C) SEL ST6-RB-ADV-25-UG-C)	\$9,652.50 \$9,308.92	K K	31% 31%	\$6,660.23 \$6,423.15	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	THIN5100PKC	SEL THIN5-100PK-C)	\$1,900.00	ĸ	31%	\$1,311.00	\$0.00		\$0.00			\$0.00		VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)	\$1,985.50	K	31%	\$1,370.00	\$0.00		\$0.00			\$0.00		VMWARE
5	THIN5100PKCV2-K THIN5-STE-C	SEL THIN5-100PK-C) SEL THIN5-STE-C)	\$2,034.17 \$5,000.00	K K	31% 31%	\$1,403.58 \$3,450.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	THIN5-STE-C-I	SEL THIN5-STE-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00		\$0.00			\$0.00		VMWARE
5	THIN5STECV2-K	SEL THIN5-STE-C)	\$5,359.33	K	31%	\$3,697.94	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	UEMCCU100C	SEL UEM-CCU-100-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	UEMCCU100C-I UEMCCU100C-K	SEL UEM-CCU-100-C) SEL UEM-CCU-100-C)	\$5,500.00 \$5,412.96	K K	31% 31%	\$3,795.00 \$3,734.94	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	UEMCCU10C	SEL UEM-CCU-10-C)	\$500.00	ĸ	31%	\$345.00	\$0.00		\$0.00			\$0.00		VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C)	\$550.00	K	31%	\$379.50	\$0.00		\$0.00			\$0.00		VMWARE
5 5	UEMCCU10C-K UEMNU100C	SEL UEM-CCU-10-C) SEL UEM-NU-100-C)	\$541.30 \$3,000.00	K K	31% 31%	\$373.50 \$2,070.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00		\$0.00			\$0.00		VMWARE
5	UEMNU100C-K	SEL UEM-NU-100-C)	\$3,244.71	K	31%	\$2,238.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$300.00	K	31%	\$207.00	\$0.00		\$0.00			\$0.00		VMWARE
5 5	UEMNU10C-I UEMNU10C-K	SEL UEM-NU-10-C) SEL UEM-NU-10-C)	\$330.00 \$324.47	K K	31% 31%	\$227.70 \$223.88	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	V6EEPLAUGC	SEL VS6-ES-EPL-AK-UG-C)	\$22,750.00	K	31%	\$15,697.50	\$0.00					\$0.00		VMWARE
5	V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C)	\$26,617.50	K	31%	\$18,366.08	\$0.00					\$0.00		VMWARE
5	V6EEPLAUGC-K V6ENOEPLUC	SEL VS6-ES-EPL-AK-UG-C) SEL VS6-ENT-OEPL-UG-C)	\$26,777.51 \$1,675.00	K K	31% 31%	\$18,476.48 \$1,155.75	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C)	\$1,959.75	K	31%	\$1,352.23	\$0.00		\$0.00			\$0.00		VMWARE
5	V6ENOEPLUC-K	SEL VS6-ENT-OEPL-UG-C)	\$1,880.94	K	31%	\$1,297.85	\$0.00		\$0.00			\$0.00		VMWARE
5	V6ENTEPLUC	SEL VS6-ENT-EPL-UG-C)	\$682.00	K K	31%	\$470.58	\$0.00 \$0.00		\$0.00			\$0.00		VMWARE
5 5	V6ENTEPLUC-I V6ENTEPLUC-K	SEL VS6-ENT-EPL-UG-C) SEL VS6-ENT-EPL-UG-C)	\$797.94 \$800.64	K	31% 31%	\$550.58 \$552.44	\$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	V6EPLOELUC	SEL VS6-EPL-OEPL-UG-C)	\$990.00	ĸ	31%	\$683.10	\$0.00		\$0.00			\$0.00		VMWARE
5	V6EPLOELUC-I	SEL VS6-EPL-OEPL-UG-C)	\$1,158.30	K	31%	\$799.23	\$0.00	\$0.00	\$0.00	*****	\$0.00	\$0.00	+	VMWARE
5	V6EPLOELUC-K V6EPOPLAKUC	SEL VS6-EPL-OEPL-UG-C) SEL VS6-ESP-OEPL-AK-UG-C)	\$1,114.77 \$22,550.00	K K	31% 31%	\$769.19 \$15,559.50	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5	V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C) SEL VS6-ESP-OEPL-AK-UG-C)	\$22,550.00 \$26,383.50	K K	31%	\$15,559.50 \$18,204.62	\$0.00 \$0.00					\$0.00		VMWARE VMWARE
5	V6EPOPLAKUC-K	SEL VS6-ESP-OEPL-AK-UG-C)	\$25,321.79	K	31%	\$17,472.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPSTDAUGC	SEL VS6-ESP-STD-AK-UG-C)	\$7,150.00	K	31%	\$4,933.50	\$0.00					\$0.00		VMWARE
5 5	V6EPSTDAUGC-I V6EPSTDAUGC-K	SEL VS6-ESP-STD-AK-UG-C) SEL VS6-ESP-STD-AK-UG-C)	\$8,365.50 \$8,389.52	K K	31% 31%	\$5,772.20 \$5,788.77	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5	V6ESEPLAKUC	SEL VS6-ES-OEPL-AK-UG-C)	\$24,750.00	ĸ	31%	\$17,077.50	\$0.00					\$0.00		VMWARE
5	V6ESEPLAKUC-I	SEL VS6-ES-OEPL-AK-UG-C)	\$28,957.50	K	31%	\$19,980.68	\$0.00					\$0.00		VMWARE
5 5	V6ESEPLAKUC-K V6ESPELAUGC	SEL VS6-ES-OEPL-AK-UG-C) SEL VS6-ESP-EPL-AK-UG-C)	\$27,850.14 \$20,350.00	K K	31% 31%	\$19,216.60 \$14,041.50	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5	V6ESPELAUGC-I	SEL VS6-ESP-EPL-AK-UG-C)	\$20,330.00	K	31%	\$16,428.56	\$0.00					\$0.00		VMWARE
5	V6ESPELAUGC-K	SEL VS6-ESP-EPL-AK-UG-C)	\$23,942.69	K	31%	\$16,520.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					NVP I	.EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	V6ESTDKUC V6ESTDKUC-I	SEL VS6-ES-STD-AK-UG-C) SEL VS6-ES-STD-AK-UG-C)	\$10,750.00 \$12,577.50	K K	31% 31%	\$7,417.50 \$8,678.48	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6ESTDKUC-K	SEL VS6-ES-STD-AK-UG-C)	\$12,680.05	ĸ	31%	\$8,749.23	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	V6HPOELUC	SEL VS6-HYP-OEPL-UG-C)	\$4,395.00	K	31%	\$3,032.55	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	V6HPOELUC-I V6HPOELUC-K	SEL VS6-HYP-OEPL-UG-C) SEL VS6-HYP-OEPL-UG-C)	\$5,142.15 \$4,937.94	K K	31% 31%	\$3,548.08 \$3,407.18	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6HPSTUGC	SEL VS6-HYP-STD-UG-C)	\$995.00	ĸ	31%	\$686.55	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	V6HPSTUGC-I	SEL VS6-HYP-STD-UG-C)	\$1,164.15	K	31%	\$803.26	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	V6HPSTUGC-K V6HYEPLUC	SEL VS6-HYP-STD-UG-C) SEL VS6-HYP-EPL-UG-C)	\$1,168.40 \$3,495.00	K K	31% 31%	\$806.20 \$2,411.55	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6HYEPLUC-I	SEL VS6-HYP-EPL-UG-C)	\$4,089.15	ĸ	31%	\$2,821.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HYEPLUC-K	SEL VS6-HYP-EPL-UG-C)	\$4,118.14	K	31%	\$2,841.52	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V60ENOELUC V60ENOELUC-I	SEL VS6-OENT-OEPL-UG-C) SEL VS6-OENT-OEPL-UG-C)	\$850.00 \$994.50	K K	31% 31%	\$586.50 \$686.21	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V60EN0ELUC-K	SEL VS6-OENT-OEPL-UG-C)	\$953.88	K	31%	\$658.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VMWARE
5	V6RBSAD25UC	SEL VS6-RBSTD-ADV25-UG-C)	\$1,650.00	K K	31%	\$1,138.50	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE VMWARE
5	V6RBSAD25UC-I V6RBSAD25UC-K	SEL VS6-RBSTD-ADV25-UG-C) SEL VS6-RBSTD-ADV25-UG-C)	\$1,930.50 \$1,942.23	K	31% 31%	\$1,332.05 \$1,340.14	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	,	VMWARE
5	V6STDEPUGC	SEL VS6-STD-OEPL-UG-C)	\$3,740.00	K	31%	\$2,580.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STDEPUGC-I	SEL VS6-STD-OEPL-UG-C)	\$4,375.80	K K	31% 31%	\$3,019.30	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VMWARE
5 5	V6STDEPUGC-K V6STEPLUC	SEL VS6-STD-OEPL-UG-C) SEL VS6-STD-EPL-UG-C)	\$4,202.42 \$2,750.00	K	31%	\$2,899.67 \$1,897.50	\$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	V6STEPLUC-I	SEL VS6-STD-EPL-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STEPLUC-K V7ATA25CV2-K	SEL VS6-STD-EPL-UG-C) SEL VR7-ATAD25-C)	\$3,237.05 \$7,699.97	K K	31% 31%	\$2,233.56 \$5,312.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7ATATEUCV2-K	SEL VR7-ATAD23-C) SEL VR7-ATAD-ATEN-UG-C)	\$6,179.13	K	31%	\$4,263.60	\$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		VMWARE
5	VCEPICC VCEPICC-I	SEL VC-EPIC-C) SEL VC-EPIC-C)	\$60,000.00 \$70,200.00	K K	31% 31%	\$41,400.00 \$48,438.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCEPICC-K	SEL VC-EPIC-C)	\$67,460.93	K	31%	\$46,548.04	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VCS6FNDC	SEL VCS6-FND-C)	\$1,495.00	K	31%	\$1,031.55	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VCS6FNDC-I VCS6FNDC-K	SEL VCS6-FND-C) SEL VCS6-FND-C)	\$1,749.15 \$1,758.35	K K	31% 31%	\$1,206.91 \$1,213.26	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNSTUCV2	SEL VCS6-FND-STD-UG-C)	\$4,950.00	ĸ	31%	\$3,415.50	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VCS6FNSTUCV2-I	SEL VCS6-FND-STD-UG-C)	\$5,791.50	K	31%	\$3,996.14	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VCS6STDC-I	SEL VCS6-FND-STD-UG-C) SEL VCS6-STD-C)	\$5,834.35 \$7,014.15	K K	31% 31%	\$4,025.70 \$4,839.76	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6STDCV2	SEL VCS6-STD-C)	\$5,995.00	K	31%	\$4,136.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6STDCV2-K VCSRM625EC	SEL VCS6-STD-C)	\$7,060.22 \$12,375.00	K K	31% 31%	\$4,871.55	\$0.00 \$0.00		\$0.00		\$0.00 \$0.00	\$0.00		VMWARE
5 5	VCSRM625EC-I	SEL VC-SRM6-25E-C) SEL VC-SRM6-25E-C)	\$12,375.00 \$14,478.75	K	31%	\$8,538.75 \$9,990.34	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625EC-K	SEL VC-SRM6-25E-C)	\$13,905.91	K	31%	\$9,595.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EUGC VCSRM625EUGC-I	SEL VC-SRM6-25E-UG-C) SEL VC-SRM6-25E-UG-C)	\$8,250.00 \$9,652.50	K K	31% 31%	\$5,692.50 \$6,660.23	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VC-SRM6-25E-UG-C)	\$9,308.92	K	31%	\$6,423.15	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00	K	31%	\$3,363.75	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCSRM625SC-I VCSRM625SC-K	SEL VC-SRM6-25S-C) SEL VC-SRM6-25S-C)	\$5,703.75 \$5,481.92	K K	31% 31%	\$3,935.59 \$3,782.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VFHYPM5C	SEL VF-HYPM5-C)	\$360.00	ĸ	31%	\$248.40	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VFHYPM5C-I VFHYPM5CV2-K	SEL VF-HYPM5-C)	\$421.20 \$404.92	K K	31% 31%	\$290.63 \$279.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	VMAPLLDC-K	SEL VF-HYPM5-C) SEL V-MAW-PLL-D-C)	\$10.69	K	31%	\$7.38	\$0.00		\$0.00 \$0.00		\$0.00	\$0.00 \$0.00		VMWARE
5	VMAWPLLDC	SEL V-MAW-PLL-D-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMAWPLLDC-I VMBMLLDC-K	SEL V-MAW-PLL-D-C) SEL V-MBM-PLL-D-C)	\$10.00 \$21.41	K K	31% 31%	\$6.90 \$14.77	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMBMPLLDC	SEL V-MBM-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VMBMPLLDC-I	SEL V-MBM-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VMSPLLDC-K VNIUGEN100UC	SEL V-OMS-PLL-D-C) SEL VR-NI-UG-AENX100-UG-C)	\$75.05 \$2,145.00	K K	31% 31%	\$51.78 \$1,480.05	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VNIUGEN100UC-I	SEL VR-NI-UG-AENX100-UG-C)	\$2,509.65	K	31%	\$1,731.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VNIUGEN100UC-K VNIUGENX10UC	SEL VR-NI-UG-AENX100-UG-C) SEL VR-NI-UG-AENX10-UG-C)	\$2,409.59 \$215.00	K K	31% 31%	\$1,662.62 \$148.35	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VNIUGENX10UC-I	SEL VR-NI-UG-AENX10-UG-C)	\$251.55	K	31%	\$173.57	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5	VNIUGENX10UC-K	SEL VR-NI-UG-AENX10-UG-C)	\$241.73	K	31%	\$166.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLLDC VOMSPLLDC-I	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-D-C)	\$70.00	K K	31% 31%	\$48.30	\$0.00		\$0.00		\$0.00	\$0.00	,	VMWARE
5	VOMSPLLUC VOMSPLLUC	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-U-C)	\$70.00 \$140.00	K	31%	\$48.30 \$96.60	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSPLLUC-I	SEL V-OMS-PLL-U-C)	\$140.00	K	31%	\$96.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VOSPLLUC-K VPSPMGMADDON	SEL V-OMS-PLL-U-C) SEL V-PS-PMGM-ADDON)	\$149.79 \$3,500.00	K K	31% 31%	\$103.36 \$2,415.00	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VPSPMGMADDON-I	SEL V-PS-PMGM-ADDON)	\$3,500.00	K	31%	\$2,415.00	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5		SEL V-PS-PMGM-ADDON)	\$3,750.38	K	31%	\$2,587.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR17-AADV-ENT-UG-C) SEL VR17-AADV-ENT-UG-C)	\$960.00 \$1,123.20	K K	31% 31%	\$662.40 \$775.01	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17AADENTUC-K	SEL VR17-AADV-ENT-UG-C)	\$1,076.46	K	31%	\$742.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR17ADENTGC	SEL VR17-ADV-ENT-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00		\$0.00		\$0.00	\$0.00		VMWARE
5 5	VR17ADENTGC-I VR17ADENTGC-K	SEL VR17-ADV-ENT-UG-C) SEL VR17-ADV-ENT-UG-C)	\$1,930.50 \$1,857.95	K K	31% 31%	\$1,332.05 \$1,281.99	\$0.00 \$0.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR17ADENUGC	SEL VR17-OADV-ENT-UG-C)	\$960.00	K	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR17ADENUGC-I	SEL VR17-OADV-ENT-UG-C)	\$1,123.20	K	31%	\$775.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

Main						NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
The second column	BANE	SKU	DESCRIPTION						W/MC PREM MNT		BASIC MNT LP	PS W/MC PREM			PARTNER
Commonweight Comm															
1	-														
1	5		SEL VR17-ADV-C)												
Vertical Column	5														
1	5														
Company	5														
************************************	5														
1. WITTERSELLED 1. WITTERS	5														
S. VINTENANCO STATE STAT	5														
Control Cont	5				K	31%		\$0.00	\$0.00						
1	5														
S. WITTENDER STATE	5														
VINTERFOLD	5														
S. WITTECONICO S. WITTECONICO 13.70 CM C. 20.00 10.0	5		SEL VR17-ENT-C)	\$9,061.65	K	31%	\$6,252.54	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		
1	5														
VINTERCONDUCK S. VINTERCONDU	5														
5 VETTLEGENICO-1 SEL VETTLEGENICO-2 SEL VETTLEGENICO-3 SEL VETTLEGENIC	5														
S. WITLAGENCOLOR S. WITLAGENCHALCO S. SERSON S. 315 S. TON S. 316 S. TON S. 316 S. TON S. 316 S. TON S. S. TON	5														
S. VETTLACETUCE SEL WYT LIBERCÉTULG S.2.470.00 3.16 S.7.70.00 3.16 S.7.70.0															
STATES SECURITY ASSCRIPTION SECURITY AS															
S. VRINDETUCE SE. VRITTERS ENTITUE S. S. C. S. C	•														
S. WITHOUTINGS ST. WITHOUT	5														
STATISTICICAL SET. VERT. SEC. PRIT. (C.C.) \$3.307.95 K 31% \$2.344.99 \$0.00 \$1.00 \$0.00	5														
S. WRITENBACC SELVET-LISCE CRITICS SELVET SEL	5														
STRITUSENDSCH, SELVERT-EMP-CF-11-GC-1) 17,986.97 K 31% S725.89 30.00 30.	5														
S. MRTCADCUCSULC SELVENT-CADVC-STDUG-C) \$1,085.00 \$1,085.0	5														
S	5														
S	5														
S	5														
S VRYTOENTUCE, SEL VRYT-OBSTUCE, SEL VRYT-OB	5														
S	5														
S	5														
S	5	VR170ISSTUC-I	SEL VR17-OIST-STD-UG-C)	\$2,246.40		31%	\$1,550.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
S VRITIOSIVIGES SELVRIT-OSITADV-LGC S.248.20 K 31% S.3770.09 S.00	5														
S VRITORSUNGC, SEL VRIT-OSTCANU-UGC)	5														
5 VR17OSCDVIUC SEL VR17-OSTCADVI-UGC) \$5,496.00 K 31% \$3,791.55 \$0.00 \$0	5														
S	5						\$3,791.55	\$0.00							
5 VRITOSENTEGC SEL VRIT-OSTC-ENT-UG-C) \$7,145.00 K 31% \$4,930.05 \$0.00 \$	5														
5 VRITOSENTEC-L 5 VRITOSENTEC-															
S	5														
5 VRITOSITOSIGG-I SEL VRIT-OSITIC-STD-LIG-C) \$3,865.15 K 31% \$2,660.05 \$0.00 \$	-														
5 VRITOSITOGECK SEL VRIT-OSITOCHIU-GC) \$5,085,085,00 K 31% \$3,508,66\$ \$0,00 \$0	-														
5 VR17OSTONGC SEL VR17-OSTDO-ENT-UG-C) \$5,085.00 K 31% \$3,508.65 \$0.00 \$															
5 VRITOSTONGC-K SEL VRIT-OSTOLO-C) \$5,719.43 K 31% \$3,946.41 \$0.00	5														
5 VRITOCTODUC SEL VRIT-OSTC-STD-UG-C) \$2,745.00 K 31% \$1,894.05 \$0.00 \$0	5														
5	5														
S	5														
5	5	VR170TCTDUC-K	SEL VR17-OSTC-STD-UG-C)	\$3,083.82			\$2,127.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VR175RYUC-K SEL VR17-STD-ADV-UG-C) \$3,09148 K 31% \$2,133.12 \$0.00 \$0.0	5														
5 VR175ENTUC SEL VR17-OIST-ENT-UG-C) \$6,320.0 K 31% \$4,360.80 \$0.0	5														
5 VR175ENTUC-I SEL VR17-OIST-ENT-LIG-C) \$7,394.40 K 31% \$5,102.14 \$0.00 <t< td=""><td>5</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	5														
5 VR17STDC SEL VR17-STD-C) \$3,745.00 K 31% \$2,584.05 \$0.00 \$	5	VR17SENTUC-I	SEL VR17-OIST-ENT-UG-C)		K										
5 VR17STDC-I SEL VR17-STD-C) \$4,381.65 K 31% \$3,023.34 \$0.00	5			.,,	K		T .,	*****	*****	*****	*****	*****	7	+	
5 VR17STDC-K SEL VR17-CSTD-C) \$4,210.8 K 31% \$2,904.96 \$0.00	-														
5 VR17STDSTDGC SEL VR17-OSTDO-STD-LIG-C) \$885.00 K 31% \$472.65 \$0.00 \$0.	5														
5 VR17STDSTDGC-K SEL VR17-OSTDO-STD-UG-C) \$770.00 K 31% \$531.30 \$0.00 \$0	5	VR17STDSTDGC	SEL VR17-OSTDO-STD-UG-C)	\$685.00	K	31%	\$472.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VR17STETUGC SEL VR17-STD-ENT-UG-C) \$4,400.00 K 31% \$3,036.00 \$0.	5														
5 VR17STETUGC-I SEL VR17-STD-ENT-UG-C) \$5,148.00 K 31% \$3,552.12 \$0.00 \$	-														
5 VR17STETUGC-K SEL VR17-STD-ENT-UG-C) \$4,945.60 K 31% \$3,412.46 \$0.00 \$	•														
5 VR10AADVUGC-I SEL VR17-0ADVC-ADV-UG-C) \$4,498.65 K 31% \$3,104.07 \$0.00 \$0.0	•	VR17STETUGC-K	SEL VR17-STD-ENT-UG-C)	\$4,945.60	K	31%	\$3,412.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 VR10AADVUGC-K SEL VR17-0ADVC-ADV-UG-C) \$4,325.01 K 31% \$2,984.26 \$0.00 \$0.0	-														
	-														
	-														

					NVP I	EVEL 1		N	IVP MAINTENANCE	AND WARRANTY	UPGRADE PRICE			
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	PROSUPPORT W/MC PREM MNT LP	PROSUPPORT ENH MNT LP	BASIC MNT LP	WTY UPG ENH TO PS W/MC PREM LP	WTY UPG BASIC TO PS ENH LP	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	VR1STADVUGC-I	SEL VR17-OSTDC-ADV-UG-C) SEL VR17-OSTDC-ADV-UG-C)	\$7,072.65 \$6,792.06	K K	31% 31%	\$4,880.13 \$4,686.52	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR6OADVCC	SEL VR6-OADVC-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OADVCC-I	SEL VR6-OADVC-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	VR6OADVCC-K	SEL VR6-OADVC-C) SEL VR6-OSTC-OADVC-UG-C)	\$3,091.48 \$1,650.00	K K	31% 31%	\$2,133.12 \$1,138.50	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00					\$0.00		VMWARE
5		SEL VR6-OSTC-OADVC-UG-C)	\$1,857.95	K	31%	\$1,281.99	\$0.00					\$0.00		VMWARE
5	VR6OSTCC	SEL VR6-OSTC-C)	\$1,250.00	K	31%	\$862.50	\$0.00		\$0.00			\$0.00		VMWARE
5	VR6OSTCC-I VR6OSTCC-K	SEL VR6-OSTC-C) SEL VR6-OSTC-C)	\$1,462.50 \$1,405.91	K K	31% 31%	\$1,009.13 \$970.08	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE 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		\$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 VR6VU10C-I	SEL VR6-VU10-C) SEL VR6-VU10-C)	\$750.00 \$877.50	K K	31% 31%	\$517.50 \$605.48	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU10C-K	SEL VR6-VU10-C)	\$846.61	K	31%	\$584.16	\$0.00		\$0.00			\$0.00		VMWARE
5	VR7ATAD25CV2	SEL VR7-ATAD25-C)	\$6,875.00	K	31%	\$4,743.75	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATAD25CV2-I VR7ATATENUCV2	SEL VR7-ATAD25-C) SEL VR7-ATAD-ATEN-UG-C)	\$8,043.75 \$5,500.00	K K	31% 31%	\$5,550.19 \$3,795.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR7-ATAD-ATEN-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00		\$0.00			\$0.00		VMWARE
5	VR7ATEN25CV2	SEL VR7-ATEN25-C)	\$11,875.00	K	31%	\$8,193.75	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$13,893.75	K	31%	\$9,586.69	\$0.00					\$0.00		VMWARE
5 5	VR7AUTDT25C VR7AUTDT25C-I	SEL VR7-AUTDT25-C) SEL VR7-AUTDT25-C)	\$3,325.00 \$3,890.25	K K	31% 31%	\$2,294.25 \$2,684.27	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR7AUTDT25C-K	SEL VR7-AUTDT25-C)	\$3,735.06	ĸ	31%	\$2,577.19	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	VR700AVUGC	SEL VR17-OSTDO-ADV-UG-C)	\$3,435.00	K	31%	\$2,370.15	\$0.00					\$0.00		VMWARE
5	VR700AVUGC-I VR700AVUGC-K	SEL VR17-OSTDO-ADV-UG-C) SEL VR17-OSTDO-ADV-UG-C)	\$4,018.95 \$3,857.65	K K	31% 31%	\$2,773.08 \$2,661.78	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VR7STCENTUGC	SEL VR17-OSTDC-ENT-UG-C)	\$6,995.00	ĸ	31%	\$4,826.55	\$0.00					\$0.00		VMWARE
5		SEL VR17-OSTDC-ENT-UG-C)	\$8,184.15	K	31%	\$5,647.06	\$0.00		\$0.00			\$0.00		VMWARE
5	VR7STCENTUGC-K VRBCLADVCC	SEL VR17-OSTDC-ENT-UG-C) SEL VR-BCLADVC-C)	\$7,853.20 \$3,000.00	K K	31% 31%	\$5,418.71 \$2,070.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE 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)	\$5,000.00	K K	31% 31%	\$3,450.00	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,850.00 \$5,619.83	K	31%	\$4,036.50 \$3,877.68	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00	K	31%	\$3,760.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2CC-I	SEL VR-CODE2C-C)	\$6,376.50	K	31%	\$4,399.79	\$0.00		\$0.00			\$0.00		VMWARE
5	VRCODE2CC-K VRCODE2OC	SEL VR-CODE2C-C) SEL VR-CODE2O-C)	\$6,125.50 \$545.00	K K	31% 31%	\$4,226.60 \$376.05	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRCODE2OC-I	SEL VR-CODE2O-C)	\$637.65	K	31%	\$439.98	\$0.00	\$0.00	\$0.00			\$0.00		VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$612.55	K	31%	\$422.66	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VRLIS4CPUC VRLIS4CPUC-I	SEL VR-LIS4-CPU-C) SEL VR-LIS4-CPU-C)	\$1,500.00 \$1,755.00	K K	31% 31%	\$1,035.00 \$1,210.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRLIS4CPUC-K	SEL VR-LIS4-CPU-C)	\$1,689.40	ĸ	31%	\$1,165.69	\$0.00		\$0.00			\$0.00		VMWARE
5	VRLIS4O25C	SEL VR-LIS4O-25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00					\$0.00		VMWARE
5 5	VRLIS4O25C-I VRLIS4O25C-K	SEL VR-LIS4O-25-C) SEL VR-LIS4O-25-C)	\$5,850.00 \$5,619.83	K K	31% 31%	\$4,036.50 \$3,877.68	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRNIANX100C	SEL VR-NI-ANX100-C)	\$2,500.00	ĸ	31%	\$1,725.00	\$0.00		\$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		VMWARE
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-ANX10-C)	\$292.50	K	31%	\$201.83	\$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	VRNIANXCC VRNIANXCC-I	SEL VR-NI-ANXC-C) SEL VR-NI-ANXC-C)	\$1,245.00 \$1,456.65	K K	31% 31%	\$859.05 \$1,005.09	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VRNIANXCC-K	SEL VR-NI-ANXC-C)	\$1,398.25	K	31%	\$964.79	\$0.00		\$0.00			\$0.00		VMWARE
5	VRNIENX100C	SEL VR-NI-ENX100-C)	\$4,450.00	K	31%	\$3,070.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIENX100C-I	SEL VR-NI-ENX100-C)	\$5,206.50	K	31%	\$3,592.49	\$0.00		\$0.00			\$0.00		VMWARE
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	K	31%	\$359.25	\$0.00	\$0.00	\$0.00	\$0.00	\$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		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		VMWARE VMWARE
5	VRNIENXCC-K	SEL VR-NI-ENXC-C)	\$2,470.89	K	31%	\$1,772.02	\$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	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VRNIUAEXCUC-I VRNIUAEXCUC-K	SEL VR-NI-UG-AENXC-UG-C) SEL VR-NI-UG-AENXC-UG-C)	\$1,222.65 \$1,176.06	K K	31% 31%	\$843.63 \$811.48	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5	VROADV25C	SEL VR-NI-UG-AENXC-UG-C) SEL VR6-OADV25-C)	\$1,176.06 \$6,875.00	K K	31%	\$811.48 \$4,743.75	\$0.00 \$0.00					\$0.00		VMWARE VMWARE
5	VROADV25C-I	SEL VR6-OADV25-C)	\$8,043.75	K	31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VROADVOENTUGO	SEL VR6-OADV25-C) SEL VR6-OADV-OENT-UG-C)	\$7,699.97 \$11,550.00	K K	31% 31%	\$5,312.98 \$7,969.50	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE VMWARE
5		-I SEL VR6-OADV-OENT-UG-C)	\$11,550.00 \$13,513.50	K	31%	\$7,969.50 \$9,324.32	\$0.00					\$0.00		VMWARE
5		-∤SEL VR6-OADV-OENT-UG-C)	\$12,986.52	K	31%	\$8,960.70	\$0.00					\$0.00		VMWARE

					NVP I	EVEL 1		N	IVP 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	VROAMADC VROAMADC-I	SEL VR-OAMAD-C) SEL VR-OAMAD-C)	\$1,500.00 \$1,755.00	K K	31% 31%	\$1,035.00 \$1,210.95	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VROAMADC-K	SEL VR-OAMAD-C)	\$1,689.40	ĸ	31%	\$1,165.69	\$0.00		\$0.00			\$0.00		VMWARE
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	K	31%	\$11,988.75	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	VROENT25C-I VROENT25C-K	SEL VR6-OENT25-C) SEL VR6-OENT25-C)	\$20,328.75 \$19,498.93	K K	31% 31%	\$14,026.84 \$13,454.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VROSTACK4ADC	SEL VR-OSTACK4-AD-C)	\$495.00	K	31%	\$341.55	\$0.00					\$0.00		VMWARE
5	VROSTACK4ADC-I	SEL VR-OSTACK4-AD-C)	\$579.15	K	31%	\$399.61	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL VR-OSTACK4-AD-C)	\$556.62	K	31%	\$384.07	\$0.00		\$0.00			\$0.00		VMWARE
5	VROSTACK4C VROSTACK4C-I	SEL VR-OSTACK4-C) SEL VR-OSTACK4-C)	\$995.00 \$1,164.15	K K	31% 31%	\$686.55 \$803.26	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VROSTACK4C-K	SEL VR-OSTACK4-C)	\$1,114.77	ĸ	31%	\$769.19	\$0.00		\$0.00			\$0.00		VMWARE
5	VROSTD25C	SEL VR6-OSTD25-C)	\$3,125.00	K	31%	\$2,156.25	\$0.00		\$0.00			\$0.00		VMWARE
5	VROSTD25C-I VROSTD25C-K	SEL VR6-OSTD25-C)	\$3,656.25	K	31%	\$2,522.81	\$0.00		\$0.00			\$0.00		VMWARE
5 5		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		\$0.00 \$0.00		VMWARE VMWARE
5		-I SEL VR6-OSTD-OADV-UG-C)	\$4,826.25	ĸ	31%	\$3,330.11	\$0.00		\$0.00			\$0.00		VMWARE
5		+SEL VR6-OSTD-OADV-UG-C)	\$4,639.14	K	31%	\$3,201.01	\$0.00		\$0.00			\$0.00		VMWARE
5		SEL VR6-OSTD-OENT-UG-C)	\$15,675.00	K K	31% 31%	\$10,815.75	\$0.00 \$0.00		\$0.00			\$0.00 \$0.00		VMWARE
5 5		-I SEL VR6-OSTD-OENT-UG-C) -⊁SEL VR6-OSTD-OENT-UG-C)	\$18,339.75 \$17,583.51	K	31%	\$12,654.43 \$12,132.62	\$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	K	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	VS6EPLC	SEL VS6-EPL-C)	\$3,495.00	K	31%	\$2,411.55	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VS6EPLC-I VS6EPLC-K	SEL VS6-EPL-C) SEL VS6-EPL-C)	\$4,089.15 \$4,118.14	K K	31% 31%	\$2,821.51 \$2,841.52	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VS6ESESPLUGC	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6ESESPLUGC-I	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00				\$0.00	\$0.00		VMWARE
5		SEL VS6-ES-ESPL-UG-C)	\$5,183.11	K	31%	\$3,576.35	\$0.00					\$0.00		VMWARE
5	VS6ESPKITC VS6ESPKITC-I	SEL VS6-ESP-KIT-C) SEL VS6-ESP-KIT-C)	\$4,495.00 \$4,495.00	K K	31% 31%	\$3,101.55 \$3,101.55	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE 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	VS6ESSLKITC	SEL VS6-ESSL-KIT-C)	\$495.00	K	31%	\$341.55	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6ESSLKITC-I	SEL VS6-ESSL-KIT-C)	\$579.15	K	31%	\$399.61	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6ESSLKITC-K VS6OEPLAKC	SEL VS6-ESSL-KIT-C) SEL VS6-OEPL-AK-C)	\$583.44 \$24,995.00	K K	31% 31%	\$402.57 \$17,246.55	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS60EPLAKC-I	SEL VS6-OEPL-AK-C)	\$29,244.15	ĸ	31%	\$20,178.46	\$0.00		\$0.00	\$0.00		\$0.00		VMWARE
5	VS60EPLAKC-K	SEL VS6-OEPL-AK-C)	\$28,079.99	K	31%	\$19,375.19	\$0.00		\$0.00			\$0.00		VMWARE
5	VS60EPLC	SEL VS6-OEPL-C)	\$4,395.00	K	31%	\$3,032.55	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VS60EPLC-I VS60EPLC-K	SEL VS6-OEPL-C) SEL VS6-OEPL-C)	\$5,142.15 \$4,937.94	K K	31% 31%	\$3,548.08 \$3,407.18	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6RBADV25C	SEL VS6-RBADV25-C)	\$4,500.00	K	31%	\$3,105.00	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6RBADV25C-I	SEL VS6-RBADV25-C)	\$5,265.00	K	31%	\$3,632.85	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VS6RBADV25C-K VS6RBSTD25C	SEL VS6-RBADV25-C) SEL VS6-RBSTD25-C)	\$5,298.04 \$3,000.00	K K	31% 31%	\$3,655.65 \$2,070.00	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE 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		VMWARE
5	VS6SO8CPUC	SEL VS6-SO-8CPU-C)	\$4,795.00	K	31%	\$3,308.55	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VS6SO8CPUC-I VS6SO8CPUC-K	SEL VS6-SO-8CPU-C) SEL VS6-SO-8CPU-C)	\$5,610.15 \$5,650.48	K K	31% 31%	\$3,871.00 \$3,898.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VS6SOEPLUGC	SEL VS6-SO-EPL-UG-C)	\$3,185.00	K	31%	\$2,197.65	\$0.00					\$0.00		VMWARE
5	VS6SOEPLUGC-I	SEL VS6-SO-EPL-UG-C)	\$3,726.45	K	31%	\$2,571.25	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6SOEPLUGC-K	SEL VS6-SO-EPL-UG-C)	\$3,750.38 \$4,175.00	K	31%	\$2,587.76	\$0.00					\$0.00		VMWARE
5	VS6SOEPUGC VS6SOEPUGC-I	SEL VS6-SO-OEPL-UG-C) SEL VS6-SO-OEPL-UG-C)	\$4,175.00 \$4,884.75	K K	31% 31%	\$2,880.75 \$3,370.48	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6SOEPUGC-K	SEL VS6-SO-OEPL-UG-C)	\$4,914.96	ĸ	31%	\$3,391.32	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6STDAKC	SEL VS6-STD-AK-C)	\$10,995.00	K	31%	\$7,586.55	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6STDAKC-I	SEL VS6-STD-AK-C)	\$12,864.15	K	31% 31%	\$8,876.26	\$0.00		\$0.00			\$0.00		VMWARE
5 5	VS6STDAKC-K VS6STDC	SEL VS6-STD-AK-C) SEL VS6-STD-C)	\$12,986.52 \$995.00	K K	31%	\$8,960.70 \$686.55	\$0.00 \$0.00		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15	ĸ	31%	\$803.26	\$0.00		\$0.00			\$0.00		VMWARE
5	VS6STDC-K	SEL VS6-STD-C)	\$1,168.40	K	31%	\$806.20	\$0.00		\$0.00			\$0.00		VMWARE
5	VTELPLLDC VTELPLLDC-I	SEL V-TEL-PLL-D-C)	\$20.00 \$20.00	K K	31% 31%	\$13.80 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	VMWARE 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%	\$13.80 \$14.77	\$0.00 \$0.00					\$0.00		VMWARE
5	WS14PLAYC	SEL WS14-PLAY-C)	\$149.99	ĸ	31%	\$103.49	\$0.00					\$0.00		VMWARE
5	WS14PLAYC-I	SEL WS14-PLAY-C)	\$152.99	K	31%	\$105.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	WS14PLAYC-K	SEL WS14-PLAY-C) SEL WS14-PLAY-UG-C)	\$155.49	K K	31%	\$107.29	\$0.00					\$0.00		VMWARE VMWARE
5	WS14PLAYUGC WS14PLAYUGC-I	SEL WS14-PLAY-UG-C) SEL WS14-PLAY-UG-C)	\$79.99 \$81.59	K K	31% 31%	\$55.19 \$56.30	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE
5	WS14PLAYUGC-K	SEL WS14-PLAY-UG-C)	\$82.71	ĸ	31%	\$57.07	\$0.00	\$0.00				\$0.00		VMWARE
5	WS14POPAYUGC	SEL WS14-PRO-PLAY-UG-C)	\$99.99	K	31%	\$68.99	\$0.00					\$0.00	\$0.00	VMWARE
5 5		SEL WS14-PRO-PLAY-UG-C)	\$101.99	K K	31%	\$70.37 \$71.34	\$0.00					\$0.00		VMWARE VMWARE
5	WS14POPAYUGC-K WS14PROC	SEL WS14-PRO-PLAY-UG-C) SEL WS14-PRO-C)	\$103.39 \$249.99	K K	31% 31%	\$71.34 \$172.49	\$0.00 \$0.00					\$0.00 \$0.00		VMWARE
5	WS14PROC-I	SEL WS14-PRO-C)	\$254.99	K	31%	\$175.94	\$0.00					\$0.00		VMWARE

					NVP I	EVEL 1		N	IVP 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	WS14PROC-K	SEL WS14-PRO-C)	\$258.16 \$149.99	K K	31%	\$178.13			\$0.00					VMWARE
5 5	WS14PROUGC WS14PROUGC-I	SEL WS14-PRO-UG-C) SEL WS14-PRO-UG-C)	\$149.99 \$152.99	K	31% 31%	\$103.49 \$105.56	\$0.00 \$0.00							VMWARE VMWARE
5	WS14PROUGC-K	SEL WS14-PRO-UG-C)	\$155.49	K	31%	\$107.29	\$0.00		\$0.00					VMWARE
5		SEL Storage Cloud Prm IA Cap	\$614.40	K	31%	\$423.94	\$0.00							VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm IA Cap SEL Storage Cloud Prm Cap 1TB	\$921.60 \$1,449.99	K K	31% 31%	\$635.90 \$1,000.49	\$0.00 \$0.00							VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Prin Cap 11B SEL Storage Cloud Prin Cap 2-50TB	\$1,425.41	K	31%	\$983.53	\$0.00							VSC CLOUD SOFT
5	VSC-OS-PRM-24-T2	SEL Storage Cloud Prm Cap 51-500TB	\$1,400.84	K	31%	\$966.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 501-1000TB	\$1,376.26	K	31%	\$949.62	\$0.00							VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm Cap 1001+TB SEL Storage Cloud Prm Cap 1TB	\$1,351.68 \$2,174.98	K K	31% 31%	\$932.66 \$1,500.74	\$0.00 \$0.00							VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 2-50TB	\$2,138.12		31%	\$1,475.30	\$0.00							VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 51-500TB	\$2,101.25	K	31%	\$1,449.86	\$0.00						\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Prm Cap 501-1000TB SEL Storage Cloud Prm Cap 1001+TB	\$2,064.39	K	31%	\$1,424.43								VSC CLOUD SOFT
5 5		SEL Storage Cloud Prm Cap 1001+1B SEL Storage Cloud Std IA Cap	\$2,027.52 \$307.20	K K	31% 31%	\$1,398.99 \$211.97	\$0.00 \$0.00		\$0.00 \$0.00					VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Std IA Cap	\$460.80	ĸ	31%	\$317.95	\$0.00							VSC CLOUD SOFT
5	VSC-OS-STD-24-T0	SEL Storage Cloud Std Cap 1TB	\$737.28	K	31%	\$508.72							\$0.00	VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 2-50TB	\$725.00	K	31%	\$500.25								VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 51-500TB SEL Storage Cloud Std Cap 501-1000TB	\$712.71 \$700.42	K K	31% 31%	\$491.77 \$483.29	\$0.00 \$0.00							VSC CLOUD SOFT VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 301-10001B	\$688.13	K	31%	\$474.81	\$0.00							VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 1TB	\$1,105.92	K	31%	\$763.08	\$0.00							VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 2-50TB	\$1,087.49	K	31%	\$750.37	\$0.00							VSC CLOUD SOFT
5		SEL Storage Cloud Std Cap 51-500TB	\$1,069.06	K	31%	\$737.65	\$0.00							VSC CLOUD SOFT
5 5		SEL Storage Cloud Std Cap 501-1000TB SEL Storage Cloud Std Cap 1001+TB	\$1,050.63 \$1,032.20	K K	31% 31%	\$724.93 \$712.22	\$0.00 \$0.00							VSC CLOUD SOFT VSC CLOUD SOFT
5	456-111-483	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=I		ĸ	31%	\$663.29	\$259.55							VXRAIL SOFTWARE
5	456-111-484	HCIA NP UPG VSPH STD TO VSOM E+ 1CPU:		K	31%	\$2,505.76	\$980.52							VXRAIL SOFTWARE
5	456-111-485	HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	K	31%	\$1,842.47	\$720.97		\$587.46					VXRAIL SOFTWARE
5 5	456-111-486 456-112-413	HCIA NP UPG VSPH ROBO STD TO ADV 25VN HCIA NP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$1,602.15 \$4,268.00		31% 31%	\$1,105.48 \$2,944.92			\$352.47 \$938.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-414	HCIA NP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00		31%	\$2,944.92								VXRAIL SOFTWARE
5	456-112-415	HCIA NP VSOM E+ 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92								VXRAIL SOFTWARE
5	456-112-416	HCIA NP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92								VXRAIL SOFTWARE
5	456-112-417	HCIA NP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92								VXRAIL SOFTWARE
5 5	456-112-418 456-112-419	HCIA NP VSPH E+ 1CPU w/ 1Yr Maint=IG HCIA NP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00 \$3,394.00	K K	31% 31%	\$2,341.86 \$2,341.86	\$916.38 \$916.38							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-420	HCIA NP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00	ĸ	31%	\$2,341.86	\$916.38							VXRAIL SOFTWARE
5	456-112-421	HCIA NP VSPH E+ 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-112-422	HCIA NP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5 5	456-112-423 456-112-424	HCIA NP VSPH STD 1CPU w/ 1Yr Maint=IG HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00 \$966.00	K K	31% 31%	\$666.54 \$666.54	\$260.82 \$260.82							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-425	HCIA NP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82							VXRAIL SOFTWARE
5	456-112-426	HCIA NP VSPH STD 1CPU w/ 4Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82							VXRAIL SOFTWARE
5	456-112-427	HCIA NP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82							VXRAIL SOFTWARE
5 5	456-112-428	HCIA NP VSPH ROBO ADV 25VM w/1YrMaint=		K K	31% 31%	\$3,015.30	\$1,179.90							VXRAIL SOFTWARE
5	456-112-429 456-112-430	HCIA NP VSPH ROBO ADV 25VM w/2YrMaint= HCIA NP VSPH ROBO ADV 25VM w/3YrMaint=		K K	31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-431	HCIA NP VSPH ROBO ADV 25VM w/4YrMaint=		K	31%	\$3,015.30	\$1,179.90							VXRAIL SOFTWARE
5	456-112-432	HCIA NP VSPH ROBO ADV 25VM w/5YrMaint=		K	31%	\$3,015.30	\$1,179.90							VXRAIL SOFTWARE
5	456-112-433	HCIA NP VSPH ROBO STD 25VM w/1YrMaint=		K	31%	\$2,009.97	\$786.51							VXRAIL SOFTWARE
5 5	456-112-434 456-112-435	HCIA NP VSPH ROBO STD 25VM w/2YrMaint= HCIA NP VSPH ROBO STD 25VM w/3YrMaint=	\$2,913.00 \$2,913.00	K K	31% 31%	\$2,009.97 \$2,009.97	\$786.51 \$786.51		\$640.86 \$640.86					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-436	HCIA NP VSPH ROBO STD 25VM w/4YrMaint=		K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-112-437	HCIA NP VSPH ROBO STD 25VM w/5YrMaint=	\$2,913.00	K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86	\$0.00	\$0.00			VXRAIL SOFTWARE
5	456-112-438	HCIA NP VSPH DSKTP 100VM w/ 1Yr Maint=IB			31%	\$5,359.92								VXRAIL SOFTWARE
5 5	456-112-439 456-112-440	HCIA NP VSPH DSKTP 100VM w/ 2Yr Maint=IB HCIA NP VSPH DSKTP 100VM w/ 3Yr Maint=IB		K K	31% 31%	\$5,359.92 \$5,359.92								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-440 456-112-441	HCIA NP VSPH DSKTP 100VM w/ 3Yf Maint=IB			31%	\$5,359.92 \$5,359.92								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-442	HCIA NP VSPH DSKTP 100VM w/ 5Yr Maint=IB			31%	\$5,359.92								VXRAIL SOFTWARE
5	456-112-443	HCIA UP VSOM E+ 1CPU w/ 1Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92								VXRAIL SOFTWARE
5	456-112-444	HCIA UP VSOM E+ 1CPU w/ 2Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92								VXRAIL SOFTWARE
5 5	456-112-445 456-112-446	HCIA UP VSOM E+ 1CPU w/ 3Yr Maint=IG HCIA UP VSOM E+ 1CPU w/ 4Yr Maint=IG	\$4,268.00 \$4,268.00	K K	31% 31%	\$2,944.92 \$2,944.92								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-447	HCIA UP VSOM E+ 1CPU w/ 5Yr Maint=IG	\$4,268.00		31%	\$2,944.92			\$938.96					VXRAIL SOFTWARE
5	456-112-448	HCIA UP VSPH E+ 1CPU w/ 1Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38	\$848.50	\$746.68	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-112-449	HCIA UP VSPH E+ 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86								VXRAIL SOFTWARE
5 5	456-112-450 456-112-451	HCIA UP VSPH E+ 1CPU w/ 3Yr Maint=IG	\$3,394.00		31%	\$2,341.86 \$2,341.86								VXRAIL SOFTWARE
5 5	456-112-451 456-112-452	HCIA UP VSPH E+ 1CPU w/ 4Yr Maint=IG HCIA UP VSPH E+ 1CPU w/ 5Yr Maint=IG	\$3,394.00 \$3,394.00	K K	31% 31%	\$2,341.86 \$2,341.86								VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-453	HCIA UP VSPH STD 1CPU w/ 1Yr Maint=IG	\$966.00	ĸ	31%	\$666.54	\$260.82							VXRAIL SOFTWARE
5	456-112-454	HCIA UP VSPH STD 1CPU w/ 2Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82	\$241.50	\$212.52	\$0.00	\$0.00	\$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							VXRAIL SOFTWARE
5 5	456-112-456 456-112-457	HCIA UP VSPH STD 1CPU w/ 4Yr Maint=IG HCIA UP VSPH STD 1CPU w/ 5Yr Maint=IG	\$966.00 \$966.00	K	31% 31%	\$666.54 \$666.54	\$260.82 \$260.82							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-457 456-112-458	HCIA UP VSPH STD TCPO W/517 Maint=IG HCIA UP VSPH ROBO ADV 25VM w/1YrMaint=		K	31%	\$3,015.30	\$260.62 \$1,179.90							VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-459	HCIA UP VSPH ROBO ADV 25VM w/2YrMaint=	\$4,370.00	K	31%	\$3,015.30	\$1,179.90	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-112-460	HCIA UP VSPH ROBO ADV 25VM w/3YrMaint=	\$4,370.00	K	31%	\$3,015.30	\$1,179.90	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE

					NVP I	EVEL 1		N	IVP 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	456-112-461	HCIA UP VSPH ROBO ADV 25VM w/4YrMaint= HCIA UP VSPH ROBO ADV 25VM w/5YrMaint=		K K	31% 31%	\$3,015.30	\$1,179.90 \$1,170.00		\$961.40 \$961.40					VXRAIL SOFTWARE
5	456-112-462 456-112-463	HCIA UP VSPH ROBO STD 25VM w/3YMaint=		K	31%	\$3,015.30 \$2,009.97	\$1,179.90 \$786.51		\$640.86					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-464	HCIA UP VSPH ROBO STD 25VM w/2YrMaint=	\$2,913.00	K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-112-465	HCIA UP VSPH ROBO STD 25VM w/3YrMaint=		K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-112-466	HCIA UP VSPH ROBO STD 25VM w/4YrMaint=		K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-112-467 456-112-468	HCIA UP VSPH ROBO STD 25VM w/5YrMaint= HCIA UP VSPH DSKTP 100VM w/ 1Yr Maint=IB		K K	31% 31%	\$2,009.97 \$5,359.92	\$786.51 \$2,097.36		\$640.86 \$1,708.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-469	HCIA UP VSPH DSKTP 100VM w/ 2Yr Maint=IB		ĸ	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-112-470	HCIA UP VSPH DSKTP 100VM w/ 3Yr Maint=IB		K	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-112-471	HCIA UP VSPH DSKTP 100VM w/ 4Yr Maint=IB		K	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-112-472	HCIA UP VSPH DSKTP 100VM w/ 5Yr Maint=IB		K	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5 5	456-112-473	UPG VSPH E+ TO VSOM E+ 1CPU w/1Yr Mnt=		K K	31% 31%	\$663.09 \$663.09	\$259.47 \$259.47		\$211.42					VXRAIL SOFTWARE VXRAIL SOFTWARE
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=		K	31%	\$663.09	\$259.47		\$211.42 \$211.42					VXRAIL SOFTWARE
5	456-112-476	UPG VSPH E+ TO VSOM E+ 1CPU w/4Yr Mnt=		ĸ	31%	\$663.09	\$259.47		\$211.42					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	VXRAIL SOFTWARE
5	456-112-478	UPG VSPH STD TO VSOM E+ 1CPUw/1Yr Mnt		K	31%	\$2,506.08	\$980.64		\$799.04					VXRAIL SOFTWARE
5	456-112-479	UPG VSPH STD TO VSOM E+ 1CPUw/2Yr Mnt		K	31%	\$2,506.08	\$980.64		\$799.04					VXRAIL SOFTWARE
5	456-112-480 456-112-481	UPG VSPH STD TO VSOM E+ 1CPUw/3Yr Mnt UPG VSPH STD TO VSOM E+ 1CPUw/4Yr Mnt		K K	31% 31%	\$2,506.08 \$2,506.08	\$980.64 \$980.64		\$799.04 \$799.04					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-482	UPG VSPH STD TO VSOM E+ 1CPUw/5Yr Mnt		K	31%	\$2,506.08	\$980.64		\$799.04					VXRAIL SOFTWARE
5	456-112-483	UPG VSPH STD TO E+ 1CPU w/ 1Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$720.90		\$587.40					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		\$587.40					VXRAIL SOFTWARE
5	456-112-485	UPG VSPH STD TO E+ 1CPU w/ 3Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$720.90		\$587.40					VXRAIL SOFTWARE
5	456-112-486	UPG VSPH STD TO E+ 1CPU w/ 4Yr Maint=IG UPG VSPH STD TO E+ 1CPU w/ 5Yr Maint=IG	\$2,670.00	K	31%	\$1,842.30	\$720.90		\$587.40					VXRAIL SOFTWARE
5 5	456-112-487 456-112-488	UPG VSPH ROBO STD TO ADV 25VM-1Yr Mnt	\$2,670.00 \$1,602.00	K K	31% 31%	\$1,842.30 \$1,105.38	\$720.90 \$432.54		\$587.40 \$352.44					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-112-489	UPG VSPH ROBO STD TO ADV 25VM-2Yr Mnt		ĸ	31%	\$1,105.38	\$432.54		\$352.44					VXRAIL SOFTWARE
5	456-112-490	UPG VSPH ROBO STD TO ADV 25VM-3Yr Mnt		K	31%	\$1,105.38	\$432.54		\$352.44				\$0.00	VXRAIL SOFTWARE
5	456-112-491	UPG VSPH ROBO STD TO ADV 25VM-4Yr Mnt		K	31%	\$1,105.38	\$432.54		\$352.44					VXRAIL SOFTWARE
5	456-112-492	UPG VSPH ROBO STD TO ADV 25VM-5Yr Mnt		K	31%	\$1,105.38	\$432.54		\$352.44					VXRAIL SOFTWARE
5	456-113-139 456-113-140	HCIA NP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG HCIA NP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG	\$4,268.00 \$4,268.00	K K	31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1,152.36		\$938.96 \$938.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-141	HCIA NP VSOM E+ 6.5 1CPU w/ 3Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-113-142	HCIA NP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG	\$4,268.00	ĸ	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-113-143	HCIA NP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36	\$1,067.00	\$938.96	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-144	HCIA NP VSPH E+ 6.5 1CPU w/ 1Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-113-145	HCIA NP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
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	K K	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	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-149	HCIA NP VSPH STD 6.5 1CPU w/1Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-150	HCIA NP VSPH STD 6.5 1CPU w/2Yr Maint=IG	\$966.00	K	31%	\$666.54	\$260.82		\$212.52			\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-151	HCIA NP VSPH STD 6.5 1CPU w/3Yr Maint=IG		K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-152	HCIA NP VSPH STD 6.5 1CPU w/4Yr Maint=IG		K	31%	\$666.54	\$260.82		\$212.52					VXRAIL SOFTWARE
5	456-113-153 456-113-154	HCIA NP VSPH STD 6.5 1CPU w/5Yr Maint=IG HCIA NP VSPH ROBOADV6.5 25VM w/1YrMnt=		K K	31% 31%	\$666.54 \$3,015.30	\$260.82 \$1,179.90		\$212.52 \$961.40					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-155	HCIA NP VSPH ROBOADV6.5 25VM w/YYMnt=		ĸ	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-113-156	HCIA NP VSPH ROBOADV6.5 25VM w/3YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-113-157	HCIA NP VSPH ROBOADV6.5 25VM w/4YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5	456-113-158	HCIA NP VSPH ROBOADV6.5 25VM w/5YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5 5	456-113-159 456-113-160	HCIA NP VSPH ROBOSTD6.5 25VM w/1YrMnt= HCIA NP VSPH ROBOSTD6.5 25VM w/2YrMnt=		K K	31% 31%	\$2,009.97 \$2,009.97	\$786.51 \$786.51		\$640.86 \$640.86					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-161	HCIA NP VSPH ROBOSTD6.5 25VM w/2YrMnt=		K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-113-162	HCIA NP VSPH ROBOSTD6.5 25VM w/4YrMnt=		K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-113-163	HCIA NP VSPH ROBOSTD6.5 25VM w/5YrMnt=		K	31%	\$2,009.97	\$786.51		\$640.86					VXRAIL SOFTWARE
5	456-113-164	HCIA NP VSPH DSKTP 6.5 100VM w/1YrMnt=IE		K	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-113-165 456-113-166	HCIA NP VSPH DSKTP 6.5 100VM w/2YrMnt=IE HCIA NP VSPH DSKTP 6.5 100VM w/3YrMnt=IE		K K	31% 31%	\$5,359.92 \$5,359.92	\$2,097.36 \$2,097.36		\$1,708.96 \$1,708.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5 5	456-113-167	HCIA NP VSPH DSKTP 6.5 100VM W/3YMM1=10		K	31%	\$5,359.92 \$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-168	HCIA NP VSPH DSKTP 6.5 100VM w/5YrMnt=IB		ĸ	31%	\$5,359.92	\$2,097.36		\$1,708.96					VXRAIL SOFTWARE
5	456-113-169	HCIA UP VSOM E+ 6.5 1CPU w/ 1Yr Maint=IG	\$4,268.00	K	31%	\$2,944.92	\$1,152.36		\$938.96					VXRAIL SOFTWARE
5	456-113-170	HCIA UP VSOM E+ 6.5 1CPU w/ 2Yr Maint=IG	\$4,268.00	K	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		\$938.96					VXRAIL SOFTWARE
5	456-113-172 456-113-173	HCIA UP VSOM E+ 6.5 1CPU w/ 4Yr Maint=IG HCIA UP VSOM E+ 6.5 1CPU w/ 5Yr Maint=IG	\$4,268.00 \$4,268.00	K	31% 31%	\$2,944.92 \$2,944.92	\$1,152.36 \$1.152.36		\$938.96 \$938.96	\$0.00 \$0.00	\$0.00 \$0.00			VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-174	HCIA UP VSOM E+ 6.5 1CPU w/ 5YF Maint=IG	\$3,394.00	K	31%	\$2,944.92 \$2,341.86			\$746.68		7	7		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-175	HCIA UP VSPH E+ 6.5 1CPU w/ 2Yr Maint=IG	\$3,394.00	ĸ	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	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-113-177	HCIA UP VSPH E+ 6.5 1CPU w/ 4Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5	456-113-178	HCIA UP VSPH E+ 6.5 1CPU w/ 5Yr Maint=IG	\$3,394.00	K	31%	\$2,341.86	\$916.38		\$746.68					VXRAIL SOFTWARE
5 5	456-113-179 456-113-180	HCIA UP VSPH STD 6.5 1CPU w/1Yr Maint=IG HCIA UP VSPH STD 6.5 1CPU w/2Yr Maint=IG		K K	31% 31%	\$666.54 \$666.54	\$260.82 \$260.82		\$212.52 \$212.52					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-181	HCIA UP VSPH STD 6.5 1CPU w/2Yr Maint=IG		K	31%	\$666.54	\$260.82		\$212.52 \$212.52					VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-113-182	HCIA UP VSPH STD 6.5 1CPU w/4Yr Maint=IG		ĸ	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	K	31%	\$666.54	\$260.82	\$241.50	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-184	HCIA UP VSPH ROBOADV6.5 25VM w/1YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40					VXRAIL SOFTWARE
5 5	456-113-185 456-113-186	HCIA UP VSPH ROBOADV6.5 25VM w/2YrMnt=		K K	31%	\$3,015.30 \$3,015.30	\$1,179.90 \$1,179.90		\$961.40 \$961.40					VXRAIL SOFTWARE
э	456-113-186	HCIA UP VSPH ROBOADV6.5 25VM w/3YrMnt=	\$4,370.00	Λ.	31%	\$3,015.30	\$1,179.90	\$1,092.50	\$961.40	\$0.00	\$0.00	\$0.00	φυ.00	VXRAIL SOFTWARE

					NVP L	LEVEL 1 NVP MAINTENANCE AND WARRANTY UPGRADE PRICE PROSUPPORT WITH UPG ENH TO W								
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	PROSUPPORT PLUS MNT LP	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	456-113-187	HCIA UP VSPH ROBOADV6.5 25VM w/4YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40			\$0.00		VXRAIL SOFTWARE
5	456-113-188	HCIA UP VSPH ROBOADV6.5 25VM w/5YrMnt=		K	31%	\$3,015.30	\$1,179.90		\$961.40			\$0.00		VXRAIL SOFTWARE
5	456-113-189	HCIA UP VSPH ROBOSTD6.5 25VM w/1YrMnt=		K	31%	\$2,009.97	\$786.51		\$640.86			\$0.00		VXRAIL SOFTWARE
5	456-113-190	HCIA UP VSPH ROBOSTD6.5 25VM w/2YrMnt=		K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-191	HCIA UP VSPH ROBOSTD6.5 25VM w/3YrMnt=		K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-192	HCIA UP VSPH ROBOSTD6.5 25VM w/4YrMnt=		K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-193	HCIA UP VSPH ROBOSTD6.5 25VM w/5YrMnt=		K	31%	\$2,009.97	\$786.51	\$728.25	\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-194	HCIA UP VSPH DSKTP 6.5 100VM w/1YrMnt=IE		K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-195	HCIA UP VSPH DSKTP 6.5 100VM w/2YrMnt=IE		K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-196	HCIA UP VSPH DSKTP 6.5 100VM w/3YrMnt=IE		K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-197	HCIA UP VSPH DSKTP 6.5 100VM w/4YrMnt=IE		K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-198	HCIA UP VSPH DSKTP 6.5 100VM w/5YrMnt=IE		K	31%	\$5,359.92	\$2,097.36		\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-199	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/1YrMnt	\$961.00	K	31%	\$663.09	\$259.47		\$211.42	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-200	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/2YrMnt		K	31%	\$663.09	\$259.47		\$211.42			\$0.00		VXRAIL SOFTWARE
5	456-113-201	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/3YrMnt	\$961.00	K	31%	\$663.09	\$259.47	\$240.25	\$211.42	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-202	UPG VSPH E+TOVSOM 6.5 E+ 1CPUw/4YrMnt	\$961.00	K	31%	\$663.09	\$259.47		\$211.42	\$0.00	\$0.00	\$0.00	\$0.00	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	\$0.00	VXRAIL SOFTWARE
5	456-113-204	UPG VSPH STDTOVSOM 6.5 E+1CPUw/1YrMr	\$3,632.00	K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-205	UPG VSPH STDTOVSOM 6.5 E+1CPUw/2YrMr	\$3,632.00	K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-206	UPG VSPH STDTOVSOM 6.5 E+1CPUw/3YrMr	\$3,632.00	K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-207	UPG VSPH STDTOVSOM 6.5 E+1CPUw/4YrMr	\$3,632.00	K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-208	UPG VSPH STDTOVSOM 6.5 E+1CPUw/5YrMr	\$3,632.00	K	31%	\$2,506.08	\$980.64	\$908.00	\$799.04	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-209	UPG VSPH STD TO E+ 6.5 1CPU w/1Yr Mnt=IG	\$2,670.00	K	31%	\$1,842.30	\$720.90	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-210	UPG VSPH STD TO E+ 6.5 1CPU w/2Yr Mnt=IG	\$2,670.00	K	31%	\$1,842.30	\$720.90	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-211	UPG VSPH STD TO E+ 6.5 1CPU w/3Yr Mnt=IG		K	31%	\$1,842.30	\$720.90		\$587.40	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-212	UPG VSPH STD TO E+ 6.5 1CPU w/4Yr Mnt=IG	\$2,670.00	K	31%	\$1,842.30	\$720.90	\$667.50	\$587.40	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-213	UPG VSPH STD TO E+ 6.5 1CPU w/5Yr Mnt=IG	\$2,670.00	K	31%	\$1.842.30	\$720.90		\$587.40	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
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	\$0.00	VXRAIL SOFTWARE
5	456-113-215	UPG VSPH ROBO STDTOADV6.5 25VM-2YrMr		K	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-216	UPG VSPH ROBO STDTOADV6.5 25VM-3YrMr		K	31%	\$1,105,38	\$432.54	\$400.50	\$352.44	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	456-113-217	UPG VSPH ROBO STDTOADV6.5 25VM-4YrMr		ĸ	31%	\$1,105.38	\$432.54	\$400.50	\$352.44	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-113-218	UPG VSPH ROBO STDTOADV6.5 25VM-5YrMr		K	31%	\$1,105,38	\$432.54		\$352.44	\$0.00		\$0.00		VXRAIL SOFTWARE
5	458-001-738	HCIA NP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$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		VXRAIL SOFTWARE
5	458-002-204	HCIA NP VxRail vSphere 6.5 Software	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00			\$0.00		VXRAIL SOFTWARE
5	458-002-205	HCIA UP VxRail vSphere 6.5 Software	\$0.00	ĸ	31%	\$0.00	\$0.00		\$0.00			\$0.00		VXRAIL SOFTWARE
5	BEDROCK-001	SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00	ĸ	31%	\$1,061.22			\$0.00			\$0.00		ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00	ĸ	31%	\$2,123.13	\$0.00		\$0.00			\$0.00		ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00	ĸ	31%	\$3,184.35	\$0.00					\$0.00		ZALONI
5		11 SEL Bedrock Platform per Core 1Y	\$2,308.00	ĸ	31%	\$1,592.52	\$0.00		\$0.00			\$0.00		ZALONI
5		2 SEL Bedrock Platform per Core 2Y	\$4,615.00	K	31%	\$3,184.35	\$0.00					\$0.00		ZALONI
5		33 SEL Bedrock Platform per Core 3Y	\$6,923.00	ĸ	31%	\$4,776.87	\$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		ZALONI
5	MICA-PLAT-001	SEL Mica Platform per Core 2Y	\$1,385.00	K	31%	\$955.65	\$0.00		\$0.00			\$0.00		ZALONI
5	MICA-PLAT-002 MICA-PLAT-003	SEL Mica Platform per Core 21 SEL Mica Platform per Core 3Y	\$2,077.00	K	31%	\$1,433.13	\$0.00					\$0.00		ZALONI
5	WIICH-I LAT-003	OLL MICA FIAMONTI PET COTE 31	\$2,077.00	11	3170	\$1,433.13	φυ.υυ	φυ.υυ	\$0.00	φυ.υι	φυ.υυ	φυ.υυ	φυ.υυ	ZALUNI