

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	FUS8PROC-K	SEL FUS8-PRO-C)	\$169.85	K	31%	\$117.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROPRO	SEL FUS8-PRO-PROMO)	\$159.99	K	31%	\$110.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROPRO-I	SEL FUS8-PRO-PROMO)	\$163.19	K	31%	\$112.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROPRO-K	SEL FUS8-PRO-PROMO)	\$136.87	K	31%	\$93.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROUGC	SEL FUS8-PRO-UG-C)	\$119.99	K	31%	\$82.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROUGC-I	SEL FUS8-PRO-UG-C)	\$122.39	K	31%	\$84.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	FUS8PROUGC-K	SEL FUS8-PRO-UG-C)	\$101.90	K	31%	\$70.31	\$0.00	\$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	\$0.00	\$0.00	VMWARE
5	H7AANN100UC-I	SEL HZ7-AVA-ENN100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AANN100UC-K	SEL HZ7-AVA-ENN100-UG-C)	\$27,217.39	K	31%	\$18,780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC100UC	SEL HZ7-ADC-ENC-100-UG-C)	\$19,250.00	K	31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	\$0.00	\$0.00	VMWARE
5	H7ACEC100UCV2-K	SEL HZ7-ADC-ENC-100-UG-C)	\$19,076.94	K	31%	\$13,163.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC100UC	SEL HZ7-ADC-ENC-10-UG-C)	\$1,925.00	K	31%	\$1,328.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ACEC100UC-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	\$0.00	VMWARE
5	H7ACEC100UCV2-K	SEL HZ7-ADC-ENC-10-UG-C)	\$1,907.69	K	31%	\$1,316.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC	SEL HZ7-AVE-ENC100-UG-C)	\$43,450.00	K	31%	\$29,980.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC-I	SEL HZ7-AVE-ENC100-UG-C)	\$45,405.25	K	31%	\$31,329.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEEC100GC-K	SEL HZ7-AVE-ENC100-UG-C)	\$43,002.76	K	31%	\$29,671.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEENC10GC	SEL HZ7-AVE-ENC10-UG-C)	\$4,345.00	K	31%	\$2,998.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEENC10GC-I	SEL HZ7-AVE-ENC10-UG-C)	\$4,540.53	K	31%	\$3,132.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEENC10GC-K	SEL HZ7-AVE-ENC10-UG-C)	\$4,300.28	K	31%	\$2,967.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEN100UGC	SEL HZ7-AVE-ENN100-UG-C)	\$25,300.00	K	31%	\$17,457.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEN100UGC-I	SEL HZ7-AVE-ENN100-UG-C)	\$26,438.50	K	31%	\$18,242.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AEN100UGC-K	SEL HZ7-AVE-ENN100-UG-C)	\$25,023.01	K	31%	\$17,265.88	\$0.00	\$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	\$0.00	\$0.00	VMWARE
5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN100UCV2-K	SEL HZ7-ADN-ENN-100-UG-C)	\$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN100UC	SEL HZ7-ADN-ENN-10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN100UCV2-K	SEL HZ7-ADN-ENN-10-UG-C)	\$1,086.57	K	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEE100UC	SEL HZ7-AVE-ENN10-UG-C)	\$2,530.00	K	31%	\$1,745.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEE100UC-I	SEL HZ7-AVE-ENN10-UG-C)	\$2,643.85	K	31%	\$1,824.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEE100UC-K	SEL HZ7-AVE-ENN10-UG-C)	\$2,502.30	K	31%	\$1,726.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEN100UC	SEL HZ7-AVA-ENN10-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEN100UC-I	SEL HZ7-AVA-ENN10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVEN100UC-K	SEL HZ7-AVA-ENN10-UG-C)	\$2,721.74	K	31%	\$1,878.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC-I	SEL HZ7-AVS-ENC100-UG-C)	\$55,750.75	K	31%	\$38,468.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC-K	SEL HZ7-AVS-ENC100-UG-C)	\$52,842.08	K	31%	\$36,461.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC	SEL HZ7-AVA-ENC10-UG-C)	\$4,675.00	K	31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC-I	SEL HZ7-AVA-ENC10-UG-C)	\$4,885.38	K	31%	\$3,370.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVENC100UC-K	SEL HZ7-AVA-ENC10-UG-C)	\$4,625.89	K	31%	\$3,191.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVNN100UC	SEL HZ7-AVS-ENN10-UG-C)	\$3,190.00	K	31%	\$2,201.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVNN100UC-I	SEL HZ7-AVS-ENN10-UG-C)	\$3,333.55	K	31%	\$2,300.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVNN100UC-K	SEL HZ7-AVS-ENN10-UG-C)	\$3,160.61	K	31%	\$2,180.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7AVSEC10GC	SEL HZ7-AVS-ENC10-UG-C)	\$5,335.00	K	31%	\$3,681.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	VMWARE
5	H7AVSEC10GC-K	SEL HZ7-AVS-ENC10-UG-C)	\$5,284.21	K	31%	\$3,646.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7E100ERCUC	SEL HZ7-E100-AERC-UG-C)	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7E100ERCUC-I	SEL HZ7-E100-AERC-UG-C)	\$14,368.75	K	31%	\$9,914.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7E100ERCUC-K	SEL HZ7-E100-AERC-UG-C)	\$13,626.39	K	31%	\$9,402.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EASD100UCV2-K	SEL HZ7-ENTA-STD100-UG-C)	\$9,874.71	K	31%	\$6,813.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UC	SEL HZ7-EAD-STD100-UG-C)	\$17,500.00	K	31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UC-I	SEL HZ7-EAD-STD100-UG-C)	\$18,287.50	K	31%	\$12,618.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UCV2-K	SEL HZ7-EAD-STD100-UG-C)	\$17,307.28	K	31%	\$11,942.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UC	SEL HZ7-EAD-STD10-UG-C)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UC-I	SEL HZ7-EAD-STD10-UG-C)	\$1,828.75	K	31%	\$1,261.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UCV2-K	SEL HZ7-EAD-STD10-UG-C)	\$1,730.73	K	31%	\$1,194.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA100UC	SEL HZ7-ENTA-STD100-UG-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA100UC-I	SEL HZ7-ENTA-STD100-UG-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA100UC	SEL HZ7-ENTA-STD10-UG-C)	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA100UC-I	SEL HZ7-ENTA-STD10-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENASDA100UCV2-K	SEL HZ7-ENTA-STD10-UG-C)	\$987.47	K	31%	\$681.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UC	SEL HZ7-ENN-ENC-100-UG-C)	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UC-I	SEL HZ7-ENN-ENC-100-UG-C)	\$25,863.75	K	31%	\$17,845.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UCV2-K	SEL HZ7-ENN-ENC-100-UG-C)	\$24,527.50	K	31%	\$16,923.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UC	SEL HZ7-ENN-ENC-10-UG-C)	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UC-I	SEL HZ7-ENN-ENC-10-UG-C)	\$2,586.38	K	31%	\$1,784.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ENEC100UCV2-K	SEL HZ7-ENN-ENC-10-UG-C)	\$2,452.75	K	31%	\$1,692.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC	SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00	K	31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC-I	SEL HZ7-LXC-ENC-100-UG-C)	\$51,425.00	K	31%	\$35,483.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC-K	SEL HZ7-LXC-ENC-100-UG-C)	\$47,108.37	K	31%	\$32,504.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC	SEL HZ7-LXC-ENC-10-UG-C)	\$4,675.00	K	31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC-I	SEL HZ7-LXC-ENC-10-UG-C)	\$5,142.50	K	31%	\$3,548.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC100UC-K	SEL HZ7-LXC-ENC-10-UG-C)	\$4,710.84	K	31%	\$3,250.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAC100UC	SEL HZ7-MRG-ADC-100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)			
5	H7MGAC100UC-I	SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAC100UCV2-K	SEL HZ7-MRG-ADC-100-UG-C)	\$27,217.39	K	31%	\$18,780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAC100UC	SEL HZ7-MRG-ADC-10-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAC100UC-I	SEL HZ7-MRG-ADC-10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAC100UCV2-K	SEL HZ7-MRG-ADC-10-UG-C)	\$2,721.74	K	31%	\$1,878.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN100UC	SEL HZ7-MRG-ADN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN100UC-I	SEL HZ7-MRG-ADN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN100UCV2-K	SEL HZ7-MRG-ADN-100-UG-C)	\$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN100UC	SEL HZ7-MRG-ADN-10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN100UC-I	SEL HZ7-MRG-ADN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MGAN100UCV2-K	SEL HZ7-MRG-ADN-10-UG-C)	\$1,086.57	K	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UC	SEL HZ7-MRG-ADC-100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UC-I	SEL HZ7-MGP-ADC-100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UCV2-K	SEL HZ7-MGP-ADC-100-UG-C)	\$27,217.39	K	31%	\$18,780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UC	SEL HZ7-MGP-ADC-10-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UC-I	SEL HZ7-MGP-ADC-10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UCV2-K	SEL HZ7-MGP-ADC-10-UG-C)	\$2,721.74	K	31%	\$1,878.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN100UC	SEL HZ7-MGP-ADN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN100UC-I	SEL HZ7-MGP-ADN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN100UCV2-K	SEL HZ7-MGP-ADN-100-UG-C)	\$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN100UC	SEL HZ7-MGP-ADN-10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN100UC-I	SEL HZ7-MGP-ADN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAN100UCV2-K	SEL HZ7-MGP-ADN-10-UG-C)	\$1,086.57	K	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UC	SEL HZ7-ST-ADC-100-UG-C)	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UC-I	SEL HZ7-ST-ADC-100-UG-C)	\$17,242.50	K	31%	\$11,897.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UCV2-K	SEL HZ7-ST-ADC-100-UG-C)	\$16,316.27	K	31%	\$11,258.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UC	SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UC-I	SEL HZ7-ST-ADC-10-UG-C)	\$1,724.25	K	31%	\$1,189.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC100UCV2-K	SEL HZ7-ST-ADC-10-UG-C)	\$1,631.63	K	31%	\$1,125.82	\$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	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C)	\$37,358.75	K	31%	\$25,777.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SENC100UCV2-K	SEL HZ7-ST-ENC-100-UG-C)	\$35,428.61	K	31%	\$24,445.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SENC100UC	SEL HZ7-ST-ENC-10-UG-C)	\$3,575.00	K	31%	\$2,466.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SENC100UC-I	SEL HZ7-ST-ENC-10-UG-C)	\$3,735.88	K	31%	\$2,577.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SENC100UCV2-K	SEL HZ7-ST-ENC-10-UG-C)	\$3,542.86	K	31%	\$2,444.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD100-UG-C)	\$7,000.00	K	31%	\$4,830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UC-I	SEL HZ7-STDA-STD100-UG-C)	\$7,315.00	K	31%	\$5,047.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UCV2-K	SEL HZ7-STDA-STD100-UG-C)	\$6,933.53	K	31%	\$4,784.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD10-UG-C)	\$700.00	K	31%	\$483.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UC-I	SEL HZ7-STDA-STD10-UG-C)	\$731.50	K	31%	\$504.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UCV2-K	SEL HZ7-STDA-STD10-UG-C)	\$693.35	K	31%	\$478.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TAST100UC	SEL HZ7-TAC-STA100-UG-C)	\$17,100.00	K	31%	\$11,799.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C)	\$17,869.50	K	31%	\$12,329.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TAST100UCV2-K	SEL HZ7-TAC-STA100-UG-C)	\$16,953.35	K	31%	\$11,697.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TCST10GC	SEL HZ7-TCL-STA10-UG-C)	\$1,700.00	K	31%	\$1,173.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C)	\$1,776.50	K	31%	\$1,225.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TCST10GC-K	SEL HZ7-TCL-STA10-UG-C)	\$1,681.18	K	31%	\$1,160.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7THIST100UC	SEL HZ7-THIN-ST100-UG-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7THIST100UCV2-K	SEL HZ7-THIN-ST100-UG-C)	\$19,784.81	K	31%	\$13,651.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TPOS10UC	SEL HZ7-TPRO-ST10-UG-C)	\$2,100.00	K	31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TPOS10UC-I	SEL HZ7-TPRO-ST10-UG-C)	\$2,194.50	K	31%	\$1,514.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7TPOS10UCV2-K	SEL HZ7-TPRO-ST10-UG-C)	\$2,077.58	K	31%	\$1,433.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC100UC	SEL HZ7-UJEM-ENC-100-UG-C)	\$52,500.00	K	31%	\$36,225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC100UC-I	SEL HZ7-UJEM-ENC-100-UG-C)	\$54,862.50	K	31%	\$37,855.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC100UC-K	SEL HZ7-UJEM-ENC-100-UG-C)	\$51,992.64	K	31%	\$35,874.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC10UC	SEL HZ7-UJEM-ENC-10-UG-C)	\$5,250.00	K	31%	\$3,622.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC10UC-I	SEL HZ7-UJEM-ENC-10-UG-C)	\$5,486.25	K	31%	\$3,785.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC10UC-K	SEL HZ7-UJEM-ENC-10-UG-C)	\$5,199.26	K	31%	\$3,587.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENN100UC	SEL HZ7-UJEM-ENN-100-UG-C)	\$32,000.00	K	31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENN100UC-I	SEL HZ7-UJEM-ENN-100-UG-C)	\$33,440.00	K	31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENN100UC-K	SEL HZ7-UJEM-ENN-100-UG-C)	\$31,676.93	K	31%	\$21,857.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENN10UC	SEL HZ7-UJEM-ENN-10-UG-C)	\$3,200.00	K	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENN10UC-I	SEL HZ7-UJEM-ENN-10-UG-C)	\$3,344.00	K	31%	\$2,307.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENN10UC-K	SEL HZ7-UJEM-ENN-10-UG-C)	\$3,167.69	K	31%	\$2,185.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC100UC	SEL HZ7-VAD-ADC-100-UG-C)	\$23,000.00	K	31%	\$15,870.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC100UC-I	SEL HZ7-VAD-ADC-100-UG-C)	\$24,035.00	K	31%	\$16,584.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC100UCV2-K	SEL HZ7-VAD-ADC-100-UG-C)	\$22,757.84	K	31%	\$15,702.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC10UC	SEL HZ7-VAD-ADC-10-UG-C)	\$2,300.00	K	31%	\$1,587.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC10UC-I	SEL HZ7-VAD-ADC-10-UG-C)	\$2,403.50	K	31%	\$1,658.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAAC10UCV2-K	SEL HZ7-VAD-ADC-10-UG-C)	\$2,275.78	K	31%	\$1,570.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC100UC	SEL HZ7-VAD-ENC-100-UG-C)	\$42,250.00	K	31%	\$29,152.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C)	\$44,151.25	K	31%	\$30,464.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC100UCV2-K	SEL HZ7-VAD-ENC-100-UG-C)	\$41,870.18	K	31%	\$28,890.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC10UC	SEL HZ7-VAD-ENC-10-UG-C)	\$4,225.00	K	31%	\$2,915.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13	K	31%	\$3,046.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC10UCV2-K	SEL HZ7-VAD-ENC-10-UG-C)	\$4,187.02	K	31%	\$2,889.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	H7VANC100UC	SEL HZ7-AVA-ENC100-UG-C)	\$46,750.00	K	31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C)	\$48,853.75	K	31%	\$33,709.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VANC100UC-K	SEL HZ7-AVA-ENC100-UG-C)	\$46,258.94	K	31%	\$31,918.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VENS100UC-I	SEL HZ7-VENT-ST100-UG-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VENS100UCV2-K	SEL HZ7-VENT-ST100-UG-C)	\$9,874.71	K	31%	\$6,813.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VETS10UC	SEL HZ7-VENT-ST10-UG-C)	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VETS10UCV2-K	SEL HZ7-VENT-ST10-UG-C)	\$987.47	K	31%	\$681.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VSEN100GC	SEL HZ7-AVS-ENN100-UG-C)	\$31,900.00	K	31%	\$22,011.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VSEN100GC-I	SEL HZ7-AVS-ENN100-UG-C)	\$33,335.50	K	31%	\$23,001.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VSEN100GC-K	SEL HZ7-AVS-ENN100-UG-C)	\$31,606.14	K	31%	\$21,808.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD100UGC	SEL HZ7-WSP-ADN-100-UG-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD100UGC-I	SEL HZ7-WSP-ADN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD100UGC-K	SEL HZ7-WSP-ADN-100-UG-C)	\$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD10UGC	SEL HZ7-WSP-ADN-10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD10UGC-I	SEL HZ7-WSP-ADN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7WSAD10UGC-K	SEL HZ7-WSP-ADN-10-UG-C)	\$1,086.57	K	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HF8W12FXUC	SEL HZ-F8WS12-FLX-UG-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HF8W12FXUC-I	SEL HZ-F8WS12-FLX-UG-C)	\$104.50	K	31%	\$72.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HF8W12FXUC-K	SEL HZ-F8WS12-FLX-UG-C)	\$98.75	K	31%	\$68.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A100AERCC	SEL HZ7-A100-AERC-C)	\$30,000.00	K	31%	\$20,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A100AERCC-I	SEL HZ7-A100-AERC-C)	\$31,350.00	K	31%	\$21,631.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A100AERCC-K	SEL HZ7-A100-AERC-C)	\$29,694.91	K	31%	\$20,489.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A10AERCC	SEL HZ7-A10-AERC-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A10AERCC-I	SEL HZ7-A10-AERC-C)	\$3,135.00	K	31%	\$2,163.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7A10AERCC-K	SEL HZ7-A10-AERC-C)	\$2,989.49	K	31%	\$2,048.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC100C	SEL HZ7-ADC-100-C)	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC100C-I	SEL HZ7-ADC-100-C)	\$41,800.00	K	31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC100CV2-K	SEL HZ7-ADC-100-C)	\$39,605.01	K	31%	\$27,327.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC10C	SEL HZ7-ADC-10-C)	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC10C-I	SEL HZ7-ADC-10-C)	\$4,180.00	K	31%	\$2,884.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADC10CV2-K	SEL HZ7-ADC-10-C)	\$3,960.50	K	31%	\$2,732.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADN100C	SEL HZ7-ADN-100-C)	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADN100C-I	SEL HZ7-ADN-100-C)	\$26,125.00	K	31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADN100CV2-K	SEL HZ7-ADN-100-C)	\$24,739.86	K	31%	\$17,070.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADN10C	SEL HZ7-ADN-10-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,612.50	K	31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADN10CV2-K	SEL HZ7-ADN-10-C)	\$2,473.99	K	31%	\$1,707.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA100C	SEL HZ7-ADN-A100-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA100C-I	SEL HZ7-ADN-A100-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA100C-K	SEL HZ7-ADN-A100-C)	\$19,784.81	K	31%	\$13,651.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA10C	SEL HZ7-ADN-A10-C)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA10C-I	SEL HZ7-ADN-A10-C)	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ADNA10C-K	SEL HZ7-ADN-A10-C)	\$1,978.48	K	31%	\$1,365.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E100AERCC	SEL HZ7-E100-AERC-C)	\$42,500.00	K	31%	\$29,325.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E100AERCC-I	SEL HZ7-E100-AERC-C)	\$44,412.50	K	31%	\$30,644.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E100AERCC-K	SEL HZ7-E100-AERC-C)	\$42,082.54	K	31%	\$29,036.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCC	SEL HZ7-E10-AERC-C)	\$4,250.00	K	31%	\$2,932.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCC-I	SEL HZ7-E10-AERC-C)	\$4,441.25	K	31%	\$3,064.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCC-K	SEL HZ7-E10-AERC-C)	\$4,208.25	K	31%	\$2,903.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCUGC	SEL HZ7-E10-AERC-UG-C)	\$1,375.00	K	31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCUGC-I	SEL HZ7-E10-AERC-UG-C)	\$1,436.88	K	31%	\$991.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7E10AERCUGC-K	SEL HZ7-E10-AERC-UG-C)	\$1,362.64	K	31%	\$940.22	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC100C-I	SEL HZ7-ENC-100-C)	\$60,087.50	K	31%	\$41,460.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC100CV2-K	SEL HZ7-ENC-100-C)	\$56,947.69	K	31%	\$39,293.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC10C	SEL HZ7-ENC-10-C)	\$5,750.00	K	31%	\$3,967.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC10C-I	SEL HZ7-ENC-10-C)	\$6,008.75	K	31%	\$4,146.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENC10CV2-K	SEL HZ7-ENC-10-C)	\$5,694.77	K	31%	\$3,929.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN100C	SEL HZ7-ENN-100-C)	\$35,000.00	K	31%	\$24,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN100C-I	SEL HZ7-ENN-100-C)	\$36,575.00	K	31%	\$25,236.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN100CV2-K	SEL HZ7-ENN-100-C)	\$34,649.96	K	31%	\$23,908.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN10C	SEL HZ7-ENN-10-C)	\$3,500.00	K	31%	\$2,415.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN10C-I	SEL HZ7-ENN-10-C)	\$3,657.50	K	31%	\$2,523.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENN10CV2-K	SEL HZ7-ENN-10-C)	\$3,465.00	K	31%	\$2,390.85	\$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	VMWARE
5	HZ7ENNA100C-I	SEL HZ7-ENN-A100-C)	\$29,782.50	K	31%	\$20,549.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA100C-K	SEL HZ7-ENN-A100-C)	\$28,208.40	K	31%	\$19,463.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA100UGC	SEL HZ7-ENN-A100-UG-C)	\$9,350.00	K	31%	\$6,451.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA100UGC-I	SEL HZ7-ENN-A100-UG-C)	\$9,770.75	K	31%	\$6,741.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA100UGC-K	SEL HZ7-ENN-A100-UG-C)	\$9,237.63	K	31%	\$6,373.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA10C	SEL HZ7-ENN-A10-C)	\$2,850.00	K	31%	\$1,966.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA10C-I	SEL HZ7-ENN-A10-C)	\$2,978.25	K	31%	\$2,054.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA10C-K	SEL HZ7-ENN-A10-C)	\$2,820.84	K	31%	\$1,946.38	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7ENNA10UGC-I	SEL HZ7-ENN-A10-UG-C)	\$977.08	K	31%	\$674.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	HZ7ENNA10UGC-K	SEL HZ7-ENN-A10-UG-C)	\$923.76	K	31%	\$637.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7LXC100C	SEL HZ7-LXC-100-C)	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7LXC100C-I	SEL HZ7-LXC-100-C)	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7LXC100C-K	SEL HZ7-LXC-100-C)	\$15,112.90	K	31%	\$10,427.90	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7LXC10C-I	SEL HZ7-LXC-10-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7LXC10C-K	SEL HZ7-LXC-10-C)	\$1,511.29	K	31%	\$1,042.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD100C	SEL HZ7-STD-100-C)	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD100C-I	SEL HZ7-STD-100-C)	\$26,125.00	K	31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD100CV2-K	SEL HZ7-STD-100-C)	\$24,739.86	K	31%	\$17,070.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STD10C	SEL HZ7-STD-10-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$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	VMWARE
5	HZ7STD10CV2-K	SEL HZ7-STD-10-C)	\$2,473.99	K	31%	\$1,707.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STDA100C	SEL HZ7-STD-A100-C)	\$19,000.00	K	31%	\$13,110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STDA100C-I	SEL HZ7-STD-A100-C)	\$19,855.00	K	31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STDA100CV2-K	SEL HZ7-STD-A100-C)	\$18,793.80	K	31%	\$12,967.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STDA10C	SEL HZ7-STD-A10-C)	\$1,900.00	K	31%	\$1,311.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STDA10C-I	SEL HZ7-STD-A10-C)	\$1,985.50	K	31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZ7STDA10CV2-K	SEL HZ7-STD-A10-C)	\$1,879.38	K	31%	\$1,296.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZF7W11FXUC	SEL HZ-F7WS11-FLX-UG-C)	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZF7W11FXUC-I	SEL HZ-F7WS11-FLX-UG-C)	\$156.75	K	31%	\$108.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZF7W11FXUC-K	SEL HZ-F7WS11-FLX-UG-C)	\$148.30	K	31%	\$102.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX10C	SEL HZ-FLX-10-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX10C-I	SEL HZ-FLX-10-C)	\$2,612.50	K	31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX10CV2-K	SEL HZ-FLX-10-C)	\$2,473.99	K	31%	\$1,707.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX1C	SEL HZ-FLX-1-C)	\$250.00	K	31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX1C-I	SEL HZ-FLX-1-C)	\$261.25	K	31%	\$180.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLX1C-K	SEL HZ-FLX-1-C)	\$247.40	K	31%	\$170.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLXAD10C	SEL HZ-FLX-AD10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	HZFLXAD10CV2-K	SEL HZ-FLX-AD10-C)	\$1,482.98	K	31%	\$1,023.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP100C	SEL MGP-100-C)	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP100C-I	SEL MGP-100-C)	\$15,675.00	K	31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP100CV2-K	SEL MGP-100-C)	\$14,829.76	K	31%	\$10,232.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP10C	SEL MGP-10-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	MGP10CV2-K	SEL MGP-10-C)	\$1,482.98	K	31%	\$1,023.26	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENC100UC-K	SEL NX-ADV-ENTC100-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENTUC	SEL NX-ADV-ENT-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENTUC-I	SEL NX-ADV-ENT-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADENTUC-K	SEL NX-ADV-ENT-UG-C)	\$2,856.23	K	31%	\$1,970.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC	SEL NX-ADV-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC100C	SEL NX-ADVC-100-C)	\$9,000.00	K	31%	\$6,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC100C-I	SEL NX-ADVC-100-C)	\$10,530.00	K	31%	\$7,265.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC100C-K	SEL NX-ADVC-100-C)	\$9,379.20	K	31%	\$6,471.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC-I	SEL NX-ADV-C)	\$5,259.15	K	31%	\$3,628.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXADVC-K	SEL NX-ADV-C)	\$4,668.37	K	31%	\$3,221.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC	SEL NX-ENT-C)	\$6,995.00	K	31%	\$4,826.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC100C	SEL NX-ENTC-100-C)	\$14,000.00	K	31%	\$9,660.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC100C-K	SEL NX-ENTC-100-C)	\$14,546.61	K	31%	\$10,037.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC-I	SEL NX-ENT-C)	\$8,184.15	K	31%	\$5,647.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXENTC-K	SEL NX-ENT-C)	\$7,255.61	K	31%	\$5,006.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTADVUC	SEL NX-STD-ADV-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTADVUC-I	SEL NX-STD-ADV-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTADVUC-K	SEL NX-STD-ADV-UG-C)	\$2,856.23	K	31%	\$1,970.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTDC	SEL NX-STD-C)	\$1,995.00	K	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTDC-I	SEL NX-STD-C)	\$2,334.15	K	31%	\$1,610.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTDC-K	SEL NX-STD-C)	\$2,070.50	K	31%	\$1,428.65	\$0.00	\$0.00	\$0.00	\$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	NXSTETUGC-I	SEL NX-STD-ENT-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	NXSTETUGC-K	SEL NX-STD-ENT-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPAHLLCC	SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPAHLLCC-I	SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPAHLLCC-K	SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPATCLC	SEL PV-APATC-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPATCLC-I	SEL PV-APATC-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVAPATCLC-K	SEL PV-APATC-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVDEVSGC	SEL PV-DEVS-G-SUP-C)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVDEVSGC-I	SEL PV-DEVS-G-SUP-C)	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVDEVSGC-K	SEL PV-DEVS-G-SUP-C)	\$2,292.00	K	31%	\$1,581.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVDEVSLICC	SEL PV-DEVS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVDEVSLICC-I	SEL PV-DEVS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVDEVSLICC-K	SEL PV-DEVS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVRMQOSLC	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	PVRMQOSLC-I	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PVRMQOSLC-K	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PV-TCSS-C	SEL PV-TCSS-C)	\$2,600.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PV-TCSS-C-I	SEL PV-TCSS-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	PV-TCSS-C-K	SEL PV-TCSS-C)	\$2,865.00	K	31%	\$1,976.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6ADED10UC	SEL ST6-ADEN-D10-UG-C)	\$220.00	K	31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6ADED10UC-I	SEL ST6-ADEN-D10-UG-C)	\$257.40	K	31%	\$177.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6ADED10UC-K	SEL ST6-ADEN-D10-UG-C)	\$228.29	K	31%	\$157.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6AEN100UC	SEL ST6-ADEN-D100-UG-C)	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6AEN100UC-I	SEL ST6-ADEN-D100-UG-C)	\$2,574.00	K	31%	\$1,776.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6AEN100UC-K	SEL ST6-ADEN-D100-UG-C)	\$2,282.86	K	31%	\$1,575.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SAD100UC	SEL ST6-STAD-D100-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SAD100UC-I	SEL ST6-STAD-D100-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SAD100UC-K	SEL ST6-STAD-D100-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEN100UC	SEL ST6-STEN-D100-UG-C)	\$7,700.00	K	31%	\$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEN100UC-I	SEL ST6-STEN-D100-UG-C)	\$9,009.00	K	31%	\$6,216.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEN100UC-K	SEL ST6-STEN-D100-UG-C)	\$7,963.47	K	31%	\$5,494.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEND10UC	SEL ST6-STEN-D10-UG-C)	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEND10UC-I	SEL ST6-STEN-D10-UG-C)	\$900.90	K	31%	\$621.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	S6SEND10UC-K	SEL ST6-STEN-D10-UG-C)	\$796.35	K	31%	\$549.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITC	SEL SPP-CREDIT-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDIT-I	SEL SPP-CREDIT-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL1	SEL SPP-CREDIT-C-L1)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL1-I	SEL SPP-CREDIT-C-L1)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL2	SEL SPP-CREDIT-C-L2)	\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL2-I	SEL SPP-CREDIT-C-L2)	\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL3	SEL SPP-CREDIT-C-L3)	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL3-I	SEL SPP-CREDIT-C-L3)	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL4	SEL SPP-CREDIT-C-L4)	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SPPCREDITCL4-I	SEL SPP-CREDIT-C-L4)	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADC	SEL ST6-AD-C)	\$3,995.00	K	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	ST6ADC-K	SEL ST6-AD-C)	\$4,151.62	K	31%	\$2,864.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD100C-I	SEL ST6-AD-D100-C)	\$11,700.00	K	31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD100C-K	SEL ST6-AD-D100-C)	\$10,370.21	K	31%	\$7,155.44	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD10C-I	SEL ST6-AD-D10-C)	\$1,170.00	K	31%	\$807.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADD10C-K	SEL ST6-AD-D10-C)	\$1,037.02	K	31%	\$715.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ADENUGC-K	SEL ST6-AD-EN-UG-C)	\$1,716.57	K	31%	\$1,184.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENC	SEL ST6-EN-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENC-I	SEL ST6-EN-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6ENC-K	SEL ST6-EN-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END100C	SEL ST6-EN-D100-C)	\$12,000.00	K	31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$14,040.00	K	31%	\$9,687.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END100C-K	SEL ST6-EN-D100-C)	\$12,493.81	K	31%	\$8,620.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END100GC-I	SEL ST6-EN-D100-G-SSS-C)	\$2,948.40	K	31%	\$2,034.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END10C	SEL ST6-EN-D10-C)	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END10C-I	SEL ST6-EN-D10-C)	\$1,404.00	K	31%	\$968.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,249.38	K	31%	\$862.07	\$0.00	\$0.00	\$0.00	\$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	VMWARE
5	ST6RB25VMC-I	SEL ST6-RB-25VM-C)	\$14,625.00	K	31%	\$10,091.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RB25VMC-K	SEL ST6-RB-25VM-C)	\$12,989.31	K	31%	\$8,962.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RBAD25C	SEL ST6-RBAD-25-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RBAD25C-I	SEL ST6-RBAD-25-C)	\$23,400.00	K	31%	\$16,146.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6RBAD25C-K	SEL ST6-RBAD-25-C)	\$20,775.82	K	31%	\$14,335.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADD10UC	SEL ST6-STAD-D10-UG-C)	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADD10UC-I	SEL ST6-STAD-D10-UG-C)	\$643.50	K	31%	\$444.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADD10UC-K	SEL ST6-STAD-D10-UG-C)	\$570.89	K	31%	\$393.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADUC	SEL ST6-ST-AD-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADUC-I	SEL ST6-ST-AD-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STADUC-K	SEL ST6-ST-AD-UG-C)	\$1,716.57	K	31%	\$1,184.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STENUC	SEL ST6-ST-EN-UG-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STENUC-I	SEL ST6-ST-EN-UG-C)	\$3,861.00	K	31%	\$2,664.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6STENUC-K	SEL ST6-ST-EN-UG-C)	\$3,429.60	K	31%	\$2,366.42	\$0.00	\$0.00	\$0.00	\$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	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANBNC-K	SEL ST6-VSAN-BN-C)	\$15,537.62	K	31%	\$10,720.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANC	SEL ST6-VSAN-C)	\$2,495.00	K	31%	\$1,721.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C)	\$2,919.15	K	31%	\$2,014.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSANC-K	SEL ST6-VSAN-C)	\$2,594.32	K	31%	\$1,790.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSAVSANUGC	SEL ST6-VSA-VSAN-UG-C)	\$11,475.00	K	31%	\$7,917.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSAVSANUGC-I	SEL ST6-VSA-VSAN-UG-C)	\$13,425.75	K	31%	\$9,263.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSAVSANUGC-K	SEL ST6-VSA-VSAN-UG-C)	\$11,927.51	K	31%	\$8,229.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSDT100C	SEL ST6-VSDT100-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)			
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$5,850.00	K	31%	\$4,036.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSDT100C-K	SEL ST6-VSDT100-C)	\$5,192.19	K	31%	\$3,582.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSDT10C	SEL ST6-VSDT10-C)	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSDT10C-I	SEL ST6-VSDT10-C)	\$585.00	K	31%	\$403.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	ST6VSDT10C-K	SEL ST6-VSDT10-C)	\$519.22	K	31%	\$358.26	\$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	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STRBAD25UC-I	SEL ST6-RB-ADV-25-UG-C)	\$9,652.50	K	31%	\$6,660.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	STRBAD25UC-K	SEL ST6-RB-ADV-25-UG-C)	\$8,600.55	K	31%	\$5,934.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5100PKC	SEL THIN5-100PK-C)	\$1,900.00	K	31%	\$1,311.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)	\$1,985.50	K	31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5100PKC2-K	SEL THIN5-100PK-C)	\$1,879.38	K	31%	\$1,296.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5-STE-C	SEL THIN5-STE-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5-STE-C-I	SEL THIN5-STE-C)	\$5,225.00	K	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	THIN5STECV2-K	SEL THIN5-STE-C)	\$4,951.51	K	31%	\$3,416.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU100C	SEL UEM-CCU-100-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU100C-I	SEL UEM-CCU-100-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	UEMCCU100C-K	SEL UEM-CCU-100-C)	\$5,001.06	K	31%	\$3,450.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C	SEL UEM-CCU-10-C)	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C-I	SEL UEM-CCU-10-C)	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMCCU10C-K	SEL UEM-CCU-10-C)	\$500.11	K	31%	\$345.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU100C-K	SEL UEM-NU-100-C)	\$2,997.81	K	31%	\$2,068.49	\$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	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C)	\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C-K	SEL UEM-NU-10-C)	\$299.78	K	31%	\$206.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EEPLAUGC	SEL V6E-ES-EPL-AK-UG-C)	\$22,750.00	K	31%	\$15,697.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EEPLAUGC-I	SEL V6E-ES-EPL-AK-UG-C)	\$26,617.50	K	31%	\$18,366.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EEPLAUGC-K	SEL V6E-ES-EPL-AK-UG-C)	\$24,739.86	K	31%	\$17,070.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENEPLUPO	SEL V6E-ENT-EPL-UG-PRO)	\$340.00	K	31%	\$234.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENEPLUPO-I	SEL V6E-ENT-EPL-UG-PRO)	\$397.80	K	31%	\$274.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENEPLUPO-K	SEL V6E-ENT-EPL-UG-PRO)	\$369.86	K	31%	\$255.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENOEPLUC	SEL V6E-ENT-OEPL-UG-C)	\$1,675.00	K	31%	\$1,155.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENOEPLUC-I	SEL V6E-ENT-OEPL-UG-C)	\$1,959.75	K	31%	\$1,352.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENOEPLUC-K	SEL V6E-ENT-OEPL-UG-C)	\$1,737.81	K	31%	\$1,199.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENTEPLUC	SEL V6E-ENT-EPL-UG-C)	\$682.00	K	31%	\$470.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENTEPLUC-I	SEL V6E-ENT-EPL-UG-C)	\$797.94	K	31%	\$550.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ENTEPLUC-K	SEL V6E-ENT-EPL-UG-C)	\$739.72	K	31%	\$510.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EOEPUPRV2	SEL V6E-EN-OEPL-UG-PRO)	\$837.50	K	31%	\$577.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EOEPUPRV2-I	SEL V6E-EN-OEPL-UG-PRO)	\$979.88	K	31%	\$676.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EOEPUPRV2-K	SEL V6E-EN-OEPL-UG-PRO)	\$867.13	K	31%	\$598.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPLOELUC	SEL V6E-EPL-OEPL-UG-C)	\$990.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPLOELUC-I	SEL V6E-EPL-OEPL-UG-C)	\$1,158.30	K	31%	\$799.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPLOELUC-K	SEL V6E-EPL-OEPL-UG-C)	\$1,029.94	K	31%	\$710.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPOPLAKUC	SEL V6E-ESP-OEPL-AK-UG-C)	\$22,550.00	K	31%	\$15,559.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPOPLAKUC-I	SEL V6E-ESP-OEPL-AK-UG-C)	\$26,383.50	K	31%	\$18,204.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPOPLAKUC-K	SEL V6E-ESP-OEPL-AK-UG-C)	\$23,394.92	K	31%	\$16,142.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPSTDAUGC	SEL V6E-ESP-STD-AK-UG-C)	\$7,150.00	K	31%	\$4,933.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPSTDAUGC-I	SEL V6E-ESP-STD-AK-UG-C)	\$8,365.50	K	31%	\$5,772.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6EPSTDAUGC-K	SEL V6E-ESP-STD-AK-UG-C)	\$7,751.11	K	31%	\$5,348.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESEPLAKUC	SEL V6E-ES-OEPL-AK-UG-C)	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESEPLAKUC-I	SEL V6E-ES-OEPL-AK-UG-C)	\$28,957.50	K	31%	\$19,980.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESEPLAKUC-K	SEL V6E-ES-OEPL-AK-UG-C)	\$25,730.87	K	31%	\$17,754.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESPেলাUGC	SEL V6E-ESP-EPL-AK-UG-C)	\$20,350.00	K	31%	\$14,041.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESPেলাUGC-I	SEL V6E-ESP-EPL-AK-UG-C)	\$23,809.50	K	31%	\$16,428.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESPেলাUGC-K	SEL V6E-ESP-EPL-AK-UG-C)	\$22,120.76	K	31%	\$15,263.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESTDKUC	SEL V6E-ES-STD-AK-UG-C)	\$10,750.00	K	31%	\$7,417.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESTDKUC-I	SEL V6E-ES-STD-AK-UG-C)	\$12,577.50	K	31%	\$8,678.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6ESTDKUC-K	SEL V6E-ES-STD-AK-UG-C)	\$11,715.16	K	31%	\$8,083.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPOELUC	SEL V6E-HYP-OEPL-UG-C)	\$4,395.00	K	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPOELUC-I	SEL V6E-HYP-OEPL-UG-C)	\$5,142.15	K	31%	\$3,548.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPOELUC-K	SEL V6E-HYP-OEPL-UG-C)	\$4,562.19	K	31%	\$3,147.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPSTUGC	SEL V6E-HYP-STD-UG-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPSTUGC-I	SEL V6E-HYP-STD-UG-C)	\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HPSTUGC-K	SEL V6E-HYP-STD-UG-C)	\$1,079.49	K	31%	\$744.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HYEPLUC	SEL V6E-HYP-EPL-UG-C)	\$3,495.00	K	31%	\$2,411.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HYEPLUC-I	SEL V6E-HYP-EPL-UG-C)	\$4,089.15	K	31%	\$2,821.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6HYEPLUC-K	SEL V6E-HYP-EPL-UG-C)	\$3,804.77	K	31%	\$2,625.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6OENOEPLUC	SEL V6E-OENT-OEPL-UG-C)	\$850.00	K	31%	\$586.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6OENOEPLUC-I	SEL V6E-OENT-OEPL-UG-C)	\$994.50	K	31%	\$686.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6OENOEPLUC-K	SEL V6E-OENT-OEPL-UG-C)	\$881.29	K	31%	\$608.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6OENOEPLUC-I	SEL V6E-OENT-OEPL-UG-PRO)	\$423.50	K	31%	\$292.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6OENOEPLUC-I	SEL V6E-OENT-OEPL-UG-PRO)	\$495.50	K	31%	\$341.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6OENOEPLUC-K	SEL V6E-OENT-OEPL-UG-PRO)	\$439.94	K	31%	\$303.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6RBSAD25UC	SEL V6E-RBSTD-ADV25-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6RBSAD25UC-I	SEL V6E-RBSTD-ADV25-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6RBSAD25UC-K	SEL V6E-RBSTD-ADV25-UG-C)	\$1,794.44	K	31%	\$1,238.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	V6STDEPUGC	SEL V6S6-STD-OEPL-UG-C)	\$3,740.00	K	31%	\$2,580.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STDEPUGC-I	SEL V6S6-STD-OEPL-UG-C)	\$4,375.80	K	31%	\$3,019.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STDEPUGC-K	SEL V6S6-STD-OEPL-UG-C)	\$3,882.64	K	31%	\$2,679.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STEPLUC	SEL V6S6-STD-EPL-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V6STEPLUC-I	SEL V6S6-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	SEL V6S6-STD-EPL-UG-C)	\$2,990.73	K	31%	\$2,063.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ADENUC	SEL VR7-ADV-ENT-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ADENUC-I	SEL VR7-ADV-ENT-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ADENUC-K	SEL VR7-ADV-ENT-UG-C)	\$1,716.57	K	31%	\$1,184.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ATA25CV2-K	SEL VR7-ATAD25-C)	\$7,114.04	K	31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ATATEUCV2-K	SEL VR7-ATAD-ATEN-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7ATE25CV2-K	SEL VR7-ATEN25-C)	\$12,352.23	K	31%	\$8,523.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7BCCAUC	SEL VR7-BCLC-ADV-UG-C)	\$3,570.00	K	31%	\$2,463.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7BCCAUC-I	SEL VR7-BCLC-ADV-UG-C)	\$4,176.90	K	31%	\$2,882.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7BCCAUC-K	SEL VR7-BCLC-ADV-UG-C)	\$3,705.67	K	31%	\$2,556.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7BCCETUC	SEL VR7-BCLC-ENT-UG-C)	\$5,220.00	K	31%	\$3,601.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7BCCETUC-I	SEL VR7-BCLC-ENT-UG-C)	\$6,107.40	K	31%	\$4,214.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7BCCETUC-K	SEL VR7-BCLC-ENT-UG-C)	\$5,418.70	K	31%	\$3,738.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCADUC	SEL VR7-OSTDC-ADV-UG-C)	\$6,045.00	K	31%	\$4,171.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCADUC-I	SEL VR7-OSTDC-ADV-UG-C)	\$7,072.65	K	31%	\$4,880.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCADUC-K	SEL VR7-OSTDC-ADV-UG-C)	\$6,275.22	K	31%	\$4,329.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCENUC	SEL VR7-OSTDC-ENT-UG-C)	\$6,995.00	K	31%	\$4,826.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCENUC-I	SEL VR7-OSTDC-ENT-UG-C)	\$8,184.15	K	31%	\$5,647.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCENUC-K	SEL VR7-OSTDC-ENT-UG-C)	\$7,255.61	K	31%	\$5,006.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCSTUC	SEL VR7-OSTDC-STD-UG-C)	\$3,295.00	K	31%	\$2,273.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCSTUC-I	SEL VR7-OSTDC-STD-UG-C)	\$3,855.15	K	31%	\$2,660.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7OSTCSTUC-K	SEL VR7-OSTDC-STD-UG-C)	\$3,422.52	K	31%	\$2,361.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7STENUC	SEL VR7-STD-ENT-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7STENUC-I	SEL VR7-STD-ENT-UG-C)	\$5,148.00	K	31%	\$3,552.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7STENUC-K	SEL VR7-STD-ENT-UG-C)	\$4,569.26	K	31%	\$3,152.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWTLPDEV	SEL V-AWT-PL-DEV-C)	\$200.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VAWTLPV2-I	SEL V-AWT-PL-DEV-C)	\$200.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STD25C	SEL VCS6-STD25-C)	\$3,125.00	K	31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STD25C-I	SEL VCS6-STD25-C)	\$3,438.00	K	31%	\$2,372.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STD25C-K	SEL VCS6-STD25-C)	\$4,190.00	K	31%	\$2,891.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC-CMW-C	SEL VC-CMW-C)	\$400.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC-CMW-C-I	SEL VC-CMW-C)	\$44.00	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC-CMW-C-K	SEL VC-CMS-3P-SSS-C)	\$32.74	K	31%	\$22.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCEPICC	SEL VC-EPIC-C)	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCEPICC-I	SEL VC-EPIC-C)	\$70,200.00	K	31%	\$48,438.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCEPICC-K	SEL VC-EPIC-C)	\$62,327.46	K	31%	\$43,005.95	\$0.00	\$0.00	\$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	\$0.00	\$0.00	VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C)	\$1,749.15	K	31%	\$1,206.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,624.55	K	31%	\$1,120.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6FNSTUCV2	SEL VCS6-FND-STD-UG-C)	\$4,950.00	K	31%	\$3,415.50	\$0.00	\$0.00	\$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	\$0.00	\$0.00	VMWARE
5	VCS6FNSTUCV2-K	SEL VCS6-FND-STD-UG-C)	\$5,390.39	K	31%	\$3,719.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STDC-I	SEL VCS6-STD-C)	\$7,014.15	K	31%	\$4,839.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STDCV2	SEL VCS6-STD-C)	\$5,995.00	K	31%	\$4,136.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VC56STDCV2-K	SEL VCS6-STD-C)	\$6,522.97	K	31%	\$4,500.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625EC	SEL VC-SRM6-25E-C)	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625EC-I	SEL VC-SRM6-25E-C)	\$14,478.75	K	31%	\$9,990.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625EC-K	SEL VC-SRM6-25E-C)	\$12,847.74	K	31%	\$8,864.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625EUGC	SEL VC-SRM6-25E-UG-C)	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625EUGC-I	SEL VC-SRM6-25E-UG-C)	\$9,652.50	K	31%	\$6,660.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625EUGC-K	SEL VC-SRM6-25E-UG-C)	\$8,600.55	K	31%	\$5,934.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625SSC	SEL VC-SRM6-25S-C)	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625SSC-I	SEL VC-SRM6-25S-C)	\$5,703.75	K	31%	\$3,935.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSR625SSC-K	SEL VC-SRM6-25S-C)	\$5,064.77	K	31%	\$3,494.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25GSC	SEL VF-ADPRV25-G-SSS-C)	\$1,315.00	K	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25GSC-I	SEL VF-ADPRV25-G-SSS-C)	\$1,447.00	K	31%	\$998.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25GSC-K	SEL VF-ADPRV25-G-SSS-C)	\$1,507.00	K	31%	\$1,039.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25PSC	SEL VF-ADPRV25-P-SSS-C)	\$1,565.00	K	31%	\$1,079.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25PSC-I	SEL VF-ADPRV25-P-SSS-C)	\$1,722.00	K	31%	\$1,188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25PSC-K	SEL VF-ADPRV25-P-SSS-C)	\$1,793.00	K	31%	\$1,237.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADRA25PSC	SEL VF-ADRAU25-P-SSS-C)	\$2,345.00	K	31%	\$1,618.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADRA25PSC-I	SEL VF-ADRAU25-P-SSS-C)	\$2,580.00	K	31%	\$1,780.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADRA25PSC-K	SEL VF-ADRAU25-P-SSS-C)	\$2,687.00	K	31%	\$1,854.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADRAU25GS	SEL VF-ADRAU25-G-SSS-C)	\$1,970.00	K	31%	\$1,359.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADRAU25GS-I	SEL VF-ADRAU25-G-SSS-C)	\$2,167.00	K	31%	\$1,495.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADRAU25GS-K	SEL VF-ADRAU25-G-SSS-C)	\$2,257.00	K	31%	\$1,557.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFD225CV2-K	SEL VF-DD2-25VM-C)	\$19,501.66	K	31%	\$13,456.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFD225VMC-I	SEL VF-DD2-25VM-C)	\$21,937.50	K	31%	\$15,136.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFDEVLIC	SEL VF-DEV-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFHYPM5C	SEL VF-HYPM5-C)	\$360.00	K	31%	\$248.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFHYPM5C-I	SEL VF-HYPM5-C)	\$421.20	K	31%	\$290.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFHYPM5CV2-K	SEL VF-HYPM5-C)	\$374.11	K	31%	\$258.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)			
5	VMALSDAWCV2-I	SEL V-MAM-PL-SD-AW-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMALSDCV2-I	SEL V-MAM-PL-SD-C)	\$25.00	K	31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMAMPLSDAWC	SEL V-MAM-PL-SD-AW-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMAMPLSDC	SEL V-MAM-PL-SD-C)	\$25.00	K	31%	\$17.25	\$0.00	\$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	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-K	SEL V-MAW-PLL-D-C)	\$8.60	K	31%	\$5.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBLAWBCV2-I	SEL V-MBM-PL-AWB-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDGC	SEL V-MBM-OPL-D-G-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDGC-I	SEL V-MBM-OPL-D-G-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDGC-K	SEL V-MBM-OPL-D-G-C)	\$10.30	K	31%	\$7.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDPC	SEL V-MBM-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDPC-I	SEL V-MBM-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDPC-K	SEL V-MBM-OPL-D-P-C)	\$11.22	K	31%	\$7.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMPLAWBC	SEL V-MBM-PL-AWB-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMPLLDC	SEL V-MBM-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMPLLDC-K	SEL V-MBM-PLL-D-C)	\$17.24	K	31%	\$11.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSBSDLDE1YC	SEL V-MBSBDCL-DEV1Y-C)	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSBSCL1YCV2	SEL V-MASBSCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSBSCL1YCV2-I	SEL V-MASBSCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSBSCL1YCV2-K	SEL V-MASBSCL-DEV1Y-C)	\$5.17	K	31%	\$3.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSDCL1YCV2	SEL V-MASBDCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSDCL1YCV2-I	SEL V-MASBDCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSDCL1YCV2-K	SEL V-MASBDCL-DEV1Y-C)	\$5.17	K	31%	\$3.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSSSL1YCV2-I	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSSSLDE1YC	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD2GC	SEL V-OMS-OPL-D-2G-C)	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD2GC-I	SEL V-OMS-OPL-D-2G-C)	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD2GC-K	SEL V-OMS-OPL-D-2G-C)	\$80.34	K	31%	\$55.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD2PC	SEL V-OMS-OPL-D-2P-C)	\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD2PC-I	SEL V-OMS-OPL-D-2P-C)	\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD2PC-K	SEL V-OMS-OPL-D-2P-C)	\$84.59	K	31%	\$58.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3GC	SEL V-OMS-OPL-D-3G-C)	\$130.00	K	31%	\$89.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3GC-I	SEL V-OMS-OPL-D-3G-C)	\$130.00	K	31%	\$89.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3GC-K	SEL V-OMS-OPL-D-3G-C)	\$112.20	K	31%	\$77.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3PC	SEL V-OMS-OPL-D-3P-C)	\$138.00	K	31%	\$95.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3PC-I	SEL V-OMS-OPL-D-3P-C)	\$138.00	K	31%	\$95.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3PC-K	SEL V-OMS-OPL-D-3P-C)	\$118.57	K	31%	\$81.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLDGC	SEL V-OMS-OPL-D-G-C)	\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLDGC-I	SEL V-OMS-OPL-D-G-C)	\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLDGC-K	SEL V-OMS-OPL-D-G-C)	\$42.22	K	31%	\$29.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLDPC	SEL V-OMS-OPL-D-P-C)	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLDPC-I	SEL V-OMS-OPL-D-P-C)	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLDPC-K	SEL V-OMS-OPL-D-P-C)	\$44.77	K	31%	\$30.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLDEV	SEL V-OMS-PL-DEV-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLLDC	SEL V-OMS-PLL-D-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLLDC-I	SEL V-OMS-PLL-D-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLLDC-K	SEL V-OMS-PLL-D-C)	\$60.27	K	31%	\$41.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLLUC	SEL V-OMS-PLL-U-C)	\$140.00	K	31%	\$96.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSPLLUC-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	VOMSPLLUC-K	SEL V-OMS-PLL-U-C)	\$120.69	K	31%	\$83.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSAWTSPC	SEL V-PS-AWT-SP-C)	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSMCCSP	SEL V-PS-MCC-SP)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSMCCSP-I	SEL V-PS-MCC-SP)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSMCCSP-K	SEL V-PS-MCC-SP)	\$1,504.21	K	31%	\$1,037.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSPMGMADDON	SEL V-PS-PMGM-ADDON)	\$3,500.00	K	31%	\$2,415.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSPMGMADDON-I	SEL V-PS-PMGM-ADDON)	\$3,500.00	K	31%	\$2,415.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSPMGMADDON-K	SEL V-PS-PMGM-ADDON)	\$3,011.96	K	31%	\$2,078.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSVIDMAPPINT	SEL V-PS-VIDM-APPINT)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSVIDMAPPINT-I	SEL V-PS-VIDM-APPINT)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSVIDMAPPINT-K	SEL V-PS-VIDM-APPINT)	\$2,580.17	K	31%	\$1,780.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6OADVCC	SEL VR6-OADVC-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6OADVCC-I	SEL VR6-OADVC-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6OADVCC-K	SEL VR6-OADVC-C)	\$2,856.23	K	31%	\$1,970.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6OSTCC	SEL VR6-OSTC-C)	\$1,250.00	K	31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6OSTCC-I	SEL VR6-OSTC-C)	\$1,462.50	K	31%	\$1,009.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6OSTCC-K	SEL VR6-OSTC-C)	\$1,298.93	K	31%	\$896.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6VU100C	SEL VR6-VU100-C)	\$7,500.00	K	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6VU100C-I	SEL VR6-VU100-C)	\$8,775.00	K	31%	\$6,054.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C)	\$7,821.90	K	31%	\$5,397.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6VU10C	SEL VR6-VU10-C)	\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6VU10C-I	SEL VR6-VU10-C)	\$877.50	K	31%	\$605.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR6VU10C-K	SEL VR6-VU10-C)	\$782.19	K	31%	\$539.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ADV	SEL VR7-ADV-C)	\$6,245.00	K	31%	\$4,309.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ADV-I	SEL VR7-ADV-C)	\$7,306.65	K	31%	\$5,041.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ADV-K	SEL VR7-ADV-C)	\$6,487.58	K	31%	\$4,476.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	
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	SEL VR7-ATAD25-C)	\$8,043.75	K	31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATATENUCV2	SEL VR7-ATAD-ATEN-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATATENUCV2-I	SEL VR7-ATAD-ATEN-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATEN25CV2	SEL VR7-ATEN25-C)	\$11,875.00	K	31%	\$8,193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$13,893.75	K	31%	\$9,586.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,325.00	K	31%	\$2,294.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7AUTDT25C-I	SEL VR7-AUTDT25-C)	\$3,890.25	K	31%	\$2,684.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7AUTDT25C-K	SEL VR7-AUTDT25-C)	\$3,450.84	K	31%	\$2,381.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7BCLOENTUGC	SEL VR7-BCLO-ENT-UG-C)	\$3,020.00	K	31%	\$2,083.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7BCLOENTUGC-I	SEL VR7-BCLO-ENT-UG-C)	\$3,533.40	K	31%	\$2,438.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7BCLOENTUGC-K	SEL VR7-BCLO-ENT-UG-C)	\$3,139.38	K	31%	\$2,166.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ENTC	SEL VR7-ENT-C)	\$7,745.00	K	31%	\$5,344.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ENTC-I	SEL VR7-ENT-C)	\$9,061.65	K	31%	\$6,252.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ENTC-K	SEL VR7-ENT-C)	\$8,034.26	K	31%	\$5,543.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CAVUC	SEL VR7-LIS4C-ADV-UG-C)	\$5,220.00	K	31%	\$3,601.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CAVUC-I	SEL VR7-LIS4C-ADV-UG-C)	\$6,107.40	K	31%	\$4,214.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CAVUC-K	SEL VR7-LIS4C-ADV-UG-C)	\$5,418.70	K	31%	\$3,738.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CENUC	SEL VR7-LIS4C-ENT-UG-C)	\$6,870.00	K	31%	\$4,740.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CENUC-I	SEL VR7-LIS4C-ENT-UG-C)	\$8,037.90	K	31%	\$5,546.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CENUC-K	SEL VR7-LIS4C-ENT-UG-C)	\$7,114.04	K	31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CSTUC	SEL VR7-LIS4C-STD-UG-C)	\$2,470.00	K	31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CSTUC-I	SEL VR7-LIS4C-STD-UG-C)	\$2,889.90	K	31%	\$1,994.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4CSTUC-K	SEL VR7-LIS4C-STD-UG-C)	\$2,566.01	K	31%	\$1,770.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4OAVUC	SEL VR7-LIS4O-ADV-UG-C)	\$1,370.00	K	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4OAVUC-I	SEL VR7-LIS4O-ADV-UG-C)	\$1,602.90	K	31%	\$1,106.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4OAVUC-K	SEL VR7-LIS4O-ADV-UG-C)	\$1,426.35	K	31%	\$984.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4OENUC	SEL VR7-LIS4O-ENT-UG-C)	\$3,020.00	K	31%	\$2,083.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4OENUC-I	SEL VR7-LIS4O-ENT-UG-C)	\$3,533.40	K	31%	\$2,438.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7L4OENUC-K	SEL VR7-LIS4O-ENT-UG-C)	\$3,139.38	K	31%	\$2,166.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCADUC	SEL VR7-OADVC-ADV-UG-C)	\$3,845.00	K	31%	\$2,653.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCADUC-I	SEL VR7-OADVC-ADV-UG-C)	\$4,498.65	K	31%	\$3,104.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCADUC-K	SEL VR7-OADVC-ADV-UG-C)	\$3,995.89	K	31%	\$2,757.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCENUC	SEL VR7-OADVC-ENT-UG-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCENUC-I	SEL VR7-OADVC-ENT-UG-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCENUC-K	SEL VR7-OADVC-ENT-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCSTUC	SEL VR7-OADVC-STD-UG-C)	\$1,095.00	K	31%	\$755.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCSTUC-I	SEL VR7-OADVC-STD-UG-C)	\$1,281.15	K	31%	\$883.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADCSTUC-K	SEL VR7-OADVC-STD-UG-C)	\$1,136.12	K	31%	\$783.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUC	SEL VR7-OSTC-ADV-UG-C)	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUC-I	SEL VR7-OSTC-ADV-UG-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUC-K	SEL VR7-OSTC-ADV-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUPRO	SEL VR7-OSTC-ADV-UG-PRO)	\$4,125.00	K	31%	\$2,846.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUPRO-I	SEL VR7-OSTC-ADV-UG-PRO)	\$4,826.25	K	31%	\$3,330.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTADUPRO-K	SEL VR7-OSTC-ADV-UG-PRO)	\$4,286.12	K	31%	\$2,957.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCADUPO	SEL VR7-OSTDC-ADV-UG-PRO)	\$4,535.00	K	31%	\$3,129.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCADUPO-I	SEL VR7-OSTDC-ADV-UG-PRO)	\$5,305.95	K	31%	\$3,661.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCADUPO-K	SEL VR7-OSTDC-ADV-UG-PRO)	\$4,710.84	K	31%	\$3,250.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCENUPO	SEL VR7-OSTDC-ENT-UG-PRO)	\$5,245.00	K	31%	\$3,619.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCENUPO-I	SEL VR7-OSTDC-ENT-UG-PRO)	\$6,136.65	K	31%	\$4,234.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCENUPO-K	SEL VR7-OSTDC-ENT-UG-PRO)	\$5,447.02	K	31%	\$3,758.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCSTUPRO	SEL VR7-OSTDC-STD-UG-PRO)	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCSTUPRO-I	SEL VR7-OSTDC-STD-UG-PRO)	\$2,895.75	K	31%	\$1,998.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTCSTUPRO-K	SEL VR7-OSTDC-STD-UG-PRO)	\$2,573.09	K	31%	\$1,775.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUC	SEL VR7-OSTC-ENT-UG-C)	\$7,145.00	K	31%	\$4,930.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUC-I	SEL VR7-OSTC-ENT-UG-C)	\$8,359.65	K	31%	\$5,768.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUC-K	SEL VR7-OSTC-ENT-UG-C)	\$7,397.18	K	31%	\$5,104.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUPO	SEL VR7-OSTC-ENT-UG-PRO)	\$5,360.00	K	31%	\$3,698.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUPO-I	SEL VR7-OSTC-ENT-UG-PRO)	\$6,271.20	K	31%	\$4,327.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTENUPO-K	SEL VR7-OSTC-ENT-UG-PRO)	\$5,567.35	K	31%	\$3,841.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTSTUC	SEL VR7-OSTC-STD-UG-C)	\$2,745.00	K	31%	\$1,894.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTSTUC-I	SEL VR7-OSTC-STD-UG-C)	\$3,211.65	K	31%	\$2,216.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTSTUC-K	SEL VR7-OSTC-STD-UG-C)	\$2,849.15	K	31%	\$1,965.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTSTUPRO	SEL VR7-OSTC-STD-UG-PRO)	\$2,060.00	K	31%	\$1,421.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTSTUPRO-I	SEL VR7-OSTC-STD-UG-PRO)	\$2,410.20	K	31%	\$1,663.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OSTSTUPRO-K	SEL VR7-OSTC-STD-UG-PRO)	\$2,141.29	K	31%	\$1,477.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDADVUGC	SEL VR7-STD-ADV-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDADVUGC-I	SEL VR7-STD-ADV-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDADVUGC-K	SEL VR7-STD-ADV-UG-C)	\$2,856.23	K	31%	\$1,970.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDC	SEL VR7-STD-C)	\$3,745.00	K	31%	\$2,584.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDC-I	SEL VR7-STD-C)	\$4,381.65	K	31%	\$3,023.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7STDC-K	SEL VR7-STD-C)	\$3,889.71	K	31%	\$2,683.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVCC	SEL VR-BCLADVCC-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVCC-I	SEL VR-BCLADVCC-C)	\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVCC-C)	\$3,118.14	K	31%	\$2,151.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADV025C	SEL VR-BCLADV0-25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRBCLADV025C-I	SEL VR-BCLADV0-25-C)	\$5,850.00	K	31%	\$4,036.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	VRBCLADV025C-K	SEL VR-BCLADVO-25-C)	\$5,192.19	K	31%	\$3,582.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00	K	31%	\$3,760.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2CC-I	SEL VR-CODE2C-C)	\$6,376.50	K	31%	\$4,399.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2CC-K	SEL VR-CODE2C-C)	\$5,659.38	K	31%	\$3,904.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2OC	SEL VR-CODE2O-C)	\$545.00	K	31%	\$376.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2OC-I	SEL VR-CODE2O-C)	\$637.65	K	31%	\$439.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$565.94	K	31%	\$390.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRVLI4CPUC	SEL VR-LIS4-CPU-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRVLI4CPUC-I	SEL VR-LIS4-CPU-C)	\$1,755.00	K	31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRVLI4CPUC-K	SEL VR-LIS4-CPU-C)	\$1,560.84	K	31%	\$1,076.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRVLI4O25C	SEL VR-LIS4O-25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRVLI4O25C-I	SEL VR-LIS4O-25-C)	\$5,850.00	K	31%	\$4,036.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRVLI4O25C-K	SEL VR-LIS4O-25-C)	\$5,192.19	K	31%	\$3,582.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC	SEL VR-NI-ANXC-C)	\$1,245.00	K	31%	\$859.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-I	SEL VR-NI-ANXC-C)	\$1,456.65	K	31%	\$1,005.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VRNIANXCC-K	SEL VR-NI-ANXC-C)	\$1,291.85	K	31%	\$891.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ADV25C	SEL VR6-OADV25-C)	\$6,875.00	K	31%	\$4,743.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ADV25C-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	VMWARE
5	VR0ADV25C-K	SEL VR6-OADV25-C)	\$7,114.04	K	31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ADV0ENTUGC	SEL VR6-OADV-OENT-UG-C)	\$11,550.00	K	31%	\$7,969.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ADV0ENTUGC-I	SEL VR6-OADV-OENT-UG-C)	\$13,513.50	K	31%	\$9,324.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ADV0ENTUGC-K	SEL VR6-OADV-OENT-UG-C)	\$11,998.30	K	31%	\$8,278.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0AMADC	SEL VR-OAMAD-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0AMADC-I	SEL VR-OAMAD-C)	\$1,755.00	K	31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0AMADC-K	SEL VR-OAMAD-C)	\$1,560.84	K	31%	\$1,076.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ENT25C	SEL VR6-OENT25-C)	\$17,375.00	K	31%	\$11,988.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ENT25C-I	SEL VR6-OENT25-C)	\$20,328.75	K	31%	\$14,026.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0ENT25C-K	SEL VR6-OENT25-C)	\$18,015.15	K	31%	\$12,430.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STD25C	SEL VR6-OSTD25-C)	\$3,125.00	K	31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STD25C-I	SEL VR6-OSTD25-C)	\$3,656.25	K	31%	\$2,522.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STD25C-K	SEL VR6-OSTD25-C)	\$3,245.56	K	31%	\$2,239.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STDOADVUGC	SEL VR6-OSTD-OADV-UG-C)	\$4,125.00	K	31%	\$2,846.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STDOADVUGC-I	SEL VR6-OSTD-OADV-UG-C)	\$4,826.25	K	31%	\$3,330.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STDOADVUGC-K	SEL VR6-OSTD-OADV-UG-C)	\$4,286.12	K	31%	\$2,957.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STDOENTUGC	SEL VR6-OSTD-OENT-UG-C)	\$15,675.00	K	31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STDOENTUGC-I	SEL VR6-OSTD-OENT-UG-C)	\$18,339.75	K	31%	\$12,654.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR0STDOENTUGC-K	SEL VR6-OSTD-OENT-UG-C)	\$16,245.49	K	31%	\$11,209.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6DT100VMC	SEL VS6-DT100VM-C)	\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6DT100VMC-I	SEL VS6-DT100VM-C)	\$9,360.00	K	31%	\$6,458.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6DT100VMC-K	SEL VS6-DT100VM-C)	\$8,671.34	K	31%	\$5,983.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLAKC	SEL VS6-EPL-AK-C)	\$22,995.00	K	31%	\$15,866.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLAKC-I	SEL VS6-EPL-AK-C)	\$26,904.15	K	31%	\$18,563.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLAKC-K	SEL VS6-EPL-AK-C)	\$25,023.01	K	31%	\$17,265.88	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLC-I	SEL VS6-EPL-C)	\$4,089.15	K	31%	\$2,821.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6EPLC-K	SEL VS6-EPL-C)	\$3,804.77	K	31%	\$2,625.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESESPUGC	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESESPUGC-I	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESESPUGC-K	SEL VS6-ES-ESPL-UG-C)	\$4,788.70	K	31%	\$3,304.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPKITC	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPKITC-I	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPKITC-K	SEL VS6-ESP-KIT-C)	\$4,894.88	K	31%	\$3,377.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6OEPLC	SEL VS6-OEPL-C)	\$4,395.00	K	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6OEPLC-I	SEL VS6-OEPL-C)	\$5,142.15	K	31%	\$3,548.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6OEPLC-K	SEL VS6-OEPL-C)	\$4,562.19	K	31%	\$3,147.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBADV25C	SEL VS6-RBADV25-C)	\$4,500.00	K	31%	\$3,105.00	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBADV25C-K	SEL VS6-RBADV25-C)	\$4,894.88	K	31%	\$3,377.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBDST25C	SEL VS6-RBSTD25-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBDST25C-I	SEL VS6-RBSTD25-C)	\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6RBDST25C-K	SEL VS6-RBSTD25-C)	\$3,266.79	K	31%	\$2,254.09	\$0.00	\$0.00	\$0.00	\$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	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDAKC-I	SEL VS6-STD-AK-C)	\$12,864.15	K	31%	\$8,876.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDAKC-K	SEL VS6-STD-AK-C)	\$11,998.30	K	31%	\$8,278.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDC	SEL VS6-STD-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDC-K	SEL VS6-STD-C)	\$1,079.49	K	31%	\$744.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDGC	SEL V-TEL-OPL-D-G-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDGC-I	SEL V-TEL-OPL-D-G-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDGC-K	SEL V-TEL-OPL-D-G-C)	\$10.30	K	31%	\$7.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDPC	SEL V-TEL-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDPC-I	SEL V-TEL-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDPC-K	SEL V-TEL-OPL-D-P-C)	\$11.22	K	31%	\$7.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELPLLDC	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELPLLDC-I	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELPLLDC-K	SEL V-TEL-PLL-D-C)	\$17.24	K	31%	\$11.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTSDCL1YC2-I	SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)			
5	VTSDCLDE1YC	SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTSSCL1YCV2-I	SEL V-TCSBSCL-DEV1Y-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTSSCLDE1YC	SEL V-TCSBSCL-DEV1Y-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUGWESAPLLUC	SEL V-UG-WESA-PLL-U-C)	\$170.50	K	31%	\$117.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUGWESAPLLUC-I	SEL V-UG-WESA-PLL-U-C)	\$178.17	K	31%	\$122.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUGWESAPLLUC-K	SEL V-UG-WESA-PLL-U-C)	\$168.83	K	31%	\$116.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUGWESSPILLUC	SEL V-UG-WESS-PLL-U-C)	\$82.50	K	31%	\$56.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUGWESSPILLUC-I	SEL V-UG-WESS-PLL-U-C)	\$86.21	K	31%	\$59.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VUGWESSPILLUC-K	SEL V-UG-WESS-PLL-U-C)	\$81.76	K	31%	\$56.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VVIDPLLDLC	SEL V-VID-PLL-D-C)	\$30.00	K	31%	\$20.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VVIDPLLDLC-I	SEL V-VID-PLL-D-C)	\$30.00	K	31%	\$20.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VVIDPLLDLC-K	SEL V-VID-PLL-D-C)	\$25.80	K	31%	\$17.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAADPILLUC	SEL V-WOA-AD-PLL-U-C)	\$160.00	K	31%	\$110.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAADPILLUC-I	SEL V-WOA-AD-PLL-U-C)	\$167.20	K	31%	\$115.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAADPILLUC-K	SEL V-WOA-AD-PLL-U-C)	\$158.21	K	31%	\$109.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAPLLUC	SEL V-WOA-PLL-U-C)	\$230.00	K	31%	\$158.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAPLLUC-I	SEL V-WOA-PLL-U-C)	\$240.35	K	31%	\$165.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAPLLUC-K	SEL V-WOA-PLL-U-C)	\$227.58	K	31%	\$157.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLL10UC	SEL V-WOE-PLL-10U-C)	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLL10UC-I	SEL V-WOE-PLL-10U-C)	\$4,180.00	K	31%	\$2,884.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLL10UC-K	SEL V-WOE-PLL-10U-C)	\$3,960.50	K	31%	\$2,732.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLLUC	SEL V-WOE-PLL-U-C)	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLLUC-I	SEL V-WOE-PLL-U-C)	\$41,800.00	K	31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOEPLLUC-K	SEL V-WOE-PLL-U-C)	\$39,605.01	K	31%	\$27,327.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWUESPILLUC	SEL V-WOES-PLL-U-C)	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWUESPILLUC-I	SEL V-WOES-PLL-U-C)	\$78.38	K	31%	\$54.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWUESPILLUC-K	SEL V-WOES-PLL-U-C)	\$73.97	K	31%	\$51.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOSPLLUC	SEL V-WOS-PLL-U-C)	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOSPLLUC-I	SEL V-WOS-PLL-U-C)	\$156.75	K	31%	\$108.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOSPLLUC-K	SEL V-WOS-PLL-U-C)	\$148.30	K	31%	\$102.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWCE	SEL WS12-LW-CE)	\$249.99	K	31%	\$172.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWCE-I	SEL WS12-LW-CE)	\$254.99	K	31%	\$175.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWCE-K	SEL WS12-LW-CE)	\$212.32	K	31%	\$146.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWUGCE	SEL WS12-LW-UG-CE)	\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWUGCE-I	SEL WS12-LW-UG-CE)	\$152.99	K	31%	\$105.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12LWUGCE-K	SEL WS12-LW-UG-CE)	\$127.38	K	31%	\$87.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAY67UGC	SEL WS12-PLAY6-7-UG-C)	\$79.99	K	31%	\$55.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAY67UGC-I	SEL WS12-PLAY6-7-UG-C)	\$81.59	K	31%	\$56.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAY67UGC-K	SEL WS12-PLAY6-7-UG-C)	\$67.92	K	31%	\$46.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAYC	SEL WS12-PLAY-C)	\$103.49	K	31%	\$71.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAYC-I	SEL WS12-PLAY-C)	\$152.99	K	31%	\$105.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAYC-K	SEL WS12-PLAY-C)	\$127.38	K	31%	\$87.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAYUGCE	SEL WS12-PLAY-UG-CE)	\$99.99	K	31%	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAYUGCE-I	SEL WS12-PLAY-UG-CE)	\$101.99	K	31%	\$70.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAYUGCE-K	SEL WS12-PLAY-UG-CE)	\$84.91	K	31%	\$58.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VSC-OS-PIA-24-T0	SEL VTS-OS Prrm-IA 24 mo. 1TB	\$614.40	K	31%	\$423.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PIA-36-T0	SEL VTS-OS Prrm-IA 36 mo. 1TB	\$921.60	K	31%	\$635.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-24-T0	SEL VTS-OS Prrm 24 mo. 1TB	\$1,449.99	K	31%	\$1,000.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-24-T1	SEL VTS-OS Prrm 24 mo. 2-500TB	\$1,425.41	K	31%	\$983.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-24-T2	SEL VTS-OS Prrm 24 mo. 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	VSC-OS-PRM-24-T3	SEL VTS-OS Prrm 24 mo. 501-1000TB	\$1,376.26	K	31%	\$949.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-24-T4	SEL VTS-OS Prrm 24 mo. Over 1000TB	\$1,351.68	K	31%	\$932.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T0	SEL VTS-OS Prrm 36 mo. 1TB	\$2,174.98	K	31%	\$1,500.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T1	SEL VTS-OS Prrm 36 mo. 2-500TB	\$2,138.12	K	31%	\$1,475.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T2	SEL VTS-OS Prrm 36 mo. 51-500TB	\$2,101.25	K	31%	\$1,449.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T3	SEL VTS-OS Prrm 36 mo. 501-1000TB	\$2,064.39	K	31%	\$1,424.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-PRM-36-T4	SEL VTS-OS Prrm 36 mo. 1001TB+	\$2,027.52	K	31%	\$1,398.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-SIA-24-T0	SEL VTS-OS Sld-IA 24 mo. 1TB	\$307.20	K	31%	\$211.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-SIA-36-T0	SEL VTS-OS Sld-IA 36 mo. 1TB	\$460.80	K	31%	\$317.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T0	SEL VTS-OS Sld 24 mo. 1TB	\$737.28	K	31%	\$508.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T1	SEL VTS-OS Sld 24 mo. 2-500TB	\$725.00	K	31%	\$500.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T2	SEL VTS-OS Sld 24 mo. 51-500TB	\$712.71	K	31%	\$491.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T3	SEL VTS-OS Sld 24 mo. 501-1000TB	\$700.42	K	31%	\$483.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-24-T4	SEL VTS-OS Sld 24 mo. 1001TB+	\$688.13	K	31%	\$474.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-36-T0	SEL VTS-OS Sld 36 mo. 1TB	\$1,105.92	K	31%	\$763.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-36-T1	SEL VTS-OS Sld 36 mo. 2-500TB	\$1,087.49	K	31%	\$750.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-36-T2	SEL VTS-OS Sld 36 mo. 51-500TB	\$1,069.06	K	31%	\$737.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-36-T3	SEL VTS-OS Sld 36 mo. 501-1000TB	\$1,050.63	K	31%	\$724.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	VSC-OS-STD-36-T4	SEL VTS-OS Sld 36 mo. 1001TB+	\$1,032.20	K	31%	\$712.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VSC CLOUD SOFT
5	456-111-477	HCIA NP VSOM E+ 1CPU=IG	\$4,267.55	K	31%	\$2,944.61	\$1,066.89	\$938.86	\$0.00	\$0.00	\$0.00	\$1,066.89	VXRAIL SOFTWARE	
5	456-111-478	HCIA NP VSPH E+ 1CPU=IG	\$3,393.65	K	31%	\$2,341.62	\$848.41	\$746.60	\$0.00	\$0.00	\$0.00	\$848.41	VXRAIL SOFTWARE	
5	456-111-479	HCIA NP VSPH STD 1CPU=IG	\$966.15	K	31%	\$666.64	\$241.54	\$212.55	\$0.00	\$0.00	\$0.00	\$241.54	VXRAIL SOFTWARE	
5	456-111-480	HCIA NP VSPH ROBO ADV 25VM=IB	\$4,369.50	K	31%	\$3,014.96	\$1,092.38	\$961.29	\$0.00	\$0.00	\$0.00	\$1,092.38	VXRAIL SOFTWARE	
5	456-111-481	HCIA NP VSPH ROBO STD 25VM=IB	\$2,913.00	K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE	
5	456-111-482	HCIA NP VSPH DSKTP 100VM=IB	\$5,178.00	K	31%	\$3,559.92	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE	
5	456-111-483	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=IG	\$961.29	K	31%	\$663.29	\$240.32	\$211.48	\$0.00	\$0.00	\$0.00	\$240.32	VXRAIL SOFTWARE	
5	456-111-484	HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IC	\$3,631.54	K	31%	\$2,505.76	\$907.89	\$798.94	\$0.00	\$0.00	\$0.00	\$907.89	VXRAIL SOFTWARE	

EMC Contract MNWNC-109 3rd Party Price List
Effective January 1, 2017

BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE					RENEWAL	THIRD PARTY PRODUCT PARTNER
					NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
5	456-111-485	HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	K	31%	\$1,842.47	\$667.56	\$587.46	\$0.00	\$0.00	\$0.00	\$667.56	VXRAIL SOFTWARE
5	456-111-486	HCIA NP UPG VSPH ROBO STD TO ADV 25VM=	\$1,602.15	K	31%	\$1,105.48	\$400.54	\$352.47	\$0.00	\$0.00	\$0.00	\$400.54	VXRAIL SOFTWARE
5	456-111-487	HCIA UP VSOM E+ 1CPU=IG	\$4,267.55	K	31%	\$2,944.61	\$1,066.89	\$938.86	\$0.00	\$0.00	\$0.00	\$1,066.89	VXRAIL SOFTWARE
5	456-111-488	HCIA UP VSPH E+ 1CPU=IG	\$3,393.65	K	31%	\$2,341.62	\$848.41	\$746.60	\$0.00	\$0.00	\$0.00	\$848.41	VXRAIL SOFTWARE
5	456-111-489	HCIA UP VSPH STD 1CPU=IG	\$966.15	K	31%	\$666.64	\$241.54	\$212.55	\$0.00	\$0.00	\$0.00	\$241.54	VXRAIL SOFTWARE
5	456-111-490	HCIA UP VSPH ROBO ADV 25VM=IB	\$4,369.50	K	31%	\$3,014.96	\$1,092.38	\$961.29	\$0.00	\$0.00	\$0.00	\$1,092.38	VXRAIL SOFTWARE
5	456-111-491	HCIA UP VSPH ROBO STD 25VM=IB	\$2,913.00	K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-111-492	HCIA UP VSPH DSKTP 100VM=IB	\$7,768.00	K	31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00	\$0.00	\$0.00	\$1,942.00	VXRAIL SOFTWARE
5	456-111-493	HCIA UP UPG VSPH E+ TO VSOM E+ 1CPU=IG	\$961.29	K	31%	\$663.29	\$240.32	\$211.48	\$0.00	\$0.00	\$0.00	\$240.32	VXRAIL SOFTWARE
5	456-111-494	HCIA UP UPG VSPH STD TO VSOM E+ 1CPU=IC	\$3,631.54	K	31%	\$2,505.76	\$907.89	\$798.94	\$0.00	\$0.00	\$0.00	\$907.89	VXRAIL SOFTWARE
5	456-111-495	HCIA UP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	K	31%	\$1,842.47	\$667.56	\$587.46	\$0.00	\$0.00	\$0.00	\$667.56	VXRAIL SOFTWARE
5	456-111-496	HCIA UP UPG VSPH ROBO STD TO ADV 25VM=	\$1,602.15	K	31%	\$1,105.48	\$400.54	\$352.47	\$0.00	\$0.00	\$0.00	\$400.54	VXRAIL SOFTWARE
5	458-001-738	HCIA NP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	458-001-739	HCIA UP VxRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VXRAIL SOFTWARE
5	BEDROCK-001	SEL Bedrock Ingest/Mgmt per Core AIM 1Y	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	BEDROCK-002	SEL Bedrock Ingest/Mgmt Per Core AIM 2Y	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI
5	BEDROCK-003	SEL Bedrock Ingest/Mgmt per Core AIM 3Y	\$4,615.00	K	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ZALONI