					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	HSTDPILOT HSTDSNCEGG1	SEL-Socialite Pilot SEL-Socialite Engage on Demand	\$37,500.00 \$528.00	K K	31% 31%	\$25,875.00 \$364.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	HSTDSNCENB1	SEL-Socialite Enable on Demand	\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ACTIANCE
5	SCLTSDK1	SEL-Socialite SDK (requires enable)	\$125.00	K	31%	\$86.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE ACTIANCE
5 5	VTGBMBEIK1 VTGFINSUBBB1	SEL-VTG for Thompson Reuters icon import SEL-VTG for Bloomberg (IM only)	\$134.00 \$134.00	K K	31% 31%	\$92.46 \$92.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE
5	VTGFINSUBHC1	SEL-VTG for HubConnex	\$134.00	K	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ACTIANCE
5 5	VTGFINSUBIN1 VTGFINSUBIT1	SEL-VTG for INDI SEL-VTG for Pivot	\$134.00 \$134.00	K	31% 31%	\$92.46 \$92.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	VTGFINSUBMA1	SEL-VTG for MindAlign	\$134.00	ĸ	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5	VTGFINSUBRT1	SEL-VTG for Reuters Import	\$134.00	K	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5 5	VTGFINSUBYJ1 VTGRMB1	SEL-VTG for YellowJacket SEL-VTG for Reuters Active Comp. (IM)	\$134.00 \$158.00	K	31% 31%	\$92.46 \$109.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	VTGRMP1	SEL-VTG for Reuters Premium	\$158.00	ĸ	31%	\$109.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ACTIANCE
5 5	VTGSLYNCVOICE VTGSUBBBGMAIL	SEL-VTG for Lync Voice SEL - Vantage for Bloomberg	\$166.00 \$66.00	K K	31% 31%	\$114.54 \$45.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	VTGSUBESSBDL	SEL-VTG for Enterprise Social Bundle	\$75.00	K	31%	\$45.54 \$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5	VTGSUBLMTG1	SEL-LiveMeeting for OCS	\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5 5	VTGSUBOCSCAC1 VTGSUBOCSGC1	SEL-Call admission control-Lync/OCS SEL-Group chat compliance-Lync/OCS	\$16.00 \$16.00	K K	31% 31%	\$11.04 \$11.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	VTGSUBS1	SEL-VTG Security Signature Updates	\$13.00	ĸ	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5 5	VTGSUBSDK1 VTGSUBSTADV1	SEL-VTG for SDK SEL-SameTime Advanced	\$47.00 \$16.00	K K	31% 31%	\$32.43 \$11.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5 5	VTGSUBSTADVT	SEL-VTG for UC Bundle	\$75.00	K	31%	\$11.04 \$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5	VTGSWLBBY1	SEL-VTG for Blackberry	\$47.00	K	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ACTIANCE
5 5	VTGSWLIBM1 VTGSWLJBR1	SEL-VTG for IBM Connections SEL-VTG for Cisco IM & Presence	\$47.00 \$47.00	K	31% 31%	\$32.43 \$32.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	VTGSWLJIVE1	SEL-VTG for Jive	\$47.00	ĸ	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5	VTGSWLOCS1	SEL-VTG for Lync/OCS	\$47.00	K	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ACTIANCE
5 5	VTGSWLPIM1 VTGSWLSHPT1	SEL-VTG for Public IM (Yahoo, AOL, MSN) SEL-VTG for Sharepoint	\$47.00 \$47.00	K K	31% 31%	\$32.43 \$32.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ACTIANCE ACTIANCE
5	VTGSWLST1	SEL-VTG for SameTime	\$47.00	K	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ACTIANCE
5 5	EDRG-CLT00001-50 EDRG-CLT00051	SEL EDRG CLIENT, 1-50 USERS, PER SEAT SEL EDRG CLIENT, 51-200 USERS, PER SEAT	\$83.00 \$56.00	K K	31% 31%	\$57.27 \$38.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	EDRG-CLT00051	SEL EDRG CLIENT, 31-200 USERS, PER SEAT SEL EDRG CLIENT, 201-500 USERS, PER SEAT	\$51.00	K	31%	\$35.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	EDRG-CLT00501	SEL EDRG CLIENT, 501-1250 USERS PER SEAT	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5 5	EDRG-CLT01251 EDRG-FLT00001	SEL EDRG CLIENT 1251-3000 USERS PER SEAT SEL EDRG,1-50 USR, FLOAT,1YR LEASE	\$35.00 \$37.00	K	31% 31%	\$24.15 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	EDRG-FLT00051	SEL EDRG, 51-200 USR, FLOAT, 1YR LEASE	\$25.00	ĸ	31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	EDRG-FLT00201	SEL EDRG, 201-500 USR, FLOAT,1YR LEASE	\$23.00	K	31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5 5	EDRG-FLT00501 EDRG-FLT01251	SEL EDRG, 501-1250 USR, FLOAT,1YR LEASE SEL EDRG,1251+ USR, FLOAT,1YR LEASE	\$20.00 \$16.00	K K	31% 31%	\$13.80 \$11.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	ESEL-MISC-AMP	SELECT: MISC AMPLEXOR PRODUCT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	AMPLEXOR
5 5	MIFD-CLT0001 MIFD-CLT0051	SEL mylnsight CLIENT 1-50 USERS PER SEAT SEL mylnsightCLIENT 51-200 USERS PERSEAT	\$91.00 \$62.00	K	31% 31%	\$62.79 \$42.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	MIFD-CLT0201	SEL myInsightCLIENT 201-500USERS PERSEAT	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-CLT0501	SEL mylnsightCLIENT501-1250USERS PERSEAT	\$49.00 \$38.00	K	31%	\$33.81	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5 5	MIFD-CLT1251 MIFD-FLT00001	SEL myInsight CLIENT 1250+USERS PER SEAT SEL myInsight 1-50 USR FLOAT 1YR LEASE	\$38.00 \$41.00	K K	31% 31%	\$26.22 \$28.29	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-FLT00051	SEL mylnsight 51-200USR FLOAT 1YRLEASE	\$28.00	K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	AMPLEXOR
5 5	MIFD-FLT00201 MIFD-FLT00501	SEL myInsight 201-500 USR FLOAT 1YRLEASE SEL myInsight 501-1250USR FLOAT 1YRLEASE	\$25.00 \$22.00	K K	31% 31%	\$17.25 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	MIFD-FLT01251	SEL mylnsight 1251+ USR FLOAT 1YR LEASE	\$17.00	ĸ	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFDLS-APV	SEL myInsight forDCTM LS Approver ASL=UA	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5 5	MIFDLS-CTB MIFDLS-RED	SEL myInsight forDCTM LS ContributASL=UA SEL myInsight for DCTM LS Reader ASL=UA	\$75.00 \$38.00	K K	31% 31%	\$51.75 \$26.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		AMPLEXOR AMPLEXOR
5	CS1000HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN	\$144,000.00	K	31%	\$99,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	CS100HA-ISLN CS155HA-ISLN	SEL Aspera Cnct Svr-100 Mbps-HA-ISLN SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$48,000.00 \$66,000.00	K	31% 31%	\$33,120.00 \$45,540.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00	ĸ	31%	\$132,480.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	CS450HA-ISLN CS45HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$108,000.00 \$30.000.00	K	31% 31%	\$74,520.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	CS5000HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN SEL Aspera Cnct Svr-5 Gbps-HA-ISLN	\$240,000.00	K	31%	\$20,700.00 \$165,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	ES1000HA-ISLN	SEL Aspera Entrp Svr-1 Gbps-HA-ISLN	\$96,000.00	ĸ	31%	\$66,240.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ASPERA
5 5	ES100HA-ISLN ES155HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$32,000.00 \$44,000.00	K K	31% 31%	\$22,080.00 \$30,360.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	ES2400HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$128,000.00	K	31%	\$88,320.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	ES450HA-ISLN ES45HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$72,000.00 \$20,000.00	K K	31% 31%	\$49,680.00 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5 5	ES5000HA-ISLN	SEL Aspera Entro Svr-45 Mops-HA-ISLN SEL Aspera Entro Svr-5 Gbos-HA-ISLN	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5	CTFC-161E-M02	SEL ATTO 1Port 16Gb FC HBAw/Multipathing	\$1,895.00	K	31%	\$1,307.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ATTO
5 5	CTFC-162E-M02 CTFC-164F-M02	SEL ATTO 2Port 16Gb FC HBAw/Multipathing SEL ATTO 4Port 16Gb FC HBAw/Multipathing	\$2,495.00 \$4,995.00	K	31% 31%	\$1,721.55 \$3,446.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO ATTO
5	CTFC-81EN-M02	SEL ATTO 1Port 8Gb FC HBA w/Multipathing	\$1,315.00	K	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	CTFC-82EN-M02	SEL ATTO 2Port 8Gb FC HBAw/Multipathing	\$1,755.00	K	31%	\$1,210.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5 5	CTFC-84EN-M02 FFRM-NS11-000	SEL ATTO 4Port 8Gb FC HBA w/Multipathing SEL ATTO 1Port 10GbE NIC	\$3,295.00 \$895.00	K K	31% 31%	\$2,273.55 \$617.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO ATTO
5	FFRM-NS12-000	SEL ATTO 2Port 10GbE NIC	\$1,295.00	ĸ	31%	\$893.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ATTO
5 5	FFRM-NS14-000 FFRM-NT11-000	SEL ATTO 4Port 10GbE NIC SEL ATTO 1Port 10GBase-T NIC	\$2,345.00 \$745.00	K	31% 31%	\$1,618.05 \$514.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO ATTO
5	FFRM-NT12-000	SEL ATTO 2Port 10GBase-T NIC	\$745.00 \$895.00	K	31%	\$514.05 \$617.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5	INIT-MAC0-EM1	SEL ATTO Xtend SAN Mac iSCSI Initiator	\$215.00	K	31%	\$148.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ATTO
5 5	TLNS-2101-D00 TLNS-2102-D01	SEL Tbolt 2 to 10Gb Ethernet (1) SFP+mod SEL Tbolt 2 to 10Gb Ethernet (2)SFP+ mod	\$1,745.00 \$2,045.00	K K	31% 31%	\$1,204.05 \$1,411.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO ATTO
5	ESEL-MISC-AVI	SELECT: MISC AVI NETWORKS PRODUCT	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	AVI NETWORKS
5 5	BM-O-PVM-LCM BM-O-PVM-LCM-M	SEL BM VMW PI ORCL EM12c per unit SEL BM VMW PI ORCL EM12c ASM UNIT	\$1,846.00	K K	31% 31%	\$1,273.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-CIS-UCS	SEL BM VMW VROPS MP CIS UCS UNIT	\$353.00 \$538.00	K	31%	\$243.57 \$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-DELCOM	SEL BM VMW vROpsMP DELCOM UNIT	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BLUE MEDORA

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	BM-V-F5BIP-PE BM-V-F5BIP-VF	SEL BM VMW vROpsMP F5PIPPE UNIT SEL BM VMW vROpsMP F5PIPVE UNIT	\$4,777.00 \$892.00	K K	31% 31%	\$3,296.13 \$615.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-IBM-DB2	SEL BM VMW vROps MP DB2 UNIT	\$762.00	K	31%	\$525.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BLUE MEDORA
5 5	BM-V-ITM BM-V-LEN-COM	SEL BM VMW vROpsMP ITM UNIT SEL BM VMW vROpsMP LEN Com UNIT	\$34,615.00 \$538.00	K K	31% 31%	\$23,884.35 \$371.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-LEN-NET	SEL BM VMW vROpsMP LEN NET UNIT	\$1,615.00	K	31%	\$1,114.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BLUE MEDORA
5	BM-V-MS-SQL BM-V-OEM-ENT	SEL BM VMW vROpsMP MS SQL UNIT SEL BM VMW vCOps MP ORCL EM	\$762.00 \$34,615.00	K K	31% 31%	\$525.78 \$23,884.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-OEM-ENT-M	SEL BM VMW vCOps MP ORCL EM ASM	\$5,882.00	K	31%	\$4,058.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BLUE MEDORA
5 5	BM-V-PGSQL BM-V-SAP	SEL BM VMW vROpsMP PGSQL UNIT SEL BM VMW vROps MP SAP UNIT	\$762.00 \$1,923.00	K K	31% 31%	\$525.78 \$1,326.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-SAP-CCMS-M	SEL BM VMW vCOps MP SAP CCMS ASM UNIT	\$353.00	ĸ	31%	\$243.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BLUE MEDORA
5 5	BM-V-SAP-HANA BM-V-SAP-HANA-M	SEL BM VMW vROps MP SAP HANA UNIT SEL BM VMW vCOps MP SAP HANA ASM UNIT	\$1,923.00 \$353.00	K	31% 31%	\$1,326.87 \$243.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BLUE MEDORA BLUE MEDORA
5	BM-V-XEN-DT	SEL BM VMW vCOps MP Xen XenApp DT 100ct	\$6,154.00	ĸ	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BLUE MEDORA
5 5	BR-AMP-UPG-01 EM-1010-0010	SEL ANALYTICS MONITORING PLATFORM,24 SFP SEL SINGLE PORT CNA (OPT)	\$499,800.00 \$2,252.00	K K	31% 31%	\$344,862.00 \$1,553.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
5	EM-1010-1010	SEL SINGLE PORT CNA (COP)	\$1,523.00	K	31%	\$1,050.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE
5 5	EM-1020-0010 EM-1020-1010	SEL DUAL PORT CNA (OPT) SEL DUAL PORT CNA (COP)	\$3,350.00 \$2,086.00	K K	31% 31%	\$2,311.50 \$1,439.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
5	EM-1860-1C00	SEL 1860-1C 1PORT NO SFP	\$1,466.00	K	31%	\$1,011.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE
5 5	EM-1860-1F00 EM-1860-1P00	SEL 1860-1F 1PORT 16GB SFP SEL 1860-1P 1PORT 10GB SFP	\$2,001.00 \$1,784.00	K K	31% 31%	\$1,380.69 \$1,230.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
5	EM-1860-2C00	SEL 1860-2C 2PORT NO SFPS	\$2,052.00	K	31%	\$1,415.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	EM-1860-2F00 EM-1860-2P00	SEL 1860-2F 2PORTS 16GB SFPS SEL 1860-2P 2PORTS 10GB SFPS	\$3,123.00 \$2,689.00	K K	31% 31%	\$2,154.87 \$1,855.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
5	EM-415-0010	SEL 415 FC HBA SINGLE PORT 4GBPS	\$1,150.00	K	31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE
5 5	EM-425-0010 EM-815-0010	SEL 425 FC HBA DUAL PORT 4GBPS SEL 815 FC HBA SINGLE PORT 8GBPS	\$1,650.00 \$1,450.00	K K	31% 31%	\$1,138.50 \$1,000.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE
5	EM-825-0010	SEL 825 FC HBA DUAL PORT 8GBPS	\$2,050.00	K	31% 31%	\$1,414.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5 5	XBR-R000294 1008-1-LIC-2PPLS	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KIT SEL Upgrades ADX 1008x-1 TO ADX 1016x-2	\$315.00 \$12,600.00	K K	31%	\$217.35 \$8,694.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE BROCADE ETHERNET
5	1016-2-LIC-4P	SEL Upgrades ADX 1016x-2 TO ADX 1016x-4	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	1016-2-LIC-4P10G 1016-4-LIC-10G	SEL Upgrades ADX 1016x-2 TO ADX 1216x-4 SEL Upgrades ADX 1016x-4 TO ADX 1216x-4	\$14,300.00 \$8,800.00	K K	31% 31%	\$9,867.00 \$6,072.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	10G-SFPP-LRM	SEL 10GBASE-LRM 1310NM SFP+ (LC) TAR	\$1,495.00	K	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	10G-SFPP-TWX0101 10G-SFPP-TWX0301	SEL DIRECT ATTACH SFPP COPPER1M1-PACK SEL DIRECT ATTACH SFPP COPPER3M1-PACK	\$150.00 \$210.00	K K	31% 31%	\$103.50 \$144.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	10G-SFPP-TWX0308	SEL DIRECT ATTACH SFPP COPPER3M8-PACK	\$1,512.00	K	31%	\$1,043.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	10G-SFPP-TWX0508 10GSFP-TWX-11	SEL DIRECT ATTACH SFPP COPPER5M8-PACK SEL DIRECT ATTACH SFPP COPPER1M1-PACK	\$1,872.00 \$136.00	K K	31% 31%	\$1,291.68 \$93.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	10GSFP-TWX-18	SEL DIRECT ATTACH SEPP COPPERIMS-PACK	\$979.00	K	31%	\$675.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	10GSFP-TWX-31 10GSFP-TWX-38	SEL DIRECT ATTACH SFPP COPPER3M1-PACK SEL DIRECT ATTACH SFPP COPPER3M8-PACK	\$190.00 \$1,370.00	K K	31% 31%	\$131.10 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	10GSFP-TWX-51 10GSFP-TWX-58	SEL DIRECT ATTACH SFPP COPPER5M1-PACK SEL DIRECT ATTACH SFPP COPPER5M8-PACK	\$236.00	K	31% 31%	\$162.84 \$1,170.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	10GSFP-1WX-56 10G-XFP-ER	SEL 1550nm 40km XFP SM LC optic	\$1,697.00 \$10,995.00	K	31%	\$7,586.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5 5	10G-XFP-LR 10G-XFP-LR-4	SEL 1310nm 10km XFP LC 10km SEL 1310nm 10km XFP LC 4-Pack	\$2,745.00 \$10,431.00	K K	31% 31%	\$1,894.05 \$7,197.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	10G-XFP-LR-4 10G-XFP-SR	SEL 850nm SW XFP optic LC 300m MM	\$1,370.00	K	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	10G-XFP-SR-4 1G-SFP-TWX-0101	SEL 850nm SW XFP LC 4-Pack 300m MM SEL D-ATTACH 1G SFP COPPER 1M S-CABLE	\$5,206.00 \$150.00	K K	31% 31%	\$3,592.14 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	1G-SFP-TWX-0501	SEL 5M DIR ATTACH 1G SFP COPPER STCK CBL	\$260.00	K	31%	\$179.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	40G-QSFP-4C-0101 40G-QSFP-4C-0301	SEL-4x10G D-ATTACH QSFP/4 SFP CBL1M 1PK SEL-4x10G D-ATTACH QSFP/4 SFP CBL3M 1PK	\$650.00 \$800.00	K K	31% 31%	\$448.50 \$552.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-4C-0501	SEL-4x10G D-ATTACH QSFP/4 SFP CBL5M 1PK	\$950.00	K	31%	\$655.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5	40G-QSFP-4SFPC1M 40G-QSFP-4SFPC3M	SEL 4x10GE DA QSFP+4 SFP+Copper B/O 1mX1 SEL 4x10GE DA QSFP+4 SFP+Copper B/O 3mX1	\$650.00 \$800.00	K K	31% 31%	\$448.50 \$552.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-4SFPC5M	SEL 4x10GE DA QSFP+4 SFP+Copper B/O 5mX1	\$950.00	K	31%	\$655.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	40G-QSFP-C-0101 40G-QSFP-C-0501	SEL 1x40GE QSFP D/A Copper Cbi 1m SEL 1x40GE QSFP D/A Copper Cbl 5m	\$288.00 \$595.00	K K	31% 31%	\$198.72 \$410.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ADX-1K-4-LIC-SSL	SEL Enable SSL-ADX1016x-4 or ADX1216x-4	\$6,600.00	K	31%	\$4,554.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	ADX-1K-LIC-PREM ADX-1K-LIC-SSL	SEL PREM Features (L3 Routing IPv6 etc) SEL Enable SSL-ADX1008x-1 or ADX1016x-2	\$5,500.00 \$4,400.00	K K	31% 31%	\$3,795.00 \$3,036.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ADX-CH-LIC-PREM	SEL PREM Features (L3 Routing IPv6 etc)	\$14,295.00	K	31%	\$9,863.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	ADX-LIC-ASM4-8 ADX-LIC-MT-TIER1	SEL License-Upg ASM4 mod to ASM8 mod SEL Up to 16 ttl of multi-tenant cap	\$27,995.00 \$28.000.00	K K	31% 31%	\$19,316.55 \$19,320.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ADX-LIC-MT-TIER2	SEL Up to 32 ttl of multi-tenant cap	\$39,500.00	K	31%	\$27,255.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	BR-BFO-SML CAB-CX4-0050	SEL Flow Optimize-Lic 20G traffic mgmt CX4 50cm Cable for use w/10GbE CX4 ports	\$5,000.00 \$205.00	K K	31% 31%	\$3,450.00 \$141.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	CAB-CX4-0100	SEL 1M CX4 stk CBL for FGS-STK&FLS-STK	\$245.00	K	31%	\$169.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	CAB-CX4-0300 E1MG100FXIROM	SEL 3M CX4 stk cbl for FGS-STK&FLS-STK SEL 100Base-FX IR 15km SMF LC SFP OMC	\$295.00 \$345.00	K K	31% 31%	\$203.55 \$238.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG100FXLROM	SEL 100Base-FX 40km LR SMF SFP optic OMC	\$455.00	K	31%	\$313.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	E1MG-100FX-OM E1MG-100FX-OM-8	SEL 100Base-FX SFP optic MMF LC OMC SEL 8x100Base-FX SFP optic MMF(LC)(OMC)	\$195.00 \$1,404.00	K K	31% 31%	\$134.55 \$968.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-BXD	SEL 1000Base-BXD SFP SMF to E1MG-BXU SEL 1000Base-BXU SFP SMF to E1MG-BXD	\$1,315.00	K	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	E1MG-BXU E1MG-FX-IR-OM	SEL 1000Base-BXU SFP SMF to E1MG-BXD SEL 100Base-FX IR 15km SMF LC SFP OMC	\$1,315.00 \$313.00	K K	31% 31%	\$907.35 \$215.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-FX-LR-OM	SEL 100Base-FX 40km LR SMF SFP optic OMC	\$412.00	K	31%	\$284.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	E1MG-FX-OM E1MG-FX-OM8	SEL 100Base-FX SFP optic MMF LC OMC SEL 100Base-FX SFP optic MMF 8PK LC OMC	\$177.00 \$1,272.00	K K	31% 31%	\$122.13 \$877.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-LHA-OM	SEL 1000Base-LHA SFP optic SMF LC OMC	\$3,995.00	K	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	E1MG-LHB E1MG-LX-OM	SEL 1000Base-LHB SFPopticSMF(LC)<=150km SEL 1000Base-LX SFP optic SMF LC OMC	\$5,495.00 \$1,100.00	K K	31% 31%	\$3,791.55 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-LX-OM-8	SEL 1000Base-LX SFP optic 8PK SMF LC OMC SEL 1000Base-SX SFP optic MMF LC OMC	\$8,280.00	K	31%	\$5,713.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	E1MG-SX-OM E1MG-SX-OM-8	SEL 1000Base-SX SFP optic MMF LC OMC SEL 1000Base-SX SFP optic 8PK MMF LC OMC	\$525.00 \$3,780.00	K K	31% 31%	\$362.25 \$2,608.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-TX	SEL 1000BASE-TX SFP Copper RJ-45Conn	\$325.00	K	31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET

The column								NVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
March   Control   Contro					EMC	CATEGORY		1			LP MNT			RENEWAL	THIRD PARTY PRODUCT
Column	В	AND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE							
Column											\$0.00				
Property		-	FCX-4G	SEL FastIron CX Series 4-port GE SFP	\$395.00	K	31%	\$272.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
Colon   Colo		5													
1				SEL 24X1G PORT-SIDE TO PS-SIDE AF ADV L3										N/A	BROCADE ETHERNET
Provided		5													
Transference		5													
Proceed Any		-	FCX624S-ADV	SEL 624S-ADV: 24x1G+2x16G stack ports	\$7,995.00		31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
1		5													
Company		5	FCX624S-H-ADV	SEL 624 HPoE-Adv24x1G+2x16G stak ports	\$8,995.00	K	31%	\$6,206.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	BROCADE ETHERNET
Processed Color		_				K									
Commonweight   Comm		-				K									
Proceedings		5				K									
1															
1				SEL 48x1G + 2x16G stacking ports ACPWR				\$7,586.55		\$0.00		\$0.00	\$0.00	N/A	BROCADE ETHERNET
Color   Colo															
5 PC 64 PC 97 PC 9			FCX-ADV-LIC-SW	SEL Adv SW LIC FOR FCX. License inc BGP	\$3,745.00	K	31%	\$2,584.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 CCASAC-PRISON  EL CHARGE PRISON  EL CHARGE PRI		5													
COMMONSTRATES    COMM		5													
Composition		-													
COMMONSTRAIL   COMM		5													
Control   Cont		5	ICX6430-24	SEL 24p 1G 4x1G SFP U/S Ports Fanless	\$1,295.00	K	31%	\$893.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
CLOSSO-SET   S. 66/10 PER - 2000 A 10 OF 7-2010 A		-													
5 CLAMAGNAM DE ALLE CONTROLLE STATE AND ALLE C															
S   COMMONDAY															
S. MICHARD JAPA   SEL 24-10 FRESHET PRE-2016 A 2-10		-													
SECREPTION   SECRETION   SECREPTION   SECREPTION   SECREPTION   SECREPTION   SECRETION   SECREPTION   SECREPTION   SECREPTION   SECREPTION   SECRE			ICX6450-24P-A		\$3,695.00	K	31%	\$2,549.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
CASSED-GAA   SEL MB (TOSH) CAST   TAM															
SECREPAY															
SCAMED-PREMALIC   COMPANDED   SELECTION   SECOND   SECO															
CONTITION   CONT															
Company   Comp		-		SEL Lic to upg4 U-ports of 1G SFP to 10G	\$2,500.00	K		\$1,725.00		\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
Cixento-24P-C-PC   SEL 24x1 SPF pin af Blase SW-CP-Part   \$7,950.00   K   31%   \$3,012.55   \$0.00		5				K									
EXAMPS		5	ICX6610-24F-DC-E	SEL 24x1G SFP Exh a/f Base S/W-DC Pwr	\$7,395.00		31%	\$5,102.55			\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
EXAMPS		-													
COMMINISTRATE   SEL 2441 G F Pil makes of Pil Pilmas W   S6750.0 K   31%   \$5,000.5 S   30.0 S   30.															
S				SEL 24x1G SFP Intake a/f Prem S/W											
S   CK/0810-24-PF   SEL 24-1G R44 Februard at PremSW   \$6,085.00   \$1,000   \$0.00		-													
5   ICX6610-24-PF  SEL 24-1G R4-95 Inches del PremS W  \$8,05.00   \$0			ICX6610-24-PE	SEL 24x1G RJ45 Exhaust a/f Prem S/W	\$7,095.00	K	31%	\$4,895.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
S   CX6610-24P-P  SEL 24-1G RJ45 Pick - Enh alf Piem SW															
S   ICX6610-48P-CE   SEL 48x16 RAJE Eth alf Base SWD   S8,98.00   K   31%   S9,98.00   S0,00		-													
S   CX6610-48-L   SEL 48/16 RA45 Exh at Plane SW   S8,495.00 K   31%   S,5861.55   S0.00   S0.00   S0.00   S0.00   S0.00   NA BROCADE ETHERNET		5													
S   ICX8610-48PE   SEL 48x1G RL46 Pice + Esh alf Base SW   \$10,495.00   K   31%   \$5,241.55   \$0.00															
S						K									
S						K K									
Size   Care			ICX6610-48P-I	SEL 48x1G PoE+ Intake a/f Base S/W	\$10,495.00		31%	\$7,241.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5   ICX6610-ABP-IL   SEL L8x16 POE+ Intake aff Prem SW   \$11,995.00   K   31%   \$3,276.55   \$0.00		-													
5   ICX6610-ADV-LIPG   SEL ICX6610 FAP PORT SIDE INTAKE   SEL ICX6610 FAP PORT SIDE ICX6610 FAP PORT SIDE INTAKE   SEL		5													
5 ICX6610-FANE SEL ICX6610 FAN PORT SIDE INTAKÉ 5 ICX6610-FAN PORT SIDE EXHAUST 5 ICX6610-FAN PORT SIDE EXHAUST 5 ICX6610-PEM-LIC SEL ICX6610 PREMILES 5 ICX6610-PEM-LIC SEL I															
5   ICX6610-PRM-LIC   SEL ICX6610 FAN PORT SIDE EXHAUST   \$250.00   \$150.0		-													
5   ICX6610-RMK		5	ICX6610-FAN-I	SEL ICX6610 FAN PORT SIDE EXHAUST	\$250.00	K	31%	\$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5         ICX6610-RMK-4P         SEL 4 Post Rack Mount Kit         \$150.00         K         31%         \$103.50         \$0.00         \$0.00         \$0.00         \$0.00         NA BROCADE ETHERNET           5         ICX6650-224-PUQ SEL POD lic-6650 2QSFP+ (4005E/4x10GbE)         \$4,000.00         K         31%         \$2,760.00         \$0.00		5													
5         ICX6650-32-ADV         SEL 32x10GbE SFP+ adv SW Pwr Fan-0 opt         \$14,500.00         K         31%         \$10,005.00         \$0.		5	ICX6610-RMK-4P	SEL 4 Post Rack Mount Kit	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 ICX6650-3E-FADV SEL 32x10GbE SFP+ adv SW Pwr Fan-0 opt \$19,200.00 K 31% \$13,248.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$10,000 SEL PLONGES AND SEL SEL SEX 10GBE SFP+ adv SW Pwr Fan-0 opt \$24,000.00 K 31% \$16,560.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$10,000 SEL PLONGES SFP+ adv SW Pwr Fan-0 opt \$28,000.00 K 31% \$19,320.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$10,000 SEL POD Inc 6650-40 8x10GbE SFP+ adv SW Pwr Fan-0 opt \$4,000.00 K 31% \$2,760.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$10,000 SEL POD Inc 6650-40 8x10GbE SFP+ ports \$4,000.00 K 31% \$2,760.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$10,000 SEL POD Inc 6650-40 8x10GbE SFP+ ports \$1,000.00 K 31% \$690.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$1,000 SEL Purrel Bit Sit Spling-India & UK \$19,500.00 K 31% \$13,455.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$1,000 SEL Purrel Bit Sit Spling-India & UK \$2,760 \$0.00		5													
5         ICX6650-48-E-ADV         SEL 48x10GbE SFP+ adv SW Pwr Fan-0 opt         \$24,000.00         K         31%         \$16,560.00         \$															
5 ICX66508P10GLPOD SEL POD Ic-6650-40 8x1006E SFP+ ports		5	ICX6650-48-E-ADV	SEL 48x10GbE SFP+ adv S/W Pwr Fan-0 opt	\$24,000.00	K	31%	\$16,560.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 ICX-MACSEC-LIC SEL ICX 7450/6610 MACSEC LICENSE \$1,000.00 K 31% \$690.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$1,000.00 K 31% \$13,455.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$1,000.00 NA BROCADE ETHERNET \$1,000.00 NA BROCADE ETHERNET \$1,000.00 NA BROCADE ETHERNET \$1,000.00 NA NA BROCADE ETHERNET \$1,000.00 NA NA ROCADE															
5 PC15INDBS1363 SEL Pwcrd Brit Std plug-India & UK \$40.00 K 31% \$27.60 \$0.00 \$		5	ICX-MACSEC-LIC	SEL ICX 7450/6610 MACSEC LICENSE	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	BROCADE ETHERNET
5 PC15IND-BS546 SEL Pwrcrd firths Stiz plug India+SA \$40.00 K 31% \$27.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$5 PCAUS SEL Pwrcrd for RPS5/8/9/A24/X4/X448-AUS \$48.00 K 31% \$31.2 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$5 PCAUS-EPS SEL Pwrcrd AUSTRALIA 16A/250V \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$5 PCEURO SEL Pwrcrd for RPS2/3/59 EU version \$17.00 K 31% \$11.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$5 PCEURO-EPS SEL 16A/250VCE F7 EUROP-C-191.8MR6 \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET \$1.75															
5 PCAUS SEL Pwrcrd for RPS5/8/9/X42/X448 - AUS \$48.00 K 31% \$33.12 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET 5 PCAUS-EPS SEL Pwrcrd for RPS5/8/9/X42/X448 - AUS \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET 5 PCEURO SEL Pwrcrd for RPS2/3/5/9 EU version \$17.00 K 31% \$11.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET 5 PCEURO-EPS SEL 16A250VCEE 7/7 EUROP-C191.8MR6 \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA BROCADE ETHERNET							31%	\$27.60		\$0.00	\$0.00	\$0.00	\$0.00	N/A I	BROCADE ETHERNET
5 PCEURO SEL Pwrcrd for RPS2/3/5/9 EU version \$17.00 K 31% \$11.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A BROCADE ETHERNET 5 PCEURO-EPS SEL 16A250VCEE 7/7 EUROP-C191.8MR6 \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A BROCADE ETHERNET		-	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS							\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 PCEURO-EPS SEL 16A250VCEE 7/7 EUROP-C191.8MR6 \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A BROCADE ETHERNET		5													
5 PCINDIA SEL Pwrord for RPS2/3/5/9 India version \$40.00 K 31% \$27.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A BROCADE ETHERNET			PCEURO-EPS	SEL 16A250VCEE 7/7 EUROP-C191.8MR6	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	BROCADE ETHERNET
		5	PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00	К	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
DANID	OKU	PECCULATION	EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT		LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5 5	PCINDIA-EPS PCJAPAN	SEL Pwrcrd INDIA 16A/250V SEL Pwrcrd for RPS2/3/5/9 Japan version	\$75.00 \$17.00	K K	31% 31%	\$51.75 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5 5	PCJAPAN-C19 PCJAPAN-EPS	SEL PwrCrd IEC 320 C19 to NEMA 5-15 JPN SEL Pwrcrd JAPAN 15A 250V	\$39.00 \$75.00	K K	31% 31%	\$26.91 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCTAIWAN-EPS	SEL PWICIG JAPAN 15A 250V SEL PWICIG TAIWAN 16A 250V	\$68.00		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCUK PCUK-EPS	SEL Pwrcrd for RPS2/3/5/9 UK version SEL Pwrcrd UK 13A 250V	\$17.00 \$75.00	K K	31% 31%	\$11.73 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCUSA	SEL PWIGIG OK 13A 250V SEL PWIGIG OR RPS2/3/5/9 USA NEMA 5-15P	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCUSA-3M RMK-FCX-S	SEL Pwrcrd-RPS2/3/5/9 USA-NEMA5-15P Plug SEL FCX-S FAMILY 2 POST RACK MOUNT KIT	\$11.00 \$50.00	K K	31% 31%	\$7.59 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS13	SEL FCX non-PoE Pwr supply	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5	RPS13-I RPS14	SEL FCX NON-POE PS-INTAKE AF SEL FCX PoE Pwr supply	\$500.00 \$1,000.00	K	31% 31%	\$345.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS15-E	SEL 6610/50NON-POE250W PSU p-side intake	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	RPS15-I RPS16DC-E	SEL 6610/50 NON-POE 250W PSU p-side exh SEL 510W DC Pwr forICX6610/50-EXHAUSTair	\$500.00 \$1,100.00	K K	31% 31%	\$345.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS16DC-I	SEL 510W DC PW forlCX6610/50-Intakeair	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	RPS16-E RPS16-I	SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow SEL 6610 POE 1000W PSU PORT SIDE EXHAUST	\$1,000.00 \$1,000.00	K K	31% 31%	\$690.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS9	NI CES 500W AC POWER SUPPLY	\$645.00	K	31%	\$445.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	RPS9DC SI-1008-1	SEL NI CES 500W DC Pwr Supply SEL 1 APP PROC 8X1G 1 AC PS	\$995.00 \$12,995.00	K K	31% 31%	\$686.55 \$8,966.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1008-1-DC	SEL 1 APP PROC 8X1G 1 DC PS	\$13,345.00	K	31%	\$9,208.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1008-1PREM SI-1008-1-SSL	SEL 1 APP PROC 8X1G 1 AC PS L3/IPv6 SW SEL 1 APP PROC 8X1G 1 AC PS SSL	\$17,995.00 \$16,995.00	K K	31% 31%	\$12,416.55 \$11,726.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1008-1SSLP	SEL 1 APP PROC 8X1G 1ACPS L3/IPV6 SW SSL	\$22,995.00	K	31%	\$15,866.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1008F-1 SI-1008F-1-DC	SEL 1 CPU Core+8 Cpr+8 1G SFP Ports-AC SEL 1 CPU Core+8 Cpr+8 1G SFP Ports-DC	\$14,945.00 \$15,295.00	K K	31% 31%	\$10,312.05 \$10,553.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1016-2	SEL 2 APP PROC 16X1G 1 AC PS	\$21,995.00	K	31%	\$15,176.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1016-2-DC SI-1016-2-PRE	SEL 2 APPL PROC 16X1G 1 DC PS SEL 2 APP PROC 16X1G 1AC PS L3 IPV6-GSLB	\$22,345.00 \$26,995.00	K K	31% 31%	\$15,418.05 \$18,626.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1016-2-PRM-DC	SEL 2 CPU Core+16 Cpr ports-DC+Prem SW	\$27,345.00	K	31%	\$18,868.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1016-2-SSL SI-1016-2SSLP	SEL ADX1000-2PROC 16x1G 1 AC PS SSL SEL ADX1000-2PROC16X1G1AC PSL3IPV6-SSL	\$25,995.00 \$30,995.00	K K	31% 31%	\$17,936.55 \$21,386.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1016-4	SEL 4 APP PROC 16X1G 1 AC PS	\$26,995.00	K	31%	\$18,626.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1016-4-PRE SI-1016-4-SSL	SEL 4 APP PROC 16X1G 1AC PS L3 IPV6-GSLB SEL ADX1000-4PROC 16x1G 1 AC PS SSL	\$31,995.00 \$32,995.00	K K	31% 31%	\$22,076.55 \$22,766.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1016-4SSLP	SEL ADX1K-4PROC16X1G1 AC PSL3 IPV6-SSL	\$37,995.00	K	31%	\$26,216.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1016F-2 SI-1016F-4	SEL 2CPU Core+8 Cpr+16 1G SFP Ports-AC SEL 4CPU Core+8 Cpr+16 1G SFP Ports-AC	\$25,295.00 \$31,045.00	K K	31% 31%	\$17,453.55 \$21,421.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-10K	SI10RUCHASS2-1200W-ACPS2-SWFM1-SI-10-FAN	\$44,995.00	K	31%	\$31,046.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-10K-DC SI-10K-PREM	SI10RUCHASS2-1200W-DC 2-SWFM 1-SI-10-FAN SI10RUCHASS2-1200WAC2-SWFM1SI-10FANPREM	\$48,995.00 \$57,990.00	K K	31% 31%	\$33,806.55 \$40,013.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1216-4	SEL 4 APP PROC 16X1G 2x10G 1 AC PS	\$34,995.00	K	31%	\$24,146.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1216-4-PRE SI-1216-4-SSL	SEL 4 PROC 16X1G 2X10G 1 AC L3 IPV6-GSLB SEL ADX1K-4PROC16X1G2-10GFIBER1 AC PSSSL	\$39,995.00 \$40,995.00	K K	31% 31%	\$27,596.55 \$28,286.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-1216-4SSLP	SEL ADX1K-4PROC16X1G210GAC PSL3IPV6-SSL	\$45,995.00	K	31%	\$31,736.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-1216F-4 SI-12GC	SEL 4CPU+8 Cpr+16x1G+2x10G SFP Port-AC SEL 12 X 1GBIT RJ45 LINE CARD SI CHASSIS	\$40,245.00 \$8,995.00	K K	31% 31%	\$27,769.05 \$6,206.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-12GF	SEL 12 X 1GBIT SFP LINE CARD SI CHASSIS	\$8,995.00	K	31%	\$6,206.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-4000 SI-4000-DC	SEL 4 RU CHASSIS 1 AC PS 1 SF FAN SEL 4RU CHASSIS 1 DC PS 1 SF FAN	\$15,995.00 \$17,995.00	K K	31% 31%	\$11,036.55 \$12,416.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-4000-PREM	SEL 4RU CHASS 1 AC PS 1 SF FAN L3 IPV6	\$27,895.00	K	31%	\$19,247.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-4KASM4P12B SI-4K-ASM8-PB	SEL SI-4KASM4MM12GF-LC8C-SFPPREMDUAL PWR SEL SI-4K Chassis ASM8 MM PREM DualACPwr	\$53,500.00 \$65,995.00	K K	31% 31%	\$36,915.00 \$45,536.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-4XG	SEL 4 X 10GBIT XFP LINE CARD SI CHASSIS	\$14,995.00	K	31%	\$10,346.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	SI-ACPWR SI-AEM-SSL	SEL AC Pwr SUPPLY 1200 WATT SI CHASSIS SEL SSL Expansion Module for ADX Chassis	\$2,995.00 \$18,745.00	K K	31% 31%	\$2,066.55 \$12,934.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-AEM-SSL-2 SI-ASM8	SEL SSL Expansion Module 2	\$14,995.00	K K	31% 31%	\$10,346.55	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	SI-DCPWR	SEL APPL SWITCH MOD 8 PROC SI CHASSIS SEL DC Pwr SUPPLY 1200 WATT SI CHASSIS	\$42,995.00 \$4,995.00	K	31%	\$29,666.55 \$3,446.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-FAN-FLTR-KIT SI-LCPNL	SEL FAN FILTER NEBS UPG KIT FOR ADX 1000	\$3,000.00	K	31% 31%	\$2,070.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5 5	SI-MAPNL	SEL LINE CARD BLANK PANEL SI CHASSIS SEL MGMT OR ASM BLANK PANELSI CHASSIS	\$90.00 \$90.00	K	31%	\$62.10 \$62.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5 5	SI-MM SI-MM-2	SEL MANAGEMENT MODULE SI CHASSIS SEL Management Module 2 for ADX Chassis	\$8,745.00 \$6,995.00	K K	31% 31%	\$6,034.05 \$4,826.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-MM-SSL	SEL SI ADX CHASS MGMT MOD W-1-SSL	\$27,865.00	K	31%	\$19,226.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	SI-MM-SSL-2 SI-PSPNI	SEL Mgmt+One SSL Expansion Mod for ADX SEL Pwr SUPPLY BLANK PANEL SI CHASSIS	\$22,295.00 \$90.00	K K	31% 31%	\$15,383.55 \$62.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SI-SFM	SEL SWITCH FABRIC SI CHASSIS	\$8,495.00	K	31%	\$5,861.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5	XBR-000195 XBR-R000030	SEL FIPS SECURITY SEAL SEL-Serial Cable (RJ-45 Connector)	\$499.00 \$50.00	K K	31% 31%	\$344.31 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	XBR-R000291	SEL-6510-6505-6710-6740 4 P RCK MNT KIT	\$175.00	K	31%	\$120.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5	XBR-R000292 XBR-R000293	SEL-6510-6505-6710-6740 MID-MOUNT KIT SEL-FLUSH MOUNT KIT 6710 6740	\$175.00 \$150.00	K K	31% 31%	\$120.75 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	XFAN-1-9500	SEL ADX 1000 - Fan Tray Assembly (FRU)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	XICX6650-FAN-E XICX6650-FAN-I	SEL BRO ICX6650 fan unitexhaust airflow SEL BRO ICX 6650 fan unitintake airflow	\$250.00 \$227.00		31% 31%	\$172.50 \$156.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	XSI-10-FAN	SI 10K CHASS FAN ASSEMBLY W SI-10-FILTER	\$1,995.00	K	31%	\$1,376.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	XSI-10-FILTER XSI-10K-S	SEL ServerIron 10K Fan Filter SPARESI 10RUCHASS1-SI-10-FANNO-PSNO-SWFM	\$195.00 \$22,015.00	K	31% 31%	\$134.55 \$15,190.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	XSI-4000-S	SEL 4RU CHASSIS SP W/ FAN NO PS NO SF	\$12,995.00	ĸ	31%	\$8,966.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BROCADE ETHERNET
5 5	XSI-4-FAN XSI-ASM4	SEL FAN ASSEMBLY FRU SI-4000 CHASSIS SEL Spare ASM w/ Four CPU Cores Only	\$795.00 \$28,995.00	K K	31% 31%	\$548.55 \$20,006.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	MNT-SELCONTENT	SEL Maint for Content Bridge Add-in	\$2,969.00	K	31%	\$2,048.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BTM
5	SELAO SELAOS	SEL AObridge SEL AObridge Subscription	\$49,375.00 \$12,344.00		31% 31%	\$34,068.75 \$8,517.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	
5	SELBLOCK	SEL BLOCKBRIDGE	\$15,625.00	K	31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BTM
5	SELBLOCKS	SEL BLOCKbridge Subscription	\$3,906.00	K	31%	\$2,695.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ВТМ

			I		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	SELBULK	SEL BULKbridge	\$11,875.00	K	31%	\$8,193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BTM
5 5	SELBULKS SELCONTENT	SEL BULKbridge Subscription SEL Content Bridge Add-in	\$2,969.00 \$11,875.00	K K	31% 31%	\$2,048.61 \$8,193.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BTM BTM
5	SELCONTENTS	SEL Content Bridge Add-in Subscription	\$2,969.00	K	31%	\$2,048.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BTM
5	SELCP	SEL CPbridge	\$49,375.00	K	31%	\$34,068.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BTM
5 5	SELDRAW SELDRAWBRAVA	SEL DRAWbridge SEL DRAWbridge BRAVA for CAD Add-in	\$1,188.00 \$81.00	K K	31% 31%	\$819.72 \$55.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	
5	SELDRAWBRAVAS	SEL DRAWbridge BRAVA for CAD A/I Subscr.	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	SELDRAWD2 SELDRAWD2S	SEL DRAWBRIDGE FOR D2 SEL DRAWbridge for D2 Subscrption	\$1,188.00 \$298.00	K	31% 31%	\$819.72 \$205.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BTM BTM
5	SELDRAWS	SEL DRAWbridge Subscription	\$298.00	ĸ	31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	SELECPS	SEL CPbridge Subscription SEL INDEXBRIDGE	\$12,344.00	K	31%	\$8,517.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	SELINDEX SELINDEXS	SEL INDEXBRIDGE SEL INDEXbridge Subscription	\$15,625.00 \$3,906.00	K K	31% 31%	\$10,781.25 \$2,695.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BTM BTM
5	SELRENDER	SEL RENDERBRIDGE	\$18,750.00	K	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BTM
5 5	SELRENDERS SELTAG	SEL RENDERbridge Subscription SEL TAGBRIDGE	\$4,688.00 \$15,625.00	K K	31% 31%	\$3,234.72 \$10,781.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	
5	SELTAGS	SEL TAGBRIDGE SEL TAGBRIDGE SUbscription	\$3,906.00	ĸ	31%	\$2,695.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	BTM
5	11-1782-LIC	SEL ItbmS1 Std& VCLDS 5 Ent Promo Bun	\$25,289.00	K	31%	\$17,449.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1783-LIC 11-1827-LIC	SEL Itbm S1 Std&Vcac 6 Ent Promobun SEL Vsan 5 With Dp Bun Promo	\$21,313.00 \$3,163.00	K K	31% 31%	\$14,705.97 \$2,182.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1829-LIC	SEL Hor Adv: 10P Ccu	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1829-LIC-L1 11-1829-LIC-L2	SEL Tppl1 Hor Adv: 10P Ccu SEL Tppl2 Hor Adv: 10P Ccu	\$4,180.00 \$4,092.00	K K	31% 31%	\$2,884.20 \$2,823.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1829-LIC-L3	SEL Topi3 Hor Adv: 10P Ccu	\$3,960.00	K	31%	\$2,732.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1829-LIC-L4	SEL Tppl4 Hor Adv: 10P Ccu	\$3,828.00	K	31%	\$2,641.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1829-LIC-L5 11-1830-LIC	SEL Tppl5 Hor Adv: 10P (Ccu SEL Hor Adv: 100P Ccu	\$3,652.00 \$44,000.00	K	31% 31%	\$2,519.88 \$30,360.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1830-LIC-L1	SEL Tppl1 Hor Adv: 100P Ccu	\$41,800.00	ĸ	31%	\$28,842.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1830-LIC-L2	SEL Tppl2 Hor Adv: 100P Ccu	\$40,920.00	K	31%	\$28,234.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1830-LIC-L3 11-1830-LIC-L4	SEL Tppl3 Hor Adv: 100P Ccu SEL Tppl4 Hor Adv: 100P Ccu	\$39,600.00 \$38,280.00	K K	31% 31%	\$27,324.00 \$26,413.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1830-LIC-L5	SEL Tppl5 Hor Adv: 100P Ccu	\$36,520.00	K	31%	\$25,198.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1831-LIC	SEL Hor Adv: 10P (Nus)	\$2,750.00	K	31% 31%	\$1,897.50	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1831-LIC-L1 11-1831-LIC-L2	SEL Tppl1 Hor Adv: 10P (Nus) SEL Tppl2 Hor Adv: 10P (Nus)	\$2,613.00 \$2,558.00	K K	31%	\$1,802.97 \$1,765.02	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1831-LIC-L3	SEL Tppl3 Hor Adv: 10P (Nus)	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1831-LIC-L4 11-1831-LIC-L5	SEL Tppl4 Hor Adv: 10P (Nus) SEL Tppl5 Hor Adv: 10P (Nus)	\$2,393.00 \$2,283.00	K	31% 31%	\$1,651.17 \$1,575.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1832-LIC	SEL Hor Adv: 100P (Nus)	\$2,263.00	K	31%	\$1,575.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1832-LIC-L1	SEL Tppl1 Hor Adv: 100P (Nus)	\$26,125.00	K	31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1832-LIC-L2 11-1832-LIC-L3	SEL Tppl2 Hor Adv: 100P (Nus) SEL Tppl3 Hor Adv: 100P (Nus)	\$25,575.00 \$24,750.00	K	31% 31%	\$17,646.75 \$17,077.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1832-LIC-L4	SEL Tppl4 Hor Adv: 100P (Nus)	\$23,925.00	ĸ	31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1832-LIC-L5	SEL Tppl5 Hor Adv: 100P (Nus)	\$22,825.00	K	31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1833-LIC 11-1833-LIC-L1	SEL Ent: 10P Ccu SEL Tppl1 Ent: 10P Ccu	\$6,325.00 \$6,009.00	K	31% 31%	\$4,364.25 \$4,146.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1833-LIC-L2	SEL Tppl2 Ent: 10P Ccu	\$5,882.00	K	31%	\$4,058.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1833-LIC-L3 11-1833-LIC-L4	SEL Tppl3 Ent: 10P Ccu SEL Tppl4 Ent: 10P Ccu	\$5,693.00 \$5,503.00	K K	31% 31%	\$3,928.17 \$3,797.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1834-LIC	SEL Ent: 100P Ccu	\$63,250.00	ĸ	31%	\$43,642.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1834-LIC-L1	SEL Tppl1 Ent: 100P Ccu	\$60,088.00	K	31%	\$41,460.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1834-LIC-L2 11-1834-LIC-L3	SEL Tppl2 Ent: 100P Ccu SEL Tppl3 Ent: 100P Ccu	\$58,823.00 \$56,925.00	K K	31% 31%	\$40,587.87 \$39,278.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1834-LIC-L4	SEL Tppl4 Ent: 100P Ccu	\$55,028.00	K	31%	\$37,969.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1835-LIC 11-1835-LIC-L1	SEL Ent: 10P (Nus) SEL Tool1 Ent: 10P (Nus)	\$3,850.00 \$3,658.00	K	31% 31%	\$2,656.50 \$2,524.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1835-LIC-L1	SEL Topi2 Ent. 10P (Nus)	\$3,581.00	K	31%	\$2,524.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1835-LIC-L3	SEL Tppl3 Ent: 10P (Nus)	\$3,465.00	K	31%	\$2,390.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1835-LIC-L4 11-1836-LIC	SEL Tppl4 Ent: 10P (Nus) SEL Ent: 100P (Nus)	\$3,350.00 \$38,500.00	K K	31% 31%	\$2,311.50 \$26,565.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1836-LIC-L1	SEL Tppl1 Ent: 100P (Nus)	\$36,575.00	K	31%	\$25,236.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1836-LIC-L2 11-1836-LIC-L3	SEL Tppl2 Ent: 100P (Nus) SEL Tppl3 Ent: 100P (Nus)	\$35,805.00 \$34,650.00	K	31% 31%	\$24,705.45 \$23,908.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1836-LIC-L3 11-1836-LIC-L4	SEL Typl4 Ent: 100P (Nus)	\$34,650.00	K	31%	\$23,908.50 \$23,111.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1837-LIC	SEL Upg: Mirage To Adv: 10P (Nus)	\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1837-LIC-L1 11-1837-LIC-L2	SEL L1 Upg Mirage To Adv 10P Nus SEL L2 Upg Mirage To Adv 10P Nus	\$1,150.00 \$1,125.00	K K	31% 31%	\$793.50 \$776.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1837-LIC-L3	SEL L3 Upg Mirage To Adv 10P Nus	\$1,089.00	K	31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1837-LIC-L4	SEL L4 Upg Mirage To Adv 10P Nus	\$1,053.00	K	31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1837-LIC-L5 11-1838-LIC	SEL L5 Upg Mirage To Adv 10P Nus SEL Upg: Mirage To Adv 100P Nus	\$1,004.00 \$12,100.00	K K	31% 31%	\$692.76 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1838-LIC-L1	SEL L1 Upg Mirage To Adv 100P Nus	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1838-LIC-L2 11-1838-LIC-L3	SEL L2 Upg Mirage To Adv 100P Nus SEL L3 Upg Mirage To Adv 100P Nus	\$11,253.00 \$10,890.00	K K	31% 31%	\$7,764.57 \$7,514.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1838-LIC-L3 11-1838-LIC-L4	SEL L4 Upg Mirage To Adv 100P Nus	\$10,890.00	K	31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1838-LIC-L5	SEL L5 Upg Mirage To Adv 100P Nus	\$10,043.00	K	31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1839-LIC 11-1839-LIC-L1	SEL Upg View Std 10P Ccu To Adv 20P Nus SEL L1 Ug View Std 10P Ccu To Adv 20P Nu	\$3,025.00 \$2,874.00	K	31% 31%	\$2,087.25 \$1,983.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1839-LIC-L2	SEL L2 Ug View Std 10P Ccu To Adv 20P Nu	\$2,813.00	K	31%	\$1,940.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1839-LIC-L3	SEL L3 Ug View Std 10P Ccu To Adv 20P NU	\$2,723.00	K	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1839-LIC-L4 11-1839-LIC-L5	SEL L4 Ug View Std 10P Ccu To Adv 20P NU SEL L5 Ug View Std 10P Ccu To Adv 20P NU	\$2,632.00 \$2,511.00	K K	31% 31%	\$1,816.08 \$1,732.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1840-LIC	SEL UG View Std 100 Ccu To Adv 200 NU	\$30,250.00	ĸ	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1840-LIC-L1 11-1840-LIC-L2	SEL L1 UG View Std 100 Ccu To Adv 200 NU SEL L2 UG View Std 100 Ccu To Adv 200 NU	\$28,738.00 \$28,133.00	K	31% 31%	\$19,829.22 \$19,411.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1840-LIC-L2 11-1840-LIC-L3	SEL L3 UG View Std 100 Ccu To Adv 200 NU SEL L3 UG View Std 100 Ccu To Adv 200 NU	\$28,133.00	K	31%	\$19,411.77 \$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1840-LIC-L4	SEL L4 UG View Std 100 Ccu To Adv 200 NU	\$26,318.00	K	31%	\$18,159.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1840-LIC-L5	SEL L5 UG View Std 100 Ccu To Adv 200 NU	\$25,108.00	K	31%	\$17,324.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT

			I			IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		i
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	11-1841-LIC 11-1841-LIC-L1	SEL Upg View Std 10P Ccu To Ent 20P Nus	\$4,235.00 \$4.023.00	K K	31% 31%	\$2,922.15 \$2,775.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1841-LIC-L1 11-1841-LIC-L2	SEL L1 Upg View Std 10 Ccu To Ent 20 Nus SEL L2 Upg View Std 10 Ccu To Ent 20 Nus	\$3,939.00	K	31%	\$2,775.87 \$2,717.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1841-LIC-L3	SEL L3 Upg View Std 10 Ccu To Ent 20 Nus SEL L4 Upg View Std 10 Ccu To Ent 20 Nus	\$3,812.00	K	31% 31%	\$2,630.28	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1841-LIC-L4 11-1842-LIC	SEL UG View Std 100 Ccu To Ent 200 NU	\$3,684.00 \$42,350.00	K	31%	\$2,541.96 \$29,221.50	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1842-LIC-L1	SEL L1 UG View Std 100 Ccu To Ent 200 NU	\$40,233.00	K	31%	\$27,760.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1842-LIC-L2 11-1842-LIC-L3	SEL L2 UG View Std 100 Ccu To Ent 200 NU SEL L3 UG View Std 100 Ccu To Ent 200 NU	\$39,386.00 \$38,115.00	K K	31% 31%	\$27,176.34 \$26,299.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1842-LIC-L4	SEL L4 UG View Std 100 Ccu To Ent 200 NU	\$36,845.00	K	31%	\$25,423.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1843-LIC 11-1843-LIC-L1	SEL Upg View Std Ccu To Adv 10P Ccu SEL L1 Upg View Std Ccu To Adv 10P Ccu	\$1,815.00 \$1,724.00	K	31% 31%	\$1,252.35 \$1,189.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1843-LIC-L2	SEL L2 Upg View Std Ccu To Adv 10P Ccu	\$1,688.00	ĸ	31%	\$1,164.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1843-LIC-L3 11-1843-LIC-L4	SEL L3 Upg View Std Ccu To Adv 10P Ccu SEL L4 Upg View Std Ccu To Adv 10P Ccu	\$1,634.00 \$1,579.00	K	31% 31%	\$1,127.46 \$1,089.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1843-LIC-L5	SEL L5 Upg View Std Ccu To Adv 10P Ccu	\$1,506.00	K	31%	\$1,039.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1844-LIC 11-1844-LIC-L1	SEL Upg View Std Ccu To Adv 100P Ccu	\$18,150.00	K	31% 31%	\$12,523.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5 5	11-1844-LIC-L1 11-1844-LIC-L2	SEL L1 Upg View Std Ccu To Adv 100P Ccu SEL L2 Upg View Std Ccu To Adv 100P Ccu	\$17,243.00 \$16,880.00	K K	31%	\$11,897.67 \$11,647.20	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1844-LIC-L3	SEL L3 Upg View Std Ccu To Adv 100P Ccu	\$16,335.00	K	31%	\$11,271.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1844-LIC-L4 11-1844-LIC-L5	SEL L4 Upg View Std Ccu To Adv 100P Ccu SEL L5 Upg View Std Ccu To Adv 100P Ccu	\$15,791.00 \$15,065.00	K K	31% 31%	\$10,895.79 \$10,394.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1845-LIC	SEL Upg View Std Ccu To Ent 10P Ccu	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1845-LIC-L1 11-1845-LIC-L2	SEL L1 Upg View Std Ccu To Ent 10P Ccu SEL L2 Upg View Std Ccu To Ent 10P Ccu	\$2,874.00 \$2,813.00	K	31% 31%	\$1,983.06 \$1,940.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1845-LIC-L3	SEL L3 Upg View Std Ccu To Ent 10P Ccu	\$2,723.00	ĸ	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1845-LIC-L4 11-1846-LIC	SEL L4 Upg View Std Ccu To Ent 10P Ccu SEL Upg View Std Ccu To Ent 100P Ccu	\$2,632.00 \$30,250.00	K	31% 31%	\$1,816.08 \$20,872.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1846-LIC-L1	SEL L1 Upg View Std Ccu To Ent 100P Ccu	\$28,738.00	K	31%	\$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1846-LIC-L2 11-1846-LIC-L3	SEL L2 Upg View Std Ccu To Ent 100P Ccu	\$28,133.00	K	31% 31%	\$19,411.77 \$18,785.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1846-LIC-L3	SEL L3 Upg View Std Ccu To Ent 100P Ccu SEL L4 Upg View Std Ccu To Ent 100P Ccu	\$27,225.00 \$26,318.00	K	31%	\$10,705.25 \$18,159.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1847-LIC	SEL Upg Adv To Ent 10P Nus	\$605.00	K	31%	\$417.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1847-LIC-L1 11-1847-LIC-L2	SEL L1 Upg Adv To Ent 10P Nus SEL L2 Upg Adv To Ent 10P Nus	\$575.00 \$563.00	K K	31% 31%	\$396.75 \$388.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1847-LIC-L3	SEL L3 Upg Adv To Ent 10P Nus	\$545.00	K	31%	\$376.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1847-LIC-L4 11-1848-LIC	SEL L4 Upg Adv To Ent 10P Nus SEL Upg Adv Nus To Ent 100P Nus	\$526.00 \$6,050.00	K K	31% 31%	\$362.94 \$4,174.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1848-LIC-L1	SEL L1 Upg Adv Nus To Ent 100P Nus	\$5,748.00	K	31%	\$3,966.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1848-LIC-L2 11-1848-LIC-L3	SEL L2 Upg Adv Nus To Ent 100P Nus SEL L3 Upg Adv Nus To Ent 100P Nus	\$5,627.00 \$5,445.00	K	31% 31%	\$3,882.63 \$3,757.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1848-LIC-L4	SEL L4 Upg Adv Nus To Ent 100P Nus	\$5,264.00	K	31%	\$3,632.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1849-LIC 11-1849-LIC-L1	SEL Upg Adv To Ent 10P Ccu	\$1,210.00	K	31% 31%	\$834.90 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1849-LIC-L1 11-1849-LIC-L2	SEL L1 Upg Adv To Ent 10P Ccu SEL L2 Upg Adv To Ent 10P Ccu	\$1,150.00 \$1,125.00	K K	31%	\$793.50 \$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1849-LIC-L3	SEL L3 Upg Adv To Ent 10P Ccu	\$1,089.00	K	31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1849-LIC-L4 11-1850-LIC	SEL L4 Upg Adv To Ent 10P Ccu SEL Upg Adv Ccu To Ent 100P Ccu	\$1,053.00 \$12,100.00	K K	31% 31%	\$726.57 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1850-LIC-L1	SEL L1 Upg Adv Ccu To Ent 100P Ccu	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1850-LIC-L2 11-1850-LIC-L3	SEL L2 Upg Adv Ccu To Ent 100P Ccu SEL L3 Upg Adv Ccu To Ent 100P Ccu	\$11,253.00 \$10,890.00	K K	31% 31%	\$7,764.57 \$7,514.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1850-LIC-L4	SEL L4 Upg Adv Ccu To Ent 100P Ccu	\$10,527.00	K	31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1851-LIC 11-1851-LIC-L1	SEL Upg View Std 250 Ccu To Adv 500 Nu SEL L1 UG View Std 250 Ccu To Adv 500 Nu	\$75,625.00 \$71,844.00	K	31% 31%	\$52,181.25 \$49,572.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1851-LIC-L2	SEL L2 UG View Std 250 Ccu To Adv 500 Nu	\$70,331.00	ĸ	31%	\$48,528.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1851-LIC-L3 11-1851-LIC-L4	SEL L3 UG View Std 250 Ccu To Adv 500 Nu SEL L4 UG View Std 250 Ccu To Adv 500 Nu	\$68,063.00 \$65,794.00	K	31% 31%	\$46,963.47 \$45,397.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1851-LIC-L5	SEL L5 UG View Std 250 Ccu To Adv 500 Nu	\$62,769.00	K	31%	\$43,310.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1852-LIC 11-1852-LIC-L1	SEL Upg View Std 500 Ccu To Adv 1000 Nu SEL L1 UG View S 500 Ccu To Adv 1000 Nu	\$151,250.00 \$143,688.00	K	31% 31%	\$104,362.50 \$99,144.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1852-LIC-L1	SEL L2 UG View S 500 Ccu To Adv 1000 Nu	\$140,663.00	K	31%	\$97,057.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1852-LIC-L3 11-1852-LIC-L4	SEL L3 UG View S 500 Ccu To Adv 1000 Nu SEL L4 UG View S 500 Ccu To Adv 1000 Nu	\$136,125.00 \$131,588.00	K	31% 31%	\$93,926.25 \$90,795.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1852-LIC-L4 11-1852-LIC-L5	SEL L5 UG View S 500 Ccu To Adv 1000 Nu	\$125,538.00	K	31%	\$86,621.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC	SEL Upg View Std 250 Ccu To Adv 250 Ccu	\$45,375.00	K	31%	\$31,308.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1853-LIC-L1 11-1853-LIC-L2	SEL L1 UG View S 250 Ccu To Adv 250 Ccu SEL L2 UG View S 250 Ccu To Adv 250 Ccu	\$43,106.00 \$42,199.00	K K	31% 31%	\$29,743.14 \$29,117.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1853-LIC-L3	SEL L3 UG View S 250 Ccu To Adv 250 Ccu	\$40,838.00	K	31%	\$28,178.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1853-LIC-L4 11-1853-LIC-L5	SEL L4 UG View S 250 Ccu To Adv 250 Ccu SEL L5 UG View S 250 Ccu To Adv 250 Ccu	\$39,476.00 \$37,661.00	K K	31% 31%	\$27,238.44 \$25,986.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1854-LIC	SEL Upg View Std 500 Ccu To Adv 500 Ccu	\$90,750.00	ĸ	31%	\$62,617.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1854-LIC-L1 11-1854-LIC-L2	SEL L1 UG View S 500 Ccu To Adv 500 Ccu	\$86,213.00 \$84,398.00	K	31% 31%	\$59,486.97 \$58,234.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1854-LIC-L3	SEL L2 UG View S 500 Ccu To Adv 500 Ccu SEL L3 UG View S 500 Ccu To Adv 500 Ccu	\$81,675.00	K	31%	\$56,355.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1854-LIC-L4	SEL L4 UG View S 500 Ccu To Adv 500 Ccu	\$78,953.00	K	31%	\$54,477.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1854-LIC-L5 11-1855-LIC	SEL L5 UG View S 500 Ccu To Adv 500 Ccu SEL Upg View Std 250 Ccu To Ent 500 Nu	\$75,323.00 \$105,875.00	K K	31% 31%	\$51,972.87 \$73,053.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1855-LIC-L1	SEL L1 UG View Std 250 Ccu To Ent 500 Nu	\$100,581.00	K	31%	\$69,400.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1855-LIC-L2 11-1855-LIC-L3	SEL L2 UG View Std 250 Ccu To Ent 500 Nu SEL L3 UG View Std 250 Ccu To Ent 500 Nu	\$98,464.00 \$95,288.00	K K	31% 31%	\$67,940.16 \$65,748.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1855-LIC-L4	SEL L4 UG View Std 250 Ccu To Ent 500 Nu	\$92,111.00	ĸ	31%	\$63,556.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1856-LIC 11-1856-LIC-L1	SEL Upg View Std 500 Ccu To Ent 1000 Nu SEL L1 UG View S 500 Ccu To Ent 1000 Nu	\$211,750.00 \$201,163.00	K	31% 31%	\$146,107.50 \$138,802.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1856-LIC-L2	SEL L2 UG View S 500 Ccu To Ent 1000 Nu	\$196,928.00	ĸ	31%	\$135,880.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1856-LIC-L3 11-1856-LIC-L4	SEL L3 UG View S 500 Ccu To Ent 1000 Nu SEL L4 UG View S 500 Ccu To Ent 1000 Nu	\$190,575.00 \$184,223.00	K K	31% 31%	\$131,496.75 \$127,113.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1857-LIC	SEL Upg View Std 250 Ccu To Ent 250 Ccu	\$75,625.00	K	31%	\$52,181.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1857-LIC-L1	SEL L1 UG View S 250 Ccu To Ent 250 Ccu	\$71,844.00	K K	31%	\$49,572.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1857-LIC-L2	SEL L2 UG View S 250 Ccu To Ent 250 Ccu	\$70,331.00	11	31%	\$48,528.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IN/A	CARAHSOFT

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	11-1857-LIC-L3	SEL L3 UG View S 250 Ccu To Ent 250 Ccu	\$68,063.00	K	31%	\$46,963.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1857-LIC-L4 11-1858-LIC	SEL L4 UG View S 250 Ccu To Ent 250 Ccu SEL Upg View Std 500 Ccu To Ent 500 Ccu	\$65,794.00 \$151,250.00	K K	31% 31%	\$45,397.86 \$104,362.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	CARAHSOFT CARAHSOFT
5	11-1858-LIC-L1	SEL L1 Upg View S 500 Ccu To Ent 500 Ccu	\$143,688.00	K	31%	\$99,144.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1858-LIC-L2 11-1858-LIC-L3	SEL L2 Upg View S 500 Ccu To Ent 500 Ccu	\$140,663.00	K	31% 31%	\$97,057.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1858-LIC-L3 11-1858-LIC-L4	SEL L3 Upg View S 500 Ccu To Ent 500 Ccu SEL L4 Upg View S 500 Ccu To Ent 500 Ccu	\$136,125.00 \$131,588.00	K K	31%	\$93,926.25 \$90,795.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1865-LIC	SEL Upg Vs Stg App To Vsan 5 Bun Promo	\$10,098.00	K	31%	\$6,967.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1866-LIC	SEL View Std 10P Ccu	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1866-LIC-L1 11-1866-LIC-L2	SEL L1 View Std 10P Ccu SEL L2 View Std 10P Ccu	\$2,613.00 \$2,558.00	K K	31% 31%	\$1,802.97 \$1,765.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1866-LIC-L3	SEL L3 View Std 10P Ccu	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1866-LIC-L4	SEL L4 View Std 10P Ccu	\$2,393.00	K	31%	\$1,651.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1866-LIC-L5 11-1867-LIC	SEL L5 View Std 10P Ccu SEL View Std 100P Ccu	\$2,283.00 \$27,500.00	K K	31% 31%	\$1,575.27 \$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1867-LIC-L1	SEL L1 View Std 100P Ccu	\$26,125.00	K	31%	\$18,026.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1867-LIC-L2	SEL L2 View Std 100P Ccu	\$25,575.00	K	31%	\$17,646.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1867-LIC-L3 11-1867-LIC-L4	SEL L3 View Std 100P Ccu SEL L4 View Std 100P Ccu	\$24,750.00 \$23,925.00	K	31% 31%	\$17,077.50 \$16,508.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1867-LIC-L5	SEL L5 View Std 100P Ccu	\$22,825.00	K	31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1868-LIC	SEL View Std Add 10P Ccu	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1868-LIC-L1 11-1868-LIC-L2	SEL L1 View Std Add 10P Ccu SEL L2 View Std Add 10P Ccu	\$1,986.00 \$1,944.00	K	31% 31%	\$1,370.34 \$1,341.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1868-LIC-L3	SEL L3 View Std Add 10P Ccu	\$1,881.00	K	31%	\$1,297.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1868-LIC-L4	SEL L4 View Std Add 10P Ccu	\$1,818.00	K	31%	\$1,254.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1868-LIC-L5 11-1869-LIC	SEL L5 View Std Add 10P Ccu SEL View Std Add 100P Ccu	\$1,735.00 \$20,900.00	K	31% 31%	\$1,197.15 \$14,421.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1869-LIC-L1	SEL L1 View Std Add 100P Ccu	\$19,855.00	ĸ	31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1869-LIC-L2	SEL L2 View Std Add 100P Ccu	\$19,437.00	K	31%	\$13,411.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1869-LIC-L3 11-1869-LIC-L4	SEL L3 View Std Add 100P Ccu SEL L4 View Std Add 100P Ccu	\$18,810.00 \$18,183.00	ĸ	31% 31%	\$12,978.90 \$12,546.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1869-LIC-L5	SEL L5 View Std Add 100P Ccu	\$17,347.00	ĸ	31%	\$11,969.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1870-LIC	SEL Upg Thinapp 5 Suite To View Std 100P	\$22,000.00	K	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1870-LIC-L1 11-1870-LIC-L2	SEL L1 Upg TA 5 Suite To View Std 100 SEL L2 Upg TA 5 Suite To View Std 100	\$20,900.00 \$20,460.00	K	31% 31%	\$14,421.00 \$14,117.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1870-LIC-L3	SEL L3 Upg TA 5 Suite To View Std 100	\$19,800.00	K	31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1870-LIC-L4	SEL L4 Upg TA 5 Suite To View Std 100	\$19,140.00	K	31%	\$13,206.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1870-LIC-L5 11-1871-LIC	SEL L5 Upg TA 5 Suite To View Std 100 SEL Upg Thinapp Ny Bundle To View Std 10	\$18,260.00 \$2,310.00	K	31% 31%	\$12,599.40 \$1,593.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1871-LIC-L1	SEL L1 Upg TA Ny Bundle To View Std 10	\$2,195.00	K	31%	\$1,514.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1871-LIC-L2	SEL L2 Upg TA Ny Bundle To View Std 10	\$2,148.00	K	31%	\$1,482.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1871-LIC-L3	SEL L3 Upg TA Ny Bundle To View Std 10	\$2,079.00	K	31%	\$1,434.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1871-LIC-L4 11-1871-LIC-L5	SEL L4 Upg TA Ny Bundle To View Std 10 SEL L5 Upg TA Ny Bundle To View Std 10	\$2,010.00 \$1,917.00	K K	31% 31%	\$1,386.90 \$1,322.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1872-LIC	SEL Upg View 5 Ent 10 To View Std 10	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1872-LIC-L1 11-1872-LIC-L2	SEL L1 Upg View 5 Ent 10 To View Std 10	\$1,045.00 \$1,023.00	K	31% 31%	\$721.05 \$705.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1872-LIC-L2 11-1872-LIC-L3	SEL L2 Upg View 5 Ent 10 To View Std 10 SEL L3 Upg View 5 Ent 10 To View Std 10	\$1,023.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1872-LIC-L4	SEL L4 Upg View 5 Ent 10 To View Std 10	\$957.00	K	31%	\$660.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1872-LIC-L5	SEL L5 Upg View 5 Ent 10 To View Std 10	\$913.00	K	31%	\$629.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1873-LIC 11-1873-LIC-L1	SEL Upg View 5 Ent 100 To View Std 100 SEL L1 Upg View 5 Ent 100 To View S 100	\$11,000.00 \$10,450.00	K	31% 31%	\$7,590.00 \$7,210.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1873-LIC-L2	SEL L2 Upg View 5 Ent 100 To View S 100	\$10,230.00	K	31%	\$7,058.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1873-LIC-L3	SEL L3 Upg View 5 Ent 100 To View S 100	\$9,900.00	K	31%	\$6,831.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1873-LIC-L4 11-1873-LIC-L5	SEL L4 Upg View 5 Ent 100 To View S 100 SEL L5 Upg View 5 Ent 100 To View S 100	\$9,570.00 \$9,130.00	K	31% 31%	\$6,603.30 \$6,299.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1874-LIC	SEL Upg View S Add 10 To View S 10 Ccu	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1874-LIC-L1	SEL L1 Upg View S Add 10 To View S 10	\$732.00	K	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1874-LIC-L2 11-1874-LIC-L3	SEL L2 Upg View S Add 10 To View S 10 SEL L3 Upg View S Add 10 To View S 10	\$716.00 \$693.00	ĸ	31% 31%	\$494.04 \$478.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1874-LIC-L4	SEL L4 Upg View S Add 10 To View S 10	\$670.00	K	31%	\$462.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1874-LIC-L5	SEL L5 Upg View S Add 10 To View S 10	\$639.00	K	31%	\$440.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1875-LIC 11-1875-LIC-L1	SEL Upg View S Add 100 To View S 100 SEL L1 Upg View S Add 100 To View S 100	\$7,700.00 \$7,315.00	K	31% 31%	\$5,313.00 \$5,047.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1875-LIC-L2	SEL L2 Upg View S Add 100 To View S 100	\$7,161.00	ĸ	31%	\$4,941.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1875-LIC-L3	SEL L3 Upg View S Add 100 To View S 100	\$6,930.00	K	31%	\$4,781.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1875-LIC-L4 11-1875-LIC-L5	SEL L4 Upg View S Add 100 To View S 100 SEL L5 Upg View S Add 100 To View S 100	\$6,699.00 \$6,391.00	K	31% 31%	\$4,622.31 \$4,409.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1876-LIC	SEL Upg Thinapp Cl To View Std Add 10	\$1,870.00	ĸ	31%	\$1,290.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1876-LIC-L1	SEL L1 Upg Thinapp Cl To View Std Add 10	\$1,777.00	K	31%	\$1,226.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1876-LIC-L2 11-1876-LIC-L3	SEL L2 Upg Thinapp Cl To View Std Add 10 SEL L3 Upg Thinapp Cl To View Std Add 10	\$1,739.00 \$1,683.00	K	31% 31%	\$1,199.91 \$1,161.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1876-LIC-L3	SEL L4 Upg Thinapp Cl To View Std Add 10	\$1,627.00	K	31%	\$1,122.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1876-LIC-L5	SEL L5 Upg Thinapp CI To View Std Add 10	\$1,552.00	K	31%	\$1,070.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1879-LIC 11-1879-LIC-L1	SEL Upg Ent Add To View Std 10 Promo SEL L1 Upg Ent Add To View Std 10 Ccu	\$1,925.00 \$1,829.00	K K	31% 31%	\$1,328.25 \$1,262.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1879-LIC-L1 11-1879-LIC-L2	SEL L1 Upg Ent Add To View Std 10 Ccu	\$1,829.00	K	31%	\$1,262.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1879-LIC-L3	SEL L3 Upg Ent Add To View Std 10 Ccu	\$1,733.00	K	31%	\$1,195.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1879-LIC-L4 11-1879-LIC-L5	SEL L4 Upg Ent Add To View Std 10 Ccu	\$1,675.00	K	31%	\$1,155.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1879-LIC-L5 11-1880-LIC	SEL L5 Upg Ent Add To View Std 10 Ccu SEL Ug Ent Add To View S 100 Ccu Promo	\$1,598.00 \$19,250.00	K K	31% 31%	\$1,102.62 \$13,282.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1880-LIC-L1	SEL L1 Upg Ent Add To View Std 100 Ccu	\$18,288.00	K	31%	\$12,618.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1880-LIC-L2	SEL L2 Upg Ent Add To View Std 100 Ccu	\$17,903.00	K	31%	\$12,353.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1880-LIC-L3 11-1880-LIC-L4	SEL L3 Upg Ent Add To View Std 100 Ccu SEL L4 Upg Ent Add To View Std 100 Ccu	\$17,325.00 \$16,748.00	K K	31% 31%	\$11,954.25 \$11,556.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1880-LIC-L5	SEL L5 Upg Ent Add To View Std 100 Ccu	\$15,978.00	ĸ	31%	\$11,024.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1881-LIC	SEL Usfederal Upg Mirage 5 To Adv 10 Ccu	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1881-LIC-L1 11-1881-LIC-L2	SEL L1 Upg Mirage 5 To Adv 10 Ccu SEL L2 Upg Mirage 5 To Adv 10 Ccu	\$2,874.00 \$2,813.00	K K	31% 31%	\$1,983.06 \$1,940.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
3		022 22 0pg mmago 0 10 nav 10 00a	Ψ2,013.00	13	3170	ψ1,540.57	ψ0.00	Ψ0.00	ψ0.00	ψ0.00	Ψ0.00	IN/A	5, 1

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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	11-1881-LIC-L3	SEL L3 Upg Mirage 5 To Adv 10 Ccu	\$2,723.00	K	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1881-LIC-L4 11-1881-LIC-L5	SEL L4 Upg Mirage 5 To Adv 10 Ccu SEL L5 Upg Mirage 5 To Adv 10 Ccu	\$2,632.00 \$2,511.00	K K	31% 31%	\$1,816.08 \$1,732.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	N/A N/A	CARAHSOFT
5	11-1882-LIC	SEL Usfederal Ug Mirage 5 To Adv 100 Ccu	\$30,250.00	K	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1882-LIC-L1 11-1882-LIC-L2	SEL L1 Upg Mirage 5 To Adv 100 Ccu SEL L2 Upg Mirage 5 To Adv 100 Ccu	\$28,738.00 \$28,133.00	K K	31% 31%	\$19,829.22 \$19,411.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1882-LIC-L3	SEL L3 Upg Mirage 5 To Adv 100 Ccu	\$27,225.00	K	31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1882-LIC-L4 11-1882-LIC-L5	SEL L4 Upg Mirage 5 To Adv 100 Ccu SEL L5 Upg Mirage 5 To Adv 100 Ccu	\$26,318.00 \$25,108.00	K	31% 31%	\$18,159.42 \$17,324.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1883-LIC	SEL Usfederal Upg View Add To Adv 10 Ccu	\$2,530.00	ĸ	31%	\$1,745.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1883-LIC-L1	SEL L1 Upg View Add To Adv 10 Ccu	\$2,404.00	K	31%	\$1,658.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1883-LIC-L2 11-1883-LIC-L3	SEL L2 Upg View Add To Adv 10 Ccu SEL L3 Upg View Add To Adv 10 Ccu	\$2,353.00 \$2,277.00	K	31% 31%	\$1,623.57 \$1,571.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1883-LIC-L4	SEL L4 Upg View Add To Adv 10 Ccu	\$2,201.00	ĸ	31%	\$1,518.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1883-LIC-L5 11-1884-LIC	SEL L5 Upg View Add To Adv 10 Ccu SEL Usfederal Ug View Add To Adv 100 Ccu	\$2,100.00 \$25,300.00	K K	31% 31%	\$1,449.00 \$17,457.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1884-LIC-L1	SEL L1 Upg View Add To Adv 100 Ccu	\$24,035.00	K	31%	\$16,584.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1884-LIC-L2	SEL L2 Upg View Add To Adv 100 Ccu	\$23,529.00	K	31%	\$16,235.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1884-LIC-L3 11-1884-LIC-L4	SEL L3 Upg View Add To Adv 100 Ccu SEL L4 Upg View Add To Adv 100 Ccu	\$22,770.00 \$22,011.00	K K	31% 31%	\$15,711.30 \$15,187.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1884-LIC-L5	SEL L5 Upg View Add To Adv 100 Ccu	\$20,999.00	K	31%	\$14,489.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1885-LIC 11-1885-LIC-L1	SEL Usfederal Upg View Add To Ent 10 Ccu SEL L1 Upg View Add To Ent 10 Ccu	\$3,740.00 \$3,553.00	K K	31% 31%	\$2,580.60 \$2,451.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1885-LIC-L2	SEL L2 Upg View Add To Ent 10 Ccu	\$3,478.00	K	31%	\$2,399.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1885-LIC-L3	SEL L3 Upg View Add To Ent 10 Ccu	\$3,366.00	K	31%	\$2,322.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1885-LIC-L4 11-1886-LIC	SEL L4 Upg View Add To Ent 10 Ccu SEL Usfederal Ug View Add To Ent 100 Ccu	\$3,254.00 \$37,400.00	K	31% 31%	\$2,245.26 \$25,806.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1886-LIC-L1	SEL L1 Upg View Add To Ent 100P Ccu	\$35,530.00	ĸ	31%	\$24,515.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1886-LIC-L2 11-1886-LIC-L3	SEL L2 Upg View Add To Ent 100P Ccu SEL L3 Upg View Add To Ent 100P Ccu	\$34,782.00 \$33,660.00	K	31% 31%	\$23,999.58 \$23,225.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1886-LIC-L4	SEL L4 Upg View Add To Ent 100P Ccu	\$32,538.00	K	31%	\$23,225.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1889-LIC	SEL Upg Workspace To Adv 10P Nus	\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1889-LIC-L1 11-1889-LIC-L2	SEL L1 Upg Workspace To Adv 10P Nus SEL L2 Upg Workspace To Adv 10P Nus	\$1,162.00 \$1,137.00	K	31% 31%	\$801.78 \$784.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1889-LIC-L3	SEL L3 Upg Workspace To Adv 10P Nus	\$1,101.00	ĸ	31%	\$759.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1889-LIC-L4	SEL L4 Upg Workspace To Adv 10P Nus SEL L5 Upg Workspace To Adv 10P Nus	\$1,065.00	K	31%	\$734.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1889-LIC-L5 11-1890-LIC	SEL Upg Workspace To Adv 10P Nus SEL Upg Workspace To Adv 10P Nus	\$1,004.00 \$12,100.00	K	31% 31%	\$692.76 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1890-LIC-L1	SEL L1 Upg Workspace To Adv 100P Nus	\$11,616.00	K	31%	\$8,015.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1890-LIC-L2 11-1890-LIC-L3	SEL L2 Upg Workspace To Adv 100P Nus SEL L3 Upg Workspace To Adv 100P Nus	\$11,374.00 \$11,011.00	K	31% 31%	\$7,848.06 \$7,597.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1890-LIC-L4	SEL L4 Upg Workspace To Adv 100P Nus	\$10,648.00	K	31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1890-LIC-L5	SEL L5 Upg Workspace To Adv 100P Nus	\$10,043.00	K	31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1971-LIC-L1 11-1971-LIC-L2	SEL: VR-ATADV-ENT-UG-F-L1 SEL: VR-ATADV-ENT-UG-F-L2	\$5,606.00 \$5,488.00	K K	31% 31%	\$3,868.14 \$3,786.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1971-LIC-L3	SEL: VR-ATADV-ENT-UG-F-L3	\$5,311.00	K	31%	\$3,664.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1971-LIC-L4 11-1971-LIC-L5	SEL: VR-ATADV-ENT-UG-F-L4 SEL: VR-ATADV-ENT-UG-F-L5	\$5,134.00 \$4,898.00	K	31% 31%	\$3,542.46 \$3,379.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1976-LIC-M1G	SEL: PV-WBS-CPU-G-TLSS-F	\$550.00	ĸ	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1976-LIC-M1P 11-1976-LIC-M2G	SEL: PV-WBS-CPU-P-TLSS-F SEL: PV-WBS-CPU-2G-TLSS-F	\$825.00 \$1,100.00	K K	31% 31%	\$569.25 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1976-LIC-M2P	SEL: PV-WBS-CPU-2P-TLSS-F	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1976-LIC-M3G	SEL: PV-WBS-CPU-3G-TLSS-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1976-LIC-M3P 11-1977-LIC	SEL: PV-WBS-CPU-3P-TLSS-F SEL: PV-GFXD-CPU-F	\$2,475.00 \$2,750.00	K K	31% 31%	\$1,707.75 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00	K	31%	\$2,372.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1980-LIC-L1 11-1980-LIC-L2	SEL: VR6-OSTD25-F-L1 SEL: VR6-OSTD25-F-L2	\$3,266.00 \$3,197.00	K	31% 31%	\$2,253.54 \$2,205.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1980-LIC-L3	SEL: VR6-OSTD25-F-L3	\$3,094.00	ĸ	31%	\$2,134.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1980-LIC-L4 11-1980-LIC-L5	SEL: VR6-OSTD25-F-L4 SEL: VR6-OSTD25-F-L5	\$2,991.00 \$2,853.00	K	31% 31%	\$2,063.79 \$1,968.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1981-LIC	SEL: VR6-OADV25-F	\$7,563.00	K	31%	\$5,218.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1981-LIC-L1	SEL: VR6-OADV25-F-L1	\$7,184.00	K	31%	\$4,956.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1981-LIC-L2 11-1981-LIC-L3	SEL: VR6-OADV25-F-L2 SEL: VR6-OADV25-F-L3	\$7,033.00 \$6,806.00	K K	31% 31%	\$4,852.77 \$4,696.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1981-LIC-L4	SEL: VR6-OADV25-F-L4	\$6,579.00	ĸ	31%	\$4,539.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1981-LIC-L5 11-1982-LIC	SEL: VR6-OADV25-F-L5 SEL: VR6-OENT25-F	\$6,277.00 \$19,113.00	K	31% 31%	\$4,331.13 \$13,187.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1982-LIC-L1	SEL: VR6-OENT25-F-L1	\$18,157.00	K	31%	\$12,528.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1982-LIC-L2	SEL: VR6-OENT25-F-L2	\$17,775.00	K	31%	\$12,264.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1982-LIC-L3 11-1982-LIC-L4	SEL: VR6-OENT25-F-L3 SEL: VR6-OENT25-F-L4	\$17,201.00 \$16,628.00	K	31% 31%	\$11,868.69 \$11,473.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1982-LIC-L5	SEL: VR6-OENT25-F-L5	\$15,863.00	ĸ	31%	\$10,945.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1983-LIC	SEL: VR6-OSTD-OADV-UG-F	\$4,538.00	K K	31%	\$3,131.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1983-LIC-L1 11-1983-LIC-L2	SEL: VR6-OSTDOADV-UG-F-L1 SEL: VR6-OSTDOADV-UG-F-L2	\$4,311.00 \$4,220.00	K	31% 31%	\$2,974.59 \$2,911.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1983-LIC-L3	SEL: VR6-OSTDOADV-UG-F-L3	\$4,084.00	K	31%	\$2,817.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1983-LIC-L4 11-1983-LIC-L5	SEL: VR6-OSTDOADV-UG-F-L4 SEL: VR6-OSTDOADV-UG-F-L5	\$3,948.00 \$3,766.00	K K	31% 31%	\$2,724.12 \$2,598.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1984-LIC	SEL: VR6-OSTD-OENT-UG-F	\$17,243.00	K	31%	\$11,897.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1984-LIC-L1	SEL: VR6-OSTDOENT-UG-F-L1 SEL: VR6-OSTDOENT-UG-F-L2	\$16,380.00	K	31%	\$11,302.20	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1984-LIC-L2 11-1984-LIC-L3	SEL: VR6-OSTDOENT-UG-F-L2 SEL: VR6-OSTDOENT-UG-F-L3	\$16,036.00 \$15,518.00	K K	31% 31%	\$11,064.84 \$10,707.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1984-LIC-L4	SEL: VR6-OSTDOENT-UG-F-L4	\$15,001.00	K	31%	\$10,350.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1984-LIC-L5 11-1985-LIC	SEL: VR6-OSTDOENT-UG-F-L5 SEL: VR6-OADV-OENT-UG-F	\$14,311.00 \$12,705.00	K K	31% 31%	\$9,874.59 \$8,766.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1985-LIC-L1	SEL: VR6-OADVOENT-UG-F-L1	\$12,070.00	K	31%	\$8,328.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-1985-LIC-L2	SEL: VR6-OADVOENT-UG-F-L2	\$11,816.00	K	31%	\$8,153.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1985-LIC-L3	SEL: VR6-OADVOENT-UG-F-L3	\$11,435.00	K	31%	\$7,890.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT

			ĺ			IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		i
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	11-1985-LIC-L4	SEL: VR6-OADVOENT-UG-F-L4	\$11,053.00	K	31%	\$7,626.57	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1985-LIC-L5 11-1987-LIC	SEL: VR6-OADVOENT-UG-F-L5 SEL: VR6-PCADV25-F	\$10,545.00 \$5,500.00	K K	31% 31%	\$7,276.05 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1987-LIC-L1	SEL: VR6-PCADV25-F-L1	\$5,225.00	K	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1987-LIC-L2 11-1987-LIC-L3	SEL: VR6-PCADV25-F-L2 SEL: VR6-PCADV25-F-L3	\$5,115.00 \$4,950.00	K K	31% 31%	\$3,529.35 \$3,415.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1987-LIC-L4 11-1987-LIC-L5	SEL: VR6-PCADV25-F-L4 SEL: VR6-PCADV25-F-L5	\$4,785.00 \$4,565.00	K K	31% 31%	\$3,301.65 \$3,149.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1987-LIC-LS 11-1988-LIC	SEL: VR6-PCENT25-F	\$10,863.00	K	31%	\$7,495.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1988-LIC-L1 11-1988-LIC-L2	SEL: VR6-PCENT25-F-L1 SEL: VR6-PCENT25-F-L2	\$10,319.00 \$10,102.00	K K	31% 31%	\$7,120.11 \$6,970.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1988-LIC-L3	SEL: VR6-PCENT25-F-L3	\$9,776.00	K	31%	\$6,745.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1988-LIC-L4 11-1988-LIC-L5	SEL: VR6-PCENT25-F-L4 SEL: VR6-PCENT25-F-L5	\$9,450.00 \$9,016.00	K	31% 31%	\$6,520.50 \$6,221.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1989-LIC	SEL: VR6-PCADV-ENT-UG-F	\$5,902.00	K	31%	\$4,072.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1989-LIC-L1 11-1989-LIC-L2	SEL: VR6-PCADVENT-UG-F-L1 SEL: VR6-PCADVENT-UG-F-L2	\$5,606.00 \$5,488.00	K	31% 31%	\$3,868.14 \$3,786.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1989-LIC-L3	SEL: VR6-PCADVENT-UG-F-L3	\$5,311.00	ĸ	31%	\$3,664.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1989-LIC-L4 11-1989-LIC-L5	SEL: VR6-PCADVENT-UG-F-L4 SEL: VR6-PCADVENT-UG-F-L5	\$5,134.00 \$4,898.00	K K	31% 31%	\$3,542.46 \$3,379.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1993-LIC-M2P	SEL: PV-APSTE-2P-TLSS-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1994-LIC 11-1994-LIC-L1	SEL: CV-CCU-10-F SEL: CV-CCU-10-F-L1	\$1,650.00 \$1,568.00	K K	31% 31%	\$1,138.50 \$1,081.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1994-LIC-L2	SEL: CV-CCU-10-F-L2	\$1,535.00	K	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1994-LIC-L3 11-1994-LIC-L4	SEL: CV-CCU-10-F-L3 SEL: CV-CCU-10-F-L4	\$1,485.00 \$1,436.00	K K	31% 31%	\$1,024.65 \$990.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1994-LIC-L5	SEL: CV-CCU-10-F-L5	\$1,370.00	K	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1995-LIC 11-1995-LIC-L1	SEL: CV-CCU-100-F SEL: CV-CCU-100-F-L1	\$16,500.00 \$15.675.00	K K	31% 31%	\$11,385.00 \$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: CV-CCU-100-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1995-LIC-L3 11-1995-LIC-L4	SEL: CV-CCU-100-F-L3 SEL: CV-CCU-100-F-L4	\$14,850.00 \$14,355.00	K K	31% 31%	\$10,246.50 \$9,904.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1995-LIC-L5	SEL: CV-CCU-100-F-L5	\$13,695.00	K	31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1996-LIC 11-1996-LIC-L1	SEL: HZ-APV-ENTC-10-UG-F SEL: HZ-APVENTC10-UG-F-L1	\$4,235.00 \$4,023.00	K K	31% 31%	\$2,922.15 \$2,775.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1996-LIC-L2 11-1996-LIC-L3	SEL: HZ-APVENTC10-UG-F-L2	\$3,939.00	K	31%	\$2,717.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1996-LIC-L3 11-1996-LIC-L4	SEL: HZ-APVENTC10-UG-F-L3 SEL: HZ-APVENTC10-UG-F-L4	\$3,812.00 \$3,684.00	K K	31% 31%	\$2,630.28 \$2,541.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1997-LIC	SEL: HZ-APV-ENTC-100-UG-F	\$42,350.00	K	31%	\$29,221.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1997-LIC-L1 11-1997-LIC-L2	SEL: HZ-APVENTC100UG-F-L1 SEL: HZ-APVENTC100UG-F-L2	\$40,233.00 \$39,386.00	K K	31% 31%	\$27,760.77 \$27,176.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1997-LIC-L3	SEL: HZ-APVENTC100UG-F-L3	\$38,115.00	K	31%	\$26,299.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1997-LIC-L4 11-1998-LIC	SEL: HZ-APVENTC100UG-F-L4 SEL: VR6-VU10-F	\$44,740.00 \$825.00	K K	31% 31%	\$30,870.60 \$569.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1998-LIC-L1 11-1998-LIC-L2	SEL: VR6-VU10-F-L1 SEL: VR6-VU10-F-L2	\$784.00 \$767.00	K	31% 31%	\$540.96 \$529.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1998-LIC-L2	SEL: VR6-VU10-F-L2 SEL: VR6-VU10-F-L3	\$743.00	K	31%	\$529.23 \$512.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1998-LIC-L4 11-1998-LIC-L5	SEL: VR6-VU10-F-L4 SEL: VR6-VU10-F-L5	\$718.00 \$685.00	K	31% 31%	\$495.42 \$472.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1999-LIC	SEL: VR6-VU100-F	\$8,250.00	ĸ	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1999-LIC-L1 11-1999-LIC-L2	SEL: VR6-VU100-F-L1 SEL: VR6-VU100-F-L2	\$7,838.00 \$7,673.00	K K	31% 31%	\$5,408.22 \$5,294.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1999-LIC-L3	SEL: VR6-VU100-F-L3	\$7,425.00	K	31%	\$5,123.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-1999-LIC-L4 11-1999-LIC-L5	SEL: VR6-VU100-F-L4 SEL: VR6-VU100-F-L5	\$7,178.00 \$6,848.00	K K	31% 31%	\$4,952.82 \$4,725.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2000-LIC	SEL: V-PS-TRN-PKG-PRO-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2003-LIC 11-2004-LIC	SEL: WS11-LW-FE SEL: WS11-LW-UG-FE	\$275.00 \$165.00	K K	31% 31%	\$189.75 \$113.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2005-LIC	SEL: WS11-LWP7-UG-FE	\$110.00	K	31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2006-LIC 11-2006-LIC-L1	SEL: VR6-BSTD-F SEL: VR6-BSTD-F-L1	\$1,650.00 \$1,568.00	K K	31% 31%	\$1,138.50 \$1,081.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2006-LIC-L2	SEL: VR6-BSTD-F-L2	\$1,535.00	K	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2006-LIC-L3 11-2006-LIC-L4	SEL: VR6-BSTD-F-L3 SEL: VR6-BSTD-F-L4	\$1,485.00 \$1,436.00	K K	31% 31%	\$1,024.65 \$990.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2006-LIC-L5	SEL: VR6-BSTD-F-L5 SEL: VR6-BADV-F	\$1,370.00	K	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2007-LIC 11-2007-LIC-L1	SEL: VR6-BADV-F-L1	\$2,475.00 \$2,351.00	K	31% 31%	\$1,707.75 \$1,622.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2007-LIC-L2 11-2007-LIC-L3	SEL: VR6-BADV-F-L2 SEL: VR6-BADV-F-L3	\$2,302.00 \$2,228.00	K K	31% 31%	\$1,588.38 \$1,537.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2007-LIC-L3 11-2007-LIC-L4	SEL: VR6-BADV-F-L3 SEL: VR6-BADV-F-L4	\$2,228.00	K	31%	\$1,537.32 \$1,485.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2007-LIC-L5 11-2008-LIC	SEL: VR6-BADV-F-L5 SEL: VR6-BENT-F	\$2,054.00 \$3,713.00	K K	31% 31%	\$1,417.26 \$2,561.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2008-LIC-L1	SEL: VR6-BENT-F-L1	\$3,527.00	K	31%	\$2,433.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2008-LIC-L2 11-2008-LIC-L3	SEL: VR6-BENT-F-L2 SEL: VR6-BENT-F-L3	\$3,453.00 \$3,341.00	K K	31% 31%	\$2,382.57 \$2,305.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2008-LIC-L4	SEL: VR6-BENT-F-L4	\$3,230.00	K	31%	\$2,228.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2008-LIC-L5 11-2009-LIC	SEL: VR6-BENT-F-L5 SEL: VR6-BSTD25-F	\$3,081.00 \$5,500.00	K K	31% 31%	\$2,125.89 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2009-LIC-L1	SEL: VR6-BSTD25-F-L1	\$5,225.00	ĸ	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5		SEL: VR6-BSTD25-F-L2 SEL: VR6-BSTD25-F-L3	\$5,115.00 \$4,950.00	K K	31% 31%	\$3,529.35 \$3,415.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2009-LIC-L4	SEL: VR6-BSTD25-F-L4	\$4,785.00	ĸ	31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2009-LIC-L5 11-2010-LIC	SEL: VR6-BSTD25-F-L5 SEL: VR6-BSTD-BADV-UG-F	\$4,565.00 \$908.00	K K	31% 31%	\$3,149.85 \$626.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2011-LIC	SEL: VR6-BSTD-BENT-UG-F	\$2,272.00	K	31%	\$1,567.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2012-LIC 11-2013-LIC	SEL: VR6-BADV-BENT-UG-F SEL: VR-CODE-OSI-F	\$1,364.00 \$1,375.00	K K	31% 31%	\$941.16 \$948.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2013-LIC-L1	SEL: VR-CODE-OSI-F-L1	\$1,306.00	K	31%	\$901.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2013-LIC-L2	SEL: VR-CODE-OSI-F-L2	\$1,279.00	К	31%	\$882.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT

			ĺ			IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	11-2013-LIC-L3	SEL: VR-CODE-OSI-F-L3	\$1,238.00	К	31%	\$854.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2013-LIC-L4 11-2013-LIC-L5	SEL: VR-CODE-OSI-F-L4 SEL: VR-CODE-OSI-F-L5	\$1,196.00 \$1,141.00	K K	31% 31%	\$825.24 \$787.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2014-LIC	SEL: VR-CODE-CPU-F	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2014-LIC-L1 11-2014-LIC-L2	SEL: VR-CODE-CPU-F-L1 SEL: VR-CODE-CPU-F-L2	\$7,838.00 \$7,673.00	K K	31% 31%	\$5,408.22 \$5,294.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2014-LIC-L3 11-2014-LIC-L4	SEL: VR-CODE-CPU-F-L3 SEL: VR-CODE-CPU-F-L4	\$7,425.00 \$7,178.00	K K	31% 31%	\$5,123.25 \$4,952.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2014-LIC-L4 11-2014-LIC-L5	SEL: VR-CODE-CPU-F-L5	\$6,848.00	K	31%	\$4,725.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2015-LIC 11-2015-LIC-L1	SEL: HZ-FLX-10-F SEL: HZ-FLX-10-F-L1	\$2,750.00 \$2,613.00	K K	31% 31%	\$1,897.50 \$1,802.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2015-LIC-L1 11-2015-LIC-L2	SEL: HZ-FLX-10-F-L1 SEL: HZ-FLX-10-F-L2	\$2,558.00	K	31%	\$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2015-LIC-L3	SEL: HZ-FLX-10-F-L3	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2015-LIC-L4 11-2015-LIC-L5	SEL: HZ-FLX-10-F-L4 SEL: HZ-FLX-10-F-L5	\$2,393.00 \$2,283.00	K K	31% 31%	\$1,651.17 \$1,575.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2016-LIC 11-2016-LIC-L1	SEL: HZ-FUSPL7-FLX-UG-F SEL: HZ-FUSPL7-FLX-UG-F-L1	\$110.00 \$105.00	K	31% 31%	\$75.90 \$72.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2016-LIC-L2	SEL: HZ-FUSPL7-FLX-UG-F-L2	\$103.00	K	31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2016-LIC-L3 11-2016-LIC-L4	SEL: HZ-FUSPL7-FLX-UG-F-L3 SEL: HZ-FUSPL7-FLX-UG-F-L4	\$99.00 \$96.00	K K	31% 31%	\$68.31 \$66.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2016-LIC-L5	SEL: HZ-FUSPL7-FLX-UG-F-L5	\$91.00	K	31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2017-LIC 11-2017-LIC-L1	SEL: HZ-FUS56-FLX-UG-F SEL: HZ-FUS56-FLX-UG-F-L1	\$198.00 \$188.00	K K	31% 31%	\$136.62 \$129.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2017-LIC-L2	SEL: HZ-FUS56-FLX-UG-F-L2	\$184.00	K	31%	\$126.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2017-LIC-L3 11-2017-LIC-L4	SEL: HZ-FUS56-FLX-UG-F-L3 SEL: HZ-FUS56-FLX-UG-F-L4	\$178.00 \$172.00	K K	31% 31%	\$122.82 \$118.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2017-LIC-L5	SEL: HZ-FUS56-FLX-UG-F-L5	\$164.00	K	31%	\$113.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2019-M1G-LIC 11-2019-M1P-LIC	SEL: VR8-ADV-XC-G-SAAS-F SEL: VR8-ADV-XC-P-SAAS-F	\$57,200.00 \$59,400.00	K	31% 31%	\$39,468.00 \$40,986.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2019-M2G-LIC	SEL: VR8-ADV-XC-2G-SAAS-F	\$107,536.00	ĸ	31%	\$74,199.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2019-M2P-LIC 11-2019-M3G-LIC	SEL: VR8-ADV-XC-2P-SAAS-F SEL: VR8-ADV-XC-3G-SAAS-F	\$111,672.00 \$151,008.00	K	31% 31%	\$77,053.68 \$104,195.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2019-M3P-LIC	SEL: VR8-ADV-XC-3P-SAAS-F	\$156,816.00	ĸ	31%	\$108,203.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2020-M1G-LIC 11-2020-M1P-LIC	SEL: VR8-ENT-XC-G-SAAS-F SEL: VR8-ENT-XC-P-SAAS-F	\$57,200.00 \$59,400.00	K K	31% 31%	\$39,468.00 \$40,986.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2020-M2G-LIC	SEL: VR8-ENT-XC-2G-SAAS-F	\$107,536.00	ĸ	31%	\$74,199.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2020-M2P-LIC 11-2020-M3G-LIC	SEL: VR8-ENT-XC-2P-SAAS-F SEL: VR8-ENT-XC-3G-SAAS-F	\$111,672.00 \$151,008.00	K K	31% 31%	\$77,053.68 \$104,195.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2020-M3P-LIC	SEL: VR8-ENT-XC-3P-SAAS-F	\$156,816.00	K	31%	\$108,203.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2021-M1G-LIC 11-2021-M1P-LIC	SEL: VR8-ADV-ST-G-SAAS-F SEL: VR8-ADV-ST-P-SAAS-F	\$7,150.00 \$7,370.00	K K	31% 31%	\$4,933.50 \$5,085.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2021-M1F-EIC	SEL: VR8-ADV-ST-2G-SAAS-F	\$13,442.00	K	31%	\$9,274.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2021-M2P-LIC 11-2021-M3G-LIC	SEL: VR8-ADV-ST-2P-SAAS-F SEL: VR8-ADV-ST-3G-SAAS-F	\$13,856.00 \$18,876.00	K K	31% 31%	\$9,560.64 \$13,024.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2021-M3P-LIC	SEL: VR8-ADV-ST-3P-SAAS-F	\$19,457.00	ĸ	31%	\$13,425.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2022-M1G-LIC 11-2022-M1P-LIC	SEL: VR8-ENT-ST-G-SAAS-F SEL: VR8-ENT-ST-P-SAAS-F	\$7,150.00 \$7,370.00	K K	31% 31%	\$4,933.50 \$5,085.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2022-M2G-LIC	SEL: VR8-ENT-ST-2G-SAAS-F	\$13,442.00	K	31%	\$9,274.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2022-M2P-LIC 11-2022-M3G-LIC	SEL: VR8-ENT-ST-2P-SAAS-F SEL: VR8-ENT-ST-3G-SAAS-F	\$13,856.00 \$18,876.00	K K	31% 31%	\$9,560.64 \$13,024.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2022-M3P-LIC	SEL: VR8-ENT-ST-3P-SAAS-F	\$19,457.00	K	31%	\$13,425.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2023-LIC 11-2024-LIC	SEL: EDU-SRMICM58-OE-F SEL: EDU-SRMICM58-OS-F	\$1,815.00 \$15,125.00	K K	31% 31%	\$1,252.35 \$10,436.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2025-LIC	SEL: EDU-SRMICM58-XP-F	\$1,514.00	K	31%	\$1,044.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2026-LIC 11-2027-LIC	SEL: EDU-VSDW55-OE-F SEL: EDU-VSDW55-OS-F	\$2,965.00 \$24,915.00	K K	31% 31%	\$2,045.85 \$17,191.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	CARAHSOFT CARAHSOFT
5	11-2028-LIC	SEL: EDU-VSDW55-XP-F	\$2,492.00	K	31%	\$1,719.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2029-LIC 11-2030-LIC	SEL: EDU-SDDC3-OE-F SEL: EDU-SDDC3-OS-F	\$6,892.00 \$58,135.00	K K	31% 31%	\$4,755.48 \$40,113.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2031-LIC	SEL: EDU-SDDC3-XP-F	\$5,814.00	K	31%	\$4,011.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2032-LIC 11-2033-LIC	SEL: EDU-NSXFT6-0E-F SEL: EDU-NSXFT6-0S-F	\$6,892.00 \$58,135.00	K K	31% 31%	\$4,755.48 \$40,113.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2034-LIC	SEL: EDU-NSXFT6-XP-F	\$5,814.00	K	31%	\$4,011.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2035-LIC 11-2036-LIC	SEL: EDU-MICM5-OE-F SEL: EDU-MICM5-OS-F	\$2,475.00 \$20,625.00	K K	31% 31%	\$1,707.75 \$14,231.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2037-LIC	SEL: EDU-MICM5-XP-F	\$2,063.00	K	31%	\$1,423.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2038-LIC 11-2039-LIC	SEL: EDU-VSOS6-OE-F SEL: EDU-VSOS6-OS-F	\$4,538.00 \$37,813.00	K K	31% 31%	\$3,131.22 \$26,090.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2040-LIC	SEL: EDU-VSOS6-XP-F	\$3,784.00	K	31%	\$2,610.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2041-LIC 11-2042-LIC	SEL: EDU-VSICM6-0E-F SEL: EDU-VSICM6-OS-F	\$4,538.00 \$37,813.00	K K	31% 31%	\$3,131.22 \$26,090.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2043-LIC	SEL: EDU-VSICM6-XP-F	\$3,784.00	K	31%	\$2,610.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2044-LIC 11-2045-LIC	SEL: EDU-VSWN6-OE-F SEL: EDU-VSWN6-OS-F	\$1,815.00 \$15,125.00	K K	31% 31%	\$1,252.35 \$10,436.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2046-LIC	SEL: EDU-VSWN6-XP-F	\$1,514.00	K	31%	\$1,044.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2047-LIC 11-2048-LIC	SEL: EDU-M5H6FT-OE-F SEL: EDU-M5H6FT-OS-F	\$6,892.00 \$58,135.00	K K	31% 31%	\$4,755.48 \$40,113.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	CARAHSOFT CARAHSOFT
5	11-2049-LIC	SEL: EDU-M5H6FT-XP-F	\$5,814.00	K	31%	\$4,011.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2050-LIC 11-2051-LIC	SEL: EDU-ITBM8-OE-F SEL: EDU-ITBM8-OS-F	\$3,630.00 \$30,250.00	K K	31% 31%	\$2,504.70 \$20,872.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2052-LIC	SEL: EDU-ITBM8-XP-F	\$3,027.00	K	31%	\$2,088.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2053-LIC 11-2053-LIC-L1	SEL: VR-STE-ADV-F SEL: VR-STE-ADV-F-L1	\$18,563.00 \$17,634.00	K K	31% 31%	\$12,808.47 \$12,167.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2053-LIC-L2	SEL: VR-STE-ADV-F-L2	\$17,263.00	K	31% 31%	\$11,911.47	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2053-LIC-L3 11-2053-LIC-L4	SEL: VR-STE-ADV-F-L3 SEL: VR-STE-ADV-F-L4	\$16,706.00 \$16,149.00	K K	31% 31%	\$11,527.14 \$11,142.81	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2053-LIC-L5	SEL: VR-STE-ADV-F-L5	\$15,407.00	K	31%	\$10,630.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2054-LIC 11-2054-LIC-L1	SEL: VR-LIS-STEADV-UG-F SEL: VR-LISSTEADV-UG-F-L1	\$14,372.00 \$13,653.00	K K	31% 31%	\$9,916.68 \$9,420.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	11-2054-LIC-L2	SEL: VR-LISSTEADV-UG-F-L2	\$13,365.00	K	31%	\$9,221.85	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	, ,	CARAHSOFT
5	11-2054-LIC-L3 11-2054-LIC-L4	SEL: VR-LISSTEADV-UG-F-L3 SEL: VR-LISSTEADV-UG-F-L4	\$12,934.00 \$12,503.00	K K	31% 31%	\$8,924.46 \$8,627.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2054-LIC-L5	SEL: VR-LISSTEADV-UG-F-L5	\$12,503.00	K	31%	\$8,230.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2055-LIC 11-2055-LIC-L1	SEL: VR-CADV-STEADV-UG-F SEL: VR-CADVSTEADVUG-F-L1	\$8,322.00 \$7,905.00	K K	31% 31%	\$5,742.18 \$5,454.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2055-LIC-L2	SEL: VR-CADVSTEADVUG-F-L2	\$7,739.00	K	31%	\$5,339.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2055-LIC-L3 11-2055-LIC-L4	SEL: VR-CADVSTEADVUG-F-L3 SEL: VR-CADVSTEADVUG-F-L4	\$7,489.00 \$7,240.00	K K	31% 31%	\$5,167.41 \$4,995.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2055-LIC-L5	SEL: VR-CADVSTEADVUG-F-L5	\$6,907.00	K	31%	\$4,765.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2056-LIC 11-2056-LIC-L1	SEL: VR-OSTD-STEADV-UG-F SEL: VR-OSTDSTEADVUG-F-L1	\$16,638.00 \$15.806.00	K K	31% 31%	\$11,480.22 \$10,906.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2056-LIC-L2	SEL: VR-OSTDSTEADVUG-F-L2	\$15,473.00	ĸ	31%	\$10,676.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2056-LIC-L3 11-2056-LIC-L4	SEL: VR-OSTDSTEADVUG-F-L3 SEL: VR-OSTDSTEADVUG-F-L4	\$14,974.00 \$14,475.00	K	31% 31%	\$10,332.06 \$9,987.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2056-LIC-L5	SEL: VR-OSTDSTEADVUG-F-L5	\$13,809.00	ĸ	31%	\$9,528.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2057-LIC 11-2057-LIC-L1	SEL: VR-OADV-STEADV-UG-F SEL: VR-OADVSTEADVUG-F-L1	\$12,100.00 \$11,495.00	K K	31% 31%	\$8,349.00 \$7,931.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2057-LIC-L2	SEL: VR-OADVSTEADVUG-F-L2	\$11,253.00	K	31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2057-LIC-L3 11-2057-LIC-L4	SEL: VR-OADVSTEADVUG-F-L3 SEL: VR-OADVSTEADVUG-F-L4	\$10,890.00 \$10,527.00	K K	31% 31%	\$7,514.10 \$7,263.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2057-LIC-L5	SEL: VR-OADVSTEADVUG-F-L5	\$10,043.00	K	31%	\$6,929.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2058-LIC 11-2058-LIC-L1	SEL: VR-STD-STEADV-UG-F SEL: VR-STDSTEADV-UG-F-L1	\$17,397.00 \$16,527.00	K K	31% 31%	\$12,003.93 \$11,403.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2058-LIC-L2	SEL: VR-STDSTEADV-UG-F-L2	\$16,179.00	K K	31% 31%	\$11,163.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2058-LIC-L3 11-2058-LIC-L4	SEL: VR-STDSTEADV-UG-F-L3 SEL: VR-STDSTEADV-UG-F-L4	\$15,657.00 \$15,135.00	K	31%	\$10,803.33 \$10,443.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2058-LIC-L5 11-2059-LIC	SEL: VR-STDSTEADV-UG-F-L5 SEL: VR-RADV-STEENT-UG-F	\$14,439.00 \$9.680.00	K	31% 31%	\$9,962.91 \$6,679.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2059-LIC-L1	SEL: VR-RADVSTEENTUG-F-L1	\$9,196.00	K	31%	\$6,345.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2059-LIC-L2 11-2059-LIC-L3	SEL: VR-RADVSTEENTUG-F-L2 SEL: VR-RADVSTEENTUG-F-L3	\$9,002.00 \$8,712.00	K	31% 31%	\$6,211.38 \$6,011.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2059-LIC-L4	SEL: VR-RADVSTEENTUG-F-L4	\$8,422.00	ĸ	31%	\$5,811.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2059-LIC-L5 11-2060-LIC	SEL: VR-RADVSTEENTUG-F-L5 SEL: VR-RADV-STEADV-UG-F	\$8,034.00 \$12,100.00	K K	31% 31%	\$5,543.46 \$8,349.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2060-LIC-L1	SEL: VR-RADVSTEADVUG-F-L1	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2060-LIC-L2 11-2060-LIC-L3	SEL: VR-RADVSTEADVUG-F-L2 SEL: VR-RADVSTEADVUG-F-L3	\$11,253.00 \$10,890.00	K K	31% 31%	\$7,764.57 \$7,514.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2060-LIC-L4	SEL: VR-RADVSTEADVUG-F-L4	\$10,527.00	K	31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2060-LIC-L5 11-2061-LIC	SEL: VR-RADVSTEADVUG-F-L5 SEL: VR-BOSTD-STEADV-UG-F	\$10,043.00 \$14,372.00	K K	31% 31%	\$6,929.67 \$9,916.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2061-LIC-L1	SEL: VR-BOSTDSTEADVUGF-L1	\$13,653.00	K	31%	\$9,420.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2061-LIC-L2 11-2061-LIC-L3	SEL: VR-BOSTDSTEADVUGF-L2 SEL: VR-BOSTDSTEADVUGF-L3	\$13,365.00 \$12,934.00	K K	31% 31%	\$9,221.85 \$8,924.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2061-LIC-L4	SEL: VR-BOSTDSTEADVUGF-L4	\$12,503.00	K	31%	\$8,627.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2061-LIC-L5 11-2062-LIC	SEL: VR-BOSTDSTEADVUGF-L5 SEL: VR-RSTD-STEADV-UG-F	\$11,928.00 \$16,638.00	K K	31% 31%	\$8,230.32 \$11,480.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2062-LIC-L1	SEL: VR-RSTDSTEADVUG-F-L1	\$15,806.00	K	31%	\$10,906.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2062-LIC-L2 11-2062-LIC-L3	SEL: VR-RSTDSTEADVUG-F-L2 SEL: VR-RSTDSTEADVUG-F-L3	\$15,473.00 \$14,974.00	K	31% 31%	\$10,676.37 \$10,332.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2062-LIC-L4 11-2062-LIC-L5	SEL: VR-RSTDSTEADVUG-F-L4 SEL: VR-RSTDSTEADVUG-F-L5	\$14,475.00 \$13,809.00	K K	31% 31%	\$9,987.75 \$9,528.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2063-LIC	SEL: HZ-PRA50-STD100-UG-F	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2063-LIC-L1 11-2063-LIC-L2	SEL: HZ-PRA50STD100UGF-L1 SEL: HZ-PRA50STD100UGF-L2	\$13,063.00 \$12,788.00	K K	31% 31%	\$9,013.47 \$8,823.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2063-LIC-L3	SEL: HZ-PRA50STD100UGF-L3	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2063-LIC-L4 11-2063-LIC-L5	SEL: HZ-PRA50STD100UGF-L4 SEL: HZ-PRA50STD100UGF-L5	\$11,963.00 \$11,413.00	K K	31% 31%	\$8,254.47 \$7,874.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2064-LIC	SEL: EDU-VCOPICM6-OS-F	\$41,525.00	K	31%	\$28,652.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2065-LIC 11-2066-LIC	SEL: EDU-VCOPICM6-OE-F SEL: EDU-VCOPICM6-XP-F	\$4,945.00 \$4,153.00	K K	31% 31%	\$3,412.05 \$2,865.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2067-LIC	SEL: MGP-10-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2067-LIC-L1 11-2067-LIC-L2	SEL: MGP-10-F-L1 SEL: MGP-10-F-L2	\$1,568.00 \$1,535.00	K	31% 31%	\$1,081.92 \$1,059.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2067-LIC-L3 11-2067-LIC-L4	SEL: MGP-10-F-L3 SEL: MGP-10-F-L4	\$1,485.00 \$1,436.00	K	31% 31%	\$1,024.65 \$990.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2067-LIC-L4 11-2067-LIC-L5	SEL: MGP-10-F-L4 SEL: MGP-10-F-L5	\$1,436.00	K	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2068-LIC 11-2068-LIC-L1	SEL: MGP-100-F SEL: MGP-100-F-L1	\$16,500.00 \$15.675.00	K K	31% 31%	\$11,385.00 \$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2068-LIC-L2	SEL: MGP-100-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2068-LIC-L3 11-2068-LIC-L4	SEL: MGP-100-F-L3 SEL: MGP-100-F-L4	\$14,850.00 \$14,355.00	K K	31% 31%	\$10,246.50 \$9,904.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2068-LIC-L5	SEL: MGP-100-F-L5	\$13,695.00	ĸ	31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2069-LIC 11-2069-LIC-L1	SEL: MW-MGP-10-F SEL: MW-MGP-10-F-L1	\$1,210.00 \$1,150.00	K K	31% 31%	\$834.90 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2069-LIC-L2	SEL: MW-MGP-10-F-L2	\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2069-LIC-L3 11-2069-LIC-L4	SEL: MW-MGP-10-F-L3 SEL: MW-MGP-10-F-L4	\$1,089.00 \$1,053.00	K K	31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2069-LIC-L5	SEL: MW-MGP-10-F-L5	\$1,004.00	ĸ	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2070-LIC 11-2070-LIC-L1	SEL: MW-MGP-100-F SEL: MW-MGP-100-F-L1	\$11,616.00 \$11,035.00	K K	31% 31%	\$8,015.04 \$7,614.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2070-LIC-L2	SEL: MW-MGP-100-F-L2 SEL: MW-MGP-100-F-L3	\$10,803.00	K	31%	\$7,454.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2070-LIC-L3 11-2070-LIC-L4	SEL: MW-MGP-100-F-L4	\$10,454.00 \$10,106.00	K	31% 31%	\$7,213.26 \$6,973.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	CARAHSOFT CARAHSOFT
5 5	11-2070-LIC-L5 11-2071-LIC	SEL: MW-MGP-100-F-L5 SEL: HZ-MGP-ADVC-10-UG-F	\$9,641.00 \$3,025.00	K K	31% 31%	\$6,652.29 \$2,087.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	CARAHSOFT CARAHSOFT
5	11-2071-LIC-L1	SEL: HZ-MGP-ADVC10UG-F-L1	\$2,874.00	K	31%	\$1,983.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2071-LIC-L2 11-2071-LIC-L3	SEL: HZ-MGP-ADVC10UG-F-L2 SEL: HZ-MGP-ADVC10UG-F-L3	\$2,813.00 \$2,723.00	K K	31% 31%	\$1,940.97 \$1,878.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
3	11-20/ I-EIO-E3	GEE. HERMON PROTOCOUNT FED	φε, ι ε 3.00	IV.	31/0	φ1,0/0.0/	φυ.υυ	<b>\$0.00</b>	φυ.00	φ0.00	φ0.00	IN/A	OAINALIOUT I

						IVP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	11-2071-LIC-L4 11-2071-LIC-L5	SEL: HZ-MGP-ADVC10UG-F-L4 SEL: HZ-MGP-ADVC10UG-F-L5	\$2,632.00 \$2,511.00	K K	31% 31%	\$1,816.08 \$1,732.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2071-LIC-LS 11-2072-LIC	SEL: HZ-MGP-ADVC-100-G-F-L5 SEL: HZ-MGP-ADVC-100-UG-F	\$30,250.00	K	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2072-LIC-L1	SEL: HZ-MGP-ADVC100UGF-L1	\$28,738.00	K	31%	\$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2072-LIC-L2 11-2072-LIC-L3	SEL: HZ-MGP-ADVC100UGF-L2 SEL: HZ-MGP-ADVC100UGF-L3	\$28,133.00 \$27,225.00	K K	31% 31%	\$19,411.77 \$18,785.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2072-LIC-L4	SEL: HZ-MGP-ADVC100UGF-L4	\$26,318.00	K	31%	\$18,159.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2072-LIC-L5 11-2073-LIC	SEL: HZ-MGP-ADVC100UGF-L5 SEL: HZ-MGP-ADVN-10-UG-F	\$25,108.00 \$1,210.00	K K	31% 31%	\$17,324.52 \$834.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2073-LIC-L1	SEL: HZ-MGPADVN10-UG-F-L1	\$1,150.00	K	31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2073-LIC-L2	SEL: HZ-MGPADVN10-UG-F-L2	\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2073-LIC-L3 11-2073-LIC-L4	SEL: HZ-MGPADVN10-UG-F-L3 SEL: HZ-MGPADVN10-UG-F-L4	\$1,089.00 \$1,053.00	K	31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2073-LIC-L5	SEL: HZ-MGPADVN10-UG-F-L5	\$1,004.00	K	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2074-LIC 11-2074-LIC-L1	SEL: HZ-MGP-ADVN-100-UG-F SEL: HZ-MGPADVN100UG-F-L1	\$12,100.00 \$11,495.00	K	31% 31%	\$8,349.00 \$7,931.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2074-LIC-L1	SEL: HZ-MGPADVN1000G-F-L1 SEL: HZ-MGPADVN100UG-F-L2	\$11,253.00	K	31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2074-LIC-L3	SEL: HZ-MGPADVN100UG-F-L3	\$10,890.00	K	31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2074-LIC-L4 11-2074-LIC-L5	SEL: HZ-MGPADVN100UG-F-L4 SEL: HZ-MGPADVN100UG-F-L5	\$10,527.00 \$10,043.00	K K	31% 31%	\$7,263.63 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2075-LIC	SEL: WSP-STE-10-F	\$5,390.00	K	31%	\$3,719.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2076-LIC 11-2112-LIC	SEL: WSP-STE-100-F SEL: ST6-VSAN-F	\$53,900.00 \$2,745.00	K K	31% 31%	\$37,191.00 \$1,894.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2112-LIC-L1	SEL: ST6-VSAN-F-L1	\$2,607.00	ĸ	31%	\$1,798.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2112-LIC-L2	SEL: ST6-VSAN-F-L2	\$2,552.00	K	31%	\$1,760.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2112-LIC-L3 11-2112-LIC-L4	SEL: ST6-VSAN-F-L3 SEL: ST6-VSAN-F-L4	\$2,470.00 \$2,388.00	K K	31% 31%	\$1,704.30 \$1,647.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	CARAHSOFT CARAHSOFT
5	11-2113-LIC	SEL: ST6-VSA-VSAN-UG-F	\$12,623.00	K	31%	\$8,709.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2113-LIC-L1 11-2113-LIC-L2	SEL: ST6-VSA-VSAN-UG-F-L1 SEL: ST6-VSA-VSAN-UG-F-L2	\$11,991.00 \$11,739.00	K K	31% 31%	\$8,273.79 \$8,099.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2113-LIC-L3	SEL: ST6-VSA-VSAN-0GF-L2 SEL: ST6-VSA-VSAN-UG-F-L3	\$11,360.00	K	31%	\$7,838.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L4	SEL: ST6-VSA-VSAN-UG-F-L4	\$10,982.00	K	31%	\$7,577.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2114-LIC 11-2114-LIC-L1	SEL: ST6-VSDT100-F SEL: ST6-VSDT100-F-L1	\$5,500.00 \$5,225.00	K K	31% 31%	\$3,795.00 \$3,605.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2114-LIC-L2	SEL: ST6-VSDT100-F-L2	\$5,115.00	K	31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2114-LIC-L3 11-2114-LIC-L4	SEL: ST6-VSDT100-F-L3 SEL: ST6-VSDT100-F-L4	\$4,950.00 \$4,785.00	K K	31% 31%	\$3,415.50 \$3,301.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2115-LIC	SEL: ST6-VSDT10-F	\$550.00	K	31%	\$3,301.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2115-LIC-L1	SEL: ST6-VSDT10-F-L1	\$523.00	K	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2115-LIC-L2 11-2115-LIC-L3	SEL: ST6-VSDT10-F-L2 SEL: ST6-VSDT10-F-L3	\$512.00 \$495.00	K K	31% 31%	\$353.28 \$341.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2115-LIC-L4	SEL: ST6-VSDT10-F-L4	\$479.00	K	31%	\$330.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2116-LIC 11-2116-LIC-L1	SEL: VCS6-FND-F SEL: VCS6-FND-F-L1	\$1,645.00 \$1,562.00	K K	31% 31%	\$1,135.05 \$1,077.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2116-LIC-L2	SEL: VCS6-FND-F-L2	\$1,529.00	K	31%	\$1,055.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC-L3	SEL: VCS6-FND-F-L3	\$1,480.00	K	31%	\$1,021.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2116-LIC-L4 11-2117-LIC	SEL: VCS6-FND-F-L4 SEL: VCS6-FND-STD-UG-F	\$1,431.00 \$4,235.00	K K	31% 31%	\$987.39 \$2,922.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2117-LIC-L1	SEL: VCS6-FND-STD-UG-F-L1	\$4,023.00	K	31%	\$2,775.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2117-LIC-L2 11-2117-LIC-L3	SEL: VCS6-FND-STD-UG-F-L2 SEL: VCS6-FND-STD-UG-F-L3	\$3,939.00 \$3,812.00	K K	31% 31%	\$2,717.91 \$2,630.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2117-LIC-L4	SEL: VCS6-FND-STD-UG-F-L4	\$3,684.00	K	31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2118-LIC	SEL: VCS6-STD-F	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2118-LIC-L1 11-2118-LIC-L2	SEL: VCS6-STD-F-L1 SEL: VCS6-STD-F-L2	\$5,220.00 \$5,110.00	K K	31% 31%	\$3,601.80 \$3,525.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2118-LIC-L3	SEL: VCS6-STD-F-L3	\$4,945.00	K	31%	\$3,412.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2118-LIC-L4 11-2119-LIC	SEL: VCS6-STD-F-L4 SEL: VC-SRM6-25E-F	\$4,780.00 \$13,613.00	K	31% 31%	\$3,298.20 \$9,392.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2119-LIC-L1	SEL: VC-SRM6-25E-F-L1	\$12,932.00	ĸ	31%	\$8,923.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2119-LIC-L2 11-2119-LIC-L3	SEL: VC-SRM6-25E-F-L2 SEL: VC-SRM6-25E-F-L3	\$12,660.00 \$12,251.00	K K	31% 31%	\$8,735.40 \$8,453.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2119-LIC-L4	SEL: VC-SRM6-25E-F-L4	\$12,231.00	K	31%	\$8,171.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2120-LIC	SEL: VC-SRM6-25E-UG-F	\$9,075.00	K	31%	\$6,261.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2120-LIC-L1 11-2120-LIC-L2	SEL: VC-SRM6-25E-UG-F-L1 SEL: VC-SRM6-25E-UG-F-L2	\$8,621.00 \$8,440.00	K K	31% 31%	\$5,948.49 \$5,823.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2120-LIC-L3	SEL: VC-SRM6-25E-UG-F-L3	\$8,168.00	K	31%	\$5,635.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2120-LIC-L4 11-2121-LIC	SEL: VC-SRM6-25E-UG-F-L4 SEL: VC-SRM6-25S-F	\$7,895.00 \$5,363.00	K K	31% 31%	\$5,447.55 \$3,700.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2121-LIC-L1	SEL: VC-SRM6-25S-F-L1	\$5,094.00	K	31%	\$3,514.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2121-LIC-L2	SEL: VC-SRM6-25S-F-L2	\$4,987.00	K	31%	\$3,441.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2121-LIC-L3 11-2121-LIC-L4	SEL: VC-SRM6-25S-F-L3 SFL: VC-SRM6-25S-F-L4	\$4,826.00 \$4,665.00	K K	31% 31%	\$3,329.94 \$3,218.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2177-LIC	SEL: V-SC-PL-3USR-F	\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2178-LIC 11-2179-LIC	SEL: V-SC-MF-3USR-F SEL: V-SCSSCL-3US1Y-F	\$20.00 \$33.00	K K	31% 31%	\$13.80 \$22.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2180-LIC	SEL: V-SCSDCL-3US1Y-F	\$46.00	K	31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2181-LIC	SEL: V-VCB-PL-3USR-F	\$220.00	K K	31%	\$151.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2182-LIC 11-2183-LIC	SEL: V-VCB-MF-3USR-F SEL: V-VCBSSCL-3US1Y-F	\$44.00 \$99.00	K K	31% 31%	\$30.36 \$68.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2184-LIC	SEL: V-VCBSDCL-3US1Y-F	\$132.00	ĸ	31%	\$91.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2197-LIC 11-2198-LIC	SEL: V-TCSBSCL-DEV1Y-F SEL: V-TCSBDCL-DEV1Y-F	\$13.00 \$26.00	K	31% 31%	\$8.97 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2199-LIC	SEL: V-TCSBOP-DEV1Y-F	\$13.00	ĸ	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2200-LIC	SEL: V-PS-AWT-SP-F	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2202-LIC 11-2202-LIC-L1	SEL: UEM-CCU-10-F SEL: UEM-CCU-10-F-L1	\$550.00 \$523.00	K K	31% 31%	\$379.50 \$360.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2202-LIC-L2	SEL: UEM-CCU-10-F-L2	\$512.00	K	31%	\$353.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2202-LIC-L3	SEL: UEM-CCU-10-F-L3 SEL: UEM-CCU-10-F-L4	\$495.00 \$479.00	K K	31% 31%	\$341.55 \$330.51	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5	11-2202-LIC-L4	OLL. OLIVI-OOUT 10-1-14	\$479.00	^	3170	\$33U.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IN/A	CARAHSOFT

			ĺ			IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	11-2203-LIC 11-2203-LIC-L1	SEL: UEM-CCU-100-F SEL: UEM-CCU-100-F-L1	\$5,500.00 \$5,225.00	K K	31% 31%	\$3,795.00 \$3,605.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2203-LIC-L1 11-2203-LIC-L2	SEL: UEM-CCU-100-F-L1 SEL: UEM-CCU-100-F-L2	\$5,225.00	K	31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2203-LIC-L3	SEL: UEM-CCU-100-F-L3	\$4,950.00	K	31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2203-LIC-L4 11-2204-LIC	SEL: UEM-CCU-100-F-L4 SEL: UEM-NU-10-F	\$4,785.00 \$330.00	K K	31% 31%	\$3,301.65 \$227.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2204-LIC-L1	SEL: UEM-NU-10-F-L1	\$314.00	K	31%	\$216.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2204-LIC-L2 11-2204-LIC-L3	SEL: UEM-NU-10-F-L2 SEL: UEM-NU-10-F-L3	\$307.00 \$297.00	K K	31% 31%	\$211.83 \$204.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2204-LIC-L4	SEL: UEM-NU-10-F-L4	\$287.00	K	31%	\$198.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2205-LIC 11-2205-LIC-L1	SEL: UEM-NU-100-F SEL: UEM-NU-100-F-L1	\$3,300.00 \$3,135.00	K	31% 31%	\$2,277.00 \$2,163.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2205-LIC-L1 11-2205-LIC-L2	SEL: UEM-NU-100-F-L1	\$3,069.00	K	31%	\$2,103.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2205-LIC-L3	SEL: UEM-NU-100-F-L3	\$2,970.00	K	31%	\$2,049.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2205-LIC-L4 11-2206-LIC	SEL: UEM-NU-100-F-L4 SEL: HZ-UEM-ENTC-10-UG-F	\$2,871.00 \$5,775.00	K K	31% 31%	\$1,980.99 \$3,984.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2206-LIC-L1	SEL: HZ-UMENTC-10-UGF-L1	\$5,486.00	K	31%	\$3,785.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2206-LIC-L2 11-2206-LIC-L3	SEL: HZ-UMENTC-10-UGF-L2 SEL: HZ-UMENTC-10-UGF-L3	\$5,371.00 \$5,198.00	K K	31% 31%	\$3,705.99 \$3,586.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2206-LIC-L4	SEL: HZ-UMENTC-10-UGF-L4	\$5,024.00	K	31%	\$3,466.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2207-LIC	SEL: HZ-UEM-ENTC-100-UG-F SEL: HZ-UMENTC-100-UGF-L1	\$57,750.00	K K	31%	\$39,847.50	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2207-LIC-L1 11-2207-LIC-L2	SEL: HZ-UMENTC-100-UGF-L1	\$54,863.00 \$53,708.00	K	31% 31%	\$37,855.47 \$37,058.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2207-LIC-L3	SEL: HZ-UMENTC-100-UGF-L3	\$51,975.00	K	31%	\$35,862.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2207-LIC-L4 11-2208-LIC	SEL: HZ-UMENTC-100-UGF-L4 SEL: HZ-UEM-ENTN-10-UG-F	\$50,243.00 \$3,520.00	K K	31% 31%	\$34,667.67 \$2,428.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2208-LIC-L1	SEL: HZ-UMENTN-10-UGF-L1	\$3,344.00	K	31%	\$2,307.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2208-LIC-L2 11-2208-LIC-L3	SEL: HZ-UMENTN-10-UGF-L2 SEL: HZ-UMENTN-10-UGF-L3	\$3,274.00 \$3,168.00	K	31% 31%	\$2,259.06 \$2,185.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2208-LIC-L4	SEL: HZ-UMENTN-10-UGF-L4	\$3,062.00	K	31%	\$2,112.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2209-LIC	SEL: HZ-UEM-ENTN-100-UG-F	\$35,200.00	K	31%	\$24,288.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2209-LIC-L1 11-2209-LIC-L2	SEL: HZ-UMENTN-100-UGF-L1 SEL: HZ-UMENTN-100-UGF-L2	\$33,440.00 \$32,736.00	K K	31% 31%	\$23,073.60 \$22,587.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2209-LIC-L3	SEL: HZ-UMENTN-100-UGF-L3	\$31,680.00	K	31%	\$21,859.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2209-LIC-L4 11-2210-LIC	SEL: HZ-UMENTN-100-UGF-L4 SEL: HZ-APMC-10-F	\$30,624.00 \$1,980.00	K K	31% 31%	\$21,130.56 \$1,366.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2210-LIC-L1	SEL: HZ-APMC-10-F-L1	\$1,881.00	ĸ	31%	\$1,297.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2210-LIC-L2	SEL: HZ-APMC-10-F-L2	\$1,841.00	K	31%	\$1,270.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2210-LIC-L3 11-2210-LIC-L4	SEL: HZ-APMC-10-F-L3 SEL: HZ-APMC-10-F-L4	\$1,782.00 \$1,723.00	K K	31% 31%	\$1,229.58 \$1,188.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2211-LIC	SEL: HZ-APMC-100-F	\$19,800.00	K	31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2211-LIC-L1 11-2211-LIC-L2	SEL: HZ-APMC-100-F-L1 SEL: HZ-APMC-100-F-L2	\$18,810.00 \$18,414.00	K K	31% 31%	\$12,978.90 \$12,705.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2211-LIC-L3	SEL: HZ-APMC-100-F-L3	\$17,820.00	K	31%	\$12,295.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2211-LIC-L4 11-2212-LIC	SEL: HZ-APMC-100-F-L4 SEL: HZ-APMN-10-F	\$17,226.00 \$1,320.00	K	31% 31%	\$11,885.94 \$910.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2212-LIC 11-2212-LIC-L1	SEL: HZ-APMN-10-F SEL: HZ-APMN-10-F-L1	\$1,320.00	K	31%	\$865.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2212-LIC-L2	SEL: HZ-APMN-10-F-L2	\$1,228.00	K	31%	\$847.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2212-LIC-L3 11-2212-LIC-L4	SEL: HZ-APMN-10-F-L3 SEL: HZ-APMN-10-F-L4	\$1,188.00 \$1.148.00	K K	31% 31%	\$819.72 \$792.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2213-LIC	SEL: HZ-APMN-100-F	\$13,200.00	K	31%	\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2213-LIC-L1 11-2213-LIC-L2	SEL: HZ-APMN-100-F-L1 SEL: HZ-APMN-100-F-L2	\$12,540.00 \$12,276.00	K K	31% 31%	\$8,652.60 \$8,470.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2213-LIC-L3	SEL: HZ-APMN-100-F-L3	\$11,880.00	ĸ	31%	\$8,197.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2213-LIC-L4 11-2214-LIC	SEL: HZ-APMN-100-F-L4 SEL: HZ-APM-ENTN-10-UG-F	\$11,484.00 \$2,783.00	K K	31% 31%	\$7,923.96 \$1,920.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2214-LIC 11-2214-LIC-L1	SEL: HZ-APMENTN-10-UGF-L1	\$2,644.00	K	31%	\$1,824.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2214-LIC-L2	SEL: HZ-APMENTN-10-UGF-L2	\$2,588.00	K	31%	\$1,785.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2214-LIC-L3 11-2214-LIC-L4	SEL: HZ-APMENTN-10-UGF-L3 SEL: HZ-APMENTN-10-UGF-L4	\$2,505.00 \$2,421.00	K K	31% 31%	\$1,728.45 \$1,670.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2215-LIC	SEL: HZ-APM-ENTN-100-UG-F	\$27,830.00	K	31%	\$19,202.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2215-LIC-L1 11-2215-LIC-L2	SEL: HZ-AMENTN-100-UGF-L1 SEL: HZ-AMENTN-100-UGF-L2	\$26,439.00 \$25,882.00	K K	31% 31%	\$18,242.91 \$17,858.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2215-LIC-L3	SEL: HZ-AMENTN-100-UGF-L3	\$25,047.00	K	31%	\$17,282.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2215-LIC-L4 11-2216-LIC	SEL: HZ-AMENTN-100-UGF-L4 SEL: HZ-APM-ENTC-10-UG-F	\$24,212.00 \$4,780.00	K	31% 31%	\$16,706.28 \$3,298.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-2216-LIC 11-2216-LIC-L1	SEL: HZ-APMENTC-10-UGF-L1	\$4,541.00	K	31%	\$3,133.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2216-LIC-L2	SEL: HZ-APMENTC-10-UGF-L2	\$4,445.00	K	31%	\$3,067.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2216-LIC-L3 11-2216-LIC-L4	SEL: HZ-APMENTC-10-UGF-L3 SEL: HZ-APMENTC-10-UGF-L4	\$4,302.00 \$4,158.00	K K	31% 31%	\$2,968.38 \$2,869.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2217-LIC	SEL: HZ-APM-ENTC-100-UG-F	\$47,795.00	ĸ	31%	\$32,978.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2217-LIC-L1 11-2217-LIC-L2	SEL: HZ-AMENTC-100-UGF-L1 SEL: HZ-AMENTC-100-UGF-L2	\$45,405.00 \$44.449.00	K K	31% 31%	\$31,329.45 \$30,669.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2217-LIC-L2 11-2217-LIC-L3	SEL: HZ-AMENTC-100-0GF-L2 SEL: HZ-AMENTC-100-UGF-L3	\$43,016.00	K	31%	\$29,681.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2217-LIC-L4	SEL: HZ-AMENTC-100-UGF-L4	\$41,582.00	K	31%	\$28,691.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2218-LIC 11-2218-LIC-L1	SEL: CN-ABD-F SEL: CN-ABD-F-L1	\$99,000.00 \$94,050.00	K K	31% 31%	\$68,310.00 \$64,894.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2218-LIC-L2	SEL: CN-ABD-F-L2	\$92,070.00	K	31%	\$63,528.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2218-LIC-L3 11-2218-LIC-L4	SEL: CN-ABD-F-L3 SEL: CN-ABD-F-L4	\$89,100.00 \$86,130.00	K K	31% 31%	\$61,479.00 \$59,429.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2219-LIC	SEL: CN-CP-F	\$33,000.00	K	31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2219-LIC-L1	SEL: CN-CP-F-L1	\$31,350.00	K	31% 31%	\$21,631.50 \$21,176.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2219-LIC-L2 11-2219-LIC-L3	SEL: CN-CP-F-L2 SEL: CN-CP-F-L3	\$30,690.00 \$29,700.00	K K	31% 31%	\$21,176.10 \$20,493.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2219-LIC-L4	SEL: CN-CP-F-L4	\$28,710.00	K	31%	\$19,809.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2220-LIC 11-2220-LIC-L1	SEL: CN-DR-F SEL: CN-DR-F-L1	\$16,500.00 \$15,675.00	K K	31% 31%	\$11,385.00 \$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2220-LIC-L2	SEL: CN-DR-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	11-2220-LIC-L3	SEL: CN-DR-F-L3	\$14,850.00	K	31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT

			1			IVP LEVEL 1		NVP MAINTENA	NCF AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1	1	LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	11-2220-LIC-L4	SEL: CN-DR-F-L4	\$14,355.00	K	31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2221-LIC 11-2221-LIC-L1	SEL: CN-RP-F SEL: CN-RP-F-L1	\$33,000.00 \$31,350.00	K K	31% 31%	\$22,770.00 \$21,631.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2221-LIC-L2	SEL: CN-RP-F-L2	\$30,690.00	K	31%	\$21,176.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2221-LIC-L3 11-2221-LIC-L4	SEL: CN-RP-F-L3 SEL: CN-RP-F-L4	\$29,700.00 \$28,710.00	K K	31% 31%	\$20,493.00 \$19,809.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2222-LIC 11-2223-LIC	SEL: CN-ABD-3P-TLSS-F SEL: CN-ABD-P-TLSS-F	\$87,120.00 \$33,000.00	K	31% 31%	\$60,112.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2223-LIC 11-2224-LIC	SEL: CN-CP-3P-TLSS-F SEL: CN-CP-3P-TLSS-F	\$33,000.00	K	31%	\$22,770.00 \$20,037.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2225-LIC 11-2226-LIC	SEL: CN-CP-P-TLSS-F SEL: CN-DR-3P-TLSS-F	\$11,000.00 \$14,520.00	K	31% 31%	\$7,590.00 \$10,018.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2226-LIC 11-2227-LIC	SEL: CN-DR-P-TLSS-F	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2228-LIC	SEL: CN-RP-3P-TLSS-F	\$29,040.00	K	31% 31%	\$20,037.60	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2229-LIC 11-2231-LIC	SEL: CN-RP-P-TLSS-F SEL: CON-HZN-PILOT-F	\$11,000.00 \$81,818.00	K	31%	\$7,590.00 \$56,454.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	N/A	CARAHSOFT
5	11-2236-LIC 11-2237-LIC	SEL: WSP-ADVN-10-UG-F SEL: WSP-ADVN-100-UG-F	\$1,980.00 \$19.800.00	K	31% 31%	\$1,366.20 \$13,662.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2238-LIC	SEL: WSP-STD-20-UG-F	\$8,470.00	ĸ	31%	\$5,844.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2239-LIC 11-2240-LIC	SEL: WSP-STD-200-UG-F SEL: WSP-ENTC-20-UG-F	\$84,700.00 \$4,510.00	K K	31% 31%	\$58,443.00 \$3,111.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2241-LIC	SEL: WSP-ENTC-200-UG-F	\$45,100.00	ĸ	31%	\$31,119.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2244-LIC 11-2244-LIC-L1	SEL: HZ-LXC-10-F SEL: HZ-LXC-10-F-L1	\$1,650.00 \$1,568.00	K	31% 31%	\$1,138.50 \$1,081.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2244-LIC-L2	SEL: HZ-LXC-10-F-L2	\$1,535.00	K	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2244-LIC-L3 11-2244-LIC-L4	SEL: HZ-LXC-10-F-L3 SEL: HZ-LXC-10-F-L4	\$1,485.00 \$1,436.00	K	31% 31%	\$1,024.65 \$990.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2245-LIC	SEL: HZ-LXC-100-F	\$16,500.00	ĸ	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2245-LIC-L1 11-2245-LIC-L2	SEL: HZ-LXC-100-F-L1 SEL: HZ-LXC-100-F-L2	\$15,675.00 \$15,345.00	K	31% 31%	\$10,815.75 \$10,588.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2245-LIC-L3	SEL: HZ-LXC-100-F-L3	\$14,850.00	K	31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2245-LIC-L4 11-2246-LIC	SEL: HZ-LXC-100-F-L4 SEL: HZ-LXC-ENTC-10-UG-F	\$14,355.00 \$5,143.00	K	31% 31%	\$9,904.95 \$3,548.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2246-LIC-L1	SEL: HZ-LXCENTC-10-UGF-L1	\$4,885.00	K	31%	\$3,370.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2246-LIC-L2 11-2246-LIC-L3	SEL: HZ-LXCENTC-10-UGF-L2 SEL: HZ-LXCENTC-10-UGF-L3	\$4,783.00 \$4,628.00	K	31% 31%	\$3,300.27 \$3,193.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2246-LIC-L4	SEL: HZ-LXCENTC-10-UGF-L4	\$4,474.00	K	31%	\$3,087.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2247-LIC 11-2247-LIC-L1	SEL: HZ-LXC-ENTC-100-UG-F SEL: HZ-LXCENTC-100-UGF-L1	\$51,425.00 \$48,854.00	K K	31% 31%	\$35,483.25 \$33,709.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2247-LIC-L2	SEL: HZ-LXCENTC-100-UGF-L2	\$47,825.00	ĸ	31%	\$32,999.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2247-LIC-L3 11-2247-LIC-L4	SEL: HZ-LXCENTC-100-UGF-L3 SEL: HZ-LXCENTC-100-UGF-L4	\$46,283.00 \$44,740.00	K K	31% 31%	\$31,935.27 \$30,870.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00	K	31%	\$45,540.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2248-LIC-L1 11-2248-LIC-L2	SEL: VR6-MEDI-F-L1 SEL: VR6-MEDI-F-L2	\$62,700.00 \$61,380.00	K	31% 31%	\$43,263.00 \$42,352.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2248-LIC-L3	SEL: VR6-MEDI-F-L3	\$59,400.00	K	31%	\$40,986.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2248-LIC-L4 11-2251-LIC	SEL: VR6-MEDI-F-L4 SEL HZ-APMNE-10-FPRO	\$57,420.00 \$1,122.00	K K	31% 31%	\$39,619.80 \$774.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2251-LIC-L1	SEL HZ-APMNE-10-FPRO-L1	\$1,066.00	K	31%	\$735.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2251-LIC-L2 11-2251-LIC-L3	SEL HZ-APMNE-10-FPRO-L2 SEL HZ-APMNE-10-FPRO-L3	\$1,043.00 \$1,010.00	K K	31% 31%	\$719.67 \$696.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2251-LIC-L4	SEL HZ-APMNE-10-FPRO-L4	\$976.00	K	31%	\$673.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2251-LIC-L5 11-2252-LIC	SEL HZ-APMNE-10-FPRO-L5 SEL HZ-APMNE-100-FPRO	\$931.00 \$11,220.00	K K	31% 31%	\$642.39 \$7,741.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2252-LIC-L1	SEL HZ-APMNE-100-FPRO-L1	\$10,659.00	K	31%	\$7,354.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2252-LIC-L2 11-2252-LIC-L3	SEL HZ-APMNE-100-FPRO-L2 SEL HZ-APMNE-100-FPRO-L3	\$10,435.00 \$10,098.00	K K	31% 31%	\$7,200.15 \$6,967.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2252-LIC-L4	SEL HZ-APMNE-100-FPRO-L4	\$9,761.00	K	31%	\$6,735.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	11-2252-LIC-L5 1601-LIC-L5	SEL HZ-APMNE-100-FPRO-L5 SEL 1601-LIC-L5 HZ-MRG-10-F-L5	\$9,313.00 \$1,370.00	K K	31% 31%	\$6,425.97 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	2063-LIC	SEL HZ-PRA50-STD100-UG-F	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	2063-LIC-L1 2063-LIC-L2	SEL HZ-PRA50STD100UGF-L1 SEL HZ-PRA50STD100UGF-L2	\$13,063.00 \$12,788.00	K K	31% 31%	\$9,013.47 \$8,823.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	2063-LIC-L3	SEL HZ-PRA50STD100UGF-L3	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	2063-LIC-L4 2063-LIC-L5	SEL HZ-PRA50STD100UGF-L4 SEL HZ-PRA50STD100UGF-L5	\$11,963.00 \$11,413.00	K K	31% 31%	\$8,254.47 \$7,874.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	PS-SUPP-ENTADDLF	SEL: PS-SUPP-ENT-ADDL-F	\$13,200.00	K	31%	\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	SM-AMGT-F SM-CUSR-F	SELECT: SERV MGR AST MGT SELECT: SERV MGR CONCUSR	\$33,000.00 \$5,500.00	K K	31% 31%	\$22,770.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	SM-GND-F	SELECT: SERV MGR FOUND	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	SM-IPLF-F SM-KMGT-F	SELECT: SERV MGR INTPLAT SELECT: SERV MGR KNOWMGT	\$22,000.00 \$11.000.00	K K	31% 31%	\$15,180.00 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	SM-NUSR-F	SELECT: SERV MGR NMUSR	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	SM-PORT-F SM-SDSK-F	SELECT: SERV MGR PORTAL SELECT: SERV MGR SERVDSK	\$11,000.00 \$11,000.00	K K	31% 31%	\$7,590.00 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	SM-WFLW-F	SELECT: SERV MGR WRKFL	\$22,000.00	K	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	ST6-ADVD100-F ST6-ADVD100-F-L1	SEL: ST6-ADVD100-F SEL: ST6-ADVD100-F-L1	\$11,000.00 \$10,450.00	K K	31% 31%	\$7,590.00 \$7,210.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADVD100-F-L2	SEL: ST6-ADVD100-F-L2	\$10,230.00	K	31%	\$7,058.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6-ADVD100-F-L3 ST6-ADVD100-F-L4	SEL: ST6-ADVD100-F-L3 SEL: ST6-ADVD100-F-L4	\$9,900.00 \$9,570.00	K K	31% 31%	\$6,831.00 \$6,603.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADVD10-F ST6-ADVD10-F-L1	SEL: ST6-ADVD10-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6-ADVD10-F-L1 ST6-ADVD10-F-L2	SEL: ST6-ADVD10-F-L1 SEL: ST6-ADVD10-F-L2	\$1,045.00 \$1,023.00	K K	31% 31%	\$721.05 \$705.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADVD10-F-L3	SEL: ST6-ADVD10-F-L3	\$990.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6-ADVD10-F-L4 ST6-ADV-F	SEL: ST6-ADVD10-F-L4 SEL: ST6-ADV-F	\$957.00 \$4,395.00	K K	31% 31%	\$660.33 \$3,032.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADV-F-L1	SEL: ST6-ADV-F-L1	\$4,175.00	K	31%	\$2,880.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6-ADV-F-L2 ST6-ADV-F-L3	SEL: ST6-ADV-F-L2 SEL: ST6-ADV-F-L3	\$4,087.00 \$3,955.00	K K	31% 31%	\$2,820.03 \$2,728.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT

			ĺ			IVP LEVEL 1		NVP MAINTEN	NCE AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	ST6-ADV-F-L4 ST6-ADV-FPRO	SEL: ST6-ADV-F-L4 SEL: ST6-ADV-FPRO	\$3,823.00 \$3,516.00	K K	31% 31%	\$2,637.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	ST6-RB-25VM-F	SEL: ST6-ADV-FPRO SEL: ST6-RB-25VM-F	\$13,750.00	K	31%	\$2,426.04 \$9,487.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	ST6-RB-25VM-F-L1	SEL: ST6-RB-25VM-F-L1	\$13,063.00	K	31%	\$9,013.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	ST6-RB-25VM-F-L2 ST6-RB-25VM-F-L3	SEL: ST6-RB-25VM-F-L2 SEL: ST6-RB-25VM-F-L3	\$12,788.00 \$12,375.00	K K	31% 31%	\$8,823.72 \$8,538.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-RB-25VM-F-L4	SEL: ST6-RB-25VM-F-L4	\$11,963.00	K	31%	\$8,254.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6STDAD100UGFL1 ST6STDAD100UGFL2	SEL: ST6-STDADVD100UGF-L1 SEL: ST6-STDADVD100UGF-L2	\$5,748.00 \$5,627.00	K K	31% 31%	\$3,966.12 \$3,882.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STDAD100UGFL3	SEL: ST6-STDADVD100UGF-L3	\$5,445.00	K	31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6STDAD100UGFL4 ST6STDAD10UGFL1	SEL: ST6-STDADVD100UGF-L4 SEL: ST6-STDADV-D10UGF-L1	\$5,264.00 \$575.00	K	31% 31%	\$3,632.16 \$396.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	ST6STDAD10UGFL2	SEL: ST6-STDADV-D10UGF-L2	\$563.00	K	31%	\$388.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	ST6STDAD10UGFL3 ST6STDAD10UGFL4	SEL: ST6-STDADV-D10UGF-L3 SEL: ST6-STDADV-D10UGF-L4	\$545.00	K	31% 31%	\$376.05 \$362.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STDADT00GFL4	SEL: ST6-STDADV-D100GF-L4 SEL: ST6-STDADV-D100-UG-F	\$526.00 \$6,050.00	K	31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6STDADVD10UGF	SEL: ST6-STDADV-D10-UG-F	\$605.00	K	31%	\$417.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	ST6-STD-ADV-UG-F ST6STD-ADV-UGFL1	SEL: ST6-STD-ADV-UG-F SEL: ST6-STD-ADV-UG-F-L1	\$1,815.00 \$1,724.00	K	31% 31%	\$1,252.35 \$1,189.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STD-ADV-UGFL2	SEL: ST6-STD-ADV-UG-F-L2	\$1,688.00	K	31%	\$1,164.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	ST6STD-ADV-UGFL3 ST6STD-ADV-UGFL4	SEL: ST6-STD-ADV-UG-F-L3 SEL: ST6-STD-ADV-UG-F-L4	\$1,634.00 \$1,579.00	K K	31% 31%	\$1,127.46 \$1,089.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STDADVUGFPRO	SEL: ST6-STD-ADV-UG-FPRO	\$1,452.00	K	31%	\$1,001.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	VC-ADM-F VC-ADMS-F	SELECT: VC APDISCMGR INS SELECT: VC APDISCMGR SRV	\$22,000.00 \$270.00	K	31% 31%	\$15,180.00 \$186.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VC-CM-F	SELECT: VC CFG MGR INST	\$22,000.00	K	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	VC-CMSL-F VC-CMSW-F	SELECT: VC CFG MGR SRV-L SELECT: VC CFG MGR SRV-W	\$875.00 \$875.00	K K	31% 31%	\$603.75 \$603.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VC-CMWW-F	SELECT: VC CFG MGR SRV-W SELECT: VC CFG MGR WS-W	\$44.00	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	V-ECSBDCL-DEV1YF	SEL: V-ECSBDCL-DEV1Y-F	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-ECSBOP-DEV1Y-F V-ECSBSCL-DEV1YF	SEL: V-ECSBOP-DEV1Y-F SEL: V-ECSBSCL-DEV1Y-F	\$13.00 \$26.00	K K	31% 31%	\$8.97 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VGSOMSBDCLDEV1YF	SEL: V-GS-OMSBDCL-DEV1Y-F	\$109.00	K	31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-MAM-MF-SD-F V-MAM-PI -SD-F	SEL: V-MAM-MF-SD-F SEL: V-MAM-PI -SD-F	\$5.00 \$28.00	K K	31% 31%	\$3.45 \$19.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-MBM-MF-AWB-F	SEL: V-MBM-MF-AWB-F	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	V-MBM-PL-AWB-F V-MDM-MF-AEC-F	SEL: V-MBM-PL-AWB-F SEL: V-MDM-MF-AEC-F	\$22.00 \$4.00	K K	31% 31%	\$15.18 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-MDM-PL-AEC-F	SEL: V-MDM-PL-AEC-F	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	V-OMS-MF-3USR-F	SEL V-OMS-MF-3USR-F	\$31.00	K	31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-OMS-PL-3USR-F V-PM-MF-F	SEL V-OMS-PL-3USR-F SEL: V-PM-MF-F	\$154.00 \$5.00	K K	31% 31%	\$106.26 \$3.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PM-PL-F	SEL: V-PM-PL-F	\$28.00	K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-PS-CERT-TCP-F V-PS-CERT-TOPE-F	SEL: V-PS-CERT-TCP-F SEL: V-PS-CERT-TOPE-F	\$1,100.00 \$1,100.00	K K	31% 31%	\$759.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-CERT-TP-F	SEL: V-PS-CERT-TP-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	V-PS-CONNECT-1-F V-PS-GLD-CLD-SPF	SEL: V-PS-CONNECT-1-F SEL: V-PS-GLD-CLD-SP-F	\$550.00 \$41,250.00	K K	31% 31%	\$379.50 \$28,462.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-GLD-OP-SP-F	SEL: V-PS-GLD-OP-SP-F	\$55,000.00	K	31%	\$37,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	VPSGSOMDCLOSSPF VPSGSOMSDCLSPF	SEL: V-PS-GSOMDCL-OS-SP-F SEL: V-PS-GS-OMS-DCL-SP-F	\$5,060.00 \$3,025.00	K K	31% 31%	\$3,491.40 \$2,087.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-MBM-SP-F	SEL: V-PS-MBM-SP-F	\$1,100.00	ĸ	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	V-PS-MCM-CLDSPF V-PS-MCM-OP-SP-F	SEL: V-PS-MCM-CLD-SP-F SEL: V-PS-MCM-OP-SP-F	\$2,750.00 \$3,850.00	K K	31% 31%	\$1,897.50 \$2,656.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-MIG-ADVSPF	SEL: V-PS-MIG-ADV-SP-F	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	V-PS-MIGBASICSPF V-PS-SLV-CLD-SPF	SEL: V-PS-MIG-BASIC-SP-F SEL: V-PS-SLV-CLD-SP-F	\$2,750.00 \$22,000.00	K K	31% 31%	\$1,897.50 \$15,180.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	V-PS-SLV-OP-SP-F	SEL: V-PS-SLV-OP-SP-F	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	V-PS-SUPP-INC-F	SEL: V-PS-SUPP-INC-F	\$1,100.00	K	31% 31%	\$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5 5	V-PS-TRN-BTCMP-F V-PS-TRN-EXP-F	SEL: V-PS-TRN-BTCMP-F SEL: V-PS-TRN-EXP-F	\$2,750.00 \$1,100.00	K K	31% 31%	\$1,897.50 \$759.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	V-PS-TRN-GRP-F	SEL: V-PS-TRN-GRP-F	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-PS-TRN-PROAWF V-PS-TRNPUBTCMPF	SEL: V-PS-TRN-PRO-AW-F SEL: V-PS-TRN-PLI-BTCMP-F	\$1,100.00 \$2,750.00	K	31% 31%	\$759.00 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-TRNPUTCPAWF	SEL: V-PS-TRN-PU-TCP-AW-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5	V-PS-TRN-PUTCPF V-PS-TRNPUTOPAWF	SEL: V-PS-TRN-PU-TCP-F SEL: V-PS-TRN-PU-TOP-AW-F	\$2,200.00 \$1,100.00	K	31% 31%	\$1,518.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-TRN-PUTPAWF	SEL: V-PS-TRN-PU-TP-AW-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-PS-TRN-PU-TP-F VPSUPGGMOMSPF	SEL: V-PS-TRN-PU-TP-F SEL V-PS-UPG-GM-OM-SP-F	\$2,200.00 \$550.00	K K	31% 31%	\$1,518.00 \$379.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VPSUPGLIOMSSPF	SEL V-PS-UPG-LI-OMS-SP-F	\$1,375.00	K	31%	\$379.50 \$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	V-PS-VMW-WKS-SPF	SEL: V-PS-VMW-WKS-SP-F	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	V-TCSBDCL-3US1YF V-TCSBSCL-3US1YF	SEL: V-TCSBDCL-3US1Y-F SEL: V-TCSBSCL-3US1Y-F	\$53.00 \$26.00	K K	31% 31%	\$36.57 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VUPGOM2PLBMSF	SEL: V-UPG-OM2-PL-BMS-F	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VUPGOM2PLYMSF VUPGOM2SBCLBMSF	SEL: V-UPG-OM2-PL-YMS-F SEL: V-UPG-OM2-SB-CLBMS-F	\$73.00 \$18.00	K K	31% 31%	\$50.37 \$12.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	VUPGOM2SBCLYMSF	SEL: V-UPG-OM2-SB-CLYMS-F	\$61.00	K	31%	\$42.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5		SEL: V-UPG-OM2-SB-OPBMS-F SEL: V-UPG-OM2-SB-OPYMS-F	\$18.00 \$61.00	K	31% 31%	\$12.42 \$42.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-UPG-OMS-DC-USF	SEL V-UPG-OMS-DC-US-F	\$87.00	K	31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	V-UPG-OMS-MF-USF V-UPG-OMS-PL-USF	SEL V-UPG-OMS-MF-US-F SEL V-UPG-OMS-PL-US-F	\$17.00 \$85.00	K	31% 31%	\$11.73 \$58.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-UPG-OMS-SC-USF	SEL V-UPG-OMS-SC-US-F	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT
5 5	WS12-PLAY6-7-UGF WS12-PLAY-F	SEL: WS12-PLAY6-7-UGF SEL: WS12-PLAY-F	\$88.00 \$165.00	K K	31% 31%	\$60.72 \$113.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS12-PLAY-F WS12-PLAY-UG-FE	SEL: WS12-PLAY-F SEL: WS12-PLAY-UG-FE	\$110.00	K	31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	WS-PLAY-SUP-1PAK	SEL: WS-PLAY-SUP-1PAK	\$33.00	K	31%	\$22.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	WS-PLAY-SUP-3PAK	SEL: WS-PLAY-SUP-3PAK	\$88.00	K	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CARAHSOFT

			I		N	NVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)		LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	WS-PLAY-SUP-5PAK	SEL: WS-PLAY-SUP-5PAK	\$134.00	K	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	B218-0020-000 NTTP04CD	SELECT CN-FLASH - COMPACT FLASH SEL 155M 622M IR 1310NM IR-1 X	\$74.00 \$486.00	K K	31% 31%	\$51.06 \$335.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CIENA CIENA
5	NTZF06JB	SEL 65K 9.1 SP-2 DUAL CPU 7/14/32 SLOT	\$4,911.00	K	31%	\$3,388.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CIENA
5 5	NTZF06JG VFDD225VMC	SEL 65K 9.3 SHLF PROC SP-2 DUAL CPU KIT SEL VF-DD2-25VM-C )	\$4,911.00 \$18,750.00	K K	31% 31%	\$3,388.59 \$12,937.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CIENA CIENA
5	CEBC-IS-247-I	SEL Cloudera Basic 24x7 (100TB min)	\$283.00	ĸ	31%	\$195.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CLOUDERA
5 5	CEBC-IS-247-I-3Y CEBC-IS-85-I	SEL Cloudera Basic 24x7 3Y (100TB min)	\$849.00 \$222.00	K	31% 31%	\$585.81 \$153.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEBC-IS-85-I-3Y	SEL Cloudera Basic 8x5 (100TB min) SEL Cloudera Basic 8x5 3Y (100TB min)	\$665.00	ĸ	31%	\$458.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEBN-247-I	SEL Cloudera Basic 24x7 Node (10 min)	\$2,836.00	K	31%	\$1,956.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CLOUDERA
5 5	CEBN-247-I-3Y CEDC-IS-247	SEL Cloudera Basic 24x7 Node 3Y (10 min) SEL Cloudera DataHub 24x7 (100TB min)	\$8,507.00 \$882.00	K	31% 31%	\$5,869.83 \$608.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDC-IS-247-3Y	SEL Cloudera DataHub 24x7 (100TB min)	\$2,647.00	ĸ	31%	\$1,826.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5 5	CEDC-IS-247P CEDC-IS-247P-3Y	SEL Cloudera DataHub 24x7 Prem 100TB min SEL Cloudera DHub 24x7 Prem 3Y 100TB min	\$986.00 \$2,958.00	K K	31% 31%	\$680.34 \$2,041.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA
5	CEDC-IS-247F-31	SEL Cloudera Data Hub 8x5 (100TB min)	\$689.00	K	31%	\$2,041.02 \$475.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA CLOUDERA
5	CEDC-IS-85-3Y	SEL Cloudera DataHub 8x5 3Y (100TB min)	\$2,068.00	K	31%	\$1,426.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5 5	CEDN-247 CEDN-247-3Y	SEL Cloudera DataHub 24x7 Node (10 min) SEL Cloudera DHub 24x7 Node 3Y (10 min)	\$8,822.00 \$26,466.00	K K	31% 31%	\$6,087.18 \$18,261.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEFC-IS-247	SEL Cloudera Flex 24x7 (100TB min)	\$614.00	ĸ	31%	\$423.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CLOUDERA
5 5	CEFC-IS-247-3Y CEFC-IS-247P	SEL Cloudera Flex 24x7 3Y (100TB min) SEL Cloudera Flex 24x7 Prem (100TB min)	\$1,842.00 \$687.00	K K	31% 31%	\$1,270.98 \$474.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEFC-IS-247P-3Y	SEL Cloudera Flex 24x7 Frem (1001B min) SEL Cloudera Flex 24x7 Frem 3Y 100TB min	\$2,060.00	K	31%	\$1,421.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5	CEFC-IS-85	SEL Cloudera Flex 8x5 (100TB min)	\$480.00	K	31%	\$331.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDERA
5 5	CEFC-IS-85-3Y 456-110-957	SEL Cloudera Flex 8x5 3Y (100TB min) Secure VM 1yr Term 25-99=IB	\$1,440.00 \$575.00	K K	31% 31%	\$993.60 \$396.75	\$0.00 \$132.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDLINK
5	456-110-958	Secure VM 1yr Term 100-499=IB	\$470.00	ĸ	31%	\$324.30	\$108.10	\$0.00	\$0.00	\$0.00	\$0.00	\$108.10	CLOUDLINK
5 5	456-110-959 456-110-960	Secure VM 1yr Term 500-999=IB Secure VM 1yr Term 1000+=IB	\$405.00 \$310.00	K	31% 31%	\$279.45 \$213.90	\$93.15 \$71.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	456-110-961	Secure VM Perpetual 25-99=IB	\$1,425.00	ĸ	31%	\$983.25	\$327.75	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5	456-110-962	Secure VM Perpetual 100-499=IB	\$1,175.00	K	31%	\$810.75	\$270.25	\$0.00	\$0.00	\$0.00	\$0.00		CLOUDLINK
5 5	456-110-963 456-110-964	Secure VM Perpetual 500-999=IB Secure VM Perpetual 1000+=IB	\$1,010.00 \$775.00	K K	31% 31%	\$696.90 \$534.75	\$232.30 \$178.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	458-000-999	Secure VM Term	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$229,999.77	CLOUDLINK
5 5	458-001-000 IA100KPPY	Secure VM Perpetual SEL: PDFOPTIMIZER 100k PPY	\$0.00 \$1,875.00	K K	31% 31%	\$0.00 \$1,293.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$229,999.77 N/A	CLOUDLINK CVISION
5	IA100KPPYO	SEL: PDFOPTIMIZER 100k PPY W/OCR	\$2,250.00	ĸ	31%	\$1,552.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA10MPPY	SEL: PDFOPTIMIZER 10M PPY	\$42,500.00	K	31%	\$29,325.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IA10MPPYO IA1MPPY	SEL: PDFOPTIMIZER 10M PPY W/OCR SEL: PDFOPTIMIZER 1M PPY	\$46,875.00 \$8,500.00	K K	31% 31%	\$32,343.75 \$5,865.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IA1MPPYO	SEL: PDFOPTIMIZER 1M PPY W/OCR	\$9,375.00	ĸ	31%	\$6,468.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5 5	IA1Y100K IA1Y100KO	SEL: PDFOPTIMIZER 1 YR - 100K PGS SEL:PDFOPTIMIZER 1YR -100K PGS W/OCR	\$325.00 \$450.00	K	31% 31%	\$224.25 \$310.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IA20MPPY	SEL: PDFOPTIMIZER 20M PPY	\$80,000.00	ĸ	31%	\$55,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA20MPPYO	SEL: PDFOPTIMIZER 20M PPY W/OCR	\$86,250.00	K	31%	\$59,512.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IA40MPPY IA40MPPYO	SEL: PDFOPTIMIZER 40M PPY SEL: PDFOPTIMIZER 40M PPY W/OCR	\$113,750.00 \$123,750.00	K	31% 31%	\$78,487.50 \$85,387.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IASTE100KPPY	SEL: PDF OPTIMIZATION SUITE 100k PPY	\$3,825.00	K	31%	\$2,639.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5 5	IASTE10MPPY IASTE1MPPY	SEL: PDF OPTIMIZATION SUITE 10M PPY SEL: PDF OPTIMIZATION SUITE 1M PPY	\$79,688.00 \$15,938.00	K K	31% 31%	\$54,984.72 \$10,997.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IASTE1Y100K	SEL:PDF OPTIMIZATION SUITE 1YR-100k PGS	\$765.00	ĸ	31%	\$527.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IASTE20MPPY IASTE40MPPY	SEL: PDF OPTIMIZATION SUITE 20M PPY SEL: PDF OPTIMIZATION SUITE 40M PPY	\$146,625.00 \$210,375.00	K K	31% 31%	\$101,171.25 \$145,158.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IASTEVP100K	SEL: PDF OPTIMIZATION SUITE 40M PPY SEL: PDF OPTIMIZ SUITE VOL PACK 100k PGS	\$2,125.00	K	31%	\$1,466.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IAVP100K	SEL: PDFOPTIMIZER VOL PACK; 100k PGS	\$1,031.00	K	31%	\$711.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IAVP100KO IOS100KPPY	SEL:PDFOPTIMIZER VOL PACK 100k PGS W/OCR SEL: IMAGEOPTIMIZATION SERVICES 100K PPY	\$1,250.00 \$24,875.00	K K	31% 31%	\$862.50 \$17,163.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOS10MPPY	SEL: IMAGEOPTIMIZATION SERVICES 10M PPY	\$67,375.00	ĸ	31%	\$46,488.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOS1MPPY IOS20MPPY	SEL: IMAGEOPTIMIZATION SERVICES 1M PPY SEL: IMAGEOPTIMIZATION SERVICES 20M PPY	\$37,375.00 \$124,875.00	K	31% 31%	\$25,788.75 \$86,163.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOS40MPPY	SEL: IMAGEOPTIMIZATION SERVICES 40M PPY	\$178,625.00	ĸ	31%	\$123,251.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSSTE100KPPY	SEL: IO SVS w/PDF Optimiz Suite 100k PPY	\$42,288.00	K	31%	\$29,178.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOSSTE10MPPY IOSSTE1MPPY	SEL: IO SVS w/PDF Optimiz Suite 10M PPY SEL: IO SVS w/PDF Optimiz Suite 1M PPY	\$114,538.00 \$63,538.00	K K	31% 31%	\$79,031.22 \$43,841.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOSSTE20MPPY	SEL: IO SVS w/PDF Optimiz Ste 20M PPY	\$212,288.00	ĸ	31%	\$146,478.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5 5	IOSSTE40MPPY IOSSTEVP100M	SEL IO SVS w/PDF Optimiz Ste 40M PPY SEL IO SVS w/PDF Optimiz Ste VOL PK 100M	\$303,663.00 \$158,844.00	K K	31% 31%	\$209,527.47 \$109,602.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOSSTEVP10M	SEL IO SVS w/PDF Optimiz Ste VOL PK 10M	\$43,988.00	ĸ	31%	\$30,351.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IOSSTEVP200M	SEL IO SVS w/PDF Optimiz Ste VOL PK 200M	\$364,119.00	K K	31%	\$251,242.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5 5	IOSSTEVP25M IOSSTEVP500M	SEL IO SVS w/PDF Optimiz Ste VOL PK 25M SEL IO SVS w/PDF Optimiz Ste VOL PK 500M	\$63,538.00 \$706.244.00	K	31% 31%	\$43,841.22 \$487,308.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOSSTEVP50M	SEL IO SVS w/PDF Optimiz Ste VOL PK 50M	\$90,419.00	K	31%	\$62,389.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5 5	IOSVP100M IOSVP10M	SEL IMAGEOPTIMIZATION SVC VOL PACK 100M SEL: IMAGEOPTIMIZATION SVC VOL PACK 10M	\$93,438.00 \$25,875.00	K K	31% 31%	\$64,472.22 \$17,853.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IOSVP200M	SEL IMAGEOPTIMIZATION SVC VOL PACK 200M	\$214,188.00	K	31%	\$147,789.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5	IOSVP25M IOSVP500M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 25M SEL IMAGEOPTIMIZATION SVC VOL PACK 500M	\$37,375.00	K	31% 31%	\$25,788.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION
5 5	IOSVP500M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 500M	\$415,438.00 \$53,188.00	K	31%	\$286,652.22 \$36,699.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION CVISION
5	PDFO-EVAL	SELECT: 30-DAY EVAL/DEMO LICENSE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5 5	TRF100KPPY TRF10MPPY	SEL: Trapeze Forms for Captiva 100K PPY SEL: Trapeze Forms for Captiva 10M PPY	\$20,790.00 \$423,141.00	K K	31% 31%	\$14,345.10 \$291,967.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	TRF1MPPY	SEL: Trapeze Forms for Captiva 1M PPY	\$69,424.00	ĸ	31%	\$47,902.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	CVISION
5 5	TRF20MPPY TRF40MPPY	SEL: Trapeze Forms for Captiva 20M PPY SEL: Trapeze Forms for Captiva 40M PPY	\$688,500.00 \$1,118,813.00	K K	31% 31%	\$475,065.00 \$771,980.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	DBMC-LIC-007	SEL: Trapeze Forms for Captiva 40M PPY SEL DOBIMINER LICENSE COMMERCIAL EDITION	\$1,118,813.00	K	31%	\$771,980.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	DATA DOBI
5	DBMC-LIC-008	SEL DOBIMINER LICENSE DR EDITION	\$308.00	K	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI
5 5	DBMC-LIC-009 DBMC-LIC-010	SEL DOBIMINER LICENSE COMPLIANCE EDITION SEL DOBIMINER LICENSE ENTERPRISE EDITION	\$462.00 \$538.00	K K	31% 31%	\$318.78 \$371.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
•		THE TENNES OF THE PROPERTY OF	\$550.00		0.70	<b>J</b> 371.22	<b>\$3.00</b>	\$0.00	ψ0.00	\$5.00	ψ0.00	N/A	

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	DBMI-LIC-002	SEL Tier 2: 9TB-12TB Node capacity	\$1,047.00	K	31%	\$722.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI
5 5	DBMI-LIC-003 DBMI-LIC-004	SEL Tier 3: 13TB-108TB Node Capacity SEL Tier 4: 109TB-144TB Node Capacity	\$5,963.00 \$12,519.00	K K	31% 31%	\$4,114.47 \$8,638.11		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
5	DBMI-LIC-005	SEL Tier 5: 145TB-216TB Node Capacity	\$17,882.00	K	31%	\$12,338.58		\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI
5 5	DBMI-LIC-006 DBMI-MCD-020	SEL Tier6 >216TB (236-354) Node Capacity SEL Migrate N2I (NAS-to-Isilon)	\$29,305.00 \$42,348.00	K K	31% 31%	\$20,220.45 \$29,220.12		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
5	DBMI-MCD-021	SEL Migrate N2I (NAS-to-Isilon)	\$6,489.00	K	31%	\$4,477.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	DATA DOBI
5 5	DBMVNX-MCD-020 DBMVNX-MCD-021	SEL Migrate N2VNX (NAS-to-VNX) SEL Migrate N2VNX (NAS-to-VNX)	\$42,348.00 \$6,489.00	K K	31% 31%	\$29,220.12 \$4,477.41		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
5	STORAGEX-76-DM1	SEL StorageX DFS Mgmt 3 Yrs < 500 Users	\$61,538.00	ĸ	31%	\$42,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	DATA DYNAMICS
5 5	STORAGEX-76-DM2 STORAGEX-76-DM3	SEL StorageX DFS Mgmt 3Yrs 501-1000Users	\$123,077.00 \$246,154.00	K	31% 31%	\$84,923.13 \$169,846.26		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DYNAMICS DATA DYNAMICS
5	STORAGEX-76-DM3 STORAGEX-76-DM4	SEL StorageX DFS Mgmt 3Yrs 1001-2000User SEL StorageX DFS Mgmt 3 Yrs 2000 Users+	\$246,154.00 \$492,308.00	K	31%	\$339,692.52		\$0.00	\$0.00	\$0.00	\$0.00		DATA DYNAMICS DATA DYNAMICS
5	STORAGEX-76-EMM	SEL StorageX Migration Annual Unlimited	\$615,385.00	K	31%	\$424,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	DATA DYNAMICS
5 5	STORAGEX-76-MM STORAGEX76-MM-I	SEL StorageX Migration Priced per TB SEL StorageX Migration Priced per TB	\$615.00 \$615.00	K K	31% 31%	\$424.35 \$424.35		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DYNAMICS DATA DYNAMICS
5	STORAGEX-T2	SEL StorageX Migration- Tier 2 Capacity	\$1,034.00	ĸ	31%	\$713.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DYNAMICS
5 5	STORAGEX-T3 STORAGEX-T4	SEL StorageX Migration- Tier 3 Capacity SEL StorageX Migration- Tier 4 Capacity	\$5,908.00 \$12,406.00	K K	31% 31%	\$4,076.52 \$8,560.14		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DYNAMICS DATA DYNAMICS
5	STORAGEX-T5	SEL StorageX Migration- Tier 5 Capacity	\$17,723.00	K	31%	\$12,228.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DYNAMICS
5	STORAGEX-T6	SEL StorageX Migration- Tier 6 Capacity	\$27,569.00	K	31%	\$19,022.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DYNAMICS
5 5	LPE12000-E LPE12000-E-G	SELECT SINGLE-PORT 8GB FC PCI EXPRESS SEL SINGLE-PORT; 8GB FC; PCI-E; FED GOVT	\$1,245.00 \$1,245.00	K K	31% 31%	\$859.05 \$859.05		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMULEX EMULEX
5	LPE12002-E	SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,660.00	K	31%	\$1,145.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	EMULEX
5 5	LPE12002-E-G LPE1250-E	SEL DUAL-PORT; 8GB FC; PCI-E; FED GOVT. SELECT SINGLE-PORT 8GB FC PCI EXPRESS	\$1,660.00 \$1,090.00	K K	31% 31%	\$1,145.40 \$752.10		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMULEX EMULEX
5	LPE1250-E-G	SEL SINGLE-PORT; 8GB FC; PCI-E; FED GOVT	\$1,090.00	ĸ	31%	\$752.10		\$0.00	\$0.00	\$0.00	\$0.00		EMULEX
5	LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00	K	31%	\$1,152.30		\$0.00	\$0.00	\$0.00	\$0.00		EMULEX
5 5	LPE16002B-E CYASRFN-DIM1	SEL DUAL-PORT 16GB FC PCI EXPRESS CYA FN Data Integrity Module	\$2,199.00 \$5,000.00	K K	31% 31%	\$1,517.31 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMULEX ENCHOICE
5	CYASRFN-EXT1	CYA FN Extender	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYASRFN-GRANULAR CYASRFN-HBOS	SEL CYA SmartRecovery FileNet Granular SEL CYA SR HOT Point-N-Time Bkup OS Db	\$12,500.00 \$12,500.00	K	31% 31%	\$8,625.00 \$8,625.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYASRFN-HBPE	SEL CYA SR HOT Point-N-Time Bkup PE Db	\$20,000.00	ĸ	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ENCHOICE
5 5	CYASRFN-RRM1 CYASRFN-TBR1	CYA FN Records Retention Module CYA FN Time Based Recovery Module	\$5,000.00 \$12,500.00	K K	31% 31%	\$3,450.00 \$8,625.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYHB-REPOSITORY	SEL CYA HOTBackup DCTM Repository Lic	\$12,500.00	K	31%	\$8,625.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYHB-SRV	SEL CYA HOTBackup Server	\$18,750.00	K	31%	\$12,937.50		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYHB-SRVDEV CYSR-CONN2	SEL CYA HOTBackup Server for Development CYA Connector for DCTM	\$5,000.00 \$10,000.00	K K	31% 31%	\$3,450.00 \$6,900.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-DIM2	CYA Data Integrity Module	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ENCHOICE
5 5	CYSR-EXT2 CYSR-GRANULAR	CYA Extender SEL CYA SmartRecovery DCTM Granular	\$10,000.00 \$12,500.00	K K	31% 31%	\$6,900.00 \$8,625.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-RRM2	CYA Records Retention Module	\$5,000.00	K	31%	\$3,450.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYSR-SMBDBASE1	CYA SmartRecovery SMB Repository	\$2,500.00	K	31%	\$1,725.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYSR-SRV100-1 CYSR-SRV250-1	CYA SmartRecovery Server 100U/50GB CYA SmartRecovery Server 250U/100GB	\$15,000.00 \$25,000.00	K K	31% 31%	\$10,350.00 \$17,250.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-SRV-4	SEL CYA SMARTRECOVERY SERVER (1-4 CPU)	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	ENCHOICE
5 5	CYSR-SRV-4PLUS CYSR-SRV500-1	SEL CYA SmartRec SRV Stand-alone >4 CPU CYA SmartRecovery Server 500U/50GB	\$90,000.00 \$30,000.00	K	31% 31%	\$62,100.00 \$20,700.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-SRVHA-4	SEL CYA SmartRec SRV HA/Cluster <4CPU	\$45,000.00	ĸ	31%	\$31,050.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYSR-SRVHA-4PLUS	SEL CYA SmartRec SRV HA/Cluster >4CPU	\$65,000.00	K K	31%	\$44,850.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYSR-TBR2 HIPPO-CNTENT-REP	CYA Time Based Recovery Module SEL HIPPO EMC CONTENT REPLICATION AM	\$12,500.00 \$14,844.00	K K	31% 31%	\$8,625.00 \$10,242.36		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE HIPPO
5	HIPPO-EMC-XP-PCK	SEL HIPPO EMC EXPERIENCE AM	\$129,719.00	K	31%	\$89,506.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	HIPPO
5 5	HIPPO-ENTR-FORMS HIPPO-QA-ESNTILS	SEL HIPPO EMC ENTRPRISE FORM AM SEL HIPPO EMC QA ESSENTIALS AM	\$14,844.00 \$11,875.00	K K	31% 31%	\$10,242.36 \$8,193.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HIPPO HIPPO
5	HIPPO-XP-SERVER	SEL HIPPO EMC EXP SERVER AM	\$18,750.00	ĸ	31%	\$12,937.50		\$0.00	\$0.00	\$0.00	\$0.00		HIPPO
5 5	HDF-EDG-1Y HDF-ENT-1Y	SEL HWX DataFlow Edge Pack 100 Devices SEL- HWX DataFlow Ent 16 cores	\$230,769.00 \$55,385.00	K K	31% 31%	\$159,230.61 \$38,215.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDF-JSS-6M	SEL HDF Jumpstart Sub 32Cores-10 Edge 6M	\$46,154.00	K	31%	\$31,846.26		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5	HDP-ENT-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$12,308.00	K	31%	\$8,492.52		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS HORTONWORKS
5	HDP-EPL-1Y HDP-JSS-6M	SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$22,154.00 \$46,154.00	K	31% 31%	\$15,286.26 \$31,846.26		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS
5	BLEDTM	SEL BLAZON ENTERPRISE	\$7,500.00	K	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
5 5	BP-AOC-A BP-AOC-B	SEL BRAVA FOR CAD ASSET OPS 25-499 SEL BRAVA FOR CAD ASSET OPS 500-999	\$180.00 \$171.00	K	31% 31%	\$124.20 \$117.99		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-AOC-C	SEL BRAVA FOR CAD ASSET OPS 1000-1499	\$162.00	ĸ	31%	\$111.78		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOC-D	SEL BRAVA FOR CAD ASSET OPS 1500-1999 SEL BRAVA FOR CAD ASSET OPS 2000-4999	\$153.00	K K	31%	\$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA IGC BRAVA
5 5	BP-AOC-E BP-AOC-F	SEL BRAVA FOR CAD ASSET OPS 2000-4999 SEL BRAVA FOR CAD ASSET OPS 5000+	\$144.00 \$126.00	K K	31% 31%	\$99.36 \$86.94		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA
5	BP-AOI-A	SEL BRAVA FOR DOCS ASSET OPS 25-499	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
5	BP-AOI-B BP-AOI-C	SEL BRAVA FOR DOCS ASSET OPS 500-999 SEL BRAVA FOR DOCS ASSET OPS 1000-1499	\$71.00 \$68.00	K	31% 31%	\$48.99 \$46.92		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA
5	BP-AOI-D	SEL BRAVA FOR DOCS ASSET OPS 1500-1999	\$64.00	ĸ	31%	\$44.16		\$0.00	\$0.00	\$0.00	\$0.00	1471	IGC BRAVA
5	BP-AOI-E BP-AOI-F	SEL BRAVA FOR DOCS ASSET OPS 2000-4999	\$60.00 \$53.00	K K	31%	\$41.40 \$36.57		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA IGC BRAVA
5 5	BP-CPC-A	SEL BRAVA FOR DOCS ASSET OPS 5000+ SEL BRAVA FOR CAD CAPITAL PRJ 25-499	\$53.00 \$180.00		31% 31%	\$36.57 \$124.20		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA
5	BP-CPC-B	SEL BRAVA FOR CAD CAPITAL PRJ 500-999	\$171.00	K	31%	\$117.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
5 5	BP-CPC-C BP-CPC-D	SEL BRAVA FOR CAD CAPITAL PRJ 1000-1499 SEL BRAVA FOR CAD CAPITAL PRJ1500-1999	\$162.00 \$153.00	K K	31% 31%	\$111.78 \$105.57		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPC-E	SEL BRAVA FOR CAD CAPITAL PRJ 2000-4999	\$144.00	K	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
5	BP-CPC-F	SEL BRAVA FOR CAD CAPITAL PRJ 5000+	\$126.00	K	31%	\$86.94		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-CPI-A BP-CPI-B	SEL BRAVA FOR DOCS CAPITAL PRJ 25-499 SEL BRAVA FOR DOCS CAPITAL PRJ 500-999	\$75.00 \$71.00	K K	31% 31%	\$51.75 \$48.99		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPI-C	SEL BRAVA FOR DOCS CAPITAL PRJ 1000-1499	\$68.00	K	31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
5 5	BP-CPI-D BP-CPI-E	SEL BRAVA FOR DOCS CAPITAL PRJ 1500-1999 SEL BRAVA FOR DOCS CAPITAL PRJ 2000-4999	\$64.00 \$60.00	K K	31% 31%	\$44.16 \$41.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPI-F	SEL BRAVA FOR DOCS CAPITAL PRJ 5000+	\$53.00		31%	\$36.57		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA

The color			ĺ		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
1   1   1   1   1   1   1   1   1   1	BAND SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL				THIRD PARTY PRODUCT PARTNER
Septical Column							\$0.00		\$0.00				
1 Property   1 P													
5 at Dec Control				K									
S. P. P. CLA   S.				K K									
5   16   17   17   17   17   17   17   17	5 BP-D2I-A	SEL BRAVA FOR DOCS D2 25-499	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
1.00   1.00				K									
5   PROTECTION   Co.   EMANAGEMENT SCANE				K									
S. BECTICAL   S. Barwar for CAD NAMES 26-20   151				K									
S				K									
5   RECTURED   St. Blanch and Cold Younger 1902-100.   \$1,000	5 BP-DCTMC-B	SEL Brava for CAD Webtop 500-999	\$171.00	K	31%	\$117.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
S													
5   BP-CTITIAL   St. Result Down Name (27-20)   S0   S0   S0   S0   S0   S0   S0		SEL Brava for CAD Webtop 2000-4999											
5 BP-CCTMAD BELL BROWN TOWN SYMPHON SY													
S													
S	5 BP-DCTMI-C	SEL Brava for Docs Webtop 1000-1499	\$68.00	K		\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
Sep-Section				K									
S. BR-SEPTING-A   SEI, Revan to CAG SEMEN-NUTS-460   S100   S10		SEL Brava for Documents Webtop 5000+											
S. P. SEPTING-5   SEI, Brave for CAD Standards (150-20)   S. 100				K									
SEP   BPSPFTMLC   SEP   Sep   March QD   BPSPFTMLC   SEP   Sep   March QD   Sep				K									
S. P.	5 BP-SPDTMC-C	SEL Brava for CAD SharePoint 1000-1499	\$162.00	K		\$111.78	\$0.00	\$0.00			\$0.00	N/A	IGC BRAVA
Separation   Sep				K									
S   BP-SPITTME   SEL Enter for Dos Share-Pert 100-999   \$9.00   \$1.00   \$0.0				ĸ		\$86.94				\$0.00	\$0.00		
6   BP-SPFTMLC   SEL Entwork for Door Shume-Print 100-1490   \$84.00   \$1.00   \$3.00													
B   P-SPETTIME   SEL Brane for Does Share-Print 2000-1999   350.00   K   3114   351.75   350.00   30				K									
S   BP-SPTMLF   SEL Brave for Char Start Service   SS.50   K   31%   \$36.57   \$0.00													
S													
S													
S   BP-XCPC-D   SEE Barws for CAD yet 1500-1999				K									
S   BP-XCPC-F   SEL Brane for CAD yCP 2000-4999   \$144.00   K   31%   \$993.85   \$3.00   \$3.0													
S				ĸ									
S   BP-XCPI-B   SEL Brank for Docs XCP 900-999   \$71.00   K   31%   \$48.99   \$0.00				K									
S   BP-XCP-ID   SEL Brava for Does XCP 1500-1999   S94.00   K   31%   \$44.16   \$0.00				K									
S				K									
S				K									
5 PDFSCH SEL DPF SCHEDULER	5 BP-XCPI-F	SEL Brava for Docs xCP 5000+	\$53.00	ĸ	31%	\$36.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
Second Color													
Sub-AOC   SEL Subscription Bravar for Asset Ops   S74.00   K   31%   S51.06   S0.00													
Sub-CPC   Set Subscription Brava for Capital Prj   SY4.00   K 311%   S1.00   S0.00			\$74.00	K		\$51.06					\$0.00		
Sub-DCTM   Set Subscription Brava for D2   Set Subscription Brava for Webtop   \$74.00   K   31%   \$51.06   \$0.00   \$				K									
Sub-DCTMS   Sel. Subscription Add Brava Server   S1,538.00   K   31%   S1,061.22   S0.00   S0.00   S0.00   S0.00   S0.00   NA   GC BRAVA   S1,652.00   SUB-XCPC   SEL. Subscription Brava for XCP   S74.00   K   31%   S9,901.50   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   GC BRAVA   S74.00   K   31%   S1.00   S1.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   GC BRAVA   S1.078.47   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   GC BRAVA   S1.078.47   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVDC11002   SEL. Dev ImageTrust Graph (170ppm)   S1,653.00   K   31%   S1,078.47   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVDC11002   SEL. Dev ImageTrust Client (170ppm)   S5,625.00   K   31%   S2,156.25   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVDC11002   SEL. Dev ImageTrust Client (170ppm)   S5,625.00   K   31%   S2,156.25   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVDC11002   SEL. Dev ImageTrust Client (170ppm)   S1,653.00   K   31%   S2,156.25   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVDC11002   SEL. Dev ImageTrust Glent (170ppm)   S1,653.00   K   31%   S862.50   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVDC11002   SEL. Dev ImageTrust Glent (170ppm)   S1,653.00   K   31%   S1,078.47   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVC11002   SEL. Dev ImageTrust Glent (170ppm)   S1,653.00   K   31%   S1,078.47   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDVC11002   SEL Dev ImageTrust Glent (170ppm)   S1,653.00   K   31%   S1,078.47   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITDPC11002   SEL ImageTrust Glent (170ppm)   S1,250.00   K   31%   S2,156.25   S0.00   S0.00   S0.00   S0.00   S0.00   S0.00   NA   MAGE ACCE   SCITPRC11002   SEL ImageTrust Glent (170ppm)   S1,250.00   K   31%   S1,250.00   S1,250.00   S0.00	5 SUB-D2C	SEL Subscription Brava for D2	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IGC BRAVA
5         SUB-RIEDTM         SEL Subscription REDACT-IT         \$14,350,00         K         31%         \$9,901,50         \$0.00         <				K									
S				ĸ									
S				K									
5         CSITDVHV1002         SEL Dev HV mageTrust Clemt(-170pm)         \$5,625.00         K         31%         \$3,881.25         \$0.00				K K									
5 CSITDYXC1002 SEL Dev ImageTrust Server	5 CSITDVHV1002	SEL Dev HV ImageTrust Client(-170ppm)	\$5,625.00	K	31%	\$3,881.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IMAGE ACCESS
5 CSITDY/C1002 SEL Dev ImageTrust-Transactional Client \$1,563.00 K 31,98.47 \$0.00 \$0				K									
5 CSITDYXC1002 SEL Dev ImageTrust for XCP 5 CSITPRC1012 SEL ImageTrust for XCP 5 CSITPRC1012 SEL ImageTrust for D2 5 CSITPRC10102 SEL ImageTrust for D2 5 CSITPRC10102 SEL ImageTrust for D2 5 CSITPRC10102 SEL ImageTrust for D2 6 CSITPRC10102 SEL ImageTrust for D2 7 CSITPRC10102 SEL ImageTrust for D2 7 CSITPRC10102 SEL ImageTrust Mobile (iOS, Android) 81,125,00 K 31% 87,762,5 \$0,00 \$													
5 CSITPRD1002 SEL ImageTrust for D2 5 CSITPRN1002 SEL ImageTrust for D2 5 CSITPRN1002 SEL ImageTrust Mobile (IGS, Android) 6 CSITPRN1002 SEL ImageTrust CRC Server (NasiS/IPC) 7 CSITPRN1002 SEL ImageTrust CRC Server (NasiS/IPC) 8 CSITPRN1002 SEL ImageTrust CRC Server (NasiS/IPC) 8 CSITPRN1002 SEL ImageTrust CRC Server (NasiS/IPC) 8 CSITPRN1002 SEL ImageTrust SCR SERVER 8 CSITPRN1002 SEL IMAGET SCR S	5 CSITDVXC1002	SEL Dev ImageTrust for xCP	\$1,563.00	K		\$1,078.47		\$0.00	\$0.00			N/A	IMAGE ACCESS
5 CSITPRM/1002 SEL HV ImageTrust Client(-170pm) \$11,250.00 K 31% \$7,762.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA IMAGE ACCE \$1 CSITPRM/01002 SEL ImageTrust Mobile (iOS, Android) \$10,000 K 31% \$89.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA IMAGE ACCE \$1 CSITPRM/01002 SEL ImageTrust COR Server (saa5/BPO) \$6,250.00 K 31% \$4,312.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA IMAGE ACCE \$1 CSITPRN/01002 SEL ImageTrust COR Server (non Saa5/BPO) \$16,250.00 K 31% \$1,212.50 \$0.00 \$0.				K									
5 CSITPROC1002 SEL ImageTrust OCR Server (SaaS/BPO) \$6,250.00 K 31% \$4,312.50 \$0.00				ĸ									
5 CSITPROS1002 SEL ImageTrust COR Server (non SaaS/BPO) \$16,255,000 K 31% \$11,212.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA IMAGE ACCE \$1.000 NA IMAGE ACCE \$1.				K									
5 CSITPRS1002 SEL ImageTrust Server \$2,500.00 K 31% \$1,725.00 \$0.0				K									
5 CSITPRXC1002 SEL ImageTrust for xCP \$3,125.00 K 31% \$2,156.25 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A IMAGE ACCE 1 TYR-ADU-00000010 SEL IE 10 1YR ADMIN USER LICENSES \$19,231.00 K 31% \$13,269.39 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN	5 CSITPRSR1002	SEL ImageTrust Server	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IMAGE ACCESS
5 1YR-ADU-00000010 SEL IE 10 1YR ADMIN USER LICENSES \$19,231.00 K 31% \$13,269.39 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN													
		SEL IE 10 1YR ADMIN USER LICENSES		K		\$13,269.39							
	5 1YR-ADU-00000020	SEL IE 20 1YR ADMIN USER LICENSES	\$30,769.00	K		\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 1YR-ADU-0000030 SEL IE 30 1YR ADMIN USER LICENSES \$40,385.00 K 31% \$27,865.65 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN 5 1YR-ADU-000005 SEL IE 5 1YR ADMIN USER LICENSES \$11,538.00 K 31% \$7,961.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN				K									
5 1YR-ADU-0000050 SEL IE 50 1YR ADMIN USER LICENSES \$57,692.00 K 31% \$39,807.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN	5 1YR-ADU-0000050	SEL IE 50 1YR ADMIN USER LICENSES	\$57,692.00		31%	\$39,807.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 1YR-DCI-00001000 SEL IE 1000 1 YR DISK CATALOG INGEST \$12,077.00 K 31% \$8,333.13 \$0.00 \$													
5 1YR-DCI-00001500 SEL IE 1500 1 YR DISK CATALOG INGEST \$16,038.00 K 31% \$11,066.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA INDEX ENGINGEST \$19,538.00 K 31% \$13,481.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA INDEX ENGINGEST \$19,538.00 K 31% \$13,481.22 \$0.00 \$0				K K									
5 1YR-DCI-00003000 SEL IE 3000 1 YR DISK CATALOG INGEST \$26,077.00 K 31% \$17,993.13 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN	5 1YR-DCI-00003000	SEL IE 3000 1 YR DISK CATALOG INGEST	\$26,077.00	K	31%	\$17,993.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 1YR-DCI-00004000 SEL IE 4000 1 YR DISK CATALOG INGEST \$11,692.00 K 31,952.00 K 31,952.00 S0.00 \$0.00				K									
5 1174-DCI-00006000 SEL IE 5000 1 176 DISK CATALOG INGEST \$42,462.00 K 31% \$29,289.78 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA INDEX ENDIN													
5 1YR-DCI-00007000 SEL IE 7000 1 YR DISK CATALOG INGEST \$46,846.00 K 31% \$32,323.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A INDEX ENGIN	5 1YR-DCI-00007000	SEL IE 7000 1 YR DISK CATALOG INGEST	\$46,846.00	K	31%	\$32,323.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	1YR-DCI-00008000 1YR-DCI-00010000	SEL IE 8000 1 YR DISK CATALOG INGEST SEL IE 10000 1 YR DISK CATALOG INGEST	\$51,692.00 \$60,769.00	K K	31% 31%	\$35,667.48 \$41,930.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00012000	SEL IE 12000 1 YR DISK CATALOG INGEST	\$68,308.00	K	31%	\$47,132.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-DCI-00015000 1YR-DCI-00020000	SEL IE 15000 1 YR DISK CATALOG INGEST SEL IE 20000 1 YR DISK CATALOG INGEST	\$80,769.00 \$98,462.00	K K	31% 31%	\$55,730.61 \$67,938.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-DCI-00025000 1YR-DCI-00030000	SEL IE 25000 1 YR DISK CATALOG INGEST SEL IE 30000 1 YR DISK CATALOG INGEST	\$115,385.00 \$131,538.00	K K	31% 31%	\$79,615.65 \$90,761.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00030000 1YR-DCI-00040000	SEL IE 30000 1 YR DISK CATALOG INGEST SEL IE 40000 1 YR DISK CATALOG INGEST	\$160,000.00	K	31%	\$110,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	1YR-DCI-00050000 1YR-DCI-00060000	SEL IE 50000 1 YR DISK CATALOG INGEST SEL IE 60000 1 YR DISK CATALOG INGEST	\$188,462.00 \$212,308.00	K K	31% 31%	\$130,038.78 \$146,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00070000	SEL IE 70000 1 YR DISK CATALOG INGEST	\$236,923.00	ĸ	31%	\$163,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-DCI-00080000 1YR-DCI-00090000	SEL IE 80000 1 YR DISK CATALOG INGEST SEL IE 90000 1 YR DISK CATALOG INGEST	\$258,462.00 \$283,846.00	K K	31% 31%	\$178,338.78 \$195,853.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00100000	SEL IE 100000 1 YR DISK CATALOG INGEST	\$307,692.00	K	31%	\$212,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES INDEX ENGINES
5 5	1YR-DCI-00125000 1YR-DCI-00150000	SEL IE 125000 1 YR DISK CATALOG INGEST SEL IE 150000 1 YR DISK CATALOG INGEST	\$355,769.00 \$403,846.00	K	31% 31%	\$245,480.61 \$278,653.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5 5	1YR-DCI-00200000 1YR-DCI-00250000	SEL IE 200000 1 YR DISK CATALOG INGEST SEL IE 250000 1 YR DISK CATALOG INGEST	\$492,308.00 \$576,923.00	K K	31% 31%	\$339,692.52 \$398,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00300000	SEL IE 300000 1 YR DISK CATALOG INGEST	\$669,231.00	K	31%	\$461,769.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-DCI-00350000 1YR-DCI-00400000	SEL IE 350000 1 YR DISK CATALOG INGEST SEL IE 400000 1 YR DISK CATALOG INGEST	\$726,923.00 \$800.000.00	K K	31% 31%	\$501,576.87 \$552,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00500000	SEL IE 500000 1 YR DISK CATALOG INGEST	\$961,538.00	K	31%	\$663,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-FSI-000025TB 1YR-FSI-000050TB	SEL IE 25TB 1 YR FILE METADATA INDEX SEL IE 50TB 1 YR FILE METADATA INDEX	\$19,231.00 \$31,731.00	K K	31% 31%	\$13,269.39 \$21,894.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-FSI-000100TB 1YR-FSI-000150TB	SEL IE 100TB 1 YR FILE METADATA INDEX SEL IE 150TB 1 YR FILE METADATA INDEX	\$51,923.00 \$69,231.00	K K	31% 31%	\$35,826.87 \$47,769.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-FSI-000200TB	SEL IE 200TB 1 YR FILE METADATA INDEX	\$84,615.00	K	31%	\$58,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-FSI-000250TB 1YR-FSI-000300TB	SEL IE 250TB 1 YR FILE METADATA INDEX SEL IE 300TB 1 YR FILE METADATA INDEX	\$96,154.00 \$109,615.00	K K	31% 31%	\$66,346.26 \$75,634.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-FSI-000400TB	SEL IE 400TB 1 YR FILE METADATA INDEX	\$138,462.00	K	31%	\$95,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-FSI-000500TB 1YR-TCI-00001000	SEL IE 500TB 1 YR FILE METADATA INDEX SEL IE 1000 1 YR TAPE CATALOG INGEST	\$163,462.00 \$12,077.00	K	31% 31%	\$112,788.78 \$8,333.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-TCI-00001500 1YR-TCI-00002000	SEL IE 1500 1 YR TAPE CATALOG INGEST SEL IE 2000 1 YR TAPE CATALOG INGEST	\$16,038.00 \$19,538.00	K	31% 31%	\$11,066.22 \$13,481.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00003000	SEL IE 3000 1 YR TAPE CATALOG INGEST	\$26,077.00	ĸ	31%	\$17,993.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00004000 1YR-TCI-00005000	SEL IE 4000 1 YR TAPE CATALOG INGEST SEL IE 5000 1 YR TAPE CATALOG INGEST	\$31,692.00 \$37,308.00	K K	31% 31%	\$21,867.48 \$25,742.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00006000	SEL IE 6000 1 YR TAPE CATALOG INGEST	\$42,462.00	K	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00007000 1YR-TCI-00008000	SEL IE 7000 1 YR TAPE CATALOG INGEST SEL IE 8000 1 YR TAPE CATALOG INGEST	\$46,846.00 \$51,692.00	K K	31% 31%	\$32,323.74 \$35,667.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00010000	SEL IE 10000 1 YR TAPE CATALOG INGEST	\$60,769.00	K	31%	\$41,930.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00012000 1YR-TCI-00015000	SEL IE 12000 1 YR TAPE CATALOG INGEST SEL IE 15000 1 YR TAPE CATALOG INGEST	\$68,308.00 \$80,769.00	K K	31% 31%	\$47,132.52 \$55,730.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-TCI-00020000 1YR-TCI-00025000	SEL IE 20000 1 YR TAPE CATALOG INGEST SEL IE 25000 1 YR TAPE CATALOG INGEST	\$98,462.00 \$115,385.00	K	31% 31%	\$67,938.78 \$79,615.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00025000	SEL IE 20000 1 YR TAPE CATALOG INGEST SEL IE 30000 1 YR TAPE CATALOG INGEST	\$131,538.00	K	31%	\$90,761.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	1YR-TCI-00040000 1YR-TCI-00050000	SEL IE 40000 1 YR TAPE CATALOG INGEST SEL IE 50000 1 YR TAPE CATALOG INGEST	\$160,000.00 \$188,462.00	K	31% 31%	\$110,400.00 \$130,038.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00060000	SEL IE 60000 1 YR TAPE CATALOG INGEST	\$212,308.00	K	31%	\$146,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00070000 1YR-TCI-00080000	SEL IE 70000 1 YR TAPE CATALOG INGEST SEL IE 80000 1 YR TAPE CATALOG INGEST	\$236,923.00 \$258,462.00	K K	31% 31%	\$163,476.87 \$178,338.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00090000	SEL IE 90000 1 YR TAPE CATALOG INGEST	\$283,846.00	K	31%	\$195,853.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00100000 1YR-TCI-00125000	SEL IE 100000 1 YR TAPE CATALOG INGEST SEL IE 125000 1 YR TAPE CATALOG INGEST	\$307,692.00 \$355,769.00	K K	31% 31%	\$212,307.48 \$245,480.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00150000	SEL IE 150000 1 YR TAPE CATALOG INGEST	\$403,846.00	K	31%	\$278,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00200000 1YR-TCI-00250000	SEL IE 200000 1 YR TAPE CATALOG INGEST SEL IE 250000 1 YR TAPE CATALOG INGEST	\$492,308.00 \$576,923.00	K K	31% 31%	\$339,692.52 \$398,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-TCI-00300000 1YR-TCI-00350000	SEL IE 300000 1 YR TAPE CATALOG INGEST SEL IE 350000 1 YR TAPE CATALOG INGEST	\$669,231.00 \$726,923.00	K K	31% 31%	\$461,769.39 \$501,576.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00400000	SEL IE 400000 1 YR TAPE CATALOG INGEST	\$800,000.00	K	31%	\$552,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCI-00500000 1YR-TCR-00001000	SEL IE 500000 1 YR TAPE CATALOG INGEST SEL IE 1000 1 YR TAPE CATALOG REBUILD	\$961,538.00 \$24,154.00	K K	31% 31%	\$663,461.22 \$16,666.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00001500	SEL IE 1500 1 YR TAPE CATALOG REBUILD	\$32,077.00	K	31%	\$22,133.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	1YR-TCR-00002000 1YR-TCR-00003000	SEL IE 2000 1 YR TAPE CATALOG REBUILD SEL IE 3000 1 YR TAPE CATALOG REBUILD	\$39,077.00 \$52,154.00	K K	31% 31%	\$26,963.13 \$35,986.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00004000 1YR-TCR-00005000	SEL IE 4000 1 YR TAPE CATALOG REBUILD SEL IE 5000 1 YR TAPE CATALOG REBUILD	\$63,385.00	K	31% 31%	\$43,735.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00006000	SEL IE 6000 1 YR TAPE CATALOG REBUILD	\$74,615.00 \$84,923.00	K	31%	\$51,484.35 \$58,596.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	1YR-TCR-00007000 1YR-TCR-00008000	SEL IE 7000 1 YR TAPE CATALOG REBUILD SEL IE 8000 1 YR TAPE CATALOG REBUILD	\$93,692.00 \$103,385.00	K K	31% 31%	\$64,647.48 \$71,335.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00010000	SEL IE 10000 1 YR TAPE CATALOG REBUILD	\$121,538.00	K	31%	\$83,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5	1YR-TCR-00012000 1YR-TCR-00015000	SEL IE 12000 1 YR TAPE CATALOG REBUILD SEL IE 15000 1 YR TAPE CATALOG REBUILD	\$136,615.00 \$161.538.00	K K	31% 31%	\$94,264.35 \$111,461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00020000	SEL IE 20000 1 YR TAPE CATALOG REBUILD	\$196,923.00	K	31%	\$135,876.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCR-00025000 1YR-TCR-00030000	SEL IE 25000 1 YR TAPE CATALOG REBUILD SEL IE 30000 1 YR TAPE CATALOG REBUILD	\$230,769.00 \$263,077.00	K K	31% 31%	\$159,230.61 \$181,523.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00040000	SEL IE 40000 1 YR TAPE CATALOG REBUILD	\$320,000.00	K	31%	\$220,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCR-00050000 1YR-TCR-00060000	SEL IE 50000 1 YR TAPE CATALOG REBUILD SEL IE 60000 1 YR TAPE CATALOG REBUILD	\$376,923.00 \$424,615.00	K K	31% 31%	\$260,076.87 \$292,984.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00070000	SEL IE 70000 1 YR TAPE CATALOG REBUILD	\$473,846.00	K	31%	\$326,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCR-00080000 1YR-TCR-00090000	SEL IE 80000 1 YR TAPE CATALOG REBUILD SEL IE 90000 1 YR TAPE CATALOG REBUILD	\$516,923.00 \$567,692.00	K K	31% 31%	\$356,676.87 \$391,707.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	INDEX ENGINES INDEX ENGINES
5 5	1YR-TCR-00100000 1YR-TCR-00125000	SEL IE 100000 1 YR TAPE CATALOG REBUILD SEL IE 125000 1 YR TAPE CATALOG REBUILD	\$615,385.00 \$711,538.00	K	31% 31%	\$424,615.65 \$490,961.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00150000	SEL IE 150000 1 YR TAPE CATALOG REBUILD	\$807,692.00	K	31%	\$557,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TCR-00200000 1YR-TCR-00250000	SEL IE 200000 1 YR TAPE CATALOG REBUILD SEL IE 250000 1 YR TAPE CATALOG REBUILD	\$984,615.00 \$1,153,846.00	K K	31% 31%	\$679,384.35 \$796,153.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00300000	SEL IE 300000 1 YR TAPE CATALOG REBUILD	\$1,338,462.00	K	31%	\$923,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5	1YR-TCR-00350000	SEL IE 350000 1 YR TAPE CATALOG REBUILD	\$1,453,846.00	К	31%	\$1,003,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	1YR-TCR-00400000 1YR-TCR-00500000	SEL IE 400000 1 YR TAPE CATALOG REBUILD SEL IE 500000 1 YR TAPE CATALOG REBUILD	\$1,600,000.00 \$1,923,077.00	K K	31% 31%	\$1,104,000.00 \$1,326,923.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00000010	SEL IE 10 1YR TAPE METADATA INDEX	\$3,846.00	K	31%	\$2,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00000100 1YR-TMI-00000250	SEL IE 100 1YR TAPE METADATA INDEX SEL IE 250 1YR TAPE METADATA INDEX	\$19,231.00 \$38,462.00	K K	31% 31%	\$13,269.39 \$26,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00000500	SEL IE 500 1YR TAPE METADATA INDEX	\$61,538.00	K	31%	\$42,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00001000 1YR-TMI-00001500	SEL IE 1000 1YR TAPE METADATA INDEX SEL IE 1500 1YR TAPE METADATA INDEX	\$96,615.00 \$128,308.00	K K	31% 31%	\$66,664.35 \$88,532.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00002000	SEL IE 2000 1YR TAPE METADATA INDEX	\$156,308.00	K	31%	\$107,852.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00003000 1YR-TMI-00004000	SEL IE 3000 1YR TAPE METADATA INDEX SEL IE 4000 1YR TAPE METADATA INDEX	\$208,615.00 \$253,538.00	K K	31% 31%	\$143,944.35 \$174,941.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00005000	SEL IE 5000 1YR TAPE METADATA INDEX	\$298,462.00	K	31%	\$205,938.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00006000 1YR-TMI-00007000	SEL IE 6000 1YR TAPE METADATA INDEX SEL IE 7000 1YR TAPE METADATA INDEX	\$339,692.00 \$374,769.00	K K	31% 31%	\$234,387.48 \$258,590.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00008000	SEL IE 8000 1YR TAPE METADATA INDEX SEL IE 10000 1YR TAPE METADATA INDEX	\$413,538.00	K	31%	\$285,341.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00010000 1YR-TMI-00012000	SEL IE 10000 1YR TAPE METADATA INDEX SEL IE 12000 1YR TAPE METADATA INDEX	\$486,154.00 \$546,462.00	K	31% 31%	\$335,446.26 \$377,058.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-TMI-00015000 1YR-TMI-00020000	SEL IE 15000 1YR TAPE METADATA INDEX SEL IE 20000 1YR TAPE METADATA INDEX	\$646,154.00 \$787,692.00	K K	31% 31%	\$445,846.26 \$543,507.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00025000	SEL IE 25000 1YR TAPE METADATA INDEX	\$923,077.00	K	31%	\$636,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00030000 1YR-TMI-00040000	SEL IE 30000 1YR TAPE METADATA INDEX SEL IE 40000 1YR TAPE METADATA INDEX	\$1,052,308.00 \$1,280,000.00	K K	31% 31%	\$726,092.52 \$883,200.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00050000	SEL IE 50000 1YR TAPE METADATA INDEX	\$1,507,692.00	K	31%	\$1,040,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00060000 1YR-TMI-00070000	SEL IE 60000 1YR TAPE METADATA INDEX SEL IE 70000 1YR TAPE METADATA INDEX	\$1,698,462.00 \$1.895.385.00	K K	31% 31%	\$1,171,938.78 \$1,307,815.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00080000	SEL IE 80000 1YR TAPE METADATA INDEX	\$2,067,692.00	K	31%	\$1,426,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00090000 1YR-TMI-00100000	SEL IE 90000 1YR TAPE METADATA INDEX SEL IE 100000 1YR TAPE METADATA INDEX	\$2,270,769.00 \$2,461,538.00	K K	31% 31%	\$1,566,830.61 \$1,698,461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00125000	SEL IE 125000 1YR TAPE METADATA INDEX	\$2,846,154.00	K	31%	\$1,963,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	1YR-TMI-00150000 1YR-TMI-00200000	SEL IE 150000 1YR TAPE METADATA INDEX SEL IE 200000 1YR TAPE METADATA INDEX	\$3,230,769.00 \$3,938,462.00	K K	31% 31%	\$2,229,230.61 \$2,717,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TMI-00250000	SEL IE 250000 1YR TAPE METADATA INDEX	\$4,615,385.00 \$5,353,846.00	K	31%	\$3,184,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	1YR-TMI-00300000 1YR-TMI-00350000	SEL IE 300000 1YR TAPE METADATA INDEX SEL IE 350000 1YR TAPE METADATA INDEX	\$5,353,846.00 \$5,815,385.00	K	31% 31%	\$3,694,153.74 \$4,012,615.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	1YR-TMI-00400000 1YR-TMI-00500000	SEL IE 400000 1YR TAPE METADATA INDEX SEL IE 500000 1YR TAPE METADATA INDEX	\$6,400,000.00 \$7,692,308.00	K K	31% 31%	\$4,416,000.00 \$5,307,692.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	30DAY-CC-PROMO	SEL IE 300000 TTR TAPE METADATA INDEX SEL IE Workshop 30 Day Single Server	\$0.00	K	31%	\$5,307,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	3YR-ADU-00000010 3YR-ADU-00000020	SEL IE 10 3YR ADMIN USER LICENSES SEL IE 20 3YR ADMIN USER LICENSES	\$51,923.00 \$83,077.00	K K	31% 31%	\$35,826.87 \$57,323.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-ADU-00000030	SEL IE 30 3YR ADMIN USER LICENSES	\$109,038.00	K	31%	\$75,236.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-ADU-0000005 3YR-ADU-00000050	SEL IE 5 3YR ADMIN USER LICENSES SEL IE 50 3YR ADMIN USER LICENSES	\$31,154.00 \$155.769.00	K K	31% 31%	\$21,496.26 \$107,480.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00001000	SEL IE 1000 3YR DISK CATALOG INGEST	\$24,154.00	K	31%	\$16,666.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-DCI-00001500 3YR-DCI-00002000	SEL IE 1500 3YR DISK CATALOG INGEST SEL IE 2000 3YR DISK CATALOG INGEST	\$32,077.00 \$39,077.00	K K	31% 31%	\$22,133.13 \$26,963.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00003000	SEL IE 3000 3YR DISK CATALOG INGEST	\$52,154.00	K	31%	\$35,986.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-DCI-00004000 3YR-DCI-00005000	SEL IE 4000 3YR DISK CATALOG INGEST SEL IE 5000 3YR DISK CATALOG INGEST	\$63,385.00 \$74,615.00	K K	31% 31%	\$43,735.65 \$51,484.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00006000	SEL IE 6000 3YR DISK CATALOG INGEST	\$84,923.00	K	31%	\$58,596.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	3YR-DCI-00007000 3YR-DCI-00008000	SEL IE 7000 3YR DISK CATALOG INGEST SEL IE 8000 3YR DISK CATALOG INGEST	\$93,692.00 \$103,385.00	K	31% 31%	\$64,647.48 \$71,335.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	3YR-DCI-00010000 3YR-DCI-00012000	SEL IE 10000 3YR DISK CATALOG INGEST SEL IE 12000 3YR DISK CATALOG INGEST	\$121,538.00 \$136,615.00	K K	31% 31%	\$83,861.22 \$94,264.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00012000	SEL IE 15000 3YR DISK CATALOG INGEST	\$161,538.00	K	31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	3YR-DCI-00020000 3YR-DCI-00025000	SEL IE 20000 3YR DISK CATALOG INGEST SEL IE 25000 3YR DISK CATALOG INGEST	\$196,923.00 \$230.769.00	K K	31% 31%	\$135,876.87 \$159,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00030000	SEL IE 30000 3YR DISK CATALOG INGEST	\$263,077.00	K	31%	\$181,523.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-DCI-00040000 3YR-DCI-00050000	SEL IE 40000 3YR DISK CATALOG INGEST SEL IE 50000 3YR DISK CATALOG INGEST	\$320,000.00 \$376,923.00	K K	31% 31%	\$220,800.00 \$260,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00060000	SEL IE 60000 3YR DISK CATALOG INGEST	\$424,615.00	K	31%	\$292,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-DCI-00070000 3YR-DCI-00080000	SEL IE 70000 3YR DISK CATALOG INGEST SEL IE 80000 3YR DISK CATALOG INGEST	\$473,846.00 \$516,923.00	K	31% 31%	\$326,953.74 \$356,676.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00090000 3YR-DCI-00100000	SEL IE 90000 3YR DISK CATALOG INGEST	\$567,692.00	K	31% 31%	\$391,707.48	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES
5 5	3YR-DCI-00100000 3YR-DCI-00125000	SEL IE 100000 3YR DISK CATALOG INGEST SEL IE 125000 3YR DISK CATALOG INGEST	\$615,385.00 \$711,538.00	K	31%	\$424,615.65 \$490,961.22	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00150000 3YR-DCI-00200000	SEL IE 150000 3YR DISK CATALOG INGEST SEL IE 200000 3YR DISK CATALOG INGEST	\$807,692.00 \$984.615.00	K	31% 31%	\$557,307.48 \$679,384.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00250000	SEL IE 250000 3YR DISK CATALOG INGEST	\$1,153,846.00	K	31%	\$796,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-DCI-00300000 3YR-DCI-00350000	SEL IE 300000 3YR DISK CATALOG INGEST SEL IE 350000 3YR DISK CATALOG INGEST	\$1,338,462.00 \$1,453,846.00	K K	31% 31%	\$923,538.78 \$1,003,153.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00400000	SEL IE 400000 3YR DISK CATALOG INGEST	\$1,600,000.00	K	31%	\$1,104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-DCI-00500000 3YR-FSI-000025TB	SEL IE 500000 3YR DISK CATALOG INGEST SEL IE 25TB 3 YR FILE METADATA INDEX	\$1,923,077.00 \$51,923.00	K K	31% 31%	\$1,326,923.13 \$35,826.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-FSI-000050TB	SEL IE 50TB 3 YR FILE METADATA INDEX	\$85,673.00	K	31%	\$59,114.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-FSI-000100TB 3YR-FSI-000150TB	SEL IE 100TB 3 YR FILE METADATA INDEX SEL IE 150TB 3 YR FILE METADATA INDEX	\$140,192.00 \$186,923.00	K K	31% 31%	\$96,732.48 \$128,976.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-FSI-000200TB 3YR-FSI-000250TB	SEL IE 200TB 3 YR FILE METADATA INDEX SEL IE 250TB 3 YR FILE METADATA INDEX	\$228,462.00	K	31%	\$157,638.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-FSI-000300TB	SEL IE 250TB 3 YR FILE METADATA INDEX SEL IE 300TB 3 YR FILE METADATA INDEX	\$259,615.00 \$295,962.00	K K	31% 31%	\$179,134.35 \$204,213.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-FSI-000400TB 3YR-FSI-000500TB	SEL IE 400TB 3 YR FILE METADATA INDEX SEL IE 500TB 3 YR FILE METADATA INDEX	\$373,846.00 \$441,346.00	K	31% 31%	\$257,953.74 \$304,528.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00001000	SEL IE 1000 3 YR TAPE CATALOG INGEST	\$24,154.00	K	31%	\$16,666.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-TCI-00001500 3YR-TCI-00002000	SEL IE 1500 3 YR TAPE CATALOG INGEST SEL IE 2000 3 YR TAPE CATALOG INGEST	\$32,077.00 \$39,077.00	K	31% 31%	\$22,133.13 \$26,963.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00003000	SEL IE 3000 3 YR TAPE CATALOG INGEST	\$52,154.00	K	31%	\$35,986.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-TCI-00004000 3YR-TCI-00005000	SEL IE 4000 3 YR TAPE CATALOG INGEST SEL IE 5000 3 YR TAPE CATALOG INGEST	\$63,385.00 \$74,615.00	K K	31% 31%	\$43,735.65 \$51,484.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00006000	SEL IE 6000 3 YR TAPE CATALOG INGEST	\$84,923.00	K	31%	\$58,596.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5	3YR-TCI-00007000	SEL IE 7000 3 YR TAPE CATALOG INGEST	\$93,692.00	К	31%	\$64,647.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES

			I		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	3YR-TCI-00008000	SEL IE 8000 3 YR TAPE CATALOG INGEST	\$103,385.00	K	31%	\$71,335.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	3YR-TCI-00010000 3YR-TCI-00012000	SEL IE 10000 3 YR TAPE CATALOG INGEST SEL IE 12000 3 YR TAPE CATALOG INGEST	\$121,538.00 \$136,615.00	K K	31% 31%	\$83,861.22 \$94,264.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00015000	SEL IE 15000 3 YR TAPE CATALOG INGEST	\$161,538.00	K	31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-TCI-00020000 3YR-TCI-00025000	SEL IE 20000 3 YR TAPE CATALOG INGEST SEL IE 25000 3 YR TAPE CATALOG INGEST	\$196,923.00 \$230,769.00	K K	31% 31%	\$135,876.87 \$159,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00030000	SEL IE 30000 3 YR TAPE CATALOG INGEST	\$263,077.00	ĸ	31%	\$181,523.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-TCI-00040000 3YR-TCI-00050000	SEL IE 40000 3 YR TAPE CATALOG INGEST SEL IE 50000 3 YR TAPE CATALOG INGEST	\$320,000.00 \$376.923.00	K	31% 31%	\$220,800.00 \$260.076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00060000	SEL IE 60000 3 YR TAPE CATALOG INGEST	\$424,615.00	ĸ	31%	\$292,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TCI-00070000	SEL IE 70000 3 YR TAPE CATALOG INGEST	\$473,846.00	K	31%	\$326,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	3YR-TCI-00080000 3YR-TCI-00090000	SEL IE 80000 3 YR TAPE CATALOG INGEST SEL IE 90000 3 YR TAPE CATALOG INGEST	\$516,923.00 \$567,692.00	K	31% 31%	\$356,676.87 \$391,707.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00100000	SEL IE 100000 3 YR TAPE CATALOG INGEST	\$615,385.00	ĸ	31%	\$424,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TCI-00125000 3YR-TCI-00150000	SEL IE 125000 3 YR TAPE CATALOG INGEST SEL IE 150000 3 YR TAPE CATALOG INGEST	\$711,538.00 \$807.692.00	K	31% 31%	\$490,961.22 \$557,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES INDEX ENGINES
5	3YR-TCI-00200000	SEL IE 200000 3 YR TAPE CATALOG INGEST	\$984,615.00	ĸ	31%	\$679,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TCI-00250000	SEL IE 250000 3 YR TAPE CATALOG INGEST	\$1,153,846.00	K	31%	\$796,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TCI-00300000 3YR-TCI-00350000	SEL IE 300000 3 YR TAPE CATALOG INGEST SEL IE 350000 3 YR TAPE CATALOG INGEST	\$1,338,462.00 \$1,453,846.00	K	31% 31%	\$923,538.78 \$1,003,153.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00400000	SEL IE 400000 3 YR TAPE CATALOG INGEST	\$1,600,000.00	K	31%	\$1,104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	3YR-TCI-00500000 3YR-TCR-00001000	SEL IE 500000 3 YR TAPE CATALOG INGEST SEL IE 1000 3 YR TAPE CATALOG REBUILD	\$1,923,077.00 \$36,231.00	K	31% 31%	\$1,326,923.13 \$24,999.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCR-00001500	SEL IE 1500 3 YR TAPE CATALOG REBUILD	\$48,115.00	ĸ	31%	\$33,199.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TCR-00002000	SEL IE 2000 3 YR TAPE CATALOG REBUILD	\$58,615.00	K	31%	\$40,444.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TCR-00003000 3YR-TCR-00004000	SEL IE 3000 3 YR TAPE CATALOG REBUILD SEL IE 4000 3 YR TAPE CATALOG REBUILD	\$78,231.00 \$95,077.00	K K	31% 31%	\$53,979.39 \$65,603.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCR-00005000	SEL IE 5000 3 YR TAPE CATALOG REBUILD	\$111,923.00	ĸ	31%	\$77,226.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TCR-00006000 3YR-TCR-00007000	SEL IE 6000 3 YR TAPE CATALOG REBUILD SEL IE 7000 3 YR TAPE CATALOG REBUILD	\$127,385.00 \$140.538.00	K	31% 31%	\$87,895.65 \$96,971.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES INDEX ENGINES
5	3YR-TCR-00007000	SEL IE 8000 3 YR TAPE CATALOG REBUILD	\$155,077.00	ĸ	31%	\$107,003.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TCR-00010000	SEL IE 10000 3 YR TAPE CATALOG REBUILD	\$182,308.00	K	31%	\$125,792.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TCR-00012000 3YR-TCR-00015000	SEL IE 12000 3 YR TAPE CATALOG REBUILD SEL IE 15000 3 YR TAPE CATALOG REBUILD	\$204,923.00 \$242.308.00	K	31% 31%	\$141,396.87 \$167,192.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES NDEX ENGINES
5	3YR-TCR-00013000	SEL IE 20000 3 YR TAPE CATALOG REBUILD	\$295,385.00	ĸ	31%	\$203,815.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TCR-00025000	SEL IE 25000 3 YR TAPE CATALOG REBUILD	\$346,154.00	K	31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TCR-00030000 3YR-TCR-00040000	SEL IE 30000 3 YR TAPE CATALOG REBUILD SEL IE 40000 3 YR TAPE CATALOG REBUILD	\$394,615.00 \$480,000.00	K K	31% 31%	\$272,284.35 \$331,200.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES NDEX ENGINES
5	3YR-TCR-00050000	SEL IE 50000 3 YR TAPE CATALOG REBUILD	\$565,385.00	ĸ	31%	\$390,115.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TCR-00060000	SEL IE 60000 3 YR TAPE CATALOG REBUILD	\$636,923.00	K	31%	\$439,476.87	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TCR-00070000 3YR-TCR-00080000	SEL IE 70000 3 YR TAPE CATALOG REBUILD SEL IE 80000 3 YR TAPE CATALOG REBUILD	\$710,769.00 \$775,385.00	K	31% 31%	\$490,430.61 \$535,015.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCR-00090000	SEL IE 90000 3 YR TAPE CATALOG REBUILD	\$851,538.00	ĸ	31%	\$587,561.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TCR-00100000 3YR-TCR-00125000	SEL IE 100000 3 YR TAPE CATALOG REBUILD SEL IE 125000 3 YR TAPE CATALOG REBUILD	\$923,077.00 \$1,067,308.00	K	31% 31%	\$636,923.13 \$736,442.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES NDEX ENGINES
5	3YR-TCR-00120000	SEL IE 150000 3 YR TAPE CATALOG REBUILD	\$1,211,538.00	ĸ	31%	\$835,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TCR-00200000	SEL IE 200000 3 YR TAPE CATALOG REBUILD	\$1,476,923.00	K	31%	\$1,019,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TCR-00250000 3YR-TCR-00300000	SEL IE 250000 3 YR TAPE CATALOG REBUILD SEL IE 300000 3 YR TAPE CATALOG REBUILD	\$1,730,769.00 \$2,007,692.00	K K	31% 31%	\$1,194,230.61 \$1,385,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCR-00350000	SEL IE 350000 3 YR TAPE CATALOG REBUILD	\$2,180,769.00	ĸ	31%	\$1,504,730.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TCR-00400000 3YR-TCR-00500000	SEL IE 400000 3 YR TAPE CATALOG REBUILD SEL IE 500000 3 YR TAPE CATALOG REBUILD	\$2,400,000.00 \$2,884,615.00	K K	31% 31%	\$1,656,000.00 \$1,990,384.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TMI-00000100	SEL IE 100 3YR TAPE METADATA INDEX	\$25,000.00	ĸ	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TMI-00000250	SEL IE 250 3YR TAPE METADATA INDEX	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	3YR-TMI-0000500 3YR-TMI-00001000	SEL IE 500 3YR TAPE METADATA INDEX SEL IE 1000 3YR TAPE METADATA INDEX	\$80,000.00 \$125,600.00	K	31% 31%	\$55,200.00 \$86,664.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TMI-00001500	SEL IE 1500 3YR TAPE METADATA INDEX	\$166,800.00	ĸ	31%	\$115,092.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5	3YR-TMI-00002000 3YR-TMI-00003000	SEL IE 2000 3YR TAPE METADATA INDEX	\$203,200.00	K	31% 31%	\$140,208.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES INDEX ENGINES
5	3YR-TMI-00003000	SEL IE 3000 3YR TAPE METADATA INDEX SEL IE 4000 3YR TAPE METADATA INDEX	\$271,200.00 \$329,600.00	ĸ	31%	\$187,128.00 \$227,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TMI-00005000	SEL IE 5000 3YR TAPE METADATA INDEX	\$388,000.00	K	31%	\$267,720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TMI-00006000 3YR-TMI-00007000	SEL IE 6000 3YR TAPE METADATA INDEX SEL IE 7000 3YR TAPE METADATA INDEX	\$441,600.00 \$487,200.00	K K	31% 31%	\$304,704.00 \$336,168.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES INDEX ENGINES
5	3YR-TMI-00008000	SEL IE 8000 3YR TAPE METADATA INDEX	\$537,600.00	ĸ	31%	\$370,944.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TMI-00010000	SEL IE 10000 3YR TAPE METADATA INDEX	\$632,000.00	K	31%	\$436,080.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TMI-00012000 3YR-TMI-00015000	SEL IE 12000 3YR TAPE METADATA INDEX SEL IE 15000 3YR TAPE METADATA INDEX	\$710,400.00 \$840,000.00	K	31% 31%	\$490,176.00 \$579,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES INDEX ENGINES
5	3YR-TMI-00020000	SEL IE 20000 3YR TAPE METADATA INDEX	\$1,024,000.00	K	31%	\$706,560.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TMI-00025000 3YR-TMI-00030000	SEL IE 25000 3YR TAPE METADATA INDEX SEL IE 30000 3YR TAPE METADATA INDEX	\$1,200,000.00 \$1,368,000.00	K	31% 31%	\$828,000.00 \$943,920.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES INDEX ENGINES
5	3YR-TMI-00030000	SEL IE 40000 3YR TAPE METADATA INDEX	\$1,664,000.00	ĸ	31%	\$1,148,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TMI-00050000	SEL IE 50000 3YR TAPE METADATA INDEX	\$1,960,000.00	K	31%	\$1,352,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TMI-00060000 3YR-TMI-00070000	SEL IE 60000 3YR TAPE METADATA INDEX SEL IE 70000 3YR TAPE METADATA INDEX	\$2,208,000.00 \$2,464,000.00	K K	31% 31%	\$1,523,520.00 \$1,700,160.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TMI-00080000	SEL IE 80000 3YR TAPE METADATA INDEX	\$2,688,000.00	ĸ	31%	\$1,854,720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5	3YR-TMI-00090000	SEL IE 90000 3YR TAPE METADATA INDEX	\$2,952,000.00	K	31%	\$2,036,880.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TMI-00100000 3YR-TMI-00125000	SEL IE 100000 3YR TAPE METADATA INDEX SEL IE 125000 3YR TAPE METADATA INDEX	\$3,200,000.00 \$3,700,000.00	K K	31% 31%	\$2,208,000.00 \$2,553,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TMI-00150000	SEL IE 150000 3YR TAPE METADATA INDEX	\$4,200,000.00	K	31%	\$2,898,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	3YR-TMI-00200000 3YR-TMI-00250000	SEL IE 200000 3YR TAPE METADATA INDEX SEL IE 250000 3YR TAPE METADATA INDEX	\$5,120,000.00 \$6,000,000.00	K	31% 31%	\$3,532,800.00 \$4,140,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TMI-00300000	SEL IE 300000 3YR TAPE METADATA INDEX	\$6,960,000.00	K	31%	\$4,802,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5	3YR-TMI-00350000	SEL IE 350000 3YR TAPE METADATA INDEX	\$7,560,000.00	K	31%	\$5,216,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NDEX ENGINES
5 5	3YR-TMI-00400000 3YR-TMI-00500000	SEL IE 400000 3YR TAPE METADATA INDEX SEL IE 500000 3YR TAPE METADATA INDEX	\$8,320,000.00 \$10,000,000.00	K K	31% 31%	\$5,740,800.00 \$6,900,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-ADU-00000010	SEL IE 10 5YR ADMIN USER LICENSES	\$76,923.00	ĸ	31%	\$53,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	NDEX ENGINES
5 5	5YR-ADU-00000020 5YR-ADU-00000030	SEL IE 20 5YR ADMIN USER LICENSES SEL IE 30 5YR ADMIN USER LICENSES	\$123,077.00 \$161.538.00	K K	31% 31%	\$84,923.13 \$111,461.22	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NDEX ENGINES
5	5YR-ADU-00000030 5YR-ADU-0000005	SEL IE 30 5YR ADMIN USER LICENSES SEL IE 5 5YR ADMIN USER LICENSES	\$161,538.00 \$46,154.00	K K	31%	\$111,461.22 \$31,846.26	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
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BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	5YR-ADU-00000050 5YR-DCI-00001000	SEL IE 50 5YR ADMIN USER LICENSES SEL IE 1000 5 YR DISK CATALOG INGEST	\$230,769.00 \$36,231.00	K K	31% 31%	\$159,230.61 \$24,999.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00001500	SEL IE 1500 5 YR DISK CATALOG INGEST	\$48,115.00	K	31%	\$33,199.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-DCI-00002000 5YR-DCI-00003000	SEL IE 2000 5 YR DISK CATALOG INGEST SEL IE 3000 5 YR DISK CATALOG INGEST	\$58,615.00 \$78,231.00	K K	31% 31%	\$40,444.35 \$53,979.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00003000	SEL IE 4000 5 YR DISK CATALOG INGEST	\$95,077.00	K	31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-DCI-00005000	SEL IE 5000 5 YR DISK CATALOG INGEST	\$111,923.00	K	31%	\$77,226.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-DCI-00006000 5YR-DCI-00007000	SEL IE 6000 5 YR DISK CATALOG INGEST SEL IE 7000 5 YR DISK CATALOG INGEST	\$127,385.00 \$140,538.00	K K	31% 31%	\$87,895.65 \$96,971.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00008000	SEL IE 8000 5 YR DISK CATALOG INGEST	\$155,077.00	K	31%	\$107,003.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-DCI-00010000 5YR-DCI-00012000	SEL IE 10000 5 YR DISK CATALOG INGEST SEL IE 12000 5 YR DISK CATALOG INGEST	\$182,308.00 \$204,923.00	K	31% 31%	\$125,792.52 \$141,396.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00015000	SEL IE 15000 5 YR DISK CATALOG INGEST	\$242,308.00	ĸ	31%	\$167,192.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-DCI-00020000	SEL IE 20000 5 YR DISK CATALOG INGEST	\$295,385.00	K	31%	\$203,815.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-DCI-00025000 5YR-DCI-00030000	SEL IE 25000 5 YR DISK CATALOG INGEST SEL IE 30000 5 YR DISK CATALOG INGEST	\$346,154.00 \$394,615.00	K K	31% 31%	\$238,846.26 \$272,284.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00040000	SEL IE 40000 5 YR DISK CATALOG INGEST	\$480,000.00	K	31%	\$331,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-DCI-00050000 5YR-DCI-00060000	SEL IE 50000 5 YR DISK CATALOG INGEST SEL IE 60000 5 YR DISK CATALOG INGEST	\$565,385.00 \$636,923.00	K K	31% 31%	\$390,115.65 \$439,476.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00070000	SEL IE 70000 5 YR DISK CATALOG INGEST	\$710,769.00	ĸ	31%	\$490,430.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-DCI-00080000 5YR-DCI-00090000	SEL IE 80000 5 YR DISK CATALOG INGEST SEL IE 90000 5 YR DISK CATALOG INGEST	\$775,385.00 \$851.538.00	K K	31% 31%	\$535,015.65 \$537,564.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00090000	SEL IE 100000 5 YR DISK CATALOG INGEST	\$923,077.00	K	31%	\$587,561.22 \$636,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-DCI-00125000	SEL IE 125000 5 YR DISK CATALOG INGEST	\$1,067,308.00	K	31%	\$736,442.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-DCI-00150000 5YR-DCI-00200000	SEL IE 150000 5 YR DISK CATALOG INGEST SEL IE 200000 5 YR DISK CATALOG INGEST	\$1,211,538.00 \$1,476,923.00	K	31% 31%	\$835,961.22 \$1,019,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00250000	SEL IE 250000 5 YR DISK CATALOG INGEST	\$1,730,769.00	ĸ	31%	\$1,194,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-DCI-00300000 5YR-DCI-00350000	SEL IE 300000 5 YR DISK CATALOG INGEST SEL IE 350000 5 YR DISK CATALOG INGEST	\$2,007,692.00 \$2,180,769.00	K	31% 31%	\$1,385,307.48 \$1,504,730.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00330000	SEL IE 400000 5 YR DISK CATALOG INGEST	\$2,400,000.00	K	31%	\$1,656,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-DCI-00500000	SEL IE 500000 5 YR DISK CATALOG INGEST	\$2,884,615.00	K	31%	\$1,990,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-FSI-000025TB 5YR-FSI-000050TB	SEL IE 25TB 5 YR FILE METADATA INDEX SEL IE 50TB 5 YR FILE METADATA INDEX	\$76,923.00 \$126,923.00	K K	31% 31%	\$53,076.87 \$87,576.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-FSI-000100TB	SEL IE 100TB 5 YR FILE METADATA INDEX	\$207,692.00	K	31%	\$143,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-FSI-000150TB 5YR-FSI-000200TB	SEL IE 150TB 5 YR FILE METADATA INDEX SEL IE 200TB 5 YR FILE METADATA INDEX	\$276,923.00 \$338,462.00	K K	31% 31%	\$191,076.87 \$233,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-FSI-000250TB	SEL IE 250TB 5 YR FILE METADATA INDEX	\$384,615.00	K	31%	\$265,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-FSI-000300TB	SEL IE 300TB 5 YR FILE METADATA INDEX	\$438,462.00	K	31%	\$302,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-FSI-000400TB 5YR-FSI-000500TB	SEL IE 400TB 5 YR FILE METADATA INDEX SEL IE 500TB 5 YR FILE METADATA INDEX	\$553,846.00 \$653,846.00	K K	31% 31%	\$382,153.74 \$451,153.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00001000	SEL IE 1000 5 YR TAPE CATALOG INGEST	\$36,231.00	K	31%	\$24,999.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCI-00001500 5YR-TCI-00002000	SEL IE 1500 5 YR TAPE CATALOG INGEST SEL IE 2000 5 YR TAPE CATALOG INGEST	\$48,115.00 \$58,615.00	K	31% 31%	\$33,199.35 \$40,444.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00003000	SEL IE 3000 5 YR TAPE CATALOG INGEST	\$78,231.00	K	31%	\$53,979.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCI-00004000	SEL IE 4000 5 YR TAPE CATALOG INGEST SEL IE 5000 5 YR TAPE CATALOG INGEST	\$95,077.00	K	31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCI-00005000 5YR-TCI-00006000	SEL IE 6000 5 YR TAPE CATALOG INGEST SEL IE 6000 5 YR TAPE CATALOG INGEST	\$111,923.00 \$127,385.00	K	31% 31%	\$77,226.87 \$87,895.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00007000	SEL IE 7000 5 YR TAPE CATALOG INGEST	\$140,538.00	K	31%	\$96,971.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCI-00008000 5YR-TCI-00010000	SEL IE 8000 5 YR TAPE CATALOG INGEST SEL IE 10000 5 YR TAPE CATALOG INGEST	\$155,077.00 \$182,308.00	K K	31% 31%	\$107,003.13 \$125,792.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00012000	SEL IE 12000 5 YR TAPE CATALOG INGEST	\$204,923.00	ĸ	31%	\$141,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCI-00015000 5YR-TCI-00020000	SEL IE 15000 5 YR TAPE CATALOG INGEST SEL IE 20000 5 YR TAPE CATALOG INGEST	\$242,308.00 \$295,385.00	K K	31% 31%	\$167,192.52 \$203,815.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00025000	SEL IE 25000 5 YR TAPE CATALOG INGEST SEL IE 25000 5 YR TAPE CATALOG INGEST	\$346,154.00	K	31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCI-00030000	SEL IE 30000 5 YR TAPE CATALOG INGEST	\$394,615.00	K	31%	\$272,284.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCI-00040000 5YR-TCI-00050000	SEL IE 40000 5 YR TAPE CATALOG INGEST SEL IE 50000 5 YR TAPE CATALOG INGEST	\$480,000.00 \$565,385.00	K K	31% 31%	\$331,200.00 \$390,115.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00060000	SEL IE 60000 5 YR TAPE CATALOG INGEST	\$636,923.00	K	31%	\$439,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCI-00070000 5YR-TCI-00080000	SEL IE 70000 5 YR TAPE CATALOG INGEST SEL IE 80000 5 YR TAPE CATALOG INGEST	\$710,769.00 \$775,385.00	K	31% 31%	\$490,430.61 \$535,015.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00090000	SEL IE 90000 5 YR TAPE CATALOG INGEST	\$851,538.00	ĸ	31%	\$587,561.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCI-00100000 5YR-TCI-00125000	SEL IE 100000 5 YR TAPE CATALOG INGEST	\$923,077.00	K	31% 31%	\$636,923.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00125000 5YR-TCI-00150000	SEL IE 125000 5 YR TAPE CATALOG INGEST SEL IE 150000 5 YR TAPE CATALOG INGEST	\$1,067,308.00 \$1,211.538.00	K	31%	\$736,442.52 \$835,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCI-00200000	SEL IE 200000 5 YR TAPE CATALOG INGEST	\$1,476,923.00	K	31%	\$1,019,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCI-00250000 5YR-TCI-00300000	SEL IE 250000 5 YR TAPE CATALOG INGEST SEL IE 300000 5 YR TAPE CATALOG INGEST	\$1,730,769.00 \$2,007,692.00	K K	31% 31%	\$1,194,230.61 \$1,385,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00350000	SEL IE 350000 5 YR TAPE CATALOG INGEST	\$2,180,769.00	ĸ	31%	\$1,504,730.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCI-00400000	SEL IE 400000 5 YR TAPE CATALOG INGEST SEL IE 500000 5 YR TAPE CATALOG INGEST	\$2,400,000.00	K	31%	\$1,656,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCI-00500000 5YR-TCR-00001000	SEL IE 1000 5 YR TAPE CATALOG INGEST	\$2,884,615.00 \$48,308.00	K K	31% 31%	\$1,990,384.35 \$33,332.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00001500	SEL IE 1500 5 YR TAPE CATALOG REBUILD	\$64,154.00	K	31%	\$44,266.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5	5YR-TCR-00002000 5YR-TCR-00003000	SEL IE 2000 5 YR TAPE CATALOG REBUILD SEL IE 3000 5 YR TAPE CATALOG REBUILD	\$78,154.00 \$104,308.00	K	31% 31%	\$53,926.26 \$71,972.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00004000	SEL IE 4000 5 YR TAPE CATALOG REBUILD	\$126,769.00	K	31%	\$87,470.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5	5YR-TCR-00005000	SEL IE 5000 5 YR TAPE CATALOG REBUILD	\$149,231.00	K	31%	\$102,969.39 \$117.102.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCR-00006000 5YR-TCR-00007000	SEL IE 6000 5 YR TAPE CATALOG REBUILD SEL IE 7000 5 YR TAPE CATALOG REBUILD	\$169,846.00 \$187,385.00	K K	31% 31%	\$117,193.74 \$129,295.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00008000	SEL IE 8000 5 YR TAPE CATALOG REBUILD	\$206,769.00	K	31%	\$142,670.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCR-00010000 5YR-TCR-00012000	SEL IE 10000 5 YR TAPE CATALOG REBUILD SEL IE 12000 5 YR TAPE CATALOG REBUILD	\$243,077.00 \$273,231.00	K K	31% 31%	\$167,723.13 \$188,529.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00015000	SEL IE 15000 5 YR TAPE CATALOG REBUILD	\$323,077.00	K	31%	\$222,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCR-00020000 5YR-TCR-00025000	SEL IE 20000 5 YR TAPE CATALOG REBUILD SEL IE 25000 5 YR TAPE CATALOG REBUILD	\$393,846.00 \$461,538.00	K	31% 31%	\$271,753.74 \$318,461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00025000 5YR-TCR-00030000	SEL IE 30000 5 YR TAPE CATALOG REBUILD	\$526,154.00	K	31%	\$318,461.22 \$363,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCR-00040000	SEL IE 40000 5 YR TAPE CATALOG REBUILD	\$640,000.00	K	31%	\$441,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCR-00050000 5YR-TCR-00060000	SEL IE 50000 5 YR TAPE CATALOG REBUILD SEL IE 60000 5 YR TAPE CATALOG REBUILD	\$753,846.00 \$849,231.00	K K	31% 31%	\$520,153.74 \$585,969.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00070000	SEL IE 70000 5 YR TAPE CATALOG REBUILD	\$947,692.00	ĸ	31%	\$653,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES

			ĺ			IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)		LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	5YR-TCR-00080000	SEL IE 80000 5 YR TAPE CATALOG REBUILD	\$1,033,846.00	К	31%	\$713,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCR-00090000 5YR-TCR-00100000	SEL IE 90000 5 YR TAPE CATALOG REBUILD SEL IE 100000 5 YR TAPE CATALOG REBUILD	\$1,135,385.00 \$1,230,769.00	K K	31% 31%	\$783,415.65 \$849,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00125000	SEL IE 125000 5 YR TAPE CATALOG REBUILD	\$1,423,077.00	K	31%	\$981,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCR-00150000 5YR-TCR-00200000	SEL IE 150000 5 YR TAPE CATALOG REBUILD SEL IE 200000 5 YR TAPE CATALOG REBUILD	\$1,615,385.00 \$1,969,231.00	K K	31% 31%	\$1,114,615.65 \$1,358,769.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00250000	SEL IE 250000 5 YR TAPE CATALOG REBUILD	\$2,307,692.00	K	31%	\$1,592,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TCR-00300000 5YR-TCR-00350000	SEL IE 300000 5 YR TAPE CATALOG REBUILD SEL IE 350000 5 YR TAPE CATALOG REBUILD	\$2,676,923.00 \$2,907,692.00	K K	31% 31%	\$1,847,076.87 \$2,006,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TCR-00400000	SEL IE 400000 5 YR TAPE CATALOG REBUILD	\$3,200,000.00	K	31%	\$2,208,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TCR-00500000 5YR-TMI-00000100	SEL IE 500000 5 YR TAPE CATALOG REBUILD SEL IE 100 5YR TAPE METADATA INDEX	\$3,846,154.00 \$29.808.00	K K	31% 31%	\$2,653,846.26 \$20,567.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00000100	SEL IE 250 5YR TAPE METADATA INDEX	\$59,615.00	K	31%	\$41,134.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TMI-0000500 5YR-TMI-00001000	SEL IE 500 5YR TAPE METADATA INDEX SEL IE 1000 5YR TAPE METADATA INDEX	\$95,385.00	K	31% 31%	\$65,815.65 \$103,330.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00001500	SEL IE 1000 5YR TAPE METADATA INDEX	\$149,754.00 \$198,877.00	K	31%	\$137,225.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00002000 5YR-TMI-00003000	SEL IE 2000 5YR TAPE METADATA INDEX	\$242,277.00	K	31%	\$167,171.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TMI-00003000 5YR-TMI-00004000	SEL IE 3000 5YR TAPE METADATA INDEX SEL IE 4000 5YR TAPE METADATA INDEX	\$323,354.00 \$392,985.00	K K	31% 31%	\$223,114.26 \$271,159.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00005000	SEL IE 5000 5YR TAPE METADATA INDEX	\$462,615.00	K	31%	\$319,204.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TMI-00006000 5YR-TMI-00007000	SEL IE 6000 5YR TAPE METADATA INDEX SEL IE 7000 5YR TAPE METADATA INDEX	\$526,523.00 \$580,892.00	K K	31% 31%	\$363,300.87 \$400,815.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00008000	SEL IE 8000 5YR TAPE METADATA INDEX	\$640,985.00	K	31%	\$442,279.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TMI-00010000 5YR-TMI-00012000	SEL IE 10000 5YR TAPE METADATA INDEX SEL IE 12000 5YR TAPE METADATA INDEX	\$753,538.00 \$847.015.00	K K	31% 31%	\$519,941.22 \$584,440.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00015000	SEL IE 15000 5YR TAPE METADATA INDEX	\$1,001,538.00	K	31%	\$691,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TMI-00020000 5YR-TMI-00025000	SEL IE 20000 5YR TAPE METADATA INDEX SEL IE 25000 5YR TAPE METADATA INDEX	\$1,220,923.00 \$1,430,769.00	K K	31% 31%	\$842,436.87 \$987,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-000230000	SEL IE 30000 5YR TAPE METADATA INDEX	\$1,631,077.00	K	31%	\$1,125,443.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00040000 5YR-TMI-00050000	SEL IE 40000 5YR TAPE METADATA INDEX SEL IE 50000 5YR TAPE METADATA INDEX	\$1,984,000.00 \$2,336,923.00	K	31% 31%	\$1,368,960.00 \$1,612,476.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	5YR-TMI-00050000 5YR-TMI-00060000	SEL IE 60000 5YR TAPE METADATA INDEX SEL IE 60000 5YR TAPE METADATA INDEX	\$2,336,923.00	K	31%	\$1,612,476.87 \$1,816,504.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00070000	SEL IE 70000 5YR TAPE METADATA INDEX	\$2,937,846.00	K	31%	\$2,027,113.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	5YR-TMI-00080000 5YR-TMI-00090000	SEL IE 80000 5YR TAPE METADATA INDEX SEL IE 90000 5YR TAPE METADATA INDEX	\$3,204,923.00 \$3,519,692.00	K K	31% 31%	\$2,211,396.87 \$2,428,587.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00100000	SEL IE 100000 5YR TAPE METADATA INDEX	\$3,815,385.00	K	31%	\$2,632,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TMI-00125000 5YR-TMI-00150000	SEL IE 125000 5YR TAPE METADATA INDEX SEL IE 150000 5YR TAPE METADATA INDEX	\$4,411,538.00 \$5,007,692.00	K K	31% 31%	\$3,043,961.22 \$3,455,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00200000	SEL IE 200000 5YR TAPE METADATA INDEX	\$6,104,615.00	K	31%	\$4,212,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INDEX ENGINES
5 5	5YR-TMI-00250000 5YR-TMI-00300000	SEL IE 250000 5YR TAPE METADATA INDEX SEL IE 300000 5YR TAPE METADATA INDEX	\$7,153,846.00 \$8,298,462.00	K K	31% 31%	\$4,936,153.74 \$5,725,938.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00350000	SEL IE 350000 5YR TAPE METADATA INDEX	\$9,013,846.00	K	31%	\$6,219,553.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TMI-00400000 5YR-TMI-00500000	SEL IE 400000 5YR TAPE METADATA INDEX	\$9,920,000.00	K K	31% 31%	\$6,844,800.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		INDEX ENGINES
5 5	6MONTH-CC-PROMO	SEL IE 500000 5YR TAPE METADATA INDEX SEL IE Workshop Promo Single Server	\$11,923,077.00 \$15,385.00	K	31%	\$8,226,923.13 \$10,615.65	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	3IAM-ADP	SEL pr.lic Avl.Mon. collector per conn.	\$78,125.00	K	31%	\$53,906.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IAMA-SDP 3IAMN-SDP	SEL Avail. Mon 100 access dev. p. SEL Avail. Mon 100 net. dev. p.	\$6,250.00 \$25,000.00	K K	31% 31%	\$4,312.50 \$17,250.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	INITI
5	3IAMS-SDP	SEL Avail. Mon 100 serv. dev. p.	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INITI
5 5	3IASCII-ADP 3ICLIC-ADP	SEL pr.lic ASCII collector per conn. SEL pr.lic CLI collector per conn.	\$12,500.00 \$12,500.00	K K	31% 31%	\$8,625.00 \$8,625.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	INITI
5	3ICORBAC-ADP	SEL pr.lic CORBA collector per conn.	\$109,375.00	K	31%	\$75,468.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IEBIM-SSP 3IEBIM-SSP-F	SEL ENT BIM mon. pr.lic. srv. SEL ENT BIM mon. pr.lic FO srv.	\$62,500.00 \$31,250.00	K K	31% 31%	\$43,125.00 \$21,562.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IEGC-SSP	SEL ENT UI pr.lic (5 users) srv.	\$62,500.00	K	31%	\$43,125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IEGC-SSP-F 3IEME-SSP	SEL ENT UI pr.lic (5 users) FO srv. SEL ENT MED pr.lic (Col+API+Ntf) srv.	\$31,250.00 \$125,000.00	K K	31% 31%	\$21,562.50 \$86,250.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IEME-SSP-F	SEL ENT MED pr.lic (Col+API+Ntf) FO srv.	\$62,500.00	K	31%	\$43,125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3I-EMP100KSDP 3I-EMP25KSDP	SEL MED+UI+BIM+EvRep+Not+CoI+API 100Kdev SEL MED+UI+BIM+EvRep+Not+CoI+API 25Kdev	\$39.00 \$49.00	K K	31% 31%	\$26.91 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3I-EMP50KSDP	SEL MED+UI+BIM+EvRep+Not+Col+API 50Kdev	\$44.00	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INITI
5 5	3IERM-SSP 3IET01-SDP	SEL SP Ev.Report. man. pr.lic srv. SEL IP Hub per dev.	\$50,000.00 \$100.00	K	31% 31%	\$34,500.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IET02-SDP	SEL IP Switch (no man.) per dev.	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3IET03-SDP	SEL IP Switch per dev.	\$200.00	K	31%	\$138.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INITI
5 5	3IET04-SDP 3IET05-SDP	SEL IP Devices per dev. SEL VoIP Devices per dev.	\$250.00 \$300.00	K K	31% 31%	\$172.50 \$207.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IET05-SPP	SEL pr.lic IP Uni tech. mon.	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IET06-SDP 3IET06-SPP	SEL Controller tech. mon. per indic. SEL pr.lic Controller tech. mon.	\$350.00 \$15,000.00	K K	31% 31%	\$241.50 \$10,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	INITI
5	3IET07-SDP	SEL Server Room tech. mon. per. indic.	\$400.00	K	31%	\$276.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5	3IET07-SPP 3IET08-SDP	SEL pr.lic Server Room tech. mon. SEL UPS per dev.	\$17,500.00 \$450.00	K K	31% 31%	\$12,075.00 \$310.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	INITI
5	3IET08-SPP	SEL pr.lic UPS tech. mon.	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IET09-SDP 3IET09-SPP	SEL AirHeating & Condition per dev. SEL pr.lic Air Hot&Cool tech. mon.	\$500.00 \$22,500.00	K	31% 31%	\$345.00 \$15,525.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IET10-SDP	SEL Electric generator per dev.	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INITI
5 5	3IET10-SPP 3IET11-SDP	SEL pr.lic El.gen. tech. mon.	\$25,000.00	K	31% 31%	\$17,250.00 \$414.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IET11-SDP 3IET11-SPP	SEL App. serv. mon. per app. SEL pr.lic App. serv. tech. mon.	\$600.00 \$27,500.00	K	31% 31%	\$414.00 \$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INITI
5	3IET12-SDP	SEL MGW per dev.	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IET12-SPP 3IET13-SDP	SEL pr.lic MGW tech. mon. SEL IP per dev.	\$30,000.00 \$700.00	K K	31% 31%	\$20,700.00 \$483.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IET13-SPP	SEL pr.lic IP tech. mon.	\$32,500.00	ĸ	31%	\$22,425.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IET14-SDP 3IET14-SPP	SEL xBus per dev. SEL pr.lic xBus tech. mon.	\$750.00 \$35,000.00	K K	31% 31%	\$517.50 \$24,150.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
5	3IET15-SDP	SEL Broadband per dev.	\$800.00	K	31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3IET16-SDP 3IET17-SPP	SEL TDM per dev. SEL pr.lic SoftSwitch tech. mon.	\$850.00 \$42,500.00		31% 31%	\$586.50 \$29,325.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INITI INITI
,			ψ <del>1</del> 2,000.00		U170	ψ23,023.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	14/4	

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL	LP MNT ANNUAL	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
			LIST PRICE USD	CODE	DISCOUNT %		(PREMIUM)	(STANDARD)	(BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5 5	3IET21-SDP 3IET23-SDP	SEL DWDM per dev. SEL LTE type per dev.	\$1,100.00 \$1,200.00	K K	31% 31%	\$759.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IFTPC-ADP	SEL pr.lic FTP/CFTP collector per conn.	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IJAVA-ADP 3INMM-SSP	SEL pr.lic Java API collector per conn. SEL SP Notif. man. pr.lic srv.	\$12,500.00 \$43,750.00	K K	31% 31%	\$8,625.00 \$30,187.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3INMS-ADP	SEL pr.lic NMS/EMS collector per conn.	\$125,000.00	K	31%	\$86,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	INITI
5 5	3IPERL-ADP 3IPM-ADP	SEL pr.lic Perl API collector per conn. SEL pr.lic Prf.Mon. collector per conn.	\$12,500.00 \$62,500.00	K	31% 31%	\$8,625.00 \$43,125.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IPMA-SDPM	SEL Perf. Mon 100 access. dev. p.	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3IPMN-SDPM	SEL Perf. Mon 100 net. dev. pack	\$18,750.00	K	31% 31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IPMS-SDPM 3ISAST1-PRP	SEL Perf. Mon 100 serv. dev. pack SEL SAS Mon.Pack. Tipe 1 srv.	\$8,750.00 \$260,000.00	K K	31%	\$6,037.50 \$179,400.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3ISAST2-PRP	SEL SAS Mon.Pack. Tipe 2 srv.	\$130,000.00	K	31%	\$89,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3ISAST3-PRP 3ISNMPC-ADP	SEL SAS Mon.Pack. Tipe 3 srv. SEL pr.lic SNMP collector per conn.	\$65,125.00 \$12,500.00	K	31% 31%	\$44,936.25 \$8,625.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3ISPBIM-SSP	SEL SP BIM mon. pr.lic srv.	\$62,500.00	K	31%	\$43,125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3ISPBIM-SSP-F	SEL SP BIM mon. pr.lic FO srv.	\$31,250.00	K	31%	\$21,562.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3ISPGC-SSP 3ISPGC-SSP-F	SEL SP UI pr.lic (1 user) srv. SEL SP UI pr.lic (1 users) FO srv.	\$62,500.00 \$31,250.00	K K	31% 31%	\$43,125.00 \$21,562.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3ISPGCU-SSP-F	SEL SP UI Conc. user lic. per user	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	3ISPME-SSP 3ISPME-SSP-F	SEL SP MED pr.lic srv. SEL SP MED pr.lic FO. srv.	\$125,000.00 \$62,500.00	K	31% 31%	\$86,250.00 \$43,125.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3ISQL-ADP	SEL pr.lic SQL collector per conn.	\$93,750.00	K	31%	\$64,687.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3ISRMT1-PRP	SEL SRM Mon.Pack. Tipe 1 srv.	\$168,750.00	K	31%	\$116,437.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3ISRMT2-PRP 3ISRMT3-PRP	SEL SRM Mon.Pack. Tipe 2 srv. SEL SRM Mon.Pack. Tipe 3 srv.	\$91,250.00 \$39.063.00	K	31% 31%	\$62,962.50 \$26,953.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IT15-SPP	SEL pr.lic Broadband tech. mon.	\$37,500.00	ĸ	31%	\$25,875.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3IT16-SPP	SEL pr.lic TDM tech. mon.	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IT17-SDP 3IT18-SDP	SEL SoftSwitch per dev. SEL RadioRelay per dev.	\$900.00 \$950.00	K K	31% 31%	\$621.00 \$655.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IT18-SPP	SEL pr.lic RadioRelay tech. mon.	\$45,000.00	K	31%	\$31,050.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	INITI
5 5	3IT19-SDP 3IT19-SPP	SEL GSM CDMA per dev. SEL pr.lic GSM CDMA tech. mon.	\$1,000.00 \$47,500.00	K	31% 31%	\$690.00 \$32,775.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IT20-SDP	SEL SDH PDH per dev.	\$1,050.00	K	31%	\$724.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3IT20-SPP	SEL pr.lic SDH PDH tech. mon.	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IT21-SPP 3IT22-SDP	SEL pr.lic DWDM tech. mon. SEL WiMax per dev.	\$52,500.00 \$1,150.00	K	31% 31%	\$36,225.00 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IT22-SPP	SEL pr.lic WiMax tech. mon.	\$55,000.00	ĸ	31%	\$37,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	3IT23-SPP	SEL pr.lic LTE tech. mon.	\$57,500.00	K	31%	\$39,675.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IT24-SDP 3IT24-SPP	SEL TETRA type per dev. SEL pr.lic TETRA tech. mon.	\$1,250.00 \$60,000.00	K	31% 31%	\$862.50 \$41,400.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IT25SHE-SDP	SEL HE Storage monitoring per Tb	\$1,250.00	ĸ	31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5	3IT25SLE-SDP	SEL LE Storage monitoring per Tb	\$438.00	K	31%	\$302.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	
5 5	3IT25SMR-SDP 3IT25-SPP	SEL MR Storage monitoring per Tb SEL pr.lic SAN tech. mon.	\$625.00 \$62,500.00	K	31% 31%	\$431.25 \$43,125.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	3IWEBS-ADP	SEL pr.lic WebServ collector per conn.	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	3IXMLC-ADP AATM-PL-F	SEL pr.lic XML collector per conn. SEL Fraud Mon.Pack. Prod. Lic.	\$12,500.00 \$123,077.00	K	31% 31%	\$8,625.00 \$84,923.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	AATM-PL-S	SEL SIEM Mon.Pack. Prod. Lic.	\$123,077.00	ĸ	31%	\$84,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5	AATM-SF1-MO	SEL Fraud Mon.Pack. Tier1 lic. per. Dev.	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	
5 5	AATM-SF2-MO AATM-SF3-MO	SEL Fraud Mon.Pack. Tier2 lic. per. Dev. SEL Fraud Mon.Pack. Tier3 lic. per. Dev.	\$5.00 \$10.00	K K	31% 31%	\$3.45 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	AATM-SS1-MO	SEL SIEM Mon.Pack. Tier1 lic. per. Dev.	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	INITI
5 5	AATM-SS2-MO AATM-SS3-MO	SEL SIEM Mon.Pack. Tier2 lic. per. Dev. SEL SIEM Mon.Pack. Tier3 lic. per. Dev.	\$5.00 \$10.00	K	31% 31%	\$3.45 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A I	
5	IOM-SW-0-10	SEL IOMART SW 0-10	\$583.33	K	31%	\$402.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	IOM-SW-1001+	SEL IOMART SW 1001+	\$198.33	K	31%	\$136.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5 5	IOM-SW-11-50 IOM-SW-151-250	SEL IOMART SW 11-50 SEL IOMART SW 151-250	\$466.67 \$350.00	K	31% 31%	\$322.00 \$241.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
5	IOM-SW-251-400	SEL IOMART SW 251-400	\$291.67	K	31%	\$201.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	IOMART
5 5	IOM-SW-401-600 IOM-SW-51-150	SEL IOMART SW 401-600 SEL IOMART SW 51-150	\$233.33 \$408.33	K	31% 31%	\$161.00 \$281.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
5	IOM-SW-601-1K	SEL IOMART SW 51-130 SEL IOMART SW 601-1000	\$210.00	K	31%	\$144.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
5	34585	STORCENTER IX4-100 6TB	\$1,875.00	K	31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMEGA
5 5	HCC-FT-B-C1 HCC-FT-B-C2	SEL Blended Fill the Tank LIC 5 SEL Blended Fill the Tank LIC 100	\$5.00 \$75.00	K	31% 31%	\$3.45 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-FT-B-C3	SEL Blended Fill the Tank LIC 100	\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	J4CARE
5	HCC-FT-B-C4	SEL Blended Fill the Tank LIC 10k	\$7,500.00	K	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-FT-L-C1 HCC-FT-L-C2	SEL FILL THE TANK LIC 50K STY SEL FILL THE TANK LIC 100K STY	\$103,655.00 \$185,098.00	K K	31% 31%	\$71,521.95 \$127,717.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-FT-L-C3	SEL FILL THE TANK LIC 250K STY	\$362,791.00	K	31%	\$250,325.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	J4CARE
5 5	HCC-FT-L-C4 HCC-FT-L-C5	SEL FILL THE TANK LIC 500K STY SEL FILL THE TANK LIC 750K STY	\$603,418.00	K	31% 31%	\$416,358.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE
5	HCC-FT-L-C6	SEL FILL THE TANK LIC 190K STY	\$807,026.00 \$973,614.00	K	31%	\$556,847.94 \$671,793.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE J4CARE
5	HCC-FT-L-C7	SEL FILL THE TANK LIC 2M STY	\$1,380,829.00	K	31%	\$952,772.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-FT-L-C8 HCC-OTC-L-C1	SEL FILL THE TANK LIC 5M STY SEL OTC LIC UP TO 50K STY P.A.	\$2,491,414.00 \$79,734.00	K	31% 31%	\$1,719,075.66 \$55,016.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-OTC-L-C2	SEL OTC LIC UP TO 100K STY P.A.	\$142,383.00	K	31%	\$98,244.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	J4CARE
5	HCC-OTC-L-C3	SEL OTC LIC UP TO 250K STY P.A.	\$279,070.00	K	31%	\$192,558.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-OTC-L-C4 HCC-OTC-L-C5	SEL OTC LIC UP TO 500K STY P.A. SEL OTC LIC UP TO 750K STY P.A.	\$464,168.00 \$620,789.00	K K	31% 31%	\$320,275.92 \$428,344.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-OTC-L-C6	SEL OTC LIC UP TO 1M STY P.A.	\$748,934.00	ĸ	31%	\$516,764.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	J4CARE
5 5	HCC-OTC-L-C7 HCC-OTC-L-C8	SEL OTC LIC UP TO 2M STY P.A.	\$1,062,176.00	K	31% 31%	\$732,901.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-DTC-L-C8 HCC-PS-C1	SEL OTC LIC UP TO 5M STY P.A. SEL APA LIC P1KSTY UP TO 50K STY P.A.	\$1,916,473.00 \$600.00	K K	31% 31%	\$1,322,366.37 \$414.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		J4CARE J4CARE
5	HCC-PS-C2	SEL apa LIC p1kSTY 51k to 100k STY p.a.	\$475.00	K	31%	\$327.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	J4CARE
5 5	HCC-PS-C3 HCC-PS-C4	SEL apa LIC p1kSTY 101k to 250k STY p.a. SEL apa LIC p1kSTY 251k to 500k STY p.a.	\$350.00 \$275.00	K K	31% 31%	\$241.50 \$189.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-PS-C5	SEL apa LIC p1kSTY 501k to 750k STY p.a.	\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
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					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5 5	HCC-PS-C6 HCC-PS-C7	SEL apa LIC p1kSTY 751k to 1m STY p.a.	\$200.00 \$150.00	K K	31% 31%	\$138.00 \$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-PS-C8	SEL apa LIC p1kSTY 1.001m-1.25m STY p.a. SEL apa LIC p1kSTY above 1.251m STY p.a.	\$100.00	K	31%	\$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		J4CARE
5 5	90PCPSQLL1001 90PCPSQLL1002	SEL PC Perp SQL License 1 Unit	\$882.00 \$815.00	K K	31% 31%	\$608.58 \$562.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1002 90PCPSQLL1003	SEL PC Perp SQL License 2-5 Units SEL PC Perp SQL License 6-10 Units	\$681.00	K	31%	\$562.35 \$469.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1004	SEL PC Perp SQL License 11-20 Units	\$513.00	K	31%	\$353.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCPSQLL1005 90PCPSQLL1006	SEL PC Perp SQL License 21-35 Units SEL PC Perp SQL License 36-50 Units	\$373.00 \$301.00	K	31% 31%	\$257.37 \$207.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1007	SEL PC Perp SQL License 51-100 Units	\$196.00	ĸ	31%	\$135.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	KROLL
5 5	90PCPSQLL1008 90PCPSQLL1009	SEL PC Perp SQL License 101-200 Units SEL PC Perp SQL License 201-300 Units	\$147.00 \$121.00	K K	31% 31%	\$101.43 \$83.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1009	SEL PC Perp SQL License 201-300 Units SEL PC Perp SQL License 301-400 Units	\$105.00	K	31%	\$72.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1011	SEL PC Perp SQL License 401-500 Units	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	KROLL
5 5	90PCPSQLL1012 90PCPSQLL1013	SEL PC Perp SQL License 501-600 Units SEL PC Perp SQL License 601-700 Units	\$87.00 \$81.00	K K	31% 31%	\$60.03 \$55.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1014	SEL PC Perp SQL License 701-800 Units	\$77.00	ĸ	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	KROLL
5 5	90PCPSQLL1015 90PCPSQLL1016	SEL PC Perp SQL License 801-900 Units	\$71.00 \$67.00	K K	31% 31%	\$48.99 \$46.23	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1016	SEL PC Perp SQL License 901-1000 Units SEL PC Perp SQL License 1001+ Units	\$58.00	ĸ	31%	\$40.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCREX1035U	PC Perp EXPP License 11-35 Units	\$691.00	K	31%	\$476.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCREX1U 90PCREX210U	PC Perp EXPP License 1 Unit PC Perp EXPP License 2-10 Units	\$1,797.00 \$1,048.00	K K	31% 31%	\$1,239.93 \$723.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCREX3650U	PC Perp EXPP License 36-50 Units	\$520.00	K	31%	\$358.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	KROLL
5 5	90PCREX51U 90PCRSP1035URBS	PC Perp EXPP License 51+ Units SEL PC Perp SP+RBS Lic 11-35 TBs	\$439.00 \$1,988.00	K	31% 31%	\$302.91 \$1,371.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCRSP1URBS	SEL PC Perp SP+RBS Lic 1 TB	\$4,055.00	K	31%	\$2,797.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCRSP210URBS	SEL PC Perp SP+RBS Lic 2-10 TBs	\$2,839.00	K	31%	\$1,958.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	KROLL
5 5	90PCRSP3650URBS 90PCRSP51URBS	SEL PC Perp SP+RBS Lic 36-50 TBs SEL PC Perp SP+RBS Lic 51+ TBs	\$1,391.00 \$1,113.00	K K	31% 31%	\$959.79 \$767.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCRTRIAL	PC Trial License	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	KROLL
5 5	SN-ECM-000370 SN-ECM-000371	SEL RCM (100,000 Study Volume) SEL RCM (500,000 Study Volume)	\$44,219.00 \$179,688.00	K K	31% 31%	\$30,511.11 \$123,984.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		MERGE MERGE
5	SN-ECM-000371	SEL RCM (1,000,000 Study Volume)	\$296,875.00	ĸ	31%	\$204,843.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		MERGE
5	SN-ECM-000373	SEL RCM (add't 100,000 increments)	\$31,250.00	K	31%	\$21,562.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		MERGE
5 5	SN-ECM-000390 SN-ECM-000391	SEL iConn Share up to 100,000 Study Vol SEL iConn Share 100,001-250,000 StudyVol	\$29,688.00 \$53,125.00	K K	31% 31%	\$20,484.72 \$36,656.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		MERGE MERGE
5	SN-ECM-000392	SEL iConnect Share 250,001 - Study Vol	\$89,063.00	ĸ	31%	\$61,453.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		MERGE
5	SN-ECM-000400	SEL iConnect VNA (100,000 Study Volume)	\$273,438.00	K	31%	\$188,672.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		MERGE
5 5	SN-ECM-000401 SN-ECM-000402	SEL iConnect VNA (500,000 Study Volume) SEL iConnect VNA 1,000,000 Study Volume	\$1,207,031.00 \$1,988,281.00	K K	31% 31%	\$832,851.39 \$1,371,913.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		MERGE MERGE
5	SN-ECM-000403	SEL iConn VNA addt'l 100,000 increments	\$175,000.00	ĸ	31%	\$120,750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		MERGE
5	SW00302460014	SEL Mergeport	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		MERGE
5 5	SW0030275000 SW00302750001	SEL iConn Access up to 100,000 Study Vol SEL iConnAccess 100,001-250,000 StudyVol	\$125,000.00 \$140,625.00	K K	31% 31%	\$86,250.00 \$97,031.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		MERGE MERGE
5	SW00302750002	SEL iConnect Access 250,001+ Study Vol	\$257,813.00	ĸ	31%	\$177,890.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	MERGE
5 5	SLP-0-TL-EE SLP-1-DR-EE	SEL StoragePoint 30 day Trial Eval Copy	\$0.00	K	31% 31%	\$0.00 \$6.616.66	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		METALOGIX METALOGIX
5	SLP-1-DR-EE	SEL StoragePoint EE DR Lic SEL StoragePoint EE Non-Prod Lic	\$7,995.00 \$2,128.00	K	31%	\$5,516.55 \$1,468.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		METALOGIX METALOGIX
5	SLP-1-PL1-EE	SEL StoragePoint Lic. per WFE (1-5 WFE)	\$20,261.00	K	31%	\$13,980.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		METALOGIX
5 5	SLP-1-PL2-WFE NSS-AC-L	SEL StoragePoint Lic. per WFE (6+ WFE) SEL ADDED CAPACITY 5TB	\$17,221.00 \$5,077.00	K K	31% 31%	\$11,882.49 \$3,503.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		METALOGIX NORTHERN PARKLIFE
5	NSS-AC-YF	SEL ADDED CAPACITY 51B SEL ADDED CAPACITY 51B YRLY FEE LIC &SUP	\$2,308.00	ĸ	31%	\$1,592.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-AS-L	SEL Added Site 1	\$5,385.00	K	31%	\$3,715.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5 5	NSS-AS-YF NSS-AU-YF	SEL Added Site 1 1yr Lic & Sup SEL ADDED USERS 1K 1YR LIC & SUP	\$2,046.00 \$1,538.00	K K	31% 31%	\$1,411.74 \$1,061.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE NORTHERN PARKLIFE
5	NSS-BL-L	SEL Base Lic10TB/1K users/1 site/8hrs PS	\$31,250.00	ĸ	31%	\$21,562.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NORTHERN PARKLIFE
5	NSS-BL-YF NSS-MC-L	SEL BASE LIC-YRLY FEE LIC & SUP SEL MULTI-COMPANY LIC	\$15,385.00 \$156,250.00	K	31% 31%	\$10,615.65 \$107,812.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE NORTHERN PARKLIFE
5	NSS-MC-YF	SEL MULTI-COMPANY LIC-YRLY FEE LIC & SUP	\$93,750.00	K	31%	\$64,687.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-TRIAL	SELECT NSS Trial Software	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NORTHERN PARKLIFE
5 5	NSS-UC-L ARCHVIPR250TB	SEL Added Users 1K SELECT 250TB ViPR ArchLic SrvPro	\$3,692.00 \$130,952.00	K	31% 31%	\$2,547.48 \$90,356.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE NTP SOFTWARE
5	EMCMAEVAL	SEL 30Day Free Trial of NTP Software M-A	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	EMCQFSEVAL	SEL 30Day Free Trial of NTP Software QFS	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FABASE3PK FABASE8PK	SELECT NTPS FA Base License (3-Pack) SELECT NTPS FA Base License (8-Pack)	\$6,000.00 \$12,000.00	K K	31% 31%	\$4,140.00 \$8,280.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	FABASEUNL	SELECT NTPS FA Base License (Unlimited)	\$18,000.00	ĸ	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FAEMCCELTB FAEMCISI NTB	SELECT NTPS FA EMC Celerra Terabyte Lic	\$960.00	K	31% 31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FAEMCVNXTB	SELECT NTPS FA EMC ISILON TERABYTE LIC SELECT NTPS FA EMC VNX Terabyte License	\$960.00 \$960.00	K K	31%	\$662.40 \$662.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	FANATB	SELECT NTPS FA NetApp Terabyte License	\$960.00	K	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5	FAWINDASTB FAWINSANTB	SELECT NTPS FA WINDOWS DAS TERABYTE LIC SELECT NTPS FA Windows SAN Terabyte Lic	\$960.00 \$960.00	K	31% 31%	\$662.40 \$662.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	FRBASE3PK	SELECT NTPS FA WINDOWS SAIN TERABYTE LIC SELECT NTPS FR BASE LICENSE (3 PACK)	\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	FRBASE8PK	SELECT NTPS FR BASE LICENSE (8 PACK)	\$12,000.00	K	31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FRBASEUNL FREMCCELTB	SELECT NTPS FR BASE LICENSE (UNLIMITED) SELECT NTPS FR EMC CELERRA TERABYTE LIC	\$18,000.00 \$1,200.00	K K	31% 31%	\$12,420.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	FREMCISLNTB	SELECT NTPS FR EMC ISILON TERABYTE LIC	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5	FREMCVNXTB	SELECT NTPS FR EMC VNX TERABYTE LICENSE	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	FRNATB FRWINDASTB	SELECT NTPS FR NETAPP TERABYTE LICENSE SELECT NTPS FR WINDOWS DAS TERABYTE LIC	\$960.00 \$300.00	K K	31% 31%	\$662.40 \$207.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	FRWINSANTB	SELECT NTPS FR WINDOWS SAN TERABYTE LIC	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5	NTPSFILEMGNT	SELECT NTPS FILE MGNT PROD	\$120.00	K	31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	QFSBASE3PK QFSBASE8PK	SELECT NTPS QFS BASE LICENSE (3 PACK) SELECT NTPS QFS BASE LICENSE (8 PACK)	\$6,000.00 \$12,000.00	K K	31% 31%	\$4,140.00 \$8,280.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	QFSBASEUNL	SELECT NTPS QFS BASE LICENSE (UNLIMITED)	\$18,000.00	K	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5 5	QFSEMCCELTB QFSEMCISLNTB	SELECT NTPS QFS EMC CELERRA TERABYTE LIC SELECT NTPS QFS EMC ISILON TERABYTE LIC	\$1,200.00 \$1,200.00	K K	31% 31%	\$828.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
э	W. SEINIOISENI D	OLLEGI MIT 3 QF3 ENVO IGILON FERMETTE LIC	φ1,200.00	r\	3170	\$028.00	φυ.υυ	\$U.UU	φυ.υ0	\$U.UU	φυ.00	IN/A	INTE SOFTWARE

						NVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1	1	LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	QFSEMCVNXTB	SELECT NTPS QFS EMC VNX TERABYTE LICENSE	\$1,200.00	K	31% 31%	\$828.00 \$662.40	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5 5	QFSNATB QFSWINDASTB	SELECT NTPS QFS NETAPP TERABYTE LICENSE SELECT NTPS QFS WIN DAS TERABYTE LICENSE	\$960.00 \$300.00	K	31%	\$207.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	QFSWINSANTB U1000ECS	SELECT NTPS QFS WIN SAN TERABYTE LICENSE SELECT ECS U1000 VIPR Archiving License	\$1,200.00 \$52,279.00	K K	31% 31%	\$828.00 \$36,072.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	U1500ECS	SELECT ECS U1500 ViPR Archiving License	\$69,707.00	K	31%	\$48,097.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5	U3000ECS U300ECS	SELECT ECS U3000 ViPR Archiving License SELECT ECS U300 ViPR Archiving License	\$139,403.00 \$32,829.00	K	31% 31%	\$96,188.07 \$22,652.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	U700ECS	SELECT ECS U700 ViPR Archiving License	\$47,395.00	K	31%	\$32,702.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5 5	VFMATMOSTB VFMCIFSTB	SELECT NTPS VFM ATMOS per TB SELECT NTPS VFM CIFS per TB	\$600.00 \$600.00	K	31% 31%	\$414.00 \$414.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	VFMEMCCELHOST	SELECT NTPS VFM EMC Celerra Host Unitd	\$6,000.00	ĸ	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5 5	VFMEMCCELTB VFMEMCISLNHST	SELECT NTPS VFM EMC Celerra per TB SELECT NTPS VFM EMC Isilon Host Unitd	\$600.00 \$6,000.00	K	31% 31%	\$414.00 \$4,140.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	VFMEMCISLONTB	SELECT NTPS VFM EMC Isilon per TB	\$600.00	K	31%	\$414.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5 5	VFMEMCVNXHOST VFMEMCVNXTB	SELECT NTPS VFM EMC VNX Host Unitd SELECT NTPS VFM EMC VNX per TB	\$6,000.00 \$600.00	K K	31% 31%	\$4,140.00 \$414.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	VFMNETAPPHOST	SELECT NTPS VFM NetApp Host Unitd	\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	NTP SOFTWARE
5 5	VFMNETAPPTB VFMWINSVRHOST	SELECT NTPS VFM NetApp per TB SELECT NTPS VFM Windows Svr Host Unitd	\$600.00 \$6,000.00	K K	31% 31%	\$414.00 \$4,140.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	CQBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$3,569.00	K	31%	\$2,462.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	CQSBEMC679 CQSE1679	SEL VSPEX Branded Dyn Cab 600x1200 SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$4,496.00 \$11,545.00	K K	31% 31%	\$3,102.24 \$7,966.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSE1G679	SEL VSPEX Branded 300VM 1 Dyn600x1200 G	\$11,596.00	K	31%	\$8,001.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CQSE1GM679 CQSE22679	SEL VSPEX Branded 300VM 1 Dyn600x1200 M SEL VSPEX Branded 600VM 2 Dyn600x1200 2	\$11,099.00 \$19,695.00	K K	31% 31%	\$7,658.31 \$13,589.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSE2679	SEL VSPEX Branded 300VM 1 Dyn600x1200 2	\$12,824.00	K	31%	\$8,848.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	CQSE2G679 CQSE4679	SEL VSPEX Branded 600VM 2 Dyn600x1200 G SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$19,807.00 \$21,830.00	K K	31% 31%	\$13,666.83 \$15,062.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCLB679	SEL VSPEX Branded 250VM BH 600x1200 Dyn	\$7,582.00	K	31%	\$5,231.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	CQSEMCLB679I CQSEMCLC679	SEL VSPEX 250VM BROCADEIBM 600X1200 DYN SEL VSPEX Branded 250VM CH 600x1200 Dyn	\$7,582.00 \$10,648.00	K K	31% 31%	\$5,231.58 \$7,347.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	1471	PANDUIT PANDUIT
5	CQSEMCLDBH679	SEL VSPEX 2000VDI BROCADEHP 600X1200 DYN	\$13,293.00	K	31%	\$9,172.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	CQSEMCLDCC679 CQSEMCM679	SEL VSPEX CISCO 2000VDI 600X1200 DYN SOL SEL VSPEX Branded 100VM 600x1200 Dyn Sol	\$11,921.00 \$8,226.00	K K	31% 31%	\$8,225.49 \$5,675.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCMB679	SEL VSPEX Branded 100VM BH 600x1200 Dyn	\$7,345.00	K	31%	\$5,068.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CQSEMCMB679I CQSEMCMC679	SEL VSPEX 100VM BROCADEIBM 600X1200 DYN SEL VSPEX Branded 100VM CH 600x1200 Dyn	\$7,345.00 \$8,942.00	K K	31% 31%	\$5,068.05 \$6,169.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCMDBH679	SEL VSPEX 1000VDI BROCADEHP 600X1200 DYN	\$12,183.00	K	31%	\$8,406.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	CQSEMCMDCC679 CQSEMCMP679	SEL VSPEX CISCO 1000VDI 600X1200 DYN SOL SEL VSPEX Branded 125VM 600X1200 Dvn Sol	\$11,139.00 \$8,867.00	K K	31% 31%	\$7,685.91 \$6,118.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCMPB679	SEL VSPEX Branded 125VM BH 600x1200 Dyn	\$7,493.00	K	31%	\$5,170.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	CQSEMCMPB679I CQSEMCMPC679	SEL VSPEX 125VM BROCADEIBM 600X1200 DYN SEL VSPEX Branded 125VM CH 600x1200 Dyn	\$7,493.00 \$9,207.00	K K	31% 31%	\$5,170.17 \$6,352.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCS6079	SEL VSPEX Branded 50VM 600x1070 Dyn Sol	\$7,631.00	K	31%	\$5,265.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CQSEMCSC6079 CQSEMCSDBH679	SEL VSPEX Branded 50VM CH 600x1070 Dyn SEL VSPEX 500VDI BROCADEHP 600X1200 DYN	\$7,775.00 \$10,842.00	K K	31% 31%	\$5,364.75 \$7,480.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCSDCC679	SEL VSPEX CISCO 500VDI 600X1200 DYN SOL	\$9,417.00	K	31%	\$6,497.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CVPDUB N8222BDPABTBY19	SEL SERVER CABINET PDU BRACKET KIT SEL NType 42RU SIDE PNLS POU BKT CSTRS	\$150.00 \$8,576.00	K K	31% 31%	\$103.50 \$5,917.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	PEV12	SEL 12 PATCHRUNNER ENHANCED VERTICAL MGR	\$843.00	K	31%	\$581.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	PEV8 PRD12	SEL 8 PATCHRUNNER ENHANCED VERTICAL MGR SEL PATCHRNR 12 DUAL HINGE DR FOR 84 RKS	\$741.00 \$433.00	K K	31% 31%	\$511.29 \$298.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	Q1N2B1L2N30AHA0	SEL Network PDU, VERT, 30A, 1P, 208V, L6-30P	\$1,717.00	K	31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PANDUIT
5 5	Q1N2B1N3N30AHA0 Q1N2B1P3N30AHA0	SEL POU Vert 30A 3-Delta L15-30P 208V SEL Network PDU, VERT, 30A, 3P, 208V, L21-30P	\$1,832.00 \$1,858.00	K K	31% 31%	\$1,264.08 \$1,282.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	Q1N2B2P6M30AHA0	SEL POU Vert 32A 3-WYE IEC60309	\$3,819.00	K	31%	\$2,635.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	Q1N2B3J2M30AHA0 QZ1B1N3BN30P1J	SEL Network PDU, VERT, 32A, 1P, 230V, 60309 SEL POU Vert 30A 3-DLTA L15-30P 200V JPN	\$1,567.00 \$2,626.00	K K	31% 31%	\$1,081.23 \$1,811.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	R4P36	SEL 36 DEEP 4 POST RACK	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT PERCEPTIVE
5 5	ACUOSW-AUD ACUOSW-CAD	SEL Acuo Enterprise Software SEL Acuo Enterprise Software	\$1,406.00 \$1,406.00	K	31% 31%	\$970.14 \$970.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PERCEPTIVE PERCEPTIVE
5	ACUOSW-EUR	SEL Acuo Enterprise Software	\$1,406.00	K	31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERCEPTIVE
5 5	ACUOSW-GBP ACUOSW-USD	SEL Acuo Enterprise Software SEL Acuo Enterprise Software	\$1,406.00 \$1,406.00	K	31% 31%	\$970.14 \$970.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PERCEPTIVE PERCEPTIVE
5	PB-CK-FCFC-05A	SEL four 16gb - 5m OM3 LC/LC cables	\$336.00	K	31%	\$231.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PERMABIT
5	PB-CK-FCFC-10A PB-CK-FCFC-20A	SEL four 16gb - 10m OM3 LC/LC cables SEL four 16gb - 20m OM3 LC/LC cables	\$427.00 \$599.00	K	31% 31%	\$294.63 \$413.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PERMABIT PERMABIT
5 5	PB-LX-01-01E PB-LX-01-01-HAE	SEL SANblox spare SEL SANblox HA pair 1U appliances	\$42,714.00 \$92,857.00	K	31% 31%	\$29,472.66 \$64,071.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PERMABIT PERMABIT
5	01032012699	SEL PREC D&S (1-50; US)LIC	\$6,533.00	K	31%	\$4,507.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01032012799	SEL PREC D&S (1-50; US)T&D	\$3,267.00	K	31% 31%	\$2,254.23	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE
5	01032012899 01033012699	SEL PREC D&S (FAILOVER)LIC SEL PREC D&S (51-200; US)LIC	\$0.00 \$6,207.00	K	31%	\$0.00 \$4,282.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		PRECISE PRECISE
5	01033012799	SEL PREC D&S (51-200; US)T&D	\$3,104.00	K	31%	\$2,141.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01034012699 01034012799	SEL PREC D&S (200+; US)LIC SEL PREC D&S (200+; US)T&D	\$5,880.00 \$2,940.00	K K	31% 31%	\$4,057.20 \$2,028.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	PRECISE PRECISE
5 5	01035012699 01035012799	SEL PREC D&S (1-50; INTL)LIC	\$8,167.00 \$4,084.00	K	31% 31%	\$5,635.23 \$2,817.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01036012799	SEL PREC D&S (1-50; INTL)T&D SEL PREC D&S (51-200 INTL)LIC	\$4,084.00 \$7,759.00	K	31% 31%	\$5,353.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRECISE
5 5	01036012799 01037012699	SEL PREC D&S (51-200 INTL)T&D SEL PREC D&S (200+; INTL)LIC	\$3,880.00 \$7,351.00	K	31% 31%	\$2,677.20 \$5,072.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	PRECISE PRECISE
5	01037012799	SEL PREC D&S (200+; INTL)T&D	\$3,675.00	ĸ	31%	\$2,535.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRECISE
5 5	01038012699 01038012799	SEL PREC APPS (1-50; US)LIC SEL PREC APPS (1-50; US)T&D	\$8,400.00 \$4,200.00	K	31% 31%	\$5,796.00 \$2,898.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01038012799	SEL PREC APPS (FAILOVER)LIC	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRECISE
5 5	01039012699 01039012799	SEL PREC APPS (51-200; US)LIC SEL PREC APPS (51-200; US)T&D	\$7,980.00 \$3,991.00	K K	31% 31%	\$5,506.20 \$2,753.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01039012799	SEL PREC APPS (51-200; 05)1&D SEL PREC APPS (200+; US)LIC	\$3,991.00	K	31%	\$2,753.79 \$5,216.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE

			I		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	ѕки	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	01040012799	SEL PREC APPS (200+; US)T&D	\$3,780.00	K	31%	\$2,608.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01041012699 01041012799	SEL PREC APPS (1-50; INTL)LIC SEL PREC APPS (1-50; INTL)T&D	\$10,500.00 \$5,251.00	K K	31% 31%	\$7,245.00 \$3,623.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01042012699	SEL PREC APPS (51-200; INTL)LIC	\$9,976.00	K	31%	\$6,883.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01042012799 01043012699	SEL PREC APPS (51-200; INTL)T&D SEL PREC APPS (200+; INTL)LIC	\$4,988.00 \$9,451.00	K K	31% 31%	\$3,441.72 \$6,521.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01043012799	SEL PREC APPS (200+; INTL)T&D	\$4,725.00	K	31%	\$3,260.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRECISE
5 5	01044012699 01044012799	SEL PREC D&S-UPG DB (1-50; US)LIC SEL PREC D&S-UPG DB (1-50; US)T&D	\$4,667.00 \$2,333.00	K	31% 31%	\$3,220.23 \$1,609.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01045012699	SEL PREC D&S-UPG DB (51-200; US)LIC	\$4,433.00	ĸ	31%	\$3,058.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01045012799	SEL PREC D&S-UPG DB (51-200; US)T&D	\$2,217.00	K	31%	\$1,529.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01046012699 01046012799	SEL PREC D&S-UPG DB (200+; US)LIC SEL PREC D&S-UPG DB (200+; US)T&D	\$4,200.00 \$2,100.00	K	31% 31%	\$2,898.00 \$1,449.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01047012699	SEL PREC D&S-UPG DB (1-50; INTL)LIC	\$5,833.00	K	31%	\$4,024.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRECISE
5 5	01047012799	SEL PREC D&S-UPG DB (1-50; INTL)T&D SEL PREC D&S-UPG DB (51-200; INTL)LIC	\$2,917.00 \$5,541.00	K K	31% 31%	\$2,012.73 \$3,823.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01048012799	SEL PREC D&S-UPG DB (51-200 INTL)T&D	\$2,771.00	ĸ	31%	\$1,911.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	01049012699	SEL PREC D&S-UPG DB (200+; INTL)LIC	\$5,251.00	K	31%	\$3,623.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5 5	01049012799 01060012699	SEL PREC D&S-UPG DB(200+; INTL)T&D SEL PREC D&S-UPG PREC STRG (US)LIC	\$2,625.00 \$747.00	K K	31% 31%	\$1,811.25 \$515.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	01060012799	SEL PREC D&S-UPG PREC STRG (US)T&D	\$373.00	K	31%	\$257.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRECISE
5 5	01061012699 01061012799	SEL PREC D&S-UPG PREC STRG (INTL)LIC SEL PREC D&S-UPG PREC STRG (INTL)T&D	\$933.00 \$467.00	K K	31% 31%	\$643.77 \$322.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
5	99181992599	SELECT PRECISE 30 DAY TRIAL	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
5	PR456-000-001	SELECT: PRIMEOCR ANY VERSION	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-000-399 PR456-010-394	SELECT: PRIMEVERIFYIA ANY VERSION SEL PRIMEOCR 1 CPU 3 OCR ENG IA5.3	\$0.00 \$16,250.00	K	31% 31%	\$0.00 \$11,212.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-010-395	SEL PRIMEOCR 2 CPU 6 OCR ENG IA5.3	\$35,750.00	K	31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRIME OCR
5 5	PR456-010-396 PR456-010-397	SEL PRIMEOCR 4 CPU 6 OCR ENG IA5.3 SELECT: PRIMEOCR ASIAN OCR IA5.3	\$55,375.00 \$20,500.00	K	31% 31%	\$38,208.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-010-399	SELECT: PRIMEVERIFY IA5.3	\$4,875.00	ĸ	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-010-400 PR456-010-539	SEL PRIMEOCR 1 CPU 6 OCR ENG IA5.3 SEL PRIMEOCR 1 CPU 2 OCR ENG IA5.3	\$24,875.00 \$13,000.00	K K	31% 31%	\$17,163.75 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-110-539 PR456-100-394	SEL PRIMEOCR 1 CPU 2 OCR ENG IAS.3 SEL PRIMEOCR 1 CPU 3 OCR ENG IA6	\$13,000.00 \$16,250.00	K	31%	\$8,970.00 \$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-395	SEL PRIMEOCR 2 CPU 6 OCR ENG IA6	\$35,750.00	K	31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRIME OCR
5 5	PR456-100-396 PR456-100-397	SEL PRIMEOCR 4 CPU 6 OCR ENG IA6 SELECT: PRIMEOCR ASIAN OCR IA6	\$55,375.00 \$20,500.00	K K	31% 31%	\$38,208.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-100-399	SELECT: PRIMEVERIFY IA6	\$4,875.00	ĸ	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-400	SEL PRIMEOCR 1 CPU 6 OCR ENG IA6	\$24,875.00	K	31%	\$17,163.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-100-401 PR456-100-539	SELECT: PRIMEOCR RUSSIAN OCR IA6 SEL PRIMEOCR 1 CPU 2 OCR ENG IA6	\$20,500.00 \$13,000.00	K	31% 31%	\$14,145.00 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-650-394	SELECT: PRIMEOCR 1 CPU 3 OCR ENG V6.5	\$16,250.00	K	31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-650-395 PR456-650-396	SELECT: PRIMEOCR 2 CPU 6 OCR ENG V6.5 SELECT: PRIMEOCR 4 CPU 6 OCR ENG V6.5	\$35,750.00 \$55,375.00	K	31% 31%	\$24,667.50 \$38,208.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-650-397	SELECT: PRIMEOCR ASIAN OCR V6.5	\$20,500.00	K	31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRIME OCR
5 5	PR456-650-399 PR456-650-400	SELECT: PRIMEVERIFY V6.5 SELECT: PRIMEOCR 1 CPU 6 OCR ENG V6.5	\$4,875.00 \$24,875.00	K	31% 31%	\$3,363.75 \$17,163.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-650-401	SELECT: PRIMEOCR RUSSIAN OCR V6.5	\$20,500.00	ĸ	31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRIME OCR
5	PR456-650-539	SELECT: PRIMEOCR 1 CPU 2 OCR ENG V6.5	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-700-394 PR456-700-395	SELECT: PRIMEOCR 1 CPU 3 OCR ENG V7.0 SELECT: PRIMEOCR 2 CPU 6 OCR ENG V7.0	\$16,250.00 \$35,750.00	K K	31% 31%	\$11,212.50 \$24,667.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-700-396	SELECT: PRIMEOCR 4 CPU 6 OCR ENG V7.0	\$55,375.00	K	31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PRIME OCR
5 5	PR456-700-397 PR456-700-398	SELECT: PRIMEOCR ASIAN OCR V7.0 SELECT: PRIMEOCR ASIAN OCR LEVEL 6 V7.0	\$20,500.00 \$29,125.00	K K	31% 31%	\$14,145.00 \$20,096.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-700-399	SELECT: PRIMEVERIFY V7.0	\$4,875.00	ĸ	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-700-400 PR456-700-401	SELECT: PRIMEOCR 1 CPU 6 OCR ENG V7.0	\$24,875.00 \$20,500.00	K K	31% 31%	\$17,163.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-700-539	SELECT: PRIMEOCR RUSSIAN OCR V7.0 SELECT: PRIMEOCR 1 CPU 2 OCR ENG V7.0	\$13,000.00	K	31%	\$14,145.00 \$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-700-599	SELECT: PRIMEVERIFY ASIAN V7.0	\$7,070.00	K	31%	\$4,878.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PE1000019999SPRM PE10002499SPRM	SEL Puppet Ent 10K- 19999 nodes Prem Sub SEL Puppet Ent 1K-2499 nodes Prem Sub	\$132.00 \$172.00	K	31% 31%	\$91.08 \$118.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE100249SPRM	SEL Puppet Ent 100-249 nodes Prem Sub	\$306.00	K	31%	\$211.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	PUPPET LABS
5 5	PE2000049999SPRM PE25004999SPRM	SEL Puppet Ent 20K- 49999 nodes Prem Sub SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$120.00 \$151.00	K	31% 31%	\$82.80 \$104.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	PE250499SPRM	SEL Puppet Ent 250-499 nodes Prem Sub	\$208.00	K	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE50009999SPRM	SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$146.00	K	31%	\$100.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5 5	PE500999SPRM PEFHCBUNDI FDSPRM	SEL Puppet Ent 500-999 nodes Prem Sub SEL Puppet Ent Bundled-EHC Min Qty=3000	\$183.00 \$151.00	K K	31% 31%	\$126.27 \$104.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS PUPPET LABS
5	EFS2007	SELECT ENTERPRISE FABRIC SUITE 2007	\$1,998.00	ĸ	31%	\$1,378.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	QLOGIC
5 5	ISR6250-C22-E LK5800-20G	SELECT 10GE 6250 ROUTER HA CONFG SELECT: QLogic 5800 20G upgrade	\$31,844.00 \$1,089.00	K K	31% 31%	\$21,972.36 \$751.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	LK5800-4PORT8	SELECT: 5800 4PORT UPGRD W/4SFP	\$1,089.00	K	31%	\$745.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	LK5802-20G	SELECT: QLOGIC 5802 20G UPGRADE	\$1,821.00	K	31%	\$1,256.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	LK5802-4PORT8 LK-FABSECUR	SELECT: 5802 4PORT UPGRD W/4SFP SELECT FABRIC SECURITY	\$1,571.00 \$4,804.00	K K	31% 31%	\$1,083.99 \$3,314.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	LK-SANDR	SELECT SAN DOCTOR BUNDLE	\$4,804.00	ĸ	31%	\$3,314.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	OCE14102-UM-E OCE14102-UX-E	SEL DualPort 10Gb Universal CNA/NIC wOpt SEL DualPort 10Gb Univers CNA/NIC No Opt	\$2,054.00 \$1,344.00	K	31% 31%	\$1,417.26 \$927.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	QLE2460-E-SP	SELECT 1 PORT 4GB PCI EXPRESS	\$1,344.00	K	31%	\$927.36 \$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	QLE2462-E-SP	SELECT 2 PORT 4GB PCI EXPRESS	\$1,700.00	K	31%	\$1,173.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	QLOGIC
5 5	QLE2560-E-SP QLE2562-E-SP	SEL 8GBSGL PRTFCHBAX4PCIE LCMULTIMODEOPT SEL 8GBDUALPRTFCHBAX4PCIE LCMULTIMODEOPT	\$1,435.00 \$2,005.00	K K	31% 31%	\$990.15 \$1,383.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	QLE2670-E-SP	SEL 16GBSNGL HBAX4PCIEGEN3LCMULTIMODEOPT	\$1,680.00	K	31%	\$1,159.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	QLOGIC
5	QLE2672-E-SP	SEL 16GBDUAL HBAX4PCIEGEN3LCMULTIMODEOPT	\$2,383.00	K	31%	\$1,644.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	QLE4060C-E-SP QLE4062C-E-SP	SEL SGL PORT ISCSI PCI-EXPRESS COP-E HBA SEL DUAL PORT ISCSI PCI-EXPRESSCOP -EHBA	\$955.00 \$1,525.00	K K	31% 31%	\$658.95 \$1,052.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	QLE8140-SR-E	SEL 10GBSNGL PRTOPT FCOEX8 PCIELCMMOPTIC	\$1,868.00	K	31%	\$1,288.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	QLOGIC
5 5	QLE8142-SR-E QLE8150-CU-E	SEL 10GBDULPRT OPTFCOE X8PCIE LC MMOPTIC SELECT 10GB SNGL PRT CU FCOE X8 PCIE	\$2,769.00 \$1,499.00	K K	31% 31%	\$1,910.61 \$1,034.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	QLE0100-0U-E	GEECOT TOOD SINGE FIXT OUT OUE AN FOIE	φ1, <del>4</del> 99.00	١,	3170	\$1,034.31	φυ.υυ	φυ.00	φυ.υ0	\$0.00	φυ.00	IN/A	QLOGIO

			I		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL	LP MNT ANNUAL	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
			LIST PRICE USD	CODE	DISCOUNT %		(PREMIUM)	(STANDARD)	(BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5 5	QLE8152-CU-E QLE8240-CU-E	SELECT 10GB DUL PRT CU FCOE X8 PCIE SEL 10GB SNGL PRT CU FCOE X8 PCIE	\$2,012.00 \$1,499.00	K K	31% 31%	\$1,388.28 \$1,034.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	QLE8240-SR-E	SEL 10GB SNGL PRT OPT FCOE X8 PCIE LC MM	\$1,868.00	K	31%	\$1,288.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	QLOGIC
5 5	QLE8242-CU-E QLE8242-SR-E	SEL 10GB DUL PRT CU FCOE X8 PCIE SEL10GB DUL PRT OPT FCOE X8 PCIE LC MM	\$2,012.00 \$2,769.00	K	31% 31%	\$1,388.28 \$1,910.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	SB3810-08A8E	SELECT: SB3810 8/8P SWITCH W/8SFP	\$3,023.00	ĸ	31%	\$2,085.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC
5 5	SB5800V-08A8E SB5800V-08B8E	SELECT: SB5800 8/24P SWITCH W/8SFP SELSB5800 8/24PSWTCHW/8SFPREVERSEAIRFLOW	\$4,197.00 \$4,197.00	K	31% 31%	\$2,895.93 \$2,895.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	SB5800V-20A8E	SELECT: SB5800 24/24P HA W/20SFP	\$9,560.00	ĸ	31%	\$6,596.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	SB5802V-08A8E	SELECT: SB5802 8/24P HA SW W/8SFP	\$6,579.00	K	31%	\$4,539.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	SB5802V-20A8E SB-PS8-FB	SELECT: SB5802 24/24P HA W/20SFP SELECT: 5802 POWER SUPPLY FRU	\$11,109.00 \$731.00	K	31% 31%	\$7,665.21 \$504.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	SB-RACKKIT	SANbox 3K/5K RACK KIT	\$211.00	ĸ	31%	\$145.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	QLOGIC
5	SFP8-SW-1PK SFP8-SW-4PK	SELECT: QLOGIC1PCK 8G SWAVE SFP	\$323.00	K	31% 31%	\$222.87 \$892.86	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5 5	XPAK-COPP-03	SELECT: QLOGIC 4PCK 8G SWAVE SFP SELECT: 10GB 3 CU STACKING CABLE	\$1,294.00 \$376.00	ĸ	31%	\$259.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		QLOGIC
5	XPAK-COPP-09	SELECT: 10GB 9 CU STACKING CABLE	\$376.00	K	31%	\$259.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	XPAK-COPP-78 XPAK-LW-01	SELECT: 10GB 78 CUSTACKING CABLE SELECT: (1) 10G 1310NM XPAK OPTIC	\$516.00 \$4,571.00	K	31% 31%	\$356.04 \$3,153.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC QLOGIC
5	XPAK-SW-01	SELECT: (1) 10G 850NM XPAK OPTIC	\$2,637.00	ĸ	31%	\$1,819.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC
5	HASVRS-UPLFT	SELECT 25% Prod Uplift for HA Envr	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	MCD-DFC-1REP MCD-EPM-1SVR	SEL DFC RT Collector, Ea Dctm Repository SELECT EACH DCTM PROD SVR	\$5,000.00 \$7,500.00	K	31% 31%	\$3,450.00 \$5,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE REVEILLE
5	MCD-RT-1KUSR	SELECT Each 1K LIC. USERS	\$8,000.00	K	31%	\$5,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	REVEILLE
5 5	MCIA-100KPPY MCIA-10MPPY	SELECT 100K PPY PACK SELECT 10M PPY PACK	\$500.00 \$28,000.00	K	31% 31%	\$345.00 \$19,320.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE REVEILLE
5	MCIA-10MPPY	SELECT 10M PPY PACK	\$4,000.00	ĸ	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	MCIA-IASVR	SELECT Each IA Server	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	MCIA-RT-1KUSR NONPROD-UPLFT	SEL Ea 1,000 InfoArchive users SELECT 10% Prod Uplift for Non-Prod	\$6,000.00 \$10.00	K	31% 31%	\$4,140.00 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE REVEILLE
5	REVCOLLECTER	SELECT Collector Each Prod Svr	\$5,000.00	ĸ	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A F	REVEILLE
5 5	REVCOLL-RDBORCL	SEL Ea ECM Repository - Oracle DB	\$9,000.00	K	31%	\$6,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	REVCOLL-RDBSQL REVCON-CAUC	SEL Ea ECM Repository - SQL DB SELECT CA UNICENTER CONNECTOR	\$5,000.00 \$7,500.00	K	31% 31%	\$3,450.00 \$5,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE REVEILLE
5	REVCON-HPOV	SELECT HP OPENVIEW CONNECTOR	\$7,500.00	ĸ	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5 5	REVCON-IBMTIV REVCON-MSFT	SELECT IBM TIVOLI CONNECTOR SELECT MICROSOFT SCOM CONNECTOR	\$7,500.00 \$2,500.00	K	31% 31%	\$5,175.00 \$1,725.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	φο.σσ .	REVEILLE REVEILLE
5	REVDIST-REVPLT	SEL Distributed; Ea Reveille Platform	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	REV-IARCH-1TB	SELECT Mgmt Console InfoArchive Ea TB	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	REVEILLE
5 5	REVPLT-10SVR REVPLT-ADDL10SVR	SEL Ea Reveille Base, up to 10 Svrs SEL 10 Svrs added to Reveille Platform	\$10,000.00 \$8,000.00	K	31% 31%	\$6,900.00 \$5,520.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE REVEILLE
5	REVSUBSCR-1SVR	SELECT Annual Subscr Lic Ea DCTM Svr	\$6,000.00	ĸ	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	T-REVSVRD	SELECT RMCD TRIAL	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	T-REVSVR-IA AIXBMX-40	SELECT RMCCI TRIAL SEL AI Xort BrwsrMetrix 10MPaViews-Month	\$0.00 \$26,332.00	K K	31% 31%	\$0.00 \$18,169.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE RIVERBED
5	AIXBMX-50	SEL AI XprtBrwsrMetrix 100MPgViews-Month	\$223,871.00	ĸ	31%	\$154,470.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A F	RIVERBED
5 5	AIXBMX-60 AIXBMX-70	SEL AI Xprt BrwsrMetrix 1BPgViews-Month SEL AI Xprt BrwsrMetrix 10BPgViews-Month	\$882,332.00 \$1,846,148.00	K	31% 31%	\$608,809.08 \$1,273,842.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIXCOL	SEL Applinternals Xpert Agent	\$3,932.00	ĸ	31%	\$2,713.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	AIXCON	SEL AppInternals Xpert Management Server	\$34,455.00	K	31%	\$23,773.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-01200-B010 ARX-02200-B010	SEL AppResponse 1200 SEL AppResponse 2200	\$11,625.00 \$42,702.00	K	31% 31%	\$8,021.25 \$29,464.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00	K	31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	RIVERBED
5 5	ARX-03800-B010 ARX-04300-B010	SEL AppResponse 3800 SEL AppResponse 4300	\$105,225.00 \$138,455.00	K	31% 31%	\$72,605.25 \$95,533.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-04300-B010 ARX-05100-B010	SEL AppResponse 5100	\$177,225.00	K	31%	\$122,285.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00	K	31%	\$174,937.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXCXT10 ARXCXT100	SEL CX-Tracer - 10 Servers SEL CX-Tracer - 100 Servers	\$19,686.00 \$131,686.00	K	31% 31%	\$13,583.34 \$90,863.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXCXT500	SEL CX-Tracer - 500 Servers	\$329,225.00	ĸ	31%	\$227,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	RIVERBED
5	ARXDB	SEL AppResponse DB Module	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-DIR300-B010 ARX-EXP300-B010	SEL AppResponse Director SEL AppResponse Expansion Chassis	\$52,055.00 \$68,302.00	K	31% 31%	\$35,917.95 \$47,128.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXNTFLOW	SEL AppResponse Module NetFlow	\$14,517.00	K	31%	\$10,016.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A F	RIVERBED
5 5	ARXROVR ARX-SM-3000	SEL AppResponse Rover SEL Shark Module for AppResp 3000 series	\$6,517.00 \$12,302.00	K	31% 31%	\$4,496.73 \$8,488.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-SM-4000	SEL Shark Module for AppResp 4000 series	\$22,025.00	ĸ	31%	\$15,197.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A F	RIVERBED
5	ARX-SM-5000	SEL Shark Module for AppResp 5000 series	\$26,455.00	K	31%	\$18,253.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-SM-6000 ARX-UCMM	SEL Shark Module for AppResp 6000 series SEL AppResponse UC Module	\$42,332.00 \$39,502.00	K	31% 31%	\$29,209.08 \$27,256.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXUCMM100	SEL AppResponse UC Module 1-100 Calls	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A F	RIVERBED
5	ARX-V2000 ARXVMON	SEL AppResponse v2000 SEL AppResponse VMon	\$32,855.00 \$14,517.00	K	31% 31%	\$22,669.95 \$10,016.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXVOI1K	SEL AppResp VoIP Module 1-1000 Calls	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVOI250	SEL AppResponse VoIP Module 1-250 Calls	\$7,871.00	K	31%	\$5,430.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARXVOI500 ASENX	SEL AppResponse VoIP Module 1-500 Calls SEL AppSensor Xpert	\$13,163.00 \$26,332.00	K	31% 31%	\$9,082.47 \$18,169.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ASESNMP	SEL AppSensor SNMP Adapter Pack	\$6,154.00	ĸ	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	RIVERBED
5	ATXP	SEL AppTransaction Plus	\$109,286.00	K	31%	\$75,407.34 \$62,691.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ATXS CMC-H-10-1	SEL AppTransaction Standard SELECT 10 PACK CMC LICENSES (QTY 0-4)	\$77,655.00 \$3,077.00	K K	31% 31%	\$53,581.95 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$2,462.00	ĸ	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	RIVERBED
5 5	CMC-H-10-3 CMC-H-10-4	SELECT 10 PACK CMC LICENSES (QTY 20-44) SELECT 10 PACK CMC LICENSES (QTY 45-94)	\$1,477.00 \$1,108.00	K K	31% 31%	\$1,019.13 \$764.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 95-194)	\$923.00	K	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A F	RIVERBED
5	CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 195+)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A I	RIVERBED
5 5	CMC-S-10-1 CMC-S-10-2	SELECT CMC-VE Licenses (Qty 0-9) SELECT CMC-VE LICENSES (QTY 10-24)	\$3,077.00 \$2,462.00	K K	31% 31%	\$2,123.13 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-3	SELECT CMC-VE LICENSES (QTY 24-29)	\$1,477.00	ĸ	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED

			İ			NVP LEVEL 1		NVP MAINTENA	NCF AND WA	RRANTY UPGRADE	NET PRICE		1
			EMC	CATEGORY	NVP LEVEL 1	1	LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 50-99)	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CMC-S-10-5 CMC-S-10-6	SEL CMC-VE Licenses (Qty 100-199) SEL CMC-VE Licenses (Qty 200+)	\$923.00 \$677.00	K K	31% 31%	\$636.87 \$467.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	RIVERBED RIVERBED
5 5	CMC-VE-INST CSK-CNCLICUSR1-1	SEL VIRTUAL CMC LICENSE SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$1,846.00 \$5,532.00	K K	31% 31%	\$1,273.74 \$3,817.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSK-CNCLICUSR1-2	SEL SteelCentNetShkPckAnlyz1ConcLic(1-4) SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00	K	31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSK-CNCLICUSR1-3 CSK-CNCLICUSR1-4	SEL SteelCentNSharkPackAnaly1CncLic10-24 SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,563.00 \$3,071.00	K	31% 31%	\$2,458.47 \$2,118.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-CNC-LICUSR-1	SEL Pilot Concurrent User 1-4	\$5,532.00	K	31%	\$3,817.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CSP-CNC-LICUSR-2 CSP-CNC-LICUSR-3	SEL Pilot Concurrent User 5-9 SEL Pilot Concurrent User 10-24	\$4,425.00 \$3,563.00	K	31% 31%	\$3,053.25 \$2,458.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-CNC-LICUSR-4	SEL Pilot Concurrent User 25+	\$3,071.00	K	31%	\$2,118.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CSP-LIC-USR-1 CSP-LIC-USR-2	SEL CASCADE PILOT 1 USER 1-2 SEL CASCADE PILOT 1 USER 3-4	\$3,686.00 \$3,563.00	K	31% 31%	\$2,543.34 \$2,458.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-3	SEL CASCADE PILOT 1 USER 5-9	\$2,938.00	K	31%	\$2,027.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	CSP-LIC-USR-4 CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 10-24 SEL CASCADE PILOT 1 USER 25-49	\$2,791.00 \$2,651.00	K	31% 31%	\$1,925.79 \$1,829.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00	K	31%	\$1,737.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	CSP-LIC-USR-7 CSP-PE-LIC	SEL CASCADE PILOT 1 USER 100-99999 SEL Cascade Pilot Personal Edition	\$2,140.00 \$1,594.00	K	31% 31%	\$1,476.60 \$1,099.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	1471	RIVERBED RIVERBED
5	CX-255-B010	SEL SteelHead CX255B010 with RiOS	\$2,209.00	K	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	CX-255-B020 CX-570-B020	SEL SteelHead CX255B020 with RiOS (TAA) SEL Steelhead CX570B20 w RiOS BMC Module	\$2,209.00 \$8,855.00	K	31% 31%	\$1,524.21 \$6,109.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CX-770-B020	SEL Steelhead CX770B20 w RiOS BMC Module	\$14,400.00	K	31%	\$9,936.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA-01360-B010 EXA-01360-B010-C	SEL EXA1360 B10 10TB/128GB SEL EXA1360 B10 10TB/128GB	\$88,609.00 \$88,609.00	K	31% 31%	\$61,140.21 \$61,140.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA-01360-B020	SEL EXA1360 B20 10TB/128GB	\$73,840.00	K	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA-01360-B020-C EXA-01360-B030	SEL EXA1360 B20 10TB/128GB SEL EX1360P B30 10TB/128GB	\$73,840.00 \$98,455.00	K	31% 31%	\$50,949.60 \$67,933.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA-01360-B030-C	SEL EX1360P B30 10TB/128GB	\$98,455.00	ĸ	31%	\$67,933.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA-01360-B040 EXA-01360-B040-C	SEL EX1360P B30 10TB/128GB SEL EX1360P B30 10TB/128GB	\$86,148.00 \$86,148.00	K	31% 31%	\$59,442.12 \$59,442.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA0560-B010	SEL STEELHEAD EXA 560 B010 W/RIOS	\$11,077.00	K	31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA0560-B020 EXA0560-B030	SEL STEELHEAD EXA 560 B020 GRAN W/RIOS SEL STEELHEAD EXA560 B030 GRAN DEDICATED	\$11,077.00 \$10.455.00	K	31% 31%	\$7,643.13 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA0760-B010	SEL STEELHEAD EXA 760 B010 W/RIOS	\$17,169.00	K	31%	\$11,846.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1160-B020 EXA1160-B020C	SEL EXA 1160 B020 W/RIOS (FOR VH) SEL EXA 1160 B020-C W/RIOS (FOR VH)	\$33,600.00 \$33,600.00	K K	31% 31%	\$23,184.00 \$23,184.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA1160-B025	SEL EXA1160 B25 Incl Granite 48G	\$37,292.00	ĸ	31%	\$25,731.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1160-B025C EXA1160-B030	SEL EXA1160 B25C Incl Granite 48G SEL EXA 1160 B030 GRANITE W/RIOS	\$37,292.00 \$21,046.00	K K	31% 31%	\$25,731.48 \$14,521.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA1160-B030C	SEL EXA 1160 B030-C GRANITE W/RIOS	\$21,046.00	K	31%	\$14,521.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1160-B035 EXA1160-B035C	SEL EXA1160 B35 Incl Granite 48G SEL EXA1160 B35C Incl Granite 48G	\$24,738.00 \$24,738.00	K	31% 31%	\$17,069.22 \$17,069.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	EXA1160-B055	SEL EXA1160 B55 Granite Dedicated 48G	\$22,763.00	K	31%	\$15,706.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	EXA1160-B055C EXA1260-B025	SEL EXA1160 B55C Granite Dedicated 48G SEL EXA1260 B25 2TB 72G	\$22,763.00 \$34,338.00	K K	31% 31%	\$15,706.47 \$23,693.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA1260-B025C	SEL EXA1260 B25-C 2TB 72G	\$34,338.00	K	31%	\$23,693.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1260-B045 EXA1260-B045C	SEL EXA1260 B45 2TB 72G SEL EXA1260 B45-C 2TB 72G	\$43,938.00 \$43,938.00	K K	31% 31%	\$30,317.22 \$30,317.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA1260-B065	SEL EXA1260 B65 4TB 88G	\$44,185.00	K	31%	\$30,487.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1260-B065C EXA1260-B085	SEL EXA1260 B65-C 4TB 88G SEL EXA1260 B85 4TB 88G	\$44,185.00 \$53,785.00	K K	31% 31%	\$30,487.65 \$37,111.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA1260-B085C	SEL EXA1260 B85-C 4TB 88G	\$53,785.00	K	31%	\$37,111.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1260-B095 EXA1260-B095C	SEL EXA1260 B95 2TB 72G SEL EXA1260 B95-C 2TB 72G	\$30,763.00 \$30,763.00	K K	31% 31%	\$21,226.47 \$21,226.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	EXA1260-B105	SEL EXA1260 B105 4TB 88G	\$36,917.00	K	31%	\$25,472.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	EXA1260-B105C FPS-003	SEL EXA1260 B105-C 4TB 88G SEL FIPS License (CX555/570/EX560)	\$36,917.00 \$3,077.00	K K	31% 31%	\$25,472.73 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FPS-004	SEL FIPS License (CX755/770/EX760)	\$4,431.00	K	31%	\$3,057.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	FPS-005 FPS-006	SELFIPS2050/1555/3070/EX/SFED21/22/3100 SEL FIPS 5050/6050/5055/5070/SFED32/5100	\$5,046.00 \$9,231.00	K K	31% 31%	\$3,481.74 \$6,369.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FPS-007	SEL FIPS License (SH7050/CX7055/CX7070)	\$18,462.00	K	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	FSYNC-001 FSYNC-002	SEL FusionSync GCA2000 SEL FusionSync GCA 3000	\$3,077.00 \$4,615.00	K K	31% 31%	\$2,123.13 \$3,184.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FSYNC-003	SEL FusionSync VGC1000	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	FSYNC-004 FSYNC-005	SEL FusionSync VGC1500 SEL FusionSync SFCR3500	\$3,077.00 \$6,154.00	K K	31% 31%	\$2,123.13 \$4,246.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	GCA2000-B010	SEL GRANITE CORE GCA 2000 B010	\$21,046.00	K	31%	\$14,521.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	GCA2000-B010C GCA3000-B010	SEL GRANITE CORE GCA 2000 B010 SEL Granite Core GCA 3000 B010	\$21,046.00 \$33,846.00	K K	31% 31%	\$14,521.74 \$23,353.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	GCA3000-B010C	SEL Granite Core GCA 3000 B010	\$33,846.00	K	31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	INT-09600-B010 INT-09600-B010-C	SEL SteelHead Interceptor 9600 Base SEL SteelHead Interceptor 9600 Base-C	\$55,378.00 \$55,378.00	K K	31% 31%	\$38,210.82 \$38,210.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	INT-9350-B	SELECT INTERCEPTOR 9350	\$43,071.00	K	31%	\$29,718.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	KIT-MEM1-1260 KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB) SEL MEMORY UPGR LIC KIT EX1260 (TO 64GB)	\$2,462.00 \$9,846.00	K K	31% 31%	\$1,698.78 \$6,793.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010	\$49,225.00	К	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	L-CAP4260-CAA LIC-ADD-100MB	SEL CAS ANALYTICS LICENSE FOR ENT PROF SEL License 100Mbps add on-VH only	\$86,148.00 \$4,923.00	K K	31% 31%	\$59,442.12 \$3,396.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ARX1200	SEL AppResponse 1200 licenses	\$1,286.00	K	31%	\$887.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-ARX2200 LIC-ARX3300	SEL AppResponse 2200 licenses SEL AppResponse 3300 licenses	\$4,708.00 \$7,385.00	K K	31% 31%	\$3,248.52 \$5,095.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ARX3800	SEL AppResponse 3800 licenses	\$11,692.00	K	31%	\$8,067.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-ARX4300 LIC-ARX5100	SEL AppResponse 4300 licenses SEL AppResponse 5100 licenses	\$15,385.00 \$19,692.00	K K	31% 31%	\$10,615.65 \$13,587.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ARX6000	SEL AppResponse 6000 licenses	\$28,314.00	K	31%	\$19,536.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-ARXDIR300 LIC-CAPVE100-SDN	SEL AppResponse Director 300 licenses SEL SDN Feature License for CAP-VE-100	\$5,785.00 \$6,148.00	K K	31% 31%	\$3,991.65 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
-			+=,	**		Ţ., <u>_ 12.12</u>	<b>\$2.30</b>	<b>\$2.00</b>	<b>+50</b>	<b>\$2.00</b>	<b>41.00</b>	. 471	

			İ		N	NVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	LIC-CAX-460-SDN	SEL SDN Feature License for CAX-460 SEL License SteelHead CX255-H	\$2,455.00	K K	31% 31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-255-H LIC-CXA-255-L	SEL License SteelHead CX255-L	\$6,400.00 \$1,477.00	K	31%	\$4,416.00 \$1,019.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-255-M	SEL License SteelHead CX255-M	\$3,938.00	K	31%	\$2,717.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-255-U LIC-CXA-570-H	SEL License SteelHead CX255-U SEL Lic SteelHead CX570H 10Mbps 700conn	\$246.00 \$5,292.00	K K	31% 31%	\$169.74 \$3,651.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00	K	31%	\$679.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-570-M LIC-CXA-770-H	SEL Lic SteelHead CX570M 10Mbps 450conn SEL Lic SteelHead CX770H 30Mbps 2500conn	\$3,446.00 \$10,209.00	K	31% 31%	\$2,377.74 \$7,044.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-770-L	SEL Lic SteelHead CX770L 20Mbps 1000conn	\$1,594.00	ĸ	31%	\$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-CXA-770-M	SEL Lic SteelHead CX770M 20Mbps 1500conn	\$4,055.00	K	31%	\$2,797.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LICEXA1160-G LICEXA1160H	SEL LICENSE EX1160G GRAN DEDICATE;10MBPS SEL LICENSE EXA 1160-H; 20MBPS;2300 CONN	\$0.00 \$10,948.00	K	31% 31%	\$0.00 \$7,554.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LICEXA1160L	SEL LICENSE EXA 1160-L; 10MBPS;900 CONN	\$2,332.00	ĸ	31%	\$1,609.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LICEXA1160M LICEXA1160-VH	SEL LICENSE EXA 1160-M; 10MBPS;1500 CONN SEL LICENSE EX1160VH;45MBPS;4000CONN	\$7,255.00 \$14,394.00	K	31% 31%	\$5,005.95 \$9,931.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LICEXA1260-G	SEL LICENSE EX1260G GRAN DEDICATE;10MBPS	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	LICEXA1260H	SEL LICENSE EXA 1260-H; 20MBPS;2300 CONN	\$12,425.00	K	31%	\$8,573.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LICEXA1260L LICEXA1260M	SEL LICENSE EXA 1260-L; 10MBPS;900 CONN SEL LICENSE EXA 1260-M; 10MBPS;1500 CONN	\$3,809.00 \$7,502.00	K K	31% 31%	\$2,628.21 \$5,176.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LICEXA1260-VH	SEL LICENSE EX1260VH; 45MBPS;4000 CONN	\$18,825.00	K	31%	\$12,989.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LICEXA1360G LICEXA1360L	SEL Lic EXA1360G Gran Dedic10TB 50Mbps SEL Lic EXA1360L 10TB 4500 conn50Mbps	\$0.00 \$9,846.00	K	31% 31%	\$0.00 \$6,793.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LICEXA1360M	SEL Lic EXA1360M 10TB 6000 conn100 Mbps	\$16,000.00	ĸ	31%	\$11,040.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LICEXA560-G	SEL LICENSE EX560G GRAN DEDICATED;4MBPS	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LICEXA560H LICEXA560L	SEL LICENSE EXA 560-H; 10MBPS;650 CONN SEL LICENSE EXA 560-L; 4MBPS;250 CONN	\$6,148.00 \$1,225.00	K	31% 31%	\$4,242.12 \$845.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LICEXA560M	SEL LICENSE EXA 560-M; 6MBPS;350 CONN	\$3,686.00	ĸ	31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	LICEXA760H	SEL LICENSE EXA 760-H; 20MBPS;2300 CONN	\$11,132.00	K	31%	\$7,681.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LICEXA760L LICEXA760M	SEL LICENSE EXA 760-L; 10MBPS;900 CONN SEL LICENSE EXA 760-M; 10MBPS;1500 CONN	\$1,902.00 \$4,363.00	K	31% 31%	\$1,312.38 \$3,010.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-GCA2000H	SEL LICENSE GRANITE CORE GCA 2000-H	\$15,871.00	K	31%	\$10,950.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-GCA2000L LIC-GCA2000M	SEL LICENSE GRANITE CORE GCA 2000-L SEL LICENSE GRANITE CORE GCA 2000-M	\$2,332.00 \$8,486.00	K	31% 31%	\$1,609.08 \$5,855.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-GCA2000VH	SEL LICENSE GRANITE CORE GCA 2000-VH	\$28,178.00	ĸ	31%	\$19,442.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-GRAN1160	SEL GRANITE LICENSE 1160	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-GRAN560 LIC-GRAN760	SEL GRANITE LICENSE 560 SEL GRANITE LICENSE 760	\$3,692.00 \$3,692.00	K K	31% 31%	\$2,547.48 \$2,547.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-INT-09600	SEL License Steelhead INT-9600	\$6,154.00	ĸ	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCAN-02170 LIC-SCAN-04170	SEL SteelCentral NetShark 2170 license	\$4,923.00	K	31% 31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 4170 license SEL SteelCentral NetShark 6170 license	\$9,231.00 \$12,308.00	K	31%	\$6,369.39 \$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCAN-SFED20	SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00	K	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCAN-SFED30 LIC-SCAN-SFED40	SEL NetSharkVE SteelFusionEdge3100 SEL NetSharkVE SteelFusionEdge3200, 5100	\$3,194.00 \$6.148.00	K	31% 31%	\$2,203.86 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCC-1000	SELLic SCC1000incl bundled20 Appliances	\$1,108.00	ĸ	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SCFG-2270-F1	SEL SteelCentralFlowGateway Lic 200K FPM	\$6,154.00	K	31% 31%	\$4,246.26	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		RIVERBED RIVERBED
5	LIC-SCFG-2270-F2 LIC-SCFG-2270-F3	SEL SteelCentralFlowGateway Lic 400K FPM SEL SteelCentralFlowGateway Lic 600K FPM	\$27,077.00 \$44,308.00	K	31%	\$18,683.13 \$30,572.52	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		RIVERBED
5	LIC-SCFG-2270-F4	SEL SteelCentralFlowGateway Lic 800K FPM	\$59,077.00	K	31%	\$40,763.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCFG-2270-F5 LIC-SCFG-2270-F6	SEL SteelCentral Flow Gateway Lic 1M FPM SEL SteelCentral Flow Gateway Lic 2M FPM	\$72,615.00 \$121,846.00	K	31% 31%	\$50,104.35 \$84,073.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNE-470-F1	SEL SteelCentral NetExpress Lic 15K FPM	\$2,462.00	ĸ	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SCNE-470-F2 LIC-SCNE-470-F3	SEL SteelCentral NetExpress Lic 30K FPM SEL SteelCentral NetExpress Lic 60K FPM	\$18,462.00 \$45,538.00	K	31% 31%	\$12,738.78 \$31,421.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNE-470-F4	SEL SteelCentral NetExpress Lic 90K FPM	\$70,154.00	ĸ	31%	\$48,406.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCNE-470-F5	SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCNEVE470SDN LIC-SCNP-2270-F1	SEL SteelCentral SDN License SCNEVE470 SEL SteelCentralNetProfiler Lic 200K FPM	\$2,455.00 \$12,923.00	K K	31% 31%	\$1,693.95 \$8,916.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-2270-F2	SEL SteelCentralNetProfiler Lic 400K FPM	\$65,846.00	K	31%	\$45,433.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SCNP-2270-F3 LIC-SCNP-2270-F4	SEL SteelCentralNetProfiler Lic 600K FPM SEL SteelCentralNetProfiler Lic 800K FPM	\$105,231.00 \$139,692.00	K	31% 31%	\$72,609.39 \$96,387.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-2270-F5	SEL SteelCentral NetProfiler Lic 1M FPM	\$168,000.00	ĸ	31%	\$115,920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCNP2270-SDN	SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LICSCNP4270AN-F1 LICSCNP4270DB-F1	SEL SteelCentrNetProfilerEntANLic1MFPM SEL SteelCentralNetProfilerEnterpr DBLic	\$18,831.00 \$7.877.00	K K	31% 31%	\$12,993.39 \$5,435.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP4270DPF1	SEL SteelCentralNetProfilerEnterpr DPLic	\$6,523.00	K	31%	\$4,500.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCNP4270EXF1 LIC-SCNP4270-SDN	SEL SteelCentrNetProfilerEntEXLic1MFPM SEL SteelCentralNetProfilerEnterprSDNLic	\$18,831.00 \$6,148.00	K	31% 31%	\$12,993.39 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-VE-SDN	SEL SDN License for SCNP-VE-SDN	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCPS-002	SEL SCPS LICENSE ON 555 SERIES	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SCPS-004 LIC-SCPS-006	SEL SCPS License on 755/770 Series SEL SCPS Lic EX1160/SEED2100/2200	\$4,302.00 \$10,455.00	K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-006E	SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SCPS-007 LIC-SCPS-008	SEL SCPS Lic 1260/1360/SFED3100/3200	\$15,378.00 \$10,455.00	K	31% 31%	\$10,610.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-008	SEL SCPS License on 1555/3070 Series SEL SCPS License on 5055/5070 Series	\$10,455.00 \$15,378.00	K	31%	\$7,213.95 \$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCPS-010	SEL SCPS License 7055/7070/DX8000 Series	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SFCR-3500-C1 LIC-SFCR-3500-C2	SEL LIC SFCR3500, C1, 25TB, 150LUNs SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$9,225.00 \$19,071.00	K	31% 31%	\$6,365.25 \$13,158.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFCR-3500-C3	SEL LIC SFCR3500, C3, 100 TB, 300 LUNs	\$46,148.00	ĸ	31%	\$31,842.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SFED-2100-W1 LIC-SFED-2100-W2	SEL LIC SFED2100 W1 1500cxns, 20Mbps SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$6,154.00 \$16,000.00	K	31% 31%	\$4,246.26 \$11,040.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-2100-W2 LIC-SFED-2100-W3	SEL LIC SFED2100 W2 2500 cxns, 30Mbps SEL LIC SFED2100 W3 5000 cxns, 50Mbps	\$31,385.00	K	31%	\$11,040.00 \$21,655.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SFED-2200-W1	SEL LIC SFED2200 W1 1500cxns, 20Mbps	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SFED-2200-W2 LIC-SFED-2200-W3	SEL LIC SFED2200 W2 2500 cxns, 30Mbps SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$12,308.00 \$30,769.00	K K	31% 31%	\$8,492.52 \$21,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-3100-W0	SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	LIC-SFED-3100-W1	SEL LIC SFED3100 W1 2500 cxns, 30Mbps	\$12,308.00	K	31%	\$8,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	LIC-SFED-3100-W2	SEL LIC SFED3100 W2 5000 cxns, 50Mbps	\$24,615.00	K	31%	\$16,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SFED-3100-W3 LIC-SFED-3200-W0	SEL LIC SFED3100 W3 10000 cxns, 100Mbps SEL LIC SFED3200 W0 BlockStream 30Mbps	\$33,846.00 \$0.00	K K	31% 31%	\$23,353.74 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-3200-W1	SEL LIC SFED3200 W1 2500 cxns, 30Mbps	\$9,846.00	K	31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	LIC-SFED-3200-W2 LIC-SFED-3200-W3	SEL LIC SFED3200 W2 5000 cxns, 50Mbps SEL LIC SFED3200 W3 10000 cxns, 100Mbps	\$27,077.00 \$39,385.00	K K	31% 31%	\$18,683.13 \$27,175.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-5100-W0	SEL LIC SFED5100 W0 BlockStream 50Mbps	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SFED-5100-W1	SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$18,462.00	K	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-SFED-5100-W2 M-LICSCAN-SFED20	SEL LIC SFED5100 W2 10000 cxns, 100Mbps SEL SupprtNSharkVE StFusionEdg2100, 2200	\$30,769.00 \$317.00	K K	31% 31%	\$21,230.61 \$218.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-001-2TX	SEL 2PORT1GBE TX COPPER NIC-VSH USE ONLY	\$1,838.00	K	31%	\$1,268.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	NIC-002-4TX NIC-003-4TX	SEL 4PORT1GBE TXCOPPER NIC EX560/760/VSH SEL 4P 1GBE TX NIC CX;EX (SPARE)	\$3,992.00 \$3,992.00	K K	31% 31%	\$2,754.48 \$2,754.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-003-4TX-C	SEL 4P1GBE TX COPPER NIC	\$3,194.00	K	31%	\$2,203.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-003-4TXEC	SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00	K	31% 31%	\$2,203.86	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5 5	NIC-004-4SX NIC-004-4SX-C	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPARE) SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC	\$19,992.00 \$15,994.00	K K	31%	\$13,794.48 \$11,035.86	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5	NIC-005-4LX	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE)	\$23,069.00	K	31%	\$15,917.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	NIC-005-4LX-C NIC-007-2LR	SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIC 2-port 10GbE LR Fiber NIC- Gen 2 (Spare)	\$18,455.00 \$26,146.00	K K	31% 31%	\$12,733.95 \$18,040.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-007-2LR-C	SEL 2-port 10GbE LR Fiber NIC- Gen 2	\$20,917.00	ĸ	31%	\$14,432.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-008-2SR	2P 10GbE SR MultiModeFiberNIC-Gen2(Spr)	\$20,762.00	K	31%	\$14,325.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-008-2SR-C NIC-009-2XF	SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2 SEL 2P 10G FIBER (LR:SR) REQUIRES SFP'S	\$16,609.00 \$19,992.00	K K	31% 31%	\$11,460.21 \$13,794.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-009-2XF-C	SEL 2-PORT 10G FIBER (LR; SR) SFP+	\$15,994.00	K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-01G-2LX NIC-01G-2LX-C	SEL 2-PORT 1GBE LX NIC (XX50) SPARE SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON	\$7,495.00 \$9,954.00	K K	31% 31%	\$5,171.55 \$6,868.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-01G-2SX	SEL 2-PORT 1GBE EX NIC (XX50) ADD-ON SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$6,495.00	K	31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00	K	31%	\$5,951.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-01G-4LX NIC-01G-4LX-C	SEL 4-PORT 1GBE LX NIC (XX50) SPARE SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON	\$14,995.00 \$19,915.00	K K	31% 31%	\$10,346.55 \$13,741.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-01G-4SX	SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$12,495.00	K	31%	\$8,621.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$17,259.00	K	31%	\$11,908.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-01G-4TX NIC-01G-4TX-C	SEL 4-PORT 1GBE TX NIC (XX50) SPARE SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON	\$2,595.00 \$3,446.00	K K	31% 31%	\$1,790.55 \$2,377.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC04-4SX-E-C	SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC	\$15,994.00	K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	NIC05-4LX-E-C NIC-1-001G-2LXBP	SEL EVAL 4P 1GBE LX SINGLEMODE FIBER NIC SEL Dual 1 GbE Fiber LX	\$18,455.00 \$9,225.00	K K	31% 31%	\$12,733.95 \$6,365.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-1-001G-2EXBP	SEL Dual 1 GbE Fiber SX	\$7,994.00	K	31%	\$5,515.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-1-001G-4LXBP	SEL Quad 1 GbE Fiber LX	\$18,455.00	K	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	NIC1-001G-4SFP-C NIC-1-001G-4TX	SEL Quad 1 GbE Fiber SFP SEL Quad 1 GbE Copper Base-T	\$10,455.00 \$2,086.00	K K	31% 31%	\$7,213.95 \$1,439.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T	\$2,702.00	K	31%	\$1,864.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-1-001G-4TX-C	SEL Quad 1 GbE Copper Base-T	\$2,086.00	K	31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-1-010G-2LRBP NIC-1-010G-2SFPP	SEL Dual 10 GbE Fiber LR SEL Dual 10 GbE Fiber SFP+	\$20,917.00 \$11,686.00	K K	31% 31%	\$14,432.73 \$8,063.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC1-010G-2SFPPC	SEL Dual 10 GbE Fiber SFP+	\$11,686.00	ĸ	31%	\$8,063.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	NIC-1-010G-2SRBP NIC-1-010G-2TX	SEL Dual 10 GbE Fiber SR	\$16,609.00 \$7,378.00	K K	31% 31%	\$11,460.21 \$5,090.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-1-010G-2TX-C	SEL Dual 10 GbE Copper Base-T SEL Dual 10 GbE Copper Base-T	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC1-010G-4SFPPC	SEL Quad 10 GbE Fiber SFP+	\$17,840.00	K	31%	\$12,309.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	NIC-1-010G-4TX NIC-1-010G-4TX-C	SEL Quad 10 GbE Copper Base-T SEL Quad 10 GbE Copper Base-T	\$6,148.00 \$6,148.00	K K	31% 31%	\$4,242.12 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	RIVERBED RIVERBED
5	NIC-10G-2LR-C	SEL 2-PORT 10GBE LR NIC ADD ON	\$22,570.00	ĸ	31%	\$15,573.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	NIC-10G-2SR-C	SEL 2-PORT 10GBE SR MM NIC ADD ON	\$17,922.00	K K	31%	\$12,366.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-CSK210G-C NIC-CSK-2TX-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SFP SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD ON	\$15,994.00 \$2,455.00	K	31% 31%	\$11,035.86 \$1,693.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-CSK-4TX-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD ON	\$3,686.00	K	31%	\$2,543.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	PWS-001-C SAN-001-C	SELECT ADD ON POWER SUPPLY FOR SH1050-C SEL SAN ATTACHED STORAGE CONN (CAP;CAX)	\$400.00 \$18,455.00	K K	31% 31%	\$276.00 \$12,733.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCAN-2170-B010-C	SEL 1U8TBBaseSteelCentNetSharkappl2170-C	\$25,846.00	ĸ	31%	\$17,833.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCAN-4170-B010-C	SEL 2U32TB,BaseSteelCentNetShark4170cfg	\$89,231.00	K	31%	\$61,569.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCAN-6170-B010-C SCAN-SU-48TB	SEL 2UBaseStlCentNetShark6170Creq1SCANSU SEL Storage, 48TB SteelCentral NetShark	\$80,000.00 \$61,538.00	K K	31% 31%	\$55,200.00 \$42,461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCAN-SU-72TB	SEL Storage, 72TB SteelCentral NetShark	\$123,077.00	K	31%	\$84,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCC-01000-BASE SCC-HWA-MGT-10-1	SELSteelCentral Controller1000 Appliance SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$9,963.00 \$3,077.00	K K	31% 31%	\$6,874.47 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCC-HWA-MGT-10-1	SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$2,462.00	K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCC-HWA-MGT-10-3	SEL SCC Add StHd Mgnt Lic 10-pk (20-44)	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCC-HWA-MGT-10-4 SCC-HWA-MGT-10-5	SEL SCC Add StHd Mgnt Lic 10-pk (45-94) SEL SCC Add StHd Mgnt Lic 10-pk (95-194)	\$1,108.00 \$923.00	K K	31% 31%	\$764.52 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCC-HWA-MGT-10-6	SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$677.00	ĸ	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-02270-B010	SEL SteelCentrl Flow Gatewy SCFG2270B010	\$24,609.00	K	31% 31%	\$16,980.21	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED
5	SCFG-VE-F1 SCFG-VE-F10	SEL SteelCentralFlow GatewayVirEd,15KFPM SEL SteelCentrlFlow GatewayVirEdit.2MFPM	\$3,686.00 \$129,225.00	K	31%	\$2,543.34 \$89,165.25	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCFG-VE-F2	SEL SteelCentralFlow GatewayVirEd,30KFPM	\$7,378.00	K	31%	\$5,090.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCFG-VE-F3 SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,60KFPM SEL SteelCentralFlow GatewayVirEd,90KFPM	\$12,302.00 \$18,455.00	K K	31% 31%	\$8,488.38 \$12,733.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$22,148.00	K	31%	\$15,282.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	SCFG-VE-F6	SEL SteelCentralFlowGatewayVirEd,400KFPM	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCFG-VE-F7 SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,600KFPM SEL SteelCentralFlowGatewayVirEd,800KFPM	\$59,071.00 \$73,840.00		31% 31%	\$40,758.99 \$50,949.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCFG-VE-F9	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00	K	31%	\$59,442.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	SCNE-00470-B010 SCNE-470-B010-C	SEL SteelCentral NetExpress SCNE470-B010	\$27,071.00		31%	\$18,678.99	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5 5	SCNE-470-B010-C SCNE-VE-00470-F1	SEL SteelCentral NetExpress SCNE470-B10C SEL SteelCentralNetExpressVirEdit,15KFPM	\$27,071.00 \$24,609.00		31% 31%	\$18,678.99 \$16,980.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	SCNE-VE-00470-F2	SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCNE-VE-00470-F3 SCNE-VE-00470-F4	SEL SteelCentralNetExpressVirEdit,60KFPM SEL SteelCentralNetExpressVirEdit,90KFPM	\$66,455.00 \$91,071.00	K K	31% 31%	\$45,853.95 \$62,838.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	3314E-7 E-30470-14	OLE GIGGIOGI III MITTOLE APTICOGY II EGIL, OUTIT TI III	91,071.00	18	31/0	φυz,030.99	φυ.υυ	φυ.00	φυ.υυ	φυ.υυ	φυ.00	IN/A	

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BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	SCNE-VE-00470-F5	SEL SteelCentralNetExpressVirEd,120KFPM	\$108,302.00	K	31%	\$74,728.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-02270-B010 SCNP-2270-B10-C	SEL SteelCentrl NetProfiler SCNP2270B010 SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00 \$116,302.00	K K	31% 31%	\$80,248.38 \$80,248.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-4270-AN-B30	SEL SteelCentrlNetProfilrEnterprANModule	\$169,471.00	K	31%	\$116,934.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCNP4270-AN-B30C SCNP-4270-DB-B20	SEL SteelCentNetProf Ent AnalysisMod Cfg SEL SteelCentrlNetProfilrEnterprDBModule	\$169,471.00 \$70,886.00	K	31% 31%	\$116,934.99 \$48,911.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-4270-DP-B50	SEL SteelCntl Dispatch Enterprise Proflr	\$58,702.00	ĸ	31%	\$40,504.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCNP-4270-EX-B40 SCNP4270EX-B40-C	SEL SteelCentNetProfEntSCNP4270 Exp Mod SEL SteelCentNetPrfirEntSCNP4270ExpMdCfq	\$169,471.00 \$169,471.00	K	31% 31%	\$116,934.99 \$116,934.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-4270-UI-B10	SEL SteelCentiNetProf Ent UI Module	\$52,917.00	K	31%	\$36,512.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F1	SEL SteelCentrlNetProfilerVirEdit,15KFPM	\$11,071.00	K	31%	\$7,638.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F10 SCNP-VE-F2	SEL SteelCentralNetProfilerVirEdit,2MFPM SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$406,148.00 \$22,148.00	K	31% 31%	\$280,242.12 \$15,282.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F3	SEL SteelCentrlNetProfilerVirEdit,60KFPM	\$41,840.00	ĸ	31%	\$28,869.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F4 SCNP-VF-F5	SEL SteelCentrlNetProfilerVirEdit,90KFPM SEL SteelCentralNetProfilerVirEd,200KFPM	\$60,302.00 \$92,302.00	K	31% 31%	\$41,608.38 \$63,688.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	K	31%	\$93,410.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,600KFPM	\$196,917.00	K	31%	\$135,872.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F8 SCNP-VE-F9	SEL SteelCentralNetProfilerVirEd,800KFPM SEL SteelCentralNetProfilerVirEdit,1MFPM	\$233,840.00 \$270,763.00	K	31% 31%	\$161,349.60 \$186,826.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPRTL-FNDTN	SEL SteelCentral Portal	\$61,532.00	ĸ	31%	\$42,457.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCPS-001 SCPS-004	SEL SCPS on Steelhead 250 Series	\$1,225.00	K	31% 31%	\$845.25 \$7.212.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 2050 Series SEL SCPS on Steelhead 5050 Series	\$10,455.00 \$15,378.00	K	31%	\$7,213.95 \$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-006	SEL SCPS on Steelhead 6050 Series	\$30,148.00	K	31%	\$20,802.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCPS-007 SCPS-01A	SEL SCPS on Steelhead 7050 Series SEL SCPS on Steelhead 150 Series	\$40,609.00 \$1,225.00	K K	31% 31%	\$28,020.21 \$845.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 Series	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SCPS-VCX-004 SCPS-VCX-005	SEL SCPS on Virtual Steelhead 755 Series SEL SCPS on Virtual Steelhd 1555 Series	\$4,302.00 \$10,455.00	K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VSH-001	SEL SCPS on Virtual Steelhed 1555 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-002	SEL SCPS on Virtual Steelhead 550 Series	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCPS-VSH-003 SCPS-VSH-004	SEL SCPS on Virtual Steelhd 1050 Series SEL SCPS on Virtual Steelhd 2050 Series	\$4,302.00 \$10,455.00	K K	31% 31%	\$2,968.38 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VSH-01A	SEL SCPS on Virtual Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SFCR-3500-B010 SFCR-3500-B010-C	SEL SteelFusion Core, SFCR3500 SEL SteelFusion Core, SFCR3500	\$40,000.00 \$40,000.00	K	31% 31%	\$27,600.00 \$27,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-2100-B010	SEL SteelFusion Edge SFED 2100	\$24,609.00	K	31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-2100-B010-C	SEL SteelFusion Edge SFED 2100-C	\$24,609.00	K	31%	\$16,980.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SFED-2200-B010 SFED-2200-B010-C	SEL SteelFusion Edge SFED 2200 SEL SteelFusion Edge SFED 2200-C	\$30,763.00 \$30,763.00	K K	31% 31%	\$21,226.47 \$21,226.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-3100-B010	SEL SteelFusion Edge SFED 3100	\$49,225.00	K	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	SFED-3100-B010-C SFED-3200-B010	SEL SteelFusion Edge SFED 3100-C SEL SteelFusion Edge SFED 3100	\$49,225.00 \$73,840.00	K	31% 31%	\$33,965.25 \$50,949.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-3200-B010-C	SEL SteelFusion Edge SFED 3100-C	\$73,840.00	K	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SFED-5100-B010	SEL SteelFusion Edge SFED 5100	\$116,917.00	K	31%	\$80,672.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SFED-5100-B010-C SFP-003-LR	SEL SteelFusion Edge SFED 5100-C SEL Long Reach 10GbE SFP+ module	\$116,917.00 \$1,785.00	K K	31% 31%	\$80,672.73 \$1,231.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00	K	31%	\$721.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SFP-005-TX SFP-006-LX	SEL Copper 1GbE SFP module SEL Long haul 1GbE fiber SFP module	\$615.00 \$732.00	K	31% 31%	\$424.35 \$505.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	ĸ	31%	\$335.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SHA-150-B-M SMC-U-10-1	SEL Steelhead 150-M SELECT 10 SH MOBILE USER LIC (0-1)	\$2,455.00 \$2,449.00	K	31% 31%	\$1,693.95 \$1,689.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-1 SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (0-1) SELECT 10 SH MOBILE USER LIC (1001-2000)	\$2,449.00 \$1,452.00	K K	31%	\$1,689.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (2001-5000)	\$1,415.00	K	31%	\$976.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-2 SMC-U-10-3	SELECT 10 SH MOBILE USER LIC (2-3) SELECT 10 SH MOBILE USER LIC (4-10)	\$2,425.00 \$2,400.00	K	31% 31%	\$1,673.25 \$1,656.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,055.00	ĸ	31%	\$1,417.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-5 SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (26-50) SELECT 10 SH MOBILE USER LIC (51-100)	\$2,031.00 \$1,969.00	K	31% 31%	\$1,401.39 \$1,358.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-7	SELECT 10 SH MOBILE USER LIC (101-200)	\$1,908.00	K	31%	\$1,316.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (201-500)	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-9 SMC-VRT-V100	SELECT 10 SH MOBILE USER LIC (501-1000) SEL VirtualSMC manage10 concurrent users	\$1,477.00 \$7,378.00	K K	31% 31%	\$1,019.13 \$5,090.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	TRC-1-SFP-LX-C	SEL SFP - 1GbE LX	\$277.00	K	31%	\$191.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	TRC-1-SFPP-DAC-C TRC-1-SFPP-LR	SEL 10GbE DAC Twinax SEL SFP+ - 10GbE LR	\$302.00 \$1,471.00	K	31% 31%	\$208.38 \$1,014.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	TRC-1-SFPP-LR-C	SEL SFP+ - 10GbE LR SEL SFP+ - 10GbE LR	\$1,471.00	K	31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	TRC-1-SFPP-SR	SEL SFP+ - 10GbE SR	\$855.00	K	31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	TRC-1-SFPP-SR-C TRC-1-SFP-SX-C	SEL SFP+ - 10GbE SR SEL SFP - 1GbE SX	\$855.00 \$240.00	K K	31% 31%	\$589.95 \$165.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFCR3500-C1-C2	SEL Upgrade LIC-SFCR-03500-C1 to C2	\$11,323.00	K	31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	U-SFCR3500-C1-C3 U-SFCR3500-C2-C3	SEL Upgrade LIC-SECR-03500-C1 to C3	\$42,462.00 \$31,138.00	K K	31% 31%	\$29,298.78 \$21,485.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED2100-W1-W2	SEL Upgrade LIC-SFCR-03500-C2 to C3 SEL Upgrade LIC-SFED-02100-W1 to W2	\$31,138.00 \$11,323.00	K	31%	\$21,485.22 \$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	U-SFED2100-W1-W3	SEL Upgrade LIC-SFED-02100-W1 to W3	\$29,015.00	K	31%	\$20,020.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	U-SFED2100-W2-W3 U-SFED2200-W1-W2	SEL Upgrade LIC-SFED-02100-W2 to W3 SEL Upgrade LIC-SFED-02200-W1 to W2	\$17,692.00 \$7,077.00	K K	31% 31%	\$12,207.48 \$4,883.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED2200-W1-W3	SEL Upgrade LIC-SFED-02200-W1 to W3	\$28,308.00	ĸ	31%	\$19,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	U-SFED2200-W2-W3 U-SFED3100-W0-W1	SEL Upgrade LIC-SFED-02200-W2 to W3	\$21,231.00	K	31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	U-SFED3100-W0-W1 U-SFED3100-W0-W2	SEL Upgrade LIC-SFED-03100-W0 to W1 SEL Upgrade LIC-SFED-03100-W0 to W2	\$14,154.00 \$28,308.00	K K	31% 31%	\$9,766.26 \$19,532.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED3100-W0-W3	SEL Upgrade LIC-SFED-03100-W0 to W3	\$38,923.00	K	31%	\$26,856.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	U-SFED3100-W1-W2 U-SFED3100-W1-W3	SEL Upgrade LIC-SFED-03100-W1 to W2 SEL Upgrade LIC-SFED-03100-W1 to W3	\$14,154.00 \$24,769.00	K K	31% 31%	\$9,766.26 \$17,090.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED3100-W1-W3	SEL Upgrade LIC-SFED-03100-W1 to W3 SEL Upgrade LIC-SFED-03100-W2 to W3	\$24,769.00 \$10,615.00	K	31%	\$7,324.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	U-SFED3200-W0-W1	SEL Upgrade LIC-SFED-03200-W0 to W1	\$11,323.00	K	31%	\$7,812.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5	U-SFED3200-W0-W2	SEL Upgrade LIC-SFED-03200-W0 to W2	\$31,138.00	K	31%	\$21,485.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED

			I		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	U-SFED3200-W0-W3	SEL Upgrade LIC-SFED-03200-W0 to W3	\$45,292.00	K	31%	\$31,251.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	U-SFED3200-W1-W2 U-SFED3200-W1-W3	SEL Upgrade LIC-SFED-03200-W1 to W2 SEL Upgrade LIC-SFED-03200-W1 to W3	\$19,815.00 \$33,969.00	K K	31% 31%	\$13,672.35 \$23,438.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED3200-W2-W3	SEL Upgrade LIC-SFED-03200-W2 to W3	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	U-SFED5100-W0-W1 U-SFED5100-W0-W2	SEL Upgrade LIC-SFED-05100-W0 to W1 SEL Upgrade LIC-SFED-05100-W0 to W2	\$21,231.00 \$35,385.00	K K	31% 31%	\$14,649.39 \$24,415.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED5100-W1-W2	SEL Upgrade LIC-SFED-05100-W1 to W2	\$14,154.00	ĸ	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VCX-1555-H VCX-1555-L	SEL Virtual Steelhead 1555 High SEL Virtual Steelhead 1555 Low	\$42,825.00 \$29,778.00	K	31% 31%	\$29,549.25 \$20,546.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-1555-M	SEL Virtual Steelnead 1555 Mid	\$38,394.00	K	31%	\$26,491.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VCX-5055-H	SEL Virtual Steelhead 5055 High	\$113,225.00	K	31%	\$78,125.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VCX-5055-M VCX-555-H	SEL Virtual Steelhead 5055 Mid SEL Virtual Steelhead 555 High	\$73,594.00 \$12,917.00	K	31% 31%	\$50,779.86 \$8,912.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00	ĸ	31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	VCX-7055-L VCX-7055-M	SEL Virtual Steelhead 7055 Low SEL Virtual Steelhead 7055 Mid	\$147,194.00 \$203,809.00	K K	31% 31%	\$101,563.86 \$140,628.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-755-H	SEL Virtual Steelhead 755 High	\$22,763.00	ĸ	31%	\$15,706.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VCX-755-L	SEL Virtual Steelhead 755 Low	\$14,517.00	K	31%	\$10,016.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VCX-755-M VGC-1000-L	SEL Virtual Steelhead 755 Mid SEL VIRTUAL GRANITE CORE VGC 1000-L	\$16,978.00 \$17,225.00	K	31% 31%	\$11,714.82 \$11,885.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VGC-1000-M	SEL VIRTUAL GRANITE CORE VGC 1000-M	\$23,378.00	K	31%	\$16,130.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	VGC-1000-U VGC-1500-L	SEL VIRTUAL GRANITE CORE VGC 1000-U SEL Virtual Granite Core VGC 1500-L	\$9,840.00 \$29,532.00	K K	31% 31%	\$6,789.60 \$20,377.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VGC-1500-M	SEL Virtual Granite Core VGC 1500-E	\$40,609.00	ĸ	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VSH-150-M	SEL Virtual Steelhead 150 Mid	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VSH-250-H VSH-250-L	SEL VIRTUAL SH250 HIGH SEL VIRTUAL SH250 LOW	\$9,102.00 \$3,563.00	K	31% 31%	\$6,280.38 \$2,458.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VSH-250-M	SEL VIRTUAL SH250 MID	\$5,409.00	K	31%	\$3,732.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	VSK-00050 VSK-00200	SEL Virtual Cascade Shark 50-50 GB Disk SEL Virtual Cascade Shark 200-1 TB Disk	\$1,471.00 \$6,763.00	K	31% 31%	\$1,014.99 \$4,666.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VSK-00400	SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00	ĸ	31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	RIVERBED
5 5	XFP-001-LR XFP-002-SR	SEL Long Reach 10GbE fiber XFP module SEL Short Reach 10GbE fiber XFP module	\$1,662.00 \$1,169.00	K K	31% 31%	\$1,146.78 \$806.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ALTUSDEM30D	SEL 30 day Free Trial -ALTUS	\$1,169.00	K K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	ALTUS-LIC-N10	SELECT:LICENSE PER TB (1-10TB)	\$2,933.00	K	31%	\$2,023.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	ALTUS-LIC-N20 ALTUS-LIC-N30	SELECT: LICENSE PER TB (11-20TB) SELECT: License Per TB (21-30TB)	\$2,667.00 \$2,400.00	K K	31% 31%	\$1,840.23 \$1,656.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	ALTUS-LIC-N50	SELECT: LICENSE PER TB (31-50TB)	\$2,133.00	ĸ	31%	\$1,471.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	ALTUS-LIC-N99	SELECT: License Per TB (51 or >TB's)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	EASDEMO30D MIG-LIC-060	SEL 30 day Free Trial - EAS SEL: 1-60TB migrated per TB	\$0.00 \$2,000.00	K K	31% 31%	\$0.00 \$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	MIG-LIC-060P	SEL: 1-60TB migrated per TB (1M+/TB)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	MIG-LIC-120 MIG-LIC-120P	SEL: 61-120TBmigrated per TB SEL: 61-120TBmigrated per TB (1M+/TB)	\$1,700.00 \$2,040.00	K	31% 31%	\$1,173.00 \$1,407.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	MIG-LIC-240	SEL: 121-240TBmigrated per TB	\$1,400.00	ĸ	31%	\$966.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SEVEN10
5 5	MIG-LIC-240P MIG-LIC-360	SEL: 121-240TBmigrated per TB (1M+/TB) SEL: 241-360TBmigrated per TB	\$1,611.00 \$1,213.00	K	31% 31%	\$1,111.59 \$836.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	MIG-LIC-360P	SEL: 241-360TBmigrated per TB SEL: 241-360TBmigrated per TB (1M+/TB)	\$1,396.00	ĸ	31%	\$963.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	MIG-LIC-500	SEL: 361-500TBmigrated per TB	\$1,093.00	K	31%	\$754.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SEVEN10
5 5	MIG-LIC-500P MIG-LIC-O5H	SEL: 361-500TBmigrated per TB (1M+/TB) SEL: Over 500TBmigrated per TB	\$1,257.00 \$1,000.00	K K	31% 31%	\$867.33 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	MIG-LIC-O5HP	SEL: Over 500TBmigrated per TB (1M+/TB)	\$1,151.00	ĸ	31%	\$794.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SEVEN10
5 5	XAFS-LIC-060 XAFS-LIC-120	SEL: 1-60TB managed:Tiering+Sync SEL: 61-120TB managed:Tiering+Sync	\$1,667.00 \$1,500.00	K	31% 31%	\$1,150.23 \$1,035.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	XAFS-LIC-240	SEL: 121-240TB managed:Tiering+Sync	\$1,347.00	ĸ	31%	\$929.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	XAFS-LIC-360	SEL: 241-360TB managed:Tiering+Sync	\$1,213.00	K	31%	\$836.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	XAFS-LIC-500 XAFS-LIC-CLD	SEL: 361-500 managed:Tiering+Sync SEL: Cloud Archiving Gateway - 1Tier	\$1,093.00 \$1,000.00	K K	31% 31%	\$754.17 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	XAFS-LIC-O5H	SEL: 501TB+ managed:Tiering+Sync	\$987.00	K	31%	\$681.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SEVEN10
5 5	300068-001R 300069-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-2000 1 YR SUBSCRIPT RENEW INC MNT	\$1,251.00 \$5,013.00	K	31% 31%	\$863.19 \$3,458.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC MNT	\$10,031.00	ĸ	31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5	300071-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC MNT	\$14,420.00	K	31%	\$9,949.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300072-001R 300088-001	SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC MNT SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$43,895.00 \$624.00	K	31% 31%	\$30,287.55 \$430.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MNT	\$624.00	K	31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5 5	300089-001 300089-001R	SEL VX-6000 1 YR SUBSCRIPTION INC MNT SEL VX-6000 1 YR SUBSCRIPT RENEW INC MNT	\$20,691.00 \$20,691.00	K	31% 31%	\$14,276.79 \$14,276.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300090-001	SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$30,097.00	ĸ	31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC MNT	\$30,097.00	K	31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300103-001 300103-001R	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT SEL VX-8000 1 YR SUBSCRIPT RENEW INC MNT	\$43,895.00 \$43,895.00	K	31% 31%	\$30,287.55 \$30,287.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300104-001	SEL VX-9000 1 YR SUBSCRIPTION INC MNT	\$62,708.00	K	31%	\$43,268.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5 5	300104-001R 300105-001	SEL VX-9000 1 YR SUBSCRIPT RENEW INC MNT SEL VRX-2 1 YR SUBSCRIPTTION INC MNT	\$62,708.00 \$3,133.00	K K	31% 31%	\$43,268.52 \$2,161.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300105-001 300105-001R	SEL VRX-21 YR SUBSCRIPTION INC MINT SEL VRX-21 YR SUBSCRIPT RENEWAL INC MNT	\$3,133.00	K	31%	\$2,161.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	300106-001	SEL VRX-4 1 YR SUBSCRIPTION INC MNT	\$9,403.00	K	31%	\$6,488.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5 5	300106-001R 300121-001	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MNT SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$9,403.00 \$20,691.00	K K	31% 31%	\$6,488.07 \$14,276.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC MNT	\$20,691.00	ĸ	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00	K	31%	\$347.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500031-001 500032-001	SELECT NX-1700 4MBPS WAN ACCL SELECT NX-5700 50MBPS WAN ACCEL	\$3,961.00 \$30,594.00	K K	31% 31%	\$2,733.09 \$21,109.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500039-001	SELECT NX-8700 500MBPS WAN ACCL	\$147,328.00	ĸ	31%	\$101,656.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5 5	500040-001 500041-001	SELECT NX-2700 10MBPS WAN ACCEL SELECT NX-3700 20MBPS WAN ACCEL	\$13,028.00 \$22,661.00	K K	31% 31%	\$8,989.32 \$15,636.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500041-001	SELECT NX-7700 200MBPS WAN ACCEL SELECT NX-7700 200MBPS WAN ACCEL	\$62,328.00	K	31%	\$15,636.09 \$43,006.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	500043-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00	K	31%	\$140,755.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00	К	31%	\$20,097.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	500046-001	SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00	K	31%	\$1,560.09	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	, ,	SILVER PEAK
5 5	500048-001 500049-001	SELECT VX-3000; VIRTUAL; 20Mbps SELECT GMS-10 VIRTUAL WAN ACCL MNGT	\$20,260.00 \$5,661.00	K K	31% 31%	\$13,979.40 \$3,906.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500049-100	SELECT UPGRD VIRTUAL GMS-10 TO GMS-25	\$11,333.00	K	31%	\$7,819.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$22,667.00		31%	\$15,640.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500070-001 500075-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR	\$79,328.00 \$339,994.00	K K	31% 31%	\$54,736.32 \$234,595.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500101-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OPT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500113-001 500114-001	SEL VX-500 VIRTUAL 2Mbps 8K FLOWS SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS	\$1,128.00 \$37,394.00	K K	31% 31%	\$778.32 \$25,801.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500115-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS	\$54,394.00	K	31%	\$37,531.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5	500137-001 500138-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$79,328.00 \$113,328.00	K	31% 31%	\$54,736.32 \$78,196.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00	ĸ	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SILVER PEAK
5 5	500140-001 500163-001	SEL VRX-4, VELOCITY, 300GBPH SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER	\$16,994.00 \$453,328.00	K K	31% 31%	\$11,725.86 \$312,796.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500172-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT	\$43,061.00	K	31%	\$29,712.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500180-001 500187-001	SEL VRX-6, VELOCITY, 300Mbps SEL UNITY CLOUD INTELLIGENCE	\$37,394.00 \$5,667.00	K K	31% 31%	\$25,801.86 \$3,910.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	GA-10001B	SEL Spanning BU Google Base 10001-25000	\$5,667.00	K	31%	\$3,910.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-10001B-2Y	SEL Span BU 2Y Google Base 10001-25000	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001B-3Y GA-10001B-4Y	SEL Spanning BU 3Y Goog Base 10001-25000 SEL Span BU 4Y Google Base 10001-25000	\$45.00 \$54.00	K K	31% 31%	\$31.05 \$37.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-10001B-5Y	SEL Spanning BU 5Y Goog Base 10001-25000	\$62.00	K	31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001ES GA-10001ES-2Y	SEL SPANNING BU GOOGLE EDU STUD 10001+ SEL SPANNING BU 2Y GOOGLE EDU STUD 10K+	\$3.00 \$6.00	K K	31% 31%	\$2.07 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-10001ES-3Y	SEL Spanning BU 3Y Google EDU Stud 10k+	\$8.00	K	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001ES-4Y GA-10001ES-5Y	SEL Spanning BU 4Y Google EDU Stud 10k+ SEL Spanning BU 5Y Google EDU Stud 10k+	\$10.00 \$11.00	K	31% 31%	\$6.90 \$7.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1001E-S	SEL SPANNING BU GOOGLE EDU STUD 1001-10K	\$6.00	ĸ	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1001E-S-2Y GA-1001E-S-3Y	SEL SPANNING BU 2Y GOOGLE EDU STD 1K-10K SEL Spanning BU 3Y Google EDU Std 1k-10k	\$11.00 \$15.00	K K	31% 31%	\$7.59 \$10.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1001E-S-4Y	SEL Spanning BU 4Y Google EDU Std 1k-10k	\$19.00	ĸ	31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1001E-S-5Y GA-1B	SEL Spanning BU 5Y Google EDU Std 1k-10k SEL Spanning BU Google Base 1-500	\$22.00 \$40.00	K K	31% 31%	\$15.18 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1B GA-1B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 1-250	\$68.00	K	31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B-3Y	SEL Spanning BU 3Y Google Base 1-500	\$95.00	K	31%	\$65.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	GA-1B-4Y GA-1B-5Y	SEL Spanning BU 4Y Google Base 1-500 SEL Spanning BU 5Y Google Base 1-500	\$118.00 \$140.00	K K	31% 31%	\$81.42 \$96.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-A	SEL SPANNING BU GOOGLE EDU ADM 1-500	\$15.00	K	31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1E-A-2Y GA-1E-A-3Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 1-500 SEL Spanning BU 3Y Google EDU Adm 1-500	\$26.00 \$37.00	K K	31% 31%	\$17.94 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-A-4Y	SEL Spanning BU 4Y Google EDU Adm 1-500	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1E-A-5Y GA-1E-S	SEL Spanning BU 5Y Google EDU Adm 1-500 SEL SPANNING BU GOOGLE EDU STUD 1-1000	\$52.00 \$9.00	K K	31% 31%	\$35.88 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-S-2Y	SEL SPANNING BU 2Y GOOGLE EDU STUD 1-1K	\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1E-S-3Y GA-1E-S-4Y	SEL Spanning BU 3Y Google EDU Stud 1-1k SEL Spanning BU 4Y Google EDU Stud 1-1k	\$22.00 \$27.00	K K	31% 31%	\$15.18 \$18.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-S-5Y	SEL Spanning BU 5Y Google EDU Stud 1-1k	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1GOV GA-1GOV-2Y	SEL SPANNING BU GOOGLE GOV 1-500	\$34.00 \$57.00	K K	31% 31%	\$23.46 \$39.33	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1GOV-21 GA-1GOV-3Y	SEL SPANNING BU 2Y GOOGLE GOV 1-500 SEL Spanning BU 3Y Google Gov 1-500	\$80.00	K	31%	\$55.20	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPANNING
5	GA-1GOV-4Y	SEL Spanning BU 4Y Google Gov 1-500	\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1GOV-5Y GA-1NP	SEL Spanning BU 5Y Google Gov 1-500 SEL SPANNING BU GOOGLE NON PROF 1-500	\$118.00 \$29.00	K K	31% 31%	\$81.42 \$20.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-2Y	SEL SPANNING BU 2Y GOOGLE NON PROF 1-500	\$50.00	K	31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-1NP-3Y GA-1NP-4Y	SEL Spanning BU 3Y Google Non Prof 1-500 SEL Spanning BU 4Y Google Non Prof 1-500	\$71.00 \$87.00	K K	31% 31%	\$48.99 \$60.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-5Y	SEL Spanning BU 5Y Google Non Prof 1-500	\$102.00	K	31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-25001B GA-25001B-2Y	SEL SPANNING BU GOOGLE BASE 25001+ SEL SPANNING BU 2Y GOOGLE BASE 25001+	\$14.00 \$24.00	K K	31% 31%	\$9.66 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B-3Y	SEL Spanning BU 3Y Google Base 25001+	\$34.00	K	31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-25001B-4Y GA-25001B-5Y	SEL Spanning BU 4Y Google Base 25001+ SEL Spanning BU 5Y Google Base 25001+	\$40.00 \$46.00	K K	31% 31%	\$27.60 \$31.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001B	SEL Spanning BU Google Base 5001-10000	\$23.00	K	31%	\$15.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-5001B-2Y GA-5001B-3Y	SEL SPANNING BU 2Y GOOGLE BASE 5001-25K SEL Spanning BU 3Y GoogleBase 5001-10000	\$39.00 \$55.00	K K	31% 31%	\$26.91 \$37.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001B-4Y	SEL Span BU 4Y Google Base 5001-10000	\$68.00	K	31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-5001B-5Y GA-5001E-A	SEL Spanning BU 5Y GoogleBase 5001-10000 SEL SPANNING BU GOOGLE EDU ADM 5001+	\$80.00 \$9.00	K K	31% 31%	\$55.20 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A-2Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 5001+	\$16.00	ĸ	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001E-A-3Y GA-5001E-A-4Y	SEL Spanning BU 3Y Google EDU Adm 5001+	\$22.00 \$27.00	K K	31% 31%	\$15.18 \$18.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A-5Y	SEL Spanning BU 4Y Google EDU Adm 5001+ SEL Spanning BU 5Y Google EDU Adm 5001+	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5	GA-5001GOV	SEL SPANNING BU GOOGLE GOV 5001+	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001GOV-2Y GA-5001GOV-3Y	SEL SPANNING BU 2Y GOOGLE GOV 5001+ SEL Spanning BU 3Y Google Gov 5001+	\$37.00 \$52.00	K K	31% 31%	\$25.53 \$35.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	SPANNING SPANNING
5	GA-5001GOV-4Y	SEL Spanning BU 4Y Google Gov 5001+	\$64.00		31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001GOV-5Y GA-5001NP	SEL Spanning BU 5Y Google Gov 5001+ SEL SPANNING BU GOOGLE NON PROF 5001+	\$75.00 \$17.00	K K	31% 31%	\$51.75 \$11.73		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001NP-2Y	SEL SPANNING BU 2Y GOOGLE NON PROF 5001+	\$29.00	K	31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-5001NP-3Y GA-5001NP-4Y	SEL Spanning BU 3Y Google Non Prof 5001+ SEL Spanning BU 4Y Google Non Prof 5001+	\$40.00 \$49.00	K K	31% 31%	\$27.60 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001NP-5Y	SEL Spanning BU 5Y Google Non Prof 5001+	\$58.00	ĸ	31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-501B GA-501B-2Y	SEL Spanning BU Google Base 501-5000 SEL Spanning BU 2Y Google Base 501-5000	\$31.00 \$53.00	K K	31% 31%	\$21.39 \$36.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501B-3Y	SEL Spanning BU 3Y Google Base 501-5000	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-501B-4Y GA-501B-5Y	SEL Spanning BU 4Y Google Base 501-5000 SEL Spanning BU 5Y Google Base 501-5000	\$91.00 \$108.00		31% 31%	\$62.79 \$74.52		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
3	200.201		ψ100.00	^	0170	ψ14.02	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψ0.00	19/4	

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	GA-501E-A	SEL SPANNING BU GOOGLE EDU ADM 501-5K	\$12.00 \$21.00	K K	31% 31%	\$8.28 \$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPANNING SPANNING
5 5	GA-501E-A-2Y GA-501E-A-3Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 501-5K SEL Spanning BU 3Y Google EDU Adm 501-5k	\$29.00	K	31%	\$20.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	N/A	SPANNING
5 5	GA-501E-A-4Y GA-501E-A-5Y	SEL Spanning BU 4Y Google EDU Adm 501-5k	\$36.00 \$43.00	K	31% 31%	\$24.84 \$29.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501E-A-51 GA-501GOV	SEL Spanning BU 5Y Google EDU Adm 501-5k SEL SPANNING BU GOOGLE GOV 501-5000	\$28.00	K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 501-5000	\$47.00	K	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1471	SPANNING
5 5	GA-501GOV-3Y GA-501GOV-4Y	SEL Spanning BU 3Y Google Gov 501-5000 SEL Spanning BU 4Y Google Gov 501-5000	\$66.00 \$82.00	K	31% 31%	\$45.54 \$56.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501GOV-5Y	SEL Spanning BU 5Y Google Gov 501-5000	\$97.00	ĸ	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-501NP GA-501NP-2Y	SEL SPANNING BU GOOGLE NON PROF 501-5000 SEL SPANNING BU 2Y GOOGLE NON PRF 501-5K	\$23.00 \$39.00	K	31% 31%	\$15.87 \$26.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501NP-21 GA-501NP-3Y	SEL Spanning BU 3Y Google Non Prf 501-5k	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP-4Y	SEL Spanning BU 4Y Google Non Prf 501-5k	\$68.00	K	31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501NP-5Y GA-ARCH10001B	SEL Spanning BU 5Y Google Non Prf 501-5k SEL Span BU ARCH GAPP Base 10001-25000	\$80.00 \$5.00	K	31% 31%	\$55.20 \$3.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH10001ES	SEL Span BU ARCH GAPP EDU Stud 10001+	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-ARCH1001E-S GA-ARCH-1B	SEL Span BU ARCH GAPP EDU Stud 1001-10k	\$2.00	K K	31% 31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-1B GA-ARCH-1E-A	SEL Spanning BU ARCH GAPP Base 1-500 SEL Spanning BU ARCH GAPP EDU Adm 1-500	\$10.00 \$4.00	K	31%	\$6.90 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPANNING
5	GA-ARCH-1E-S	SEL Span BU ARCH GAPP EDU Stud 1-1000	\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-ARCH-1GOV GA-ARCH-1NP	SEL Spanning BU ARCH GAPP Gov 1-500 SEL Spanning BU ARCH GAPP Non Prof 1-500	\$9.00 \$7.00	K	31% 31%	\$6.21 \$4.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH25001B	SEL Spanning BU ARCH GAPP Base 25001+	\$4.00	ĸ	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-ARCH-5001B GA-ARCH5001E-A	SEL Span BU ARCH GAPP Base 5001-10000 SEL Spanning BU ARCH GAPP EDU Adm 5001+	\$6.00 \$2.00	K	31% 31%	\$4.14 \$1.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH5001GOV	SEL Spanning BU ARCH GAPP EDU Adili 3001+ SEL Spanning BU ARCH GAPP Gov 5001+	\$6.00	K	31%	\$1.30 \$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-5001NP	SEL Spanning BU ARCH GAPP Non Prof 5001+	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-ARCH-501B GA-ARCH501E-A	SEL Spanning BU ARCH GAPP Base 501-5000 SEL Spanning BU ARCH GAPP EDU Adm 501-5k	\$8.00 \$3.00	K K	31% 31%	\$5.52 \$2.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH501GOV	SEL Spanning BU ARCH GAPP Gov 501-5000	\$7.00	K	31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	GA-ARCH-501NP O365-10001B	SEL Span BU ARCH GAPP Non Prof 501-5000 SEL Spanning BU O365 Base 10001-25000	\$6.00 \$22.00	K K	31% 31%	\$4.14 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-10001B O365-10001B-2Y	SEL Spanning BU 2Y O365 Base 10001-25000	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001B-3Y	SEL Spanning BU 3Y O365 Base 10001-25000	\$51.00	K	31%	\$35.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-10001B-4Y O365-10001B-5Y	SEL Spanning BU 4Y O365 Base 10001-25000 SEL Spanning BU 5Y O365 Base 10001-25000	\$63.00 \$75.00	K K	31% 31%	\$43.47 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-10001ES	SEL Spanning BU O365 EDU Stud 10001+	\$3.00	K	31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-10001ES-2Y O365-10001ES-3Y	SEL Spanning BU 2Y O365 EDU Stud 10k+ SEL Spanning BU 3Y O365 EDU Stud 10k+	\$6.00 \$9.00	K K	31% 31%	\$4.14 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-10001ES-4Y	SEL Spanning BU 4Y O365 EDU Stud 10k+	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-10001ES-5Y	SEL Spanning BU 5Y O365 EDU Stud 10k+	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1001E-S O365-1001E-S-2Y	SEL Spanning BU 0365 EDU Stud 1001-10k SEL Spanning BU 2Y 0365 EDU Std 1k-10k	\$8.00 \$13.00	K K	31% 31%	\$5.52 \$8.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1001E-S-3Y	SEL Spanning BU 3Y O365 EDU Std 1k-10k	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-1001E-S-4Y O365-1001E-S-5Y	SEL Spanning BU 4Y O365 EDU Std 1k-10k SEL Spanning BU 5Y O365 EDU Std 1k-10k	\$22.00 \$26.00	K	31% 31%	\$15.18 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1B	SEL Spanning BU 0365 Base 1-500	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1B-2Y	SEL Spanning BU 2Y O365 Base 1-500	\$82.00	K	31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1B-3Y O365-1B-4Y	SEL Spanning BU 3Y O365 Base 1-500 SEL Spanning BU 4Y O365 Base 1-500	\$115.00 \$142.00	K K	31% 31%	\$79.35 \$97.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1B-5Y	SEL Spanning BU 5Y O365 Base 1-500	\$168.00	K	31%	\$115.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-1E-A O365-1E-A-2Y	SEL Spanning BU O365 EDU Adm 1-500 SEL Spanning BU 2Y O365 EDU Adm 1-500	\$18.00 \$32.00	K	31% 31%	\$12.42 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 1-500	\$45.00	ĸ	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1E-A-4Y O365-1E-A-5Y	SEL Spanning BU 4Y O365 EDU Adm 1-500	\$55.00 \$65.00	K	31% 31%	\$37.95 \$44.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1E-S	SEL Spanning BU 5Y O365 EDU Adm 1-500 SEL Spanning BU O365 EDU Stud 1-1000	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1E-S-2Y	SEL Spanning BU 2Y O365 EDU Stud 1-1k	\$19.00	K	31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1E-S-3Y O365-1E-S-4Y	SEL Spanning BU 3Y O365 EDU Stud 1-1k SEL Spanning BU 4Y O365 EDU Stud 1-1k	\$26.00 \$32.00	K	31% 31%	\$17.94 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1E-S-5Y	SEL Spanning BU 5Y O365 EDU Stud 1-1k	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-1GOV O365-1GOV-2Y	SEL Spanning BU 0365 Gov 1-500 SEL Spanning BU 2Y 0365 Gov 1-500	\$40.00 \$69.00	K	31% 31%	\$27.60 \$47.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1GOV-21	SEL Spanning BU 3Y O365 Gov 1-500	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1GOV-4Y	SEL Spanning BU 4Y O365 Gov 1-500	\$120.00	K	31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1GOV-5Y O365-1NP	SEL Spanning BU 5Y O365 Gov 1-500 SEL Spanning BU O365 Non Prof 1-500	\$142.00 \$35.00	K	31% 31%	\$97.98 \$24.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1NP-2Y	SEL Spanning BU 2Y O365 Non Prof 1-500	\$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-1NP-3Y O365-1NP-4Y	SEL Spanning BU 3Y O365 Non Prof 1-500 SEL Spanning BU 4Y O365 Non Prof 1-500	\$83.00 \$103.00	K	31% 31%	\$57.27 \$71.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1NP-5Y	SEL Spanning BU 5Y O365 Non Prof 1-500	\$103.00	K	31%	\$84.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B	SEL Spanning BU O365 Base 25001+	\$15.00	K	31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-25001B-2Y O365-25001B-3Y	SEL Spanning BU 2Y O365 Base 25001+ SEL Spanning BU 3Y O365 Base 25001+	\$26.00 \$37.00	K K	31% 31%	\$17.94 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	1471	SPANNING SPANNING
5	O365-25001B-4Y	SEL Spanning BU 4Y O365 Base 25001+	\$46.00	ĸ	31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5	O365-25001B-5Y	SEL Spanning BU 5Y O365 Base 25001+ SEL Spanning BU O365 Base 5001-10000	\$54.00	K	31% 31%	\$37.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	O365-5001B O365-5001B-2Y	SEL Spanning BU 0365 Base 5001-10000 SEL Spanning BU 2Y 0365 Base 5001-10000	\$28.00 \$47.00	K K	31% 31%	\$19.32 \$32.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001B-3Y	SEL Spanning BU 3Y O365 Base 5001-10000	\$66.00	K	31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-5001B-4Y O365-5001B-5Y	SEL Spanning BU 4Y O365 Base 5001-10000 SEL Spanning BU 5Y O365 Base 5001-10000	\$82.00 \$97.00	K	31% 31%	\$56.58 \$66.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001B-51	SEL Spanning BU 0365 EDU Adm 5001+	\$97.00 \$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A-2Y	SEL Spanning BU 2Y O365 EDU Adm 5001+	\$19.00	K	31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-5001E-A-3Y O365-5001E-A-4Y	SEL Spanning BU 3Y O365 EDU Adm 5001+ SEL Spanning BU 4Y O365 EDU Adm 5001+	\$26.00 \$32.00	K K	31% 31%	\$17.94 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001E-A-5Y	SEL Spanning BU 5Y O365 EDU Adm 5001+	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5	O365-5001GOV	SEL Spanning BU 0365 Gov 5001+	\$26.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	O365-5001GOV-2Y	SEL Spanning BU 2Y O365 Gov 5001+	\$44.00	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	O365-5001GOV-3Y	SEL Spanning BU 3Y O365 Gov 5001+	\$62.00	K	31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001GOV-4Y O365-5001GOV-5Y	SEL Spanning BU 4Y O365 Gov 5001+ SEL Spanning BU 5Y O365 Gov 5001+	\$77.00 \$91.00	K K	31% 31%	\$53.13 \$62.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001NP	SEL Spanning BU O365 Non Prof 5001+	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-5001NP-2Y O365-5001NP-3Y	SEL Spanning BU 2Y O365 Non Prof 5001+ SEL Spanning BU 3Y O365 Non Prof 5001+	\$35.00 \$49.00	K K	31% 31%	\$24.15 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001NP-4Y	SEL Spanning BU 4Y O365 Non Prof 5001+	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001NP-5Y	SEL Spanning BU 5Y O365 Non Prof 5001+	\$71.00	K	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501B O365-501B-2Y	SEL Spanning BU O365 Base 501-5000 SEL Spanning BU 2Y O365 Base 501-5000	\$37.00 \$63.00	K K	31% 31%	\$25.53 \$43.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501B-3Y	SEL Spanning BU 3Y O365 Base 501-5000	\$89.00	K	31%	\$61.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-501B-4Y O365-501B-5Y	SEL Spanning BU 4Y O365 Base 501-5000 SEL Spanning BU 5Y O365 Base 501-5000	\$109.00 \$129.00	K K	31% 31%	\$75.21 \$89.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501E-A	SEL Spanning BU 0365 EDU Adm 501-5k	\$15.00	K	31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501E-A-2Y	SEL Spanning BU 2Y O365 EDU Adm 501-5k	\$25.00 \$35.00	K	31% 31%	\$17.25 \$24.15	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501E-A-3Y O365-501E-A-4Y	SEL Spanning BU 3Y O365 EDU Adm 501-5k SEL Spanning BU 4Y O365 EDU Adm 501-5k	\$35.00 \$44.00	K K	31%	\$24.15 \$30.36	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501E-A-5Y	SEL Spanning BU 5Y O365 EDU Adm 501-5k	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501GOV O365-501GOV-2Y	SEL Spanning BU 0365 Gov 501-5000 SEL Spanning BU 2Y 0365 Gov 501-5000	\$34.00 \$57.00	K K	31% 31%	\$23.46 \$39.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	SPANNING SPANNING
5	O365-501GOV-3Y	SEL Spanning BU 3Y O365 Gov 501-5000	\$80.00	K	31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-501GOV-4Y	SEL Spanning BU 4Y 0365 Gov 501-5000	\$99.00	K K	31% 31%	\$68.31 \$80.73	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501GOV-5Y O365-501NP	SEL Spanning BU 5Y O365 Gov 501-5000 SEL Spanning BU O365 Non Prof 501-5000	\$117.00 \$28.00	K	31%	\$19.32	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501NP-2Y	SEL Spanning BU 2Y O365 Non Prf 501-5k	\$47.00	K	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501NP-3Y O365-501NP-4Y	SEL Spanning BU 3Y O365 Non Prf 501-5k SEL Spanning BU 4Y O365 Non Prf 501-5k	\$66.00 \$82.00	K K	31% 31%	\$45.54 \$56.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501NP-5Y	SEL Spanning BU 5Y O365 Non Prf 501-5k	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-ARCH-10001B O365-ARCH-1B	SEL Spanning ARCH O365 Base 10001-25000 SEL Spanning ARCH O365 Base 1-500	\$6.00 \$12.00	K	31% 31%	\$4.14 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-1E-A	SEL Spanning ARCH 0365 EDU Adm 1-500	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-1E-S	SEL Spanning ARCH 0365 EDU Stud 1-1000	\$3.00	K	31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	O365-ARCH-1GOV O365-ARCH-1NP	SEL Spanning ARCH O365 Gov 1-500 SEL Spanning ARCH O365 Non Prof 1-500	\$10.00 \$9.00	K K	31% 31%	\$6.90 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-25001B	SEL Spanning ARCH O365 Base 25001+	\$4.00		31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	O365-ARCH-5001B O365-ARCH-5001NP	SEL Spanning ARCH O365 Base 5001-10000 SEL Spanning ARCH O365 Non Prof 5001+	\$7.00 \$5.00	K K	31% 31%	\$4.83 \$3.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-501B	SEL Spanning ARCH 0365 Base 501-5000	\$9.00	ĸ	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-501E-A	SEL Spanning ARCH 0365 EDU Adm 501-5k	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-ARCH-501GOV O365-ARCH-501NP	SEL Spanning ARCH O365 Gov 501-5000 SEL Spanning ARCH O365 Non Prof 501-5000	\$9.00 \$7.00	K K	31% 31%	\$6.21 \$4.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1	SEL Spanning BU Salesforce 1-50	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1001 SFDC-1001-3Y	SEL Spanning BU Salesforce 1001-5000 SEL Spanning BU 3Y Salesforce 1001-5000	\$28.00 \$66.00	K	31% 31%	\$19.32 \$45.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-5Y	SEL Spanning BU 5Y Salesforce 1001-5000	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-3Y	SEL Spanning BU 3Y Salesforce 1-50	\$111.00	K	31%	\$76.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1-5Y SFDC-201	SEL Spanning BU 5Y Salesforce 1-50 SEL Spanning BU Salesforce 201-1000	\$162.00 \$32.00	K K	31% 31%	\$111.78 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$77.00	K	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	SFDC-201-5Y SFDC-5001	SEL Spanning BU 5Y Salesforce 201-1000 SEL Spanning BU Salesforce 5001+	\$112.00 \$23.00	K K	31% 31%	\$77.28 \$15.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-5001-3Y	SEL Spanning BU 3Y Salesforce 5001+	\$55.00	ĸ	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	SFDC-5001-5Y SFDC-51	SEL Spanning BU 5Y Salesforce 5001+ SEL Spanning BU Salesforce 51-200	\$82.00 \$37.00	K K	31% 31%	\$56.58 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51-3Y	SEL Spanning BU 3Y Salesforce 51-200	\$89.00	K K	31%	\$25.53 \$61.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-5Y	SEL Spanning BU 5Y Salesforce 51-200	\$131.00	K	31%	\$90.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-ORG-1Y SFDC-ORG-2Y	SEL Spanning BU 1Y Salesforce Org Unlmtd SEL Span BU 2Y Salesforce Org Unlimited	\$230,769.00 \$346,154.00		31% 31%	\$159,230.61 \$238,846.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-ORG-3Y	SEL Spanning BU 3Y Salesforce Org Unlmtd	\$461,538.00	ĸ	31%	\$318,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	SFDC-ORG-4Y SFDC-ORG-5Y	SEL Span BU 4Y Salesforce Org Unlimited SEL Spanning BU 5Y Salesforce Org Unlmtd	\$576,923.00 \$692,308.00	K	31% 31%	\$398,076.87 \$477,692.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-ORG-SB-1Y	SEL Spanning BU 1Y SF Org Sandbox Unlimt	\$69,231.00	K	31%	\$47,769.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5	SFDC-ORG-SB-2Y	SEL Span BU 2Y SF Org Sandbox Unlimited	\$103,847.00	K	31%	\$71,654.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-ORG-SB-3Y SFDC-ORG-SB-4Y	SEL Spanning BU 3Y SF Org Sandbox Unlimt SEL Span BU 4Y SF Org Sandbox Unlimited	\$138,462.00 \$173,077.00	K K	31% 31%	\$95,538.78 \$119,423.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-ORG-SB-5Y	SEL Spanning BU 5Y SF Org Sandbox Unlimt	\$207,692.00	K	31%	\$143,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPANNING
5 5	SPANNING-GOOGLE SPANNING-O365	SEL Spanning Backup for Google Apps SEL Spanning Backup for Office 365	\$40.00 \$48.00	K K	31% 31%	\$27.60 \$33.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SPANNING-SFDC	SEL Spanning Backup for Salesforce	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	3136SL	SEL: CORD, PWR, N5-15 C13,18AWG,6FT	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	5500SL 6349	SEL: CORD SET,4.5M,NEMA L6-20P SEL: CABLE;OPTICAL;50U;SC-LC;10M	\$84.00 \$208.00	K K	31% 31%	\$57.96 \$143.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	6803SL	SEL: CORD,POWER,220V,AUSTRALIA	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	6804SL 6805SL	SEL: CORD,POWER,220V,S.AFRICA-INDIA SEL: CORD,POWER,220V,UK	\$55.00 \$46.00	K K	31% 31%	\$37.95 \$31.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	6806SL	SEL: CORD,POWER,220V,ISRAEL	\$35.00	K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	6807SL	SEL: CORD, POWER, 220V, JAPAN	\$81.00		31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	6808SL 7029SL	SEL: CORD,POWER,220V,EUROPE SEL: CORD SET,4.5M,NEMA L6-30P	\$36.00 \$74.00	K K	31% 31%	\$24.84 \$51.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	7741SL	SEL: CORD,POWER,S. AFRICA	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	8147SL 8289SI	SEL: CORD SET,2.5M,NEMA5-15,IEC C19 SEL: CORD,PWR,N5-15 C13,14AWG,2M	\$76.00 \$9.00	K K	31% 31%	\$52.44 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	8296SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M SEL: CORD,POWER,C14-C13,16AWG,6FT	\$6.00		31%	\$6.21 \$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	8297SL	SEL: CORD,POWER,C14-C19,14AWG,6FT	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	8665SL 8840SI	SEL: CORD,POWER,60309-C19,15FT SEL: CABLE:EX:SAS:SFF8088-SF8088:2M	\$109.00 \$194.00		31% 31%	\$75.21 \$133.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90879028	SEL: FRU;TAPE;CLEAN;LTO;W-BARCODE	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90940740 90949024	SEL: RAMP,PYTHON,ADJUSTABLE SEL: FRU:LTO TERAPK COVER:NO MEDIA	\$1.00	K K	31% 31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
э	50343024	GLE. FRO, ETO TERMEN GOVER, NO WEDIM	\$395.00	^	3170	\$272.55	\$0.00	\$0.00	\$0.00	φυ.00	\$0.00	IN/A	SPECTRALOGIC

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	90949024-A	SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949030 90949030-F	SEL: PYTHON;CHAMBER-SLOT KEY ENABLE SEL: PYTHON;CHAMBER-SLOT KEY ENABLE	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030FIN-D	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN	\$1,112.00	K	31%	\$767.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949030FIN-F 90949030-J-D	SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT	\$1,308.00 \$1,112.00	K K	31% 31%	\$902.52 \$767.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A N/A	SPECTRALOGIC SPECTRALOGIC
5	90949030T380J	SEL: CHAMB/SLOT KEY ENABLE,T380 ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949030T380J-F 90949030T950-J	SEL: UPG,CHAMB/SLOT KEY,T380,ENT SEL: CHAMB/SLOT KEY ENABLE,T950 ENT	\$1,635.00 \$1,635.00	K K	31% 31%	\$1,128.15 \$1,128.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030T950-J-F	SEL: UPG,CHAMB/SLOT KEY,T950,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949030TFIN 90949030TFIN-J	SEL: CHAMBER-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE,TFIN ENT	\$1,308.00 \$1,635.00	K K	31% 31%	\$902.52 \$1,128.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949030TFIN-J-F	SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949048	SEL: FRU; TERAPACK W-O COVER; LTO	\$368.00	K	31%	\$253.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949099 90949099-F	SEL: T950;ENCRYPTION;PROFESSIONAL SEL: T950;ENCRYPTION;PROFESSIONAL	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949099FIN-F	SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949099TFIN 90949106	SEL: TFIN;ENCRYPTION;PROFESSIONAL SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST	\$6,538.00 \$56.00	K K	31% 31%	\$4,511.22 \$38.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949112T200	SEL: FRU;5-12V PWR SUPPLY;ROHS;T200	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949112T380 90949112T680	SEL: FRU;5-12V PWR SUPPLY;ROHS;T380 SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949118 90949120	SEL: FRU,TRANSPORTER,PYTH SEL: FRU;DBA;PYTHON;ROHS ONLY	\$19,615.00 \$6,148.00	K K	31% 31%	\$13,534.35 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949120T68-F	SEL: FRU;DBA;ROHS ONLY;T680	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949132	SEL: FRU;N 1 PWR SUPPLIES;ROHS ONLY	\$9,138.00	K	31%	\$6,305.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949135 90949156SL	SEL: TAPES;TERAPACK;CUST;LTO-4 SEL: CLN TPS X5,W TPK,BCD,CERT	\$522.00 \$328.00	K K	31% 31%	\$360.18 \$226.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949157SL	SEL: CLN TPS X10,W TPK,BCD,CERT	\$596.00	K	31%	\$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949166 90949166-F	SEL: FRU;5-12V PWRSUP;8AMP;ROHS SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00 \$3,877.00	K K	31% 31%	\$2,675.13 \$2,675.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949166FIN-F	SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949166TFIN 90949170SI	SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN SEL: FRU,MAINT TAPES,10-TPK,CERT	\$3,877.00 \$596.00	K K	31% 31%	\$2,675.13 \$411.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949170SL	SEL: FRU,MAINT TAPES, 10-TPK,CUST	\$596.00	K	31%	\$411.24 \$411.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949175SL	SEL: FRU,MAINT TAPES,5-TPK,CERT	\$328.00	K	31%	\$226.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949191 90949194-F	SEL: TAPES;20;WO-TPK;CUST;LTO-4 SEL: FRU;LTO-5;FC;FH;T950	\$997.00 \$22,652.00	K K	31% 31%	\$687.93 \$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949194FIN-F	SEL: FRU;LTO-5;FC;FH;TFIN	\$23,481.00	K	31%	\$16,201.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949194T20-F 90949194T38-F	SEL: FRU;LTO-5;FC;FH;T950 SEL: FRU:LTO-5:FC:FH:T380	\$22,652.00 \$22,652.00	K K	31% 31%	\$15,629.88 \$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949194T68-F	SEL: FRU;LTO-5;FC;FH;T680	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949219 90949221	SEL: TAPES;20;WO-TPK;CERT;LTO-5 SEL: TAPES:TERAPACK:CERT:LTO-5	\$922.00 \$495.00	K K	31% 31%	\$636.18 \$341.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949222	SEL: TAPES;TERAPACK;CUST;LTO-5	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949258	SEL: FRU;VAX;BUMPER;T950	\$55.00	K	31% 31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949259 90949259-F	SEL: SLS;SW KEY;DIRECT-CON;T950 SEL: FRU;SLS SW-KEY;DIRECT-CON;T950	\$6,538.00 \$6,538.00	K K	31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949261	SEL: FRU;TAPE;LTO-5;CERTIFIED	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949264 90949266	SEL: TAPES;TRPK;CERT;LTO5 WORM;T950 SEL: TAPES;TRPK;CUST;LTO5 WORM;T950	\$588.00 \$588.00	K K	31% 31%	\$405.72 \$405.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949294	SEL: TAPES;TPK;CERT;3592 JC	\$3,005.00	K	31%	\$2,073.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949295 90949298	SEL: TAPES;TPK;CUST;3592 JC SEL: FRU HP TRANSPORTER	\$3,005.00 \$32,692.00	K K	31% 31%	\$2,073.45 \$22,557.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949305-A	SEL: ACCESS TPK;W-O CVR;NO MED;3592	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949310SPL 90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CERT,3592 SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00 \$2,382.00	K K	31% 31%	\$1,643.58 \$1,643.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949312SPL	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592	\$1,352.00	ĸ	31%	\$932.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949334 90949349	SEL: FRU,TRANSPORTER,ENT SEL: TAPES;TPK:NO CVR;CERT;LTO-5	\$19,615.00 \$489.00	K K	31% 31%	\$13,534.35 \$337.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949350	SEL: TAPES;TPK;NO CVR;CLST;LTO-5	\$489.00	K	31%	\$337.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949357	SEL: FRU;UPG;SPECTRA LS;GEN III	\$11,077.00	K	31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949371 90949374SL	SEL: FRU,CABLES,T950,EXP,UPGRADE SEL: TAPES,LTO5,CUST,10,CASE,NOTPK	\$1.00 \$501.00	K K	31% 31%	\$0.69 \$345.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949375SL	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK	\$501.00	K	31%	\$345.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949382-F 90949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T950 SEL: FRU,UPG,LTO-6,FC,FH,T200	\$23,906.00 \$23,906.00	K K	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949382T38-F	SEL: FRU,UPG,LTO-6,FC,FH,T380	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949382T68-F 90949382TFI-F	SEL: FRU,UPG,LTO-6,FC,FH,T680 SEL: FRU,UPG,LTO-6,FC,FH,TFIN	\$23,906.00 \$24,781.00	K K	31% 31%	\$16,495.14 \$17.098.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949396	SEL: TAPES,TERAPACK,CERT,LTO-6	\$791.00	K	31%	\$545.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949397 90949398	SEL: TAPES,TERAPACK,CUST,LTO-6 SEL: TAPES,TPK NO CVR.CERT.LTO-6	\$791.00 \$784.00	K	31% 31%	\$545.79 \$540.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949399	SEL: TAPES,TPK,NO CVR,CERT,LTO-6 SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$784.00 \$784.00	K	31%	\$540.96 \$540.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949404	SEL: TAPES,20 TERAPACKS,CERT,LTO-6	\$15,815.00	K	31%	\$10,912.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949405 90949406	SEL: TAPES,20 TERAPACKS,CUST,LTO-6 SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6	\$15,815.00 \$15,681.00	K K	31% 31%	\$10,912.35 \$10,819.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949408	SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,515.00	K	31%	\$1,045.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949410 90949412	SEL: FRU,TAPE,LTO-6,CERTIFIED SEL: TAPES,LTO6,10,CERT,CASE,NOTPK	\$78.00 \$770.00	K K	31% 31%	\$53.82 \$531.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949414SL	SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$954.00	ĸ	31%	\$658.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949415SL 90949437	SEL: TAPES,TRPK,CERT,LTO6 WORM,T950 SEL: FRU,SPECTRA LS,TFIN	\$954.00 \$6,538.00	K	31% 31%	\$658.26 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949439	SEL: FRU,EDBA,PYTHON	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949440 90949440-F	SEL: FRU,LTO-5,FC,FH,IMPACT,T950 SEL: FRU,LTO-5,FC,FH,IMPACT,T950	\$22,652.00 \$22,652.00	K K	31% 31%	\$15,629.88 \$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949440FIN-F	SEL: FRU,LTO-5,FC,FH,IMPACT,TFIN	\$23,481.00		31%	\$16,201.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	90949440T200	FRU,LTO-5,FC,FH,IMPACT,T200	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949440T20-F 90949440T380	SEL: FRU,LTO-5,FC,FH,IMPACT,T200 FRU,LTO-5,FC,FH,IMPACT,T380	\$22,652.00 \$22,652.00	K K	31% 31%	\$15,629.88 \$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949440T38-F	SEL: FRU,LTO-5,FC,FH,IMPACT,T380	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949440T680 90949440T68-F	FRU,LTO-5,FC,FH,IMPACT,T680 SEL: FRU,LTO-5,FC,FH,IMPACT,T680	\$22,652.00 \$22,652.00	K K	31% 31%	\$15,629.88 \$15,629.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949440TFIN	FRU,LTO-5,FC,FH,IMPACT,TFIN	\$22,652.00	K	31%	\$15,629.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949442 90949442-F	SEL FRU,LTO-6,FC,FH,IMPACT SEL UPG,FRU,LTO-6,FC,FH,IMPACT	\$23,906.00 \$23,906.00	K K	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442T200	SEL FRU,LTO-6,T200,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949442T380 90949442T38-F	SEL FRU,LTO-6,T380,FC,FH,IMPACT SEL UPG,LTO-6,T380,FC,FH,IMPACT	\$23,906.00 \$23,906.00	K K	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442T680	SEL FRU,LTO-6,7680,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949442T68-F 90949442TFI-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT SEL UPG,LTO-6,TFIN,FC,FH,IMPACT	\$23,906.00 \$24,781.00	K K	31% 31%	\$16,495.14 \$17,098.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442TFIN	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT	\$24,761.00	ĸ	31%	\$17,096.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949443T3	SEL: FRU,TS1140,DRV,T950,IMPACT,T3	\$49,563.00	K	31%	\$34,198.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949468 90949469	SEL: TAPES,TERAPACK,CERT,LTO-6,MP SEL: TAPES,TERAPACK,CUST,LTO-6,MP	\$751.00 \$751.00	K K	31% 31%	\$518.19 \$518.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949470	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP	\$744.00	K	31%	\$513.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949472 90949476	SEL: TAPES,20 TPKS,CERT,LTO-6,MP SEL: TAPES,20,WO-TP,CERT,LTO-6,MP	\$15,008.00 \$1,434.00	K K	31% 31%	\$10,355.52 \$989.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949488-F	SEL: UPG,SLS,SW-KEY,QIP-CON,T950	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949489 90949489-F	SEL: SLS,SW-KEY,QIP-CON,TFIN SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949538-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949538TFIN 90949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00 \$4,154.00	K K	31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949539-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B	\$4,154.00	ĸ	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949539TFIN	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949539TFIN-F 90949553	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU LS SD CARD IND TFIN	\$4,154.00 \$1.00	K K	31% 31%	\$2,866.26 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949554	SEL: FRU LS SD CARD IND T-SERIES	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949558T2 90949558T2-F	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00 \$49,846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949558T380T2	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	ĸ	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949558TFINT2 90949558TFINT2-F	SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2 SEL: UPG.TS1150,DRV.TFIN,IMPACT,T2	\$49,846.00 \$49,846.00	K K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949559TFINT2-F	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949565 90949566	SEL: TAPES,20 TPK,CUST,3592 JD SEL: TAPES,TPK,CERT,3592 JD	\$93,692.00 \$4,685.00	K K	31% 31%	\$64,647.48 \$3,232.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD	\$4,685.00	ĸ	31%	\$3,232.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578	SEL: FRU,RIM2,T950	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578-F 90949578T200	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T200	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578T200-F	SEL: FRU,RIM2,T200	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949578T380 90949578T380-F	SEL: FRU,RIM2,T380 SEL: FRU,RIM2,T380	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00	ĸ	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578T680-F 90949578TFIN	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00	K K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90949578TFIN-F	SEL: FRU,RIM2,TFIN SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00	K	31%	\$8,598.78 \$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949581	SEL:PREPUR,NEW,LTO-7,FC,T950	\$6,231.00	K	31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949582 90949584	SEL:PREPUR,NEW,LTO-7,FC,TFIN SEL:PREPUR,UPG,LTO-7,FC,ADAPT,T950	\$6,231.00 \$6,231.00	K K	31% 31%	\$4,299.39 \$4,299.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949585	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,TFIN	\$6,231.00	ĸ	31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949613 90949614	SEL: TAPES,TERAPACK,CERT,LTO-7 SEL: TAPES,TERAPACK,CUST,LTO-7	\$2,518.00 \$2,518.00	K K	31% 31%	\$1,737.42 \$1,737.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615T200-F	SEL: FRU,UPG,LTO-7,FC,FH,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949615T380-F 90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T380 SEL: FRU,UPG,LTO-7,FC,FH,T680	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,TFIN	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949616 90949616-F	SEL: FRU,LTO-7,FC,FH,IMPACT,T950 SEL: UPG,LTO-7,FC,FH,IMPACT,T950	\$24,600.00 \$24.600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949616T200	SEL: FRU,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	ĸ	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949616T200-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T200	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949616T380 90949616T380-F	SEL: FRU,LTO-7,FC,FH,IMPACT,T380 SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00 \$24.600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949616T680	SEL: FRU,LTO-7,FC,FH,IMPACT,T680	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949616T680-F 90949616TFIN	SEL: UPG,LTO-7,FC,FH,IMPACT,T680 SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90949621	SEL: FRU,BRUSHES,TFIN,CARBON	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949625 90949626	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949628 90949629	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949635	SEL: FRU,MEDIA,PWR RAILS,GZ,DPG KIT SEL: TPK,LTO-7,CERT,NCVR	\$2,511.00	K	31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949636	SEL: TPK,LTO-7,CUST,NCVR	\$2,511.00	K	31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949637 90949638	SEL: 20TPK,LTO-7,CERT SEL: 20TPK,LTO-7,CUST	\$50,341.00 \$50,341.00	K K	31% 31%	\$34,735.29 \$34,735.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949639	SEL: 20TPK,LTO-7,CERT,NCVR	\$50,077.00	K	31%	\$34,553.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949640 90949641	SEL: 20TPK,LTO-7,CUST,NCVR SEL: TAPES,LTO-7,CERT,CLAM20	\$50,077.00	K K	31%	\$34,553.13	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
э	JU343U41	OLE. THE EGILTO-FIGURATION FAMILIES	\$4,971.00	11	31%	\$3,429.99	\$0.00	\$0.00	φυ.υ0	φυ.00	\$0.00	IN/A	SPECTRALOGIC

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20	\$4,971.00	K	31%	\$3,429.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949643 90949644	SEL: FRU,TAPE,LTO-7,CERT SEL: FRU,TAPE,LTO-7,CUST	\$251.00 \$251.00	K K	31% 31%	\$173.19 \$173.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949645	SEL: TAPES,LTO-7,CERT,CASE10	\$2,492.00	K	31%	\$1,719.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90949646 90959034	SEL: TAPES,LTO-7,CUST,CASE10 SEL: FRU;T120;COD;5 SLOT KEY	\$2,492.00 \$647.00	K K	31% 31%	\$1,719.48 \$446.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	K	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90959042 90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120 SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22 \$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959209-F	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90959226 90959240	SEL: FRU;N 1 POWER PACK;ROHS ONLY SEL: FRU;DRIVE SHELF;HH;T120	\$2,769.00 \$24.00	K K	31% 31%	\$1,910.61 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90959245 90959247	SEL: TAPES;TERAPACK;CUST;LTO-5;T120 SEL: FRU:LTO-5:HH:FC:T120	\$452.00 \$16,989.00	K K	31% 31%	\$311.88 \$11,722.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959247-F	SEL: FRU;LTO-5;HH;FC;UPGRD;T120	\$16,989.00	ĸ	31%	\$11,722.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959248-F	SEL: FRU;LTO-5;HH;SAS;UPGRD;T120	\$15,773.00	K K	31%	\$10,883.37	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959257 90959261	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120 SEL: FRU,LTO-6,HH,FC,T120	\$446.00 \$18,822.00	K	31% 31%	\$307.74 \$12,987.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959261-F	SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$18,822.00	K	31%	\$12,987.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90959262 90959262-F	SEL: FRU,LTO-6,HH,SAS,T120 SEL: FRU,LTO-6,HH,SAS,UPGRD,T120	\$17,662.00 \$17,662.00	K K	31% 31%	\$12,186.78 \$12,186.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959268	SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120	\$684.00	K	31%	\$471.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90959272 90959274	SEL: TAPES,TERAPACK,CERT,LTO-6,T120 SEL: TAPES,TPK,CERT,LTO-6,T120,MP	\$691.00 \$658.00	K K	31% 31%	\$476.79 \$454.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959276	SEL: TPK,NOCVR,CERT,LT06,T120,MP	\$651.00	ĸ	31%	\$449.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	90959289 90959290	SEL:PREPUR,LTO-7,FC,HH,T120 SEL:PREPUR,LTO-7,SAS,HH,T120	\$5,077.00 \$5,000.00	K	31% 31%	\$3,503.13 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959295	SEL: FRU,LTO-7,HH,FC,T120	\$19,428.00	K K	31%	\$3,450.00 \$13,405.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120	\$19,554.00	K	31%	\$13,492.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90959296 90959296-F	SEL: FRU,LTO-7,HH,SAS,T120 SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00 \$17,535.00	K K	31% 31%	\$12,099.15 \$12,099.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959297	SEL: TPK,LTO-7,CERT,120,NCVR	\$2,062.00	K	31%	\$1,422.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90959298 90959301	SEL: TPK,LTO-7,CUST,120,NCVR SEL: TPK,LTO-7,CERT,120	\$2,062.00 \$2,069.00	K K	31% 31%	\$1,422.78 \$1,427.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959302	SEL: TPK,LTO-7,CUST,120	\$2,069.00	ĸ	31%	\$1,427.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00	K	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979018-F 90979438	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E SEL: T50,ENCRYPTION,PROFESSIONAL	\$3,269.00 \$6,538.00	K K	31% 31%	\$2,255.61 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979438-F	SEL: T50;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90979471 90979471-F	SEL: FRU;POWER SUPPLY;T50E SEL: FRU:UPGRD:POWER SUPPLY:T50E	\$1,149.00 \$1.149.00	K K	31% 31%	\$792.81 \$792.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979473	SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90979476 90979476U-F	SEL: COD-KEY;5 SLOT;T50E SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00 \$647.00	K K	31% 31%	\$446.43 \$446.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979478	SEL: COD-KEY;1 SLOT;T50E	\$129.00	ĸ	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979478-F	SEL: FRU;COD-KEY;1 SLOT;T50E	\$129.00	K	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90979488 90979488-F	SEL: FRU;LTO-5;FC;HH;T50E SEL: FRU;LTO-5;FC;HH;T50E	\$8,193.00 \$7,904.00	K K	31% 31%	\$5,653.17 \$5,453.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979497-F	SEL: FRU;LTO-5;SAS;HH;T50E	\$6,687.00	K	31%	\$4,614.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90979510 90979510-F	SEL: FRU,LTO-6,FC,HH,T50E SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,796.00 \$9,796.00	K K	31% 31%	\$6,759.24 \$6,759.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979511	SEL: FRU,LTO-6,SAS,HH,T50E	\$8,578.00	ĸ	31%	\$5,918.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	90979511-F 90979519	SEL: FRU,UPG,LTO-6,SAS,HH,T50E SEL:PREPUR,LTO-7,SAS,HH,T50E	\$8,578.00 \$4,615.00	K K	31% 31%	\$5,918.82 \$3,184.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979520	SEL:PREPUR,LTO-7,FC,HH,T50E	\$4,923.00	ĸ	31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00	K	31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979523-F 90979524	SEL: UPG,LTO-7,HH,FC,T50E SEL: FRU,LTO-7,SAS,HH,T50E	\$10,975.00 \$10,092.00	K	31% 31%	\$7,572.75 \$6,963.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979524-F	SEL: UPG,LTO-7,HH,SAS,T50E	\$10,092.00	K	31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	91019814T200 91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE;T200 SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	91019814T38-F 91019814T680	SEL: FRU;CHAMBER-SLOT KEY;T380 SEL: CHAMBER-SLOT KEY ENABLE;T680	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814T68-F	SEL: FRU;CHAMBER-SLOT KEY;T680	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019816	SEL: ENCRYPTION;PRO;T200-380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019816-F 91019817	SEL: FRU;ENCRYPTON;PRO;T200-380-680 SEL: SLS SFTWR KEY:QIP-RIM-CONN:BOA	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019817-F	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	91019818 91019818-F	SEL: SLS SFTWR KEY;DIRECT-CONN;T200 SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019824	SEL: RACK;STANDARD 19 INCH	\$4,015.00	K	31%	\$2,770.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	91019832 91019832-F	SEL: SLS SW KEY;DIRECTCONN;T380-680 SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019832-F 91019873	SEL: FRU;SLS SW-KEY;DIRECT;T380-680 SEL:PREPUR,NEW,LTO-7,FC,BOA	\$6,538.00 \$6,231.00		31% 31%	\$4,511.22 \$4,299.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019874	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,BOA	\$6,231.00	K	31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	9198 9313	SEL: CNTR,SFP,8GB,850NM,OPTICAL SEL: CABLEOPTICAL50ULC-LC10M	\$263.00 \$187.00	K K	31% 31%	\$181.47 \$129.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	9314	SEL: CABLE,OPTICAL,50U,LC-LC,20M	\$235.00	K	31%	\$162.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	9594SL T120-6-H-A-2-30	SEL: CORD,4.5M,L6-20P / LOCKING C19 SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$75.00 \$37,890.00	K K	31% 31%	\$51.75 \$26,144.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$39,198.00	K	31%	\$27,046.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6HA-3-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S	\$50,019.00		31%	\$34,513.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	T120-6HA-4-50 T120-6-H-F-2-30	SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S SEL: T120BUNDLE 2 LTO-6 HH FC 30S	\$61,788.00 \$43,088.00	K K	31% 31%	\$42,633.72 \$29,730.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-6HF-2-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00	K	31%	\$30,633.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	T120-6HF-3-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S	\$56,198.00	K	31%	\$38,776.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC

						NVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1	111 22422 1	LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	T120-6HF-4-50	SEL: T120BUNDLE,4 LTO-6,HH,FC,50S	\$68,556.00 \$39.885.00	K	31%	\$47,303.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5	T120-7-H-A-2-30 T120-7-H-A-2-50	SEL: T120BUNDLE,2 LTO-7,HH,SAS,30S SEL: T120BUNDLE,2 LTO-7,HH,SAS,50S	\$39,885.00	K K	31% 31%	\$27,520.65 \$27,520.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-A-3-50	SEL: T120BUNDLE,3 LTO-7,HH,SAS,50S	\$52,177.00	K	31%	\$36,002.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T120-7-H-A-4-50 T120-7-H-F-2-30	SEL: T120BUNDLE,4 LTO-7,HH,SAS,50S SEL: T120BUNDLE,2 LTO-7,HH,FC.30S	\$63,423.00 \$45,638.00	K K	31% 31%	\$43,761.87 \$31,490.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-F-2-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,50S	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T120-7-H-F-3-50 T120-7-H-F-4-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S SEL: T120BUNDLE,4 LTO-7,HH,FC,50S	\$58,192.00 \$70,485.00	K K	31% 31%	\$40,152.48 \$48,634.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120D-S-L-1	SEL: T120BUNDLE;1 LTO-5;HH;SAS;30S	\$18,917.00	K	31%	\$13,052.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T120D-SL-2-50 T120D-SL-3-50	SEL: T120BUNDLE;2 LTO-5;HH;SAS;50S SEL: T120BUNDLE;3 LTO-5;HH;SAS;50S	\$32,768.00 \$42,955.00	K K	31% 31%	\$22,609.92 \$29,638.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120D-SL-4-50	SEL: T120BUNDLE;4 LTO-5;HH;SAS;50S	\$54,688.00	K	31%	\$37,734.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120D-S-M-1	SEL: T120BUNDLE;1 LTO-5;HH;FC;30S	\$22,701.00	K	31%	\$15,663.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T120D-SM-2-50 T120D-SM-3-50	SEL: T120BUNDLE;2 LTO-5;HH;FC;50S SEL: T120BUNDLE:3 LTO-5:HH;FC:50S	\$39,076.00 \$48,632.00	K K	31% 31%	\$26,962.44 \$33,556.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T120D-SM-4-50	SEL: T120BUNDLE;4 LTO-5;HH;FC;50S	\$59,608.00	K	31%	\$41,129.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T200-DBA-1 T200-DBA-2	SEL: T200;BASE UNIT W- 1 DBA SEL: T200;BASE UNIT W- 2 DBA	\$47,574.00 \$54,112.00	K K	31% 31%	\$32,826.06 \$37,337.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T380-DBA-2 T380-DBA-3	SEL: T380;BASE UNIT W- 2 DBA SEL: T380;BASE UNIT W- 3 DBA	\$73,074.00 \$78,958.00	K K	31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W- 2 DBA	\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T380-J-DBA-3 T50E-5-H-A-1	SEL: T380 ENT,BASE UNIT W- 3 DBA SEL: T50E;LTO-5;HH;SAS;1DR;10S	\$78,958.00 \$12,750.00	K K	31% 31%	\$54,481.02 \$8,797.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T50E-5-HA2-25	SEL: T50E;LTO5;HH;SAS;2DR;25S	\$21,577.00	K	31%	\$14,888.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T50E-5-H-F-1 T50E-5-HF2-25	SEL: T50E;LTO5;HH;FIBRE;1DR;10S SEL: T50E;LTO5;HH;FIBRE;2DR;25S	\$15,627.00 \$23,212.00	K K	31% 31%	\$10,782.63 \$16,016.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T50E-7-H-A-1-10	SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$16,346.00	K	31%	\$11,278.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T50E-7-H-A-2-25 T50E-7-H-F-1-10	SEL: T50E,LTO-7,HH,SAS,2DR,25S SEL: T50E,LTO-7,HH,FIBRE,1DR,10S	\$24,715.00 \$20,269.00	K K	31% 31%	\$17,053.35 \$13,985.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T50E-7-H-F-2-25	SEL: T50E,LTO-7,HH,FIBRE,2DR,25S	\$28,769.00	ĸ	31%	\$19,850.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T680-DBA-1 T680-DBA-2	SEL: T680;BASE UNIT W- 1 DBA SEL: T680;BASE UNIT W- 2 DBA	\$102,366.00 \$108,251.00	K K	31% 31%	\$70,632.54 \$74,693.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T680-DBA-3	SEL: T680;BASE UNIT W- 2 DBA SEL: T680;BASE UNIT W- 3 DBA	\$114,135.00	K	31%	\$78,753.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9502FRMEXP	SEL: T950 2 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T9503FRMEXP T9504FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT SEL: T950 4 FRM HAX EXPANSION KIT	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	T9506FRMEXP T9508FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT SEL: T950 8 FRAME HAX EXPANSION KIT	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B1D	SEL: T950B WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T950B3D3T T950B3D3TDVXP	SEL: T950 W-3 DBA'S & 3 TBA'S SEL: T950 DRV EXP 3D 3T	\$112,658.00 \$49,758.00	K K	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B6D0DVXP	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950B6D0T T950B6D0TDX-F	SEL: T950 W- 6 DBA'S & 0 TBA'S SEL: T950 DRV EXP 6D 0T	\$128,808.00 \$63,292.00	K K	31% 31%	\$88,877.52 \$43,671.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B-J-1D	SEL: T950B ENT 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T950B-J-3D T950B-J3DDVXP	SEL: T950B ENT 3 DBA SEL: T950B ENT DRV EXP 3DBA	\$112,658.00 \$49,758.00	K K	31% 31%	\$77,734.02 \$34,333.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJ3DDVXPF	SEL: FRU,T950B ENT DRV EXP 3DBA	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T950B-J-6D T950B-J6DDVXP	SEL: T950B ENT 6 DBA SEL: T950B ENT DRV EXP 6DBA	\$128,808.00 \$63,292.00	K K	31% 31%	\$88,877.52 \$43,671.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJ6DDVXPF	SEL: FRU,T950B ENT DRV EXP 6DBA	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	T950B-JMEDEXF T950BJMEDIAEX	SEL: FRU,T950 ENT MEDIA EXP FRAME SEL: T950B ENT MEDIA EXP	\$26,023.00 \$26,023.00	K K	31% 31%	\$17,955.87 \$17,955.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMULTI1D	SEL: T950B ENT,MULTI,1 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950BJMULTI3D T950BJMULTI6D	SEL: T950B ENT,MULTI,3 DBA SEL: T950B ENT,MULTI,6 DBA	\$112,658.00 \$128,808.00	K K	31% 31%	\$77,734.02 \$88,877.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDBLK-F	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T950BMEDBULK T950BMEDEX-F	SEL: T950,LEFT,MED,EX,FRAME,W-BULK SEL: T950 MEDIA ONLY EXPANSN FRAME	\$45,769.00 \$26,023.00	K K	31% 31%	\$31,580.61 \$17,955.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	T950BMEDLBLKJ T950BMULT1D	SEL: T950B ENT BULK TAP SEL: T950,MULTI,WITH 1 DBA	\$45,769.00 \$112,658.00	K K	31% 31%	\$31,580.61 \$77,734.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	T950BMULT6D0T TFIN3D3T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S SEL: TFIN W-3 DBA'S & 3 TBA'S	\$128,808.00 \$122,923.00	K K	31% 31%	\$88,877.52 \$84,816.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3TDVX-F	SEL: TFIN;UPG;DRV EXP 3D 3T	\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN3D3TDVXP TFIN6D0T	SEL: TFIN DRV EXP 3D 3T SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$57,538.00 \$142.538.00	K	31% 31%	\$39,701.22 \$98.351.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN6D01 TFIN6D0TDVX-F	SEL: TFIN:UPG:DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN6D0TDVXP	SEL: TFIN DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	TFINBSB-LEFT TFINBSBLFT-F	SEL: TFIN BULK SERV BAY;LEFT SEL: FRU;TFIN BULK SV BAY;LEFT	\$58,846.00 \$58,846.00		31% 31%	\$40,603.74 \$40,603.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	TFIN-BSB-RIGHT TFIN-J3D3S	SEL: TFIN BULK SERV BAY,RIGHT WITH ROBOT SEL: TFIN ENT 3D 3S	\$91,538.00 \$122,923.00	K K	31% 31%	\$63,161.22 \$84,816.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ3D3SDVXP	SEL: TFIN ENT DRV EXP 3D 3S	\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	TFINJ3D3SDX-F TFIN-J6D0S	SEL: FRU;TFIN ENT DRV EXP 3D 3S SEL: TFIN ENT 6D 0S	\$57,538.00 \$142,538.00	K K	31% 31%	\$39,701.22 \$98,351.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJ6D0SDVXP	SEL: TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5	TFINJ6D0SDX-F	SEL: FRU;TFIN ENT DRV EXP 6D 0S SEL: TFIN ENT BULK SERV BAY:LEFT	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	TFINJBSBLEFT TFINJBSBLFT-F	SEL: TFIN ENT BULK SERV BAY;LEFT SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00 \$58,846.00		31% 31%	\$40,603.74 \$40,603.74		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00		31%	\$40,603.74		\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC

			ĺ		N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	TFIN-J-BSB-RIGHT TFINJMEDEX-F	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT SEL: FRU;TFIN ENT MEDIA EXP FRAME	\$91,538.00 \$26,154.00	K K	31%	\$63,161.22	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJMEDIAEXP	SEL: TFIN ENT MEDIA EXP	\$26,154.00	K	31% 31%	\$18,046.26 \$18,046.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	N/A	SPECTRALOGIC
5	TFINJSBLEFT TFINJSBLEFT-F	SEL: TFIN ENT SERV BAY;LEFT SEL: FRU:TFIN ENT SERV BAY;LEFT	\$45,769.00 \$45,769.00	K K	31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJSBEET 1-1	SEL: FRU; TFIN ENT SERV BAY; RIGHT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT	\$78,462.00	K	31%	\$54,138.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFINMEDEX-F TFINMEDIAEXP	SEL: TFIN;UPG;MEDIA EXP SEL: TFIN MEDIA EXP	\$26,154.00 \$26,154.00	K K	31% 31%	\$18,046.26 \$18,046.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSB-LEFT	SEL: TFIN SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPECTRALOGIC
5 5	TFINSBLEFT-F TFIN-SB-RIGHT	SEL: TFIN;UPG;SERV BAY;LEFT SEL: TFIN SERV BAY,RIGHT, WITH ROBOT	\$45,769.00 \$78,462.00	K K	31% 31%	\$31,580.61 \$54,138.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSBRIGHT-F	SEL: TFIN;UPG;SERV BAY;RIGHT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	HU-T-LIC-ESUP10 HU-T-LIC-ESUP100	SEL Hunk Term Lic w/Ent Sup 10 Nodes	\$34,615.00	K K	31%	\$23,884.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	HU-T-LIC-ESUP25	SEL Hunk Term Lic w/Ent Sup 100 Nodes SEL Hunk Term Lic w/Ent Sup 25 Nodes	\$304,615.00 \$83,077.00	K	31% 31%	\$210,184.35 \$57,323.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-T-LIC-ESUP250	SEL Hunk Term Lic w/Ent Sup 250 Nodes	\$692,308.00	K	31%	\$477,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	HU-T-LIC-ESUP50 HU-T-LIC-ESUP500	SEL Hunk Term Lic w/Ent Sup 50 Nodes SEL Hunk Term Lic w/Ent Sup 500 Nodes	\$159,231.00 \$1,211,538.00	K K	31% 31%	\$109,869.39 \$835,961.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-T-LIC-GSUP10	SEL Hunk Term Lic w/Global Sup 10 Nodes	\$38,942.00	K	31%	\$26,869.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPLUNK
5 5	HU-T-LIC-GSUP100 HU-T-LIC-GSUP25	SEL Hunk Term Lic w/Global Sup 100 Nodes SEL Hunk Term Lic w/Global Sup 25 Nodes	\$342,692.00 \$93,462.00	K K	31% 31%	\$236,457.48 \$64,488.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-T-LIC-GSUP250	SEL Hunk Term Lic w/Global Sup 250 Nodes	\$778,846.00	ĸ	31%	\$537,403.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPLUNK
5 5	HU-T-LIC-GSUP50 HU-T-LIC-GSUP500	SEL Hunk Term Lic w/Global Sup 50 Nodes SEL Hunk Term Lic w/Global Sup 500 Nodes	\$179,135.00 \$1,361,538.00	K K	31% 31%	\$123,603.15 \$939,461.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-100	SEL Splunk Ent Perp Lic 100GB/day	\$1,361,536.00	K	31%	\$119,423.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-P-LIC-1T	SEL Splunk Ent Perp Lic 1TB/day	\$1,384,615.00	K	31%	\$955,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SE-P-LIC-200 SE-P-LIC-50	SEL Splunk Ent Perp Lic 200GB/day SEL Splunk Ent Perp Lic 50GB/day	\$323,077.00 \$109,615.00	K K	31% 31%	\$222,923.13 \$75,634.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-500	SEL Splunk Ent Perp Lic 500GB/day	\$750,000.00	ĸ	31%	\$517,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPLUNK
5 5	SE-T-LIC-ESUP100 SE-T-LIC-ESUP1T	SEL Splunk Ent Term Lic w/ESUP 100GB/day SEL Splunk Ent Term Lic w/ESUP 1TB/day	\$92,308.00 \$738,462.00	K K	31% 31%	\$63,692.52 \$509,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-T-LIC-ESUP200	SEL Splunk Ent Term Lic w/ESUP 200GB/day	\$172,308.00	ĸ	31%	\$118,892.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-T-LIC-ESUP50	SEL Splunk Ent Term Lic w/ESUP 50GB/day	\$58,462.00	K	31%	\$40,338.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SE-T-LIC-ESUP500 SE-T-LIC-GSUP100	SEL Splunk Ent Term Lic w/ESUP 500GB/day SEL Splunk Ent Term Lic w/GSUP 100GB/day	\$400,000.00 \$103,846.00	K K	31% 31%	\$276,000.00 \$71,653.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-T-LIC-GSUP1T	SEL Splunk Ent Term Lic w/GSUP 1TB/day	\$830,769.00	K	31%	\$573,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SPLUNK
5 5	SE-T-LIC-GSUP200 SE-T-LIC-GSUP500	SEL Splunk Ent Term Lic w/GSUP 200GB/day SEL Splunk Ent Term Lic w/GSUP 500GB/day	\$193,846.00 \$450.000.00	K K	31% 31%	\$133,753.74 \$310,500.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	EGL-0032PE14	SEL Eyeglass Cluster Cfg Rep Ent 2 Pack	\$10,954.00	ĸ	31%	\$7,558.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5	EGL-0032PE14-I EGL-ADV-NODE-LIC	SEL Eyeglass 2 Cluster Kit Ent-Installed SEL EYEGLASS DR MANAGER ADVANCED VAPP	\$14,031.00	K	31%	\$9,681.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA SUPERNA
5 5	EGL-EDGE-LIC-2	SEL IsilonSD Edge node VAPP-v2	\$359.00 \$282.00	K K	31% 31%	\$247.71 \$194.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA
5	EGL-ENT-NODE-LIC	SEL EYEGLASS DR MANAGER Enterprise VAPP	\$565.00	K	31%	\$389.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SUPERNA
5 5	EGL-ISD-EDGE-LIC EYEGLASS-003	SEL IsilonSD Edge node VAPP SEL EyeGlass Disaster Recover Orchestrtn	\$180.00 \$1,823.00	K	31% 31%	\$124.20 \$1,257.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA SUPERNA
5	EYEGLASS-0032UE	SEL Eyeglass ADV to ENT Upgrade 2 Pack	\$3,718.00	ĸ	31%	\$2,565.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SUPERNA
5 5	EYEGLASS-003E EYEGLASS-005	SEL EyeGlass DR Single Cluster License SEL EyeGlass VM Management	\$5,477.00 \$21.00	K K	31% 31%	\$3,779.13 \$14.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA SUPERNA
5	EYEGLASS-003	SEL EyeGlass Vblock Ent 1 Pack	\$6,410.00	ĸ	31%	\$4,422.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5	EYEGLASS-011	SEL EyeGlass vCenter Discovery	\$754.00	K	31%	\$520.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SUPERNA
5 5	SYNCCD-STG-1Y SYNCCD-STG-2Y	SEL Sync EE CLD Storage 100GB 1 yr SEL Sync EE CLD Storage 100GB 2 yr	\$206.00 \$392.00	K K	31% 31%	\$142.14 \$270.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNCCD-STG-3Y	SEL Sync EE CLD Storage 100GB 3 yr	\$555.00	K	31%	\$382.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-ED-T1-1Y SYNC-ED-T1-2Y	SEL SYNC EE EDU 25-10000 STS 1 YR SEL SYNC EE EDU 25-10000 STS 2 YR	\$45,313.00 \$90,626.00	K K	31% 31%	\$31,265.97 \$62,531.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-ED-T1-3Y	SEL SYNC EE EDU 25-10000 STS 3 YR	\$135,939.00	ĸ	31%	\$93,797.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-ED-T2-1Y SYNC-ED-T2-2Y	SEL SYNC EE EDU 10001-25000 STS 1 YR SEL SYNC EE EDU 10001-25000 STS 2 YR	\$101,563.00 \$203,126.00	K	31% 31%	\$70,078.47 \$140,156.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-ED-T2-2Y	SEL SYNC EE EDU 10001-25000 STS 2 FR SEL SYNC EE EDU 10001-25000 STS 3 YR	\$304,689.00	K	31%	\$210,235.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-ED-T3-1Y	SEL SYNC EE EDU 25001-50000 STS 1 YR	\$181,250.00	K	31%	\$125,062.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-ED-T3-2Y SYNC-ED-T3-3Y	SEL SYNC EE EDU 25001-50000 STS 2 YR SEL SYNC EE EDU 25001-50000 STS 3 YR	\$362,500.00 \$543,750.00	K K	31% 31%	\$250,125.00 \$375,187.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-ED-T4-1Y	SEL SYNC EE EDU 50001-100000 STS 1 YR	\$307,813.00	К	31%	\$212,390.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-ED-T4-2Y SYNC-ED-T4-3Y	SEL SYNC EE EDU 50001-100000 STS 2 YR SEL SYNC EE EDU 50001-100000 STS 3 YR	\$615,626.00 \$923,439.00	K K	31% 31%	\$424,781.94 \$637,172.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-ED-T5-1Y	SEL SYNC EE EDU 100001-150000 STS 1 YR	\$449,219.00	ĸ	31%	\$309,961.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-ED-T5-2Y	SEL SYNC EE EDU 100001-150000 STS 2 YR	\$898,438.00	K	31%	\$619,922.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-ED-T5-3Y SYNC-ED-T6-1Y	SEL SYNC EE EDU 100001-150000 STS 3 YR SEL SYNC EE EDU 150001-200000 STS 1 YR	\$1,347,657.00 \$579.688.00	K K	31% 31%	\$929,883.33 \$399,984.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-ED-T6-2Y	SEL SYNC EE EDU 150001-200000 STS 2 YR	\$1,159,376.00	K	31%	\$799,969.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-ED-T6-3Y SYNC-S1-DE-1Y	SEL SYNC EE EDU 150001-200000 STS 3 YR SEL Sync DE 1-10TB 1 yr	\$1,739,064.00 \$9,500.00	K K	31% 31%	\$1,199,954.16 \$6,555.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S1-DE-2Y	SEL Sync DE 1-10TB 2 yr	\$18,100.00	K	31%	\$12,489.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-S1-DE-3Y	SEL Sync DE 1-10TB 3 yr	\$25,900.00	K	31% 31%	\$17,871.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-1Y SYNC-S1-EE-2Y	SEL Sync EE 1-10TB 1 yr SEL Sync EE 1-10TB 2 yr	\$23,750.00 \$45,250.00	K K	31% 31%	\$16,387.50 \$31,222.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 3 yr	\$64,750.00	K	31%	\$44,677.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-S2-DE-1Y SYNC-S2-DE-2Y	SEL Sync DE 11-25TB 1 yr SEL Sync DE 11-25TB 2 yr	\$7,700.00 \$14,700.00	K K	31% 31%	\$5,313.00 \$10,143.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S2-DE-3Y	SEL Sync DE 11-25TB 3 yr	\$21,000.00	K	31%	\$14,490.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-S2-EE-1Y SYNC-S2-EE-2Y	SEL Sync EE 11-25TB 1 yr SEL Sync EE 11-25TB 2 yr	\$19,250.00 \$36,750.00	K K	31% 31%	\$13,282.50 \$25,357.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S2-EE-2Y SYNC-S2-EE-3Y	SEL Sync EE 11-25TB 2 yr SEL Sync EE 11-25TB 3 yr	\$36,750.00 \$52,500.00	K	31%	\$25,357.50 \$36,225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5	SYNC-S3-DE-1Y	SEL Sync DE 26-50TB 1 yr	\$7,200.00	K	31%	\$4,968.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-S3-DE-2Y SYNC-S3-DE-3Y	SEL Sync DE 26-50TB 2 yr SEL Sync DE 26-50TB 3 yr	\$13,800.00 \$19,700.00	K K	31% 31%	\$9,522.00 \$13,593.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S3-EE-1Y	SEL Sync EE 26-50TB 1 yr	\$18,000.00	K	31%	\$12,420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5	SYNC-S3-EE-2Y	SEL Sync EE 26-50TB 2 yr	\$34,500.00	К	31%	\$23,805.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY

			1		N	VP LEVEL 1		NVP MAINTENA	NCF AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	SYNC-S3-EE-3Y	SEL Sync EE 26-50TB 3 yr	\$49,250.00	K	31%	\$33,982.50		\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-S4-DE-1Y SYNC-S4-DE-2Y	SEL Sync DE 51TB + 1 yr SEL Sync DE 51TB + 2 yr	\$6,600.00 \$12,700.00	K K	31% 31%	\$4,554.00 \$8,763.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S4-DE-3Y	SEL Sync DE 51TB + 3 yr	\$18,100.00	K	31%	\$12,489.00		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-S4-EE-1Y SYNC-S4-EE-2Y	SEL Sync EE 51TB + 1 yr SEL Sync EE 51TB + 2yr	\$16,500.00 \$31,750.00	K K	31% 31%	\$11,385.00 \$21,907.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5 5	SYNC-S4-EE-3Y SYNC-T1-DE-1Y	SEL Sync EE 51TB + 3yr	\$45,250.00 \$60.00	K K	31% 31%	\$31,222.50 \$41.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-T1-DE-TT SYNC-T1-DE-2Y	SEL Sync DE 1 yr SEL Sync DE 2 yr	\$114.00	K	31%	\$78.66		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-T1-DE-3Y SYNC-T1-EE-1Y	SEL Sync DE 3 yr SEL Sync EE 25-200 sts 1 yr	\$162.00 \$150.00	K K	31% 31%	\$111.78 \$103.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-T1-EE-TY	SEL Sync EE 25-200 sts 1 yr SEL Sync EE 25-200 sts 2 yr	\$286.00	K	31%	\$197.34		\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-T1-EE-3Y	SEL Sync EE 25-200 sts 3 yr	\$405.00 \$120.00	K K	31% 31%	\$279.45		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY
5	SYNC-T2-EE-1Y SYNC-T2-EE-2Y	SEL Sync EE 201-1,000 sts 1 yr SEL Sync EE 201-1,000 sts 2 yr	\$228.00	K	31%	\$82.80 \$157.32	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY SYNCPLICITY
5 5	SYNC-T2-EE-3Y SYNC-T3-EE-1Y	SEL Sync EE 201-1,000 sts 3 yr SEL Sync EE 1,001+ sts 1 yr	\$324.00 \$96.00	K	31% 31%	\$223.56 \$66.24		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-T3-EE-2Y	SEL Sync EE 1,001+ sts 2 yr	\$182.00	K	31%	\$125.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	SYNCPLICITY
5 5	SYNC-T3-EE-3Y SMOB10001	SEL Sync EE 1,001+ sts 3 yr SEL Synapse Mobility (1 Unit)	\$258.00 \$1,538.00	K K	31% 31%	\$178.02 \$1,061.22		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY TERAMEDICA
5	SVCXT10001	SEL Synapse VNA Connext (1 Unit)	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	TERAMEDICA
5 5	SVD10001 SVDND10001	SEL Synapse VNA DICOM (1 Unit) SEL Synapse VNA Non-DICOM (1 Unit)	\$1,538.00 \$1,538.00	K K	31% 31%	\$1,061.22 \$1,061.22		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		TERAMEDICA TERAMEDICA
5	100DCODSSP	SEL IDUClasFrODr100+SS⋑ 1yr	\$10,711.00	K	31%	\$7,390.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	100DCSOSSP 100DCUSSP	SEL IDUClasFr SPOn 100+SS⋑ 1yr SEL IDUClasFrUnix 100 +SS⋑ 1yr	\$10,711.00 \$10,711.00	K K	31% 31%	\$7,390.59 \$7,390.59		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DLSSP-1	SEL DL100 users+SS⋑ for first year	\$4,420.00	K	31%	\$3,049.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	100DPSSSP 100DTSSP	SEL DP SP for 100 + SS ⋑ 1st yr SEL DTE 100 users + SS + Support 1st yr	\$8,705.00 \$13,260.00	K K	31% 31%	\$6,006.45 \$9,149.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DWS1PRSSP-1	SEL DWSP100use+1Pb/Col 50SL+SS&Sup1st yr	\$22,100.00	K	31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	100DWW1PRSSP-1 100ECLO1PRSSP	SEL DWWin100use+1Pb/Coll50SL+SS&Sup1styr SEL DAExOnL 100+1DAPb/Col 50SL+SS&Sup1yr	\$22,100.00 \$11,050.00	K K	31% 31%	\$15,249.00 \$7,624.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100ECLO1PRSSP12M 100ODL1PRSSP	SEL DAEXONL100+1DAPb/Col50SL+SS&Sup12mt	\$5,527.00	K	31%	\$3,813.63		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	1000DL1PRSSP 1000DL1PRSSP12M	SEL DAODLite100+1DAPb/Col50SL+ SS&Sup1yr SEL DAODLite100+1DAPb/Col50SL+SS&Sup12mt	\$11,050.00 \$5,527.00	K K	31% 31%	\$7,624.50 \$3,813.63		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100SPLO1PRSSP	SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup1y	\$11,050.00	K	31%	\$7,624.50		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100SPLO1PRSSP12M 250DCODSSP	SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup12 SEL IDUClasFrODr250+SS⋑ 1yr	\$5,527.00 \$16,508.00	K K	31% 31%	\$3,813.63 \$11,390.52		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250DCODSSP2	SEL SS&Supren IDUClasFrODr250	\$2,778.00	K	31%	\$1,916.82	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS
5 5	250DCSOSSP 250DCUSSP	SEL IDUClasFr SPOn 250+SS⋑ 1yr SEL IDUClasFrUnix 250 +SS⋑ 1yr	\$16,508.00 \$16,508.00	K K	31% 31%	\$11,390.52 \$11,390.52		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250DLSSP-1	SEL DL250 users+SS⋑ for first year	\$6,825.00	K	31%	\$4,709.25		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	250DPSSSP 250DTSSP	SEL DP for 250 + SS ⋑ 1st yr SEL DTE 250 users + SS + Support 1st yr	\$13,416.00 \$20,475.00	K K	31% 31%	\$9,257.04 \$14,127.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	250DWS1PRSSP-1 250DWW1PRSSP-1	SEL DWSP250user+1Pb/Col50SL+SS⋑ 1styr SEL DWWin250use+1Pb/Coll50SL+SS&Sup1styr	\$34,125.00 \$34,125.00	K	31% 31%	\$23,546.25 \$23,546.25		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250ECLO1PRSSP	SEL DAExOnL250+1DAPb/Col 50SL+SS&Sup1yr	\$17,063.00	K	31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	250ECLO1PRSSP12M 250ODL1PRSSP	SEL DAExOnL250+1DAPb/Col50SL+SS&Sup12mt SEL SELDAODLite250+1DAPb/Col50SL+SS&Sup1	\$8,535.00 \$17,063.00	K K	31% 31%	\$5,889.15 \$11,773.47		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250ODL1PRSSP12M	SEL DAODLite250+1DAPb/Col50SL+SS&Sup12mt	\$8,535.00	K	31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	250SPLO1PRSSP 250SPLO1PRSSP12M	SEL DASPOnLite250+1DAPb/Col50SL+SS&Sup1y SEL DASPOnLite250+1DAPb/Col50SL+SS&Sup12	\$17,063.00 \$8,535.00	K K	31% 31%	\$11,773.47 \$5,889.15		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DCODSSP	SEL IDUClasFrODr25+SS⋑ 1yr	\$5,054.00	K	31%	\$3,487.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	25DCSOSSP 25DCUSSP	SEL IDUClasFr SPOn 25+SS⋑ 1yr SEL IDUClasFrUnix 25 +SS⋑ 1yr	\$5,054.00 \$5,054.00	K K	31% 31%	\$3,487.26 \$3,487.26		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DLSSP-1	SEL DL 25 users+SS⋑ forthe first year	\$2,080.00	K	31%	\$1,435.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	25DPSSSP 25DTSSP	SEL DP SP for 25 + SS ⋑ 1st yr SEL DTE 25 users + SS and Support 1st yr	\$4,108.00 \$6,240.00	K K	31% 31%	\$2,834.52 \$4,305.60		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DWS1PRSSP-1	SEL DWSP25user+1Pb/Col50SL+SS&Supp1styr	\$10,400.00	K	31%	\$7,176.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	25DWW1PRSSP-1 25ECLO1PRSSP	SEL DWWin25use&1Pb/Colle50SL+SS&Sup1styr SEL DAExOnL25+1 DA Pb/Col 50SL+SS&Sup1yr	\$10,400.00 \$5,200.00	K K	31% 31%	\$7,176.00 \$3,588.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25ECLO1PRSSP12M	SEL DAEXOnL25+1DAPb/Col50SL+SS&Sup12mt	\$2,601.00	K	31%	\$1,794.69		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25ODL1PRSSP 25ODL1PRSSP12M	SEL DAODLite25+1DAPb/Col50SL+SS&Sup1yr SEL DAODLite25+1DA Pb/Col50SL+SS&Sup12mt	\$5,200.00 \$2,601.00	K	31% 31%	\$3,588.00 \$1,794.69		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	25SPLO1PRSSP	SEL DASPOnLite25+1DAPb/Col50SL+SS&Sup1yr	\$5,200.00	K	31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25SPLO1PRSSP12M 25UX1PRSSP	SEL DASPOnLite25+1DAPb/Col 50SL+SS&Sup12 SEL DATADVIDUUX 25 1DAPROBE50SL SS SUP	\$2,601.00 \$10,400.00	K	31% 31%	\$1,794.69 \$7,176.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	50DA1PRSSP 50DCODSSP	SEL DATADVANT50 1 PROBE 1YSS SP SEL IDUClasFrODr50+SS⋑ 1yr	\$15,600.00 \$7,582.00	K K	31% 31%	\$10,764.00 \$5,231.58		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50DCSOSSP 50DCSOSSP	SEL IDUClasFr SPOn 50+SS⋑ 1yr	\$7,582.00	K	31%	\$5,231.58 \$5,231.58		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50DCUSSP 50DLSSP-1	SEL IDUClasFrUnix 50 +SS⋑ 1yr SEL DL50 users+SS&Supforthe first year	\$7,582.00 \$3,120.00	K K	31% 31%	\$5,231.58 \$2,152.80		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50DPSSSP	SEL DP SP for 50 + SS ⋑ 1st yr	\$6,162.00	K	31%	\$4,251.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	50DTSSP 50DWS1PRSSP-1	SEL DTE 50 users + SS and Support 1st yr SEL DWSP50use+1Pb/Coll50SL+SS⋑ 1st yr	\$9,360.00 \$15,600.00	K K	31% 31%	\$6,458.40 \$10,764.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50DWW1PRSSP-1	SEL DWWin50use+1Pb/Colle50SL+SS&Sup1styr	\$15,600.00	K	31%	\$10,764.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	50ECLO1PRSSP 50ECLO1PRSSP12M	SEL DAExOnL 50+1DAPb/Col50SL+SS&Sup1yr SEL DAExOnL50+1DAPb/Col50SL+SS&Sup12mt	\$7,800.00 \$3,902.00	K K	31% 31%	\$5,382.00 \$2,692.38		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50ODL1PRSSP	SEL DAODLite50+1DAPb/Col50SL+ SS&Sup1yr	\$7,800.00	ĸ	31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	50ODL1PRSSP12M 50SPLO1PRSSP	SEL DAODLite50+1DAPb/Col50SL+SS&Sup12mt SEL DASPOnLite50+1DAPb/Col50SL+SS&Sup1yr	\$3,902.00 \$7,800.00	K	31% 31%	\$2,692.38 \$5,382.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50SPLO1PRSSP12M	SEL DA SPOnLite50+1DAPb/Col50SL+SS&Sup12	\$3,902.00	ĸ	31%	\$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	ADD-DA ADD-IDU-DR	SEL ADD-ON DATADVANTAGEANALYTICS ENGINE SEL Add-On IDU for Disaster Recovery	\$13,000.00 \$13,000.00	K K	31% 31%	\$8,970.00 \$8,970.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ADD-IDU-PR	SEL Add-On IDU for Addi Production Env	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	ADD-IDU-TS DA-100KL	SEL Add-On IDU for Test Environment SEL DATADVANT100000	\$13,000.00 \$3,900,000.00	K K	31% 31%	\$8,970.00 \$2,691,000.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-10KL	SEL DATADVANT10000	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	DA-1500L	SEL DATADVANT1500	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5 5	DA-150KL	SEL DATADVANT150000	\$5,733,000.00	K K	31%	\$3,955,770.00 \$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5	DA-15KL DA-1KL	SEL DATADVANT15000 SEL DATADVANT1000	\$655,200.00 \$73,710.00	K	31% 31%	\$50,859.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	N/A	VARONIS VARONIS
5	DA-20KL DA-2500L	SEL DATADVANT20000 SEL DATADVANT2500	\$829,920.00 \$141,050.00	K	31% 31%	\$572,644.80 \$97,324.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-25KL	SEL DATADVANT25000 SEL DATADVANT25000	\$1,037,400.00	ĸ	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-2KL	SEL DATADVANT2000	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DA-3500L DA-35KL	SEL DATADVANT3500 SEL DATADVANT35000	\$197,470.00 \$1,430,000.00	K	31% 31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-3KL	SEL DATADVANT3000	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-4500L DA-4KL	SEL DATADVANT4500 SEL DATADVANT4000	\$245,700.00 \$218,400.00	K K	31% 31%	\$169,533.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-500L	SEL DATADVANT500	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DA-50KL DA-5KL	SEL DATADVANT50000 SEL DATADVANT5000	\$2,015,000.00 \$273,000.00	K	31% 31%	\$1,390,350.00 \$188,370.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-6KL	SEL DATADVANT6000	\$289,380.00	ĸ	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	DA-750L DA-7KL	SEL DATADVANT750 SEL DATADVANT7000	\$58,500.00 \$337,610.00	K	31% 31%	\$40,365.00 \$232,950.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-7KL DA-8KL	SEL DATADVANT8000	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-9KL	SEL DATADVANTAGEIDIAANALVTIGGUTE400000	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-100KL DAL-10KL	SEL DATADVANTAGEIDUANALYTICSLITE100000 SEL DATADVANTAGEIDUANALYTICSLITE 10000	\$1,950,000.00 \$218,400.00	K	31% 31%	\$1,345,500.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-1500L	SEL DATADVANTAGEIDUANALYTICSLITE 1500	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DAL-150KL DAL-15KL	SEL DATADVANTAGEIDUANALYTICSLITE150000 SEL DATADVANTAGEIDUANALYTICSLITE 15000	\$2,866,500.00 \$327,600.00	K K	31% 31%	\$1,977,885.00 \$226,044.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-1KL	SEL DATADVANTAGEIDUANALYTICSLITE 1000	\$36,855.00	ĸ	31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DAL-20KL DAL-2500L	SEL DATADVANTAGEIDUANALYTICSLITE 20000 SEL DATADVANTAGEIDUANALYTICSLITE 2500	\$414,960.00 \$70,525.00	K	31% 31%	\$286,322.40 \$48,662.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-25KL	SEL DATADVANTAGEIDUANALYTICSLITE 25000	\$518,700.00	ĸ	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-2KL	SEL DATADVANTAGEIDUANALYTICSLITE 2000	\$59,150.00	K	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-3500L DAL-35KL	SEL DATADVANTAGEIDUANALYTICSLITE 3500 SEL DATADVANTAGEIDUANALYTICSLITE 35000	\$98,735.00 \$715,000.00	K	31% 31%	\$68,127.15 \$493,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-3KL	SEL DATADVANTAGEIDUANALYTICSLITE 3000	\$84,630.00	K	31%	\$58,394.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-4500L DAL-4KL	SEL DATADVANTAGEIDUANALYTICSLITE 4500 SEL DATADVANTAGEIDUANALYTICSLITE 4000	\$122,850.00 \$109,200.00	K K	31% 31%	\$84,766.50 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-500L	SEL DATADVANTAGEIDUANALYTICSLITE 500	\$20,475.00	K	31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DAL-50KL DAL-5KL	SEL DATADVANTAGEIDUANALYTICSLITE 50000 SEL DATADVANTAGEIDUANALYTICSLITE 5000	\$1,007,500.00 \$136,500.00	K K	31% 31%	\$695,175.00 \$94,185.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-6KL	SEL DATADVANTAGEIDUANALYTICSLITE 6000	\$144,690.00	ĸ	31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-750L DAL-7KI	SEL DATADVANTAGEIDUANALYTICSLITE 750	\$29,250.00	K	31% 31%	\$20,182.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DAL-7KL DAL-8KL	SEL DATADVANTAGEIDUANALYTICSLITE 7000 SEL DATADVANTAGEIDUANALYTICSLITE 8000	\$168,805.00 \$182,000.00	K	31%	\$116,475.45 \$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-9KL	SEL DATADVANTAGEIDUANALYTICSLITE 9000	\$204,750.00	K	31%	\$141,277.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAPR-10P DAPR-15P	SEL 10 DATADVANTPROBES SEL 15 DATADVANTPROBES	\$40,950.00 \$55,283.00	K K	31% 31%	\$28,255.50 \$38,145.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAPR-1P	SEL 1 DATADVANTPROBE	\$9,100.00	K	31%	\$6,279.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAPR-20P DAPR-5P	SEL 20 DATADVANTPROBES SEL 5 DATADVANTPROBES	\$66,339.00 \$31,850.00	K	31% 31%	\$45,773.91 \$21,976.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-100KL	SEL DATACLASSIFICATION100000	\$2,340,000.00	ĸ	31%	\$1,614,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	DC-10KL DC-1500L	SEL DATACLASSIFICATION10000 SEL DATACLASSIFICATION1500	\$262,080.00 \$58,968.00	K	31% 31%	\$180,835.20 \$40,687.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-150KL	SEL DATACLASSIFICATION150000	\$3,439,800.00	ĸ	31%	\$2,373,462.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DC-15KL DC-1KL	SEL DATACLASSIFICATION15000 SEL DATACLASSIFICATION1000	\$393,120.00 \$44,226.00	K K	31% 31%	\$271,252.80 \$30,515.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-20KL	SEL DATACLASSIFICATION1000 SEL DATACLASSIFICATION20000	\$497,952.00	K	31%	\$343,586.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-2500L	SEL DATACLASSIFICATION2500	\$84,630.00	K	31%	\$58,394.70	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5 5	DC-25KL DC-2KL	SEL DATACLASSIFICATION25000 SEL DATACLASSIFICATION2000	\$622,440.00 \$70,980.00	K	31% 31%	\$429,483.60 \$48,976.20	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5	DC-3500L	SEL DATACLASSIFICATION3500	\$118,482.00	K	31%	\$81,752.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-35KL DC-3KL	SEL DATACLASSIFICATION35000 SEL DATACLASSIFICATION3000	\$858,000.00 \$101,556.00	K K	31% 31%	\$592,020.00 \$70,073.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-4500L	SEL DATACLASSIFICATION4500	\$147,420.00	K	31%	\$101,719.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DC-4KL DC-500L	SEL DATACLASSIFICATION4000 SEL DATACLASSIFICATION500	\$131,040.00 \$24.570.00	K	31% 31%	\$90,417.60 \$16,953.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-50KL	SEL DATACLASSIFICATION50000	\$1,209,000.00	ĸ	31%	\$834,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DC-5KL DC-6KL	SEL DATACLASSIFICATION5000 SEL DATACLASSIFICATION6000	\$163,800.00 \$173,628.00	K	31% 31%	\$113,022.00 \$119,803.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-750L	SEL DATACLASSIFICATION/50	\$35,100.00	K	31%	\$24,219.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-7KL DC-8KI	SEL DATACLASSIFICATION7000 SEL DATACLASSIFICATION8000	\$202,566.00	K	31% 31%	\$139,770.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-8KL DC-9KL	SEL DATACLASSIFICATION8000 SEL DATACLASSIFICATION9000	\$218,400.00 \$245,700.00	K	31%	\$150,696.00 \$169,533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-1000L	SEL IDUClasFrODr 1000 users	\$44,226.00	K	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DCOD-100KL DCOD-10KL	SEL IDUClasFrODr 100000 users SEL IDUClasFrODr 10000 users	\$2,340,000.00 \$262,080.00	K K	31% 31%	\$1,614,600.00 \$180,835.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-1500L	SEL IDUClasFrODr 1500 users	\$58,968.00	ĸ	31%	\$40,687.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DCOD-15KL DCOD-2000L	SEL IDUClasFrODr 15000 users SEL IDUClasFrODr 2000 users	\$393,120.00 \$70,980.00	ĸ	31% 31%	\$271,252.80 \$48,976.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-25KL	SEL IDUClasFrODr 25000 users	\$622,440.00	K	31%	\$429,483.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DCOD-3000L DCOD-35KL	SEL IDUClasFrODr 3000 users SEL IDUClasFrODr 35000 users	\$101,556.00 \$858.000.00	K	31% 31%	\$70,073.64 \$592,020.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-35KL DCOD-4000L	SEL IDUCIASFRODI 35000 users SEL IDUCIASFRODI 4000 users	\$131,040.00	K	31%	\$592,020.00 \$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-500L	SEL IDUClasFrODr 500 users	\$24,570.00	K	31%	\$16,953.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DCOD-50KL DCOD-6000L	SEL IDUClasFrODr 50000 users SEL IDUClasFrODr 6000 users	\$1,209,000.00 \$173,628.00	K K	31% 31%	\$834,210.00 \$119,803.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-750L	SEL IDUClasFrODr 750 users	\$35,100.00	K	31%	\$24,219.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DCOD-8000L DCSO-1000L	SEL IDUClasFrODr 8000 users SEL IDUClasFr SPOnl 1000 users	\$218,400.00 \$44,226.00	K K	31% 31%	\$150,696.00 \$30,515.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-100KL	SEL IDUClasFr SPOnI 100000 users	\$2,340,000.00	K	31%	\$1,614,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	DCSO-10KL	SEL IDUClasFr SPOnl 10000 users	\$262,080.00	K	31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS

			ı		N	VP LEVEL 1		NVP MAINTENA	NCF AND WA	RRANTY UPGRADE	NET PRICE		1
			EMC	CATECORY		1	LP MNT		LP MNT			DENEWAL	THIRD DARTY DRODUCT
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5		SEL IDUCIasFr SPOni 1500 users	\$58,968.00	K	31%	\$40,687.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClasFr SPOnl 150000 users SEL IDUClasFr SPOnl 15000 users	\$3,439,800.00 \$393,120.00	K K	31% 31%	\$2,373,462.00 \$271,252.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-2000L	SEL IDUClasFr SPOnI 2000 users	\$70,980.00	K	31%	\$48,976.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5		SEL IDUClasFr SPOnI 20000 users SEL IDUClasFr SPOnI 25000 users	\$497,952.00 \$622,440.00	K	31% 31%	\$343,586.88 \$429,483.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL IDUCIASFI SPOII 25000 users	\$101,556.00	ĸ	31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClasFr SPOnI 35000 users	\$858,000.00	K	31%	\$592,020.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClasFr SPOnt 4000 users	\$131,040.00	K	31% 31%	\$90,417.60	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL IDUClasFr SPOnI 500 users SEL IDUClasFr SPOnI 50000 users	\$24,570.00 \$1,209,000.00	K	31%	\$16,953.30 \$834,210.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClasFr SPOnI 6000 users	\$173,628.00	K	31%	\$119,803.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClasFr SPOnI 750 users	\$35,100.00	K	31%	\$24,219.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClasFr SPOnI 8000 users SEL IDU ClasFr Unix 1000 users	\$218,400.00 \$44,226.00	K	31% 31%	\$150,696.00 \$30,515.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-100KL	SEL IDU ClasFr Unix 100000 users	\$2,340,000.00	ĸ	31%	\$1,614,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5		SEL IDU ClasFr Unix 10000 users	\$262,080.00	K	31% 31%	\$180,835.20	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClasFr Unix 1500 users SEL IDU ClasFr Unix 150000 users	\$58,968.00 \$3,439,800.00	ĸ	31%	\$40,687.92 \$2,373,462.00	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		VARONIS
5	DCU-15KL	SEL IDU ClasFr Unix 15000 users	\$393,120.00	K	31%	\$271,252.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClasFr Unix 2000 users SEL IDU ClasFr Unix 20000 users	\$70,980.00	K	31%	\$48,976.20	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5 5		SEL IDU ClasFr Unix 25000 users	\$497,952.00 \$622,440.00	ĸ	31% 31%	\$343,586.88 \$429,483.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DCU-3000L	SEL IDU ClasFr Unix 3000 users	\$101,556.00	K	31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClasFr Unix 35000 users	\$858,000.00	K	31%	\$592,020.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFr Unix 4000 users SEL IDU ClasFr Unix 500 users	\$131,040.00 \$24,570.00	K	31% 31%	\$90,417.60 \$16,953.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-50KL	SEL IDU ClasFr Unix 50000 users	\$1,209,000.00	K	31%	\$834,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClasFr Unix 6000 users SEL IDU ClasFr Unix 750 users	\$173,628.00	K	31% 31%	\$119,803.32	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5		SEL IDU ClasFr Unix 750 users SEL IDU ClasFr Unix 8000 users	\$35,100.00 \$218,400.00	K	31%	\$24,219.00 \$150,696.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DL-1000L-1	SEL DatAlert for 1000 users	\$14,742.00	K	31%	\$10,171.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAlert for 100000 users	\$780,000.00	K	31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAlert for 10000 users SEL DatAlert for 1500 users	\$87,360.00 \$19,656.00	K	31% 31%	\$60,278.40 \$13,562.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-150KL-1	SEL DatAlert for 150000 users	\$1,146,600.00	K	31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAlert for 15000 users	\$131,040.00	K	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAlert for 2000 users SEL DatAlert for 20000 users	\$23,660.00 \$165,984.00	K	31% 31%	\$16,325.40 \$114,528.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAlert for 2500 users	\$28,210.00	ĸ	31%	\$19,464.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAlert for 25000 users SEL DatAlert for 3000 users	\$207,480.00	K	31%	\$143,161.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAlert for 3500 users SEL DatAlert for 3500 users	\$33,852.00 \$39,494.00	K	31% 31%	\$23,357.88 \$27,250.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DatAlert for 35000 users	\$286,000.00	ĸ	31%	\$197,340.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DatAlert for 4000 users	\$43,680.00	K	31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAlert for 4500 users SEL DatAlert for 5000 users	\$49,140.00 \$54,600.00	K	31% 31%	\$33,906.60 \$37,674.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-500L-1	SEL DatAlert for 500 users	\$8,190.00	K	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5		SEL DatAlert for 50000 users	\$403,000.00	K	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAlert for 6000 users SEL DatAlert for 7000 users	\$57,876.00 \$67,522.00	K	31% 31%	\$39,934.44 \$46,590.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-750L-1	SEL DatAlert for 750 users	\$11,700.00	K	31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DatAlert for 8000 users SEL DatAlert for 9000 users	\$72,800.00 \$81,900.00	K	31% 31%	\$50,232.00 \$56,511.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATAPRIVILEGE 100000	\$1,893,840.00	ĸ	31%	\$1,306,749.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATAPRIVILEGE 10000	\$212,160.00	K	31%	\$146,390.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATAPRIVILEGE 1500 SEL DATAPRIVILEGE 150000 USERS	\$47,736.00 \$2,783,945.00	K	31% 31%	\$32,937.84 \$1,920,922.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATAPRIVILEGE 150000 GSERS SEL DATAPRIVILEGE 15000	\$318,240.00	K	31%	\$219,585.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATAPRIVILEGE 1000	\$35,880.00	K	31%	\$24,757.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATAPRIVILEGE 20000 SEL DATAPRIVILEGE 2500	\$403,104.00 \$68,484.00	K	31% 31%	\$278,141.76 \$47,253.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATAPRIVILEGE 25000	\$503,880.00	ĸ	31%	\$347,677.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATAPRIVILEGE 2000	\$57,408.00	K	31%	\$39,611.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATAPRIVILEGE 3500 SEL DATAPRIVILEGE 35000	\$95,940.00 \$694,200.00	K	31% 31%	\$66,198.60 \$478,998.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATAPRIVILEGE 3000	\$82,212.00	ĸ	31%	\$56,726.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATAPRIVILEGE 4500	\$119,340.00	K	31%	\$82,344.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATAPRIVILEGE 4000 SEL DATAPRIVILEGE 500	\$106,080.00 \$19,968.00	K	31% 31%	\$73,195.20 \$13,777.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATAPRIVILEGE 50000	\$978,483.00	ĸ	31%	\$675,153.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATAPRIVILEGE 5000	\$132,600.00	K	31%	\$91,494.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATAPRIVILEGE 6000 SEL DATAPRIVILEGE 750	\$140,556.00 \$28.080.00	K	31% 31%	\$96,983.64 \$19.375.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-7KL	SEL DATAPRIVILEGE 7000	\$163,956.00	K	31%	\$113,129.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5		SEL DATAPRIVILEGE 8000	\$176,748.00	K	31%	\$121,956.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATAPRIVILEGE 9000 SEL DP SP 1000	\$198,900.00 \$35,880.00	K K	31% 31%	\$137,241.00 \$24,757.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DP SP 100000	\$1,893,840.00	ĸ	31%	\$1,306,749.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DP SP 10000	\$212,160.00	K	31%	\$146,390.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5		SEL DP SP 1500 SEL DP SP 150000	\$47,736.00 \$2,783,945.00	K	31% 31%	\$32,937.84 \$1,920,922.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-15KL	SEL DP SP 15000	\$318,240.00	ĸ	31%	\$219,585.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5		SEL DP SP 2000	\$57,408.00	K	31%	\$39,611.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DP SP 20000 SEL DP SP 25000	\$403,104.00 \$503,880.00	K K	31% 31%	\$278,141.76 \$347,677.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-35KL	SEL DP SP 35000	\$694,200.00	ĸ	31%	\$478,998.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5		SEL DP SP 4000	\$106,080.00	K	31%	\$73,195.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DPS-500L	SEL DP SP 500	\$19,968.00	K	31%	\$13,777.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	DPS-50KL	SEL DP SP 50000 SEL DP SP 6000	\$978,483.00	K K	31%	\$675,153.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DPS-6000L DPS-750L	SEL DP SP 5000 SEL DP SP 750	\$140,556.00 \$28,080.00	K	31% 31%	\$96,983.64 \$19,375.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-8000L	SEL DP SP 8000	\$176,748.00	K	31%	\$121,956.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DS-100KL DS-10KL	SEL DATADVANTAGEDIRECTORYSERVICES100000 SEL DATADVANTAGEDIRECTORYSERVICES10000	\$1,560,000.00 \$174,720.00	K K	31% 31%	\$1,076,400.00 \$120,556.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-1500L	SEL DATADVANTAGEDIRECTORYSERVICES1500	\$39,312.00	K	31%	\$27,125.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DS-150KL DS-15KL	SEL DATADVANTAGEDIRECTORYSERVICES150000 SEL DATADVANTAGEDIRECTORYSERVICES15000	\$2,293,200.00 \$262,080.00	K	31% 31%	\$1,582,308.00 \$180,835.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-1KL	SEL DATADVANTAGEDIRECTORYSERVICES1000	\$29,484.00	ĸ	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DS-20KL	SEL DATADVANTAGEDIRECTORYSERVICES20000	\$331,968.00	K	31%	\$229,057.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DS-2500L DS-25KL	SEL DATADVANTAGEDIRECTORYSERVICES2500 SEL DATADVANTAGEDIRECTORYSERVICES25000	\$56,420.00 \$414,960.00	K	31% 31%	\$38,929.80 \$286,322.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-2KL	SEL DATADVANTAGEDIRECTORYSERVICES2000	\$47,320.00	K	31%	\$32,650.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DS-3500L DS-35KL	SEL DATADVANTAGEDIRECTORYSERVICES3500 SEL DATADVANTAGEDIRECTORYSERVICES35000	\$78,988.00 \$572.000.00	K	31% 31%	\$54,501.72 \$394,680.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-3KL	SEL DATADVANTAGEDIRECTORYSERVICES3000	\$67,704.00	K	31%	\$46,715.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DS-4500L	SEL DATADVANTAGEDIRECTORYSERVICES4500	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DS-4KL DS-500L	SEL DATADVANTAGEDIRECTORYSERVICES4000 SEL DATADVANTAGEDIRECTORYSERVICES500	\$87,360.00 \$16,380.00	K K	31% 31%	\$60,278.40 \$11,302.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-50KL	SEL DATADVANTAGEDIRECTORYSERVICES50000	\$806,000.00	K	31%	\$556,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DS-5KL DS-6KL	SEL DATADVANTAGEDIRECTORYSERVICES5000 SEL DATADVANTAGEDIRECTORYSERVICES6000	\$109,200.00 \$115,752.00	K	31% 31%	\$75,348.00 \$79,868.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-750L	SEL DATADVANTAGEDIRECTORYSERVICES750	\$23,400.00	K	31%	\$16,146.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DS-7KL	SEL DATADVANTAGEDIRECTORYSERVICES7000	\$135,044.00	K	31%	\$93,180.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DS-8KL DS-9KL	SEL DATADVANTAGEDIRECTORYSERVICES8000 SEL DATADVANTAGEDIRECTORYSERVICES9000	\$145,600.00 \$163,800.00	K	31% 31%	\$100,464.00 \$113,022.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-1000L	SEL DTE 1000 users	\$44,226.00	ĸ	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DT-100KL DT-10KL	SEL DTE 100000 users SEL DTE 10000 users	\$2,340,000.00 \$262.080.00	K	31% 31%	\$1,614,600.00 \$180,835.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-1500L	SEL DTE 10000 users	\$58,968.00	K	31%	\$40,687.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DT-150KL	SEL DTE 150000 users	\$3,439,800.00	K	31%	\$2,373,462.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DT-15KL DT-2000L	SEL DTE 15000 users SEL DTE 2000 users	\$393,120.00 \$70,980.00	K	31% 31%	\$271,252.80 \$48,976.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-20KL	SEL DTE 2000 users	\$497,952.00	ĸ	31%	\$343,586.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DT-2500L	SEL DTE 2500 users	\$84,630.00	K	31%	\$58,394.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DT-25KL DT-3000L	SEL DTE 25000 users SEL DTE 3000 users	\$622,440.00 \$101,556.00	ĸ	31% 31%	\$429,483.60 \$70,073.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-3500L	SEL DTE 3500 users	\$118,482.00	ĸ	31%	\$81,752.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DT-35KL DT-4000I	SEL DTE 35000 users SEL DTE 4000 users	\$858,000.00 \$131,040.00	K	31% 31%	\$592,020.00 \$90,417.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-4500L	SEL DTE 4000 users	\$147,420.00	K	31%	\$101,719.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DT-5000L	SEL DTE 5000 users	\$163,800.00	K	31%	\$113,022.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DT-500L DT-50KL	SEL DTE 500 users SEL DTE 50000 users	\$24,570.00 \$1,209,000.00	K	31% 31%	\$16,953.30 \$834,210.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-6000L	SEL DTE 6000 users	\$173,628.00	ĸ	31%	\$119,803.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DT-7000L	SEL DTE 7000 users	\$202,566.00	K	31%	\$139,770.54	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-750L DT-8000L	SEL DTE 750 users SEL DTE 8000 users	\$35,100.00 \$218,400.00	K	31% 31%	\$24,219.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VARONIS
5	DT-9000L	SEL DTE 9000 users	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-1000L-1 DWS-100KL-1	SEL DW for SharePoint 1000 users SEL DW for SharePoint 100000 users	\$73,710.00 \$3,900,000.00	K	31% 31%	\$50,859.90 \$2,691,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-10KL-1	SEL DW for SharePoint 10000 users	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DWS-1500L-1 DWS-150KL-1	SEL DW for SharePoint 1500 users SEL DW for SharePoint 150000 users	\$98,280.00 \$5,733,000.00	K	31% 31%	\$67,813.20 \$3,955,770.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-15KL-1	SEL DW for SharePoint 150000 users	\$655,200.00	K	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-2000L-1	SEL DW for SharePoint 2000 users	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-20KL-1 DWS-2500L-1	SEL DW for SharePoint 20000 users SEL DW for SharePoint 2500 users	\$829,920.00 \$141,050.00	K	31% 31%	\$572,644.80 \$97,324.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-25KL-1	SEL DW for SharePoint 25000 users	\$1,037,400.00	ĸ	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DWS-3000L-1 DWS-3500L-1	SEL DW for SharePoint 3000 users SEL DW for SharePoint 3500 users	\$169,260.00 \$197,470.00	K	31% 31%	\$116,789.40 \$136,254.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-35KL-1	SEL DW for SharePoint 35000 users	\$1,430,000.00	K	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-4000L-1	SEL DW for SharePoint 4000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-4500L-1 DWS-5000L-1	SEL DW for SharePoint 4500 users SEL DW for SharePoint 5000 users	\$245,700.00 \$273,000.00	K	31% 31%	\$169,533.00 \$188,370.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-500L-1	SEL DW for SharePoint 500 users	\$40,950.00	ĸ	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWS-50KL-1	SEL DW for SharePoint 50000 users	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-6000L-1 DWS-7000L-1	SEL DW for SharePoint 6000 users SEL DW for SharePoint 7000 users	\$289,380.00 \$337,610.00	K	31% 31%	\$199,672.20 \$232,950.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-750L-1	SEL DW for SharePoint 750 users	\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DWS-8000L-1 DWS-9000L-1	SEL DW for SharePoint 8000 users SEL DW for SharePoint 9000 users	\$364,000.00 \$409,500.00	K K	31% 31%	\$251,160.00 \$282,555.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-1000L-1	SEL DW for Windows for 1000 users	\$73,710.00	K	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-100KL-1	SEL DW for Windows for 100000 users	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-10KL-1 DWW-1500L-1	SEL DW for Windows for 10000 users SEL DW for Windows for 1500 users	\$436,800.00 \$98,280.00	K K	31% 31%	\$301,392.00 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-150KL-1	SEL DW for Windows for 150000 users	\$5,733,000.00	ĸ	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	DWW-15KL-1	SEL DW for Windows for 15000 users	\$655,200.00	K	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-2000L-1 DWW-20KL-1	SEL DW for Windows for 2000 users SEL DW for Windows for 20000 users	\$118,300.00 \$829,920.00	K	31% 31%	\$81,627.00 \$572,644.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-2500L-1	SEL DW for Windows for 2500 users	\$141,050.00	ĸ	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	DWW-25KL-1 DWW-3000L-1	SEL DW for Windows for 25000 users SEL DW for Windows for 3000 users	\$1,037,400.00 \$169,260.00	K	31% 31%	\$715,806.00 \$116,789.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-3500L-1	SEL DW for Windows for 3500 users	\$197,470.00	K	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	DWW-35KL-1	SEL DW for Windows for 35000 users	\$1,430,000.00	K	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-4000L-1 DWW-4500L-1	SEL DW for Windows for 4000 users SEL DW for Windows for 4500 users	\$218,400.00 \$245,700.00	K K	31% 31%	\$150,696.00 \$169,533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-5000L-1	SEL DW for Windows for 5000 users	\$273,000.00	К	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS

			1		N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		•
			- FMO	CATECORY		1	LP MNT		LP MNT			DENEMAL	THIRD DARTY BRODUST
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	DWW-500L-1	SEL DW for Windows for 500 users	\$40,950.00	К	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-50KL-1 DWW-6000L-1	SEL DW for Windows for 50000 users SEL DW for Windows for 6000 users	\$2,015,000.00 \$289,380.00	K K	31% 31%	\$1,390,350.00 \$199,672.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-7000L-1	SEL DW for Windows for 7000 users	\$337,610.00	ĸ	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-750L-1	SEL DW for Windows for 750 users	\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DWW-8000L-1 DWW-9000L-1	SEL DW for Windows for 8000 users SEL DW for Windows for 9000 users	\$364,000.00 \$409,500.00	K	31% 31%	\$251,160.00 \$282,555.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VARONIS
5	EC-1000L	SEL DATADVATAGEEXC 1000	\$73,710.00	ĸ	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-100KL	SEL DATADVATAGEEXC 100000	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EC-10KL EC-1500L	SEL DATADVATAGEEXC 10000 SEL DATADVATAGEEXC 1500	\$436,800.00 \$98,280.00	K	31% 31%	\$301,392.00 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-150KL	SEL DATADVATAGEEXC 150000	\$5,733,000.00	ĸ	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-15KL	SEL DATADVATAGEEXC 15000	\$655,200.00	K	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EC-2000L EC-20KL	SEL DATADVATAGEEXC 2000 SELECT DATADVATAGEEXC 20000	\$118,300.00 \$829.920.00	K	31% 31%	\$81,627.00 \$572,644.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-2500L	SEL DATADVATAGEEXC 25000	\$141,050.00	K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-25KL	SEL DATADVATAGEEXC 25000	\$1,037,400.00	K	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EC-3000L EC-3500L	SEL DATADVATAGEEXC 3000 SEL DATADVATAGEEXC 3500	\$169,260.00 \$197,470.00	K	31% 31%	\$116,789.40 \$136,254.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-35KL	SEL DATADVATAGEEXC 35000 SEL DATADVATAGEEXC 35000	\$1,430,000.00	K	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-4000L	SEL DATADVATAGEEXC 4000	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	EC-4500L EC-5000L	SEL DATADVATAGEEXC 4500	\$245,700.00	K	31%	\$169,533.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5 5	EC-5000L EC-500L	SEL DATADVATAGEEXC 5000 SELECT DATADVATAGEEXC 500	\$273,000.00 \$40,950.00	K	31% 31%	\$188,370.00 \$28,255.50	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	EC-50KL	SEL DATADVATAGEEXC 50000	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-6000L	SEL DATADVATAGEEXC 6000	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EC-7000L EC-750L	SEL DATADVATAGEEXC 7000 SEL DATADVATAGEEXC 750	\$337,610.00 \$58,500.00	K	31% 31%	\$232,950.90 \$40,365.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-8000L	SEL DATADVATAGEEXC 8000	\$364,000.00	ĸ	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-9000L	SEL DATADVATAGEEXC 9000	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-1000L ECLO-1000L-12MT	SEL DA EXONL 1000 users SEL DA EXONL 1000 12mth	\$36,855.00 \$14,742.00	K	31% 31%	\$25,429.95 \$10,171.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-100KL	SEL DA EXONL 100000 users	\$1,950,000.00	ĸ	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-100KL-12MT	SEL DA ExOnL 100000 12mth	\$780,000.00	K	31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-10KL ECLO-10KL-12MT	SEL DA EXONL 10000 users SEL DA EXONL 10000 12mth	\$218,400.00 \$87,360.00	K K	31% 31%	\$150,696.00 \$60,278.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-1500L	SEL DA EXONE 10000 12/1/1/1 SEL DA EXONE 1500 users	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-1500L-12MT	SEL DA ExOnL 1500 12mth	\$19,656.00	K	31%	\$13,562.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	ECLO-150KL	SEL DA ExOnL 150000 users	\$2,866,500.00	K	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS
5 5	ECLO-150KL-12MT ECLO-15KL	SEL DA EXONL 150000 12mth SEL DA EXONL 15000 users	\$1,146,600.00 \$327,600.00	K	31% 31%	\$791,154.00 \$226,044.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VARONIS VARONIS
5	ECLO-15KL-12MT	SEL DA EXONL 15000 12mth	\$131,040.00	ĸ	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-2000L	SEL DA EXONL 2000 users	\$59,150.00	K	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-2000L-12MT ECLO-20KL	SEL DA EXONL 2000 12mth SEL DA EXONL 20000 users	\$23,660.00 \$414,960.00	K	31% 31%	\$16,325.40 \$286,322.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-20KL-12MT	SEL DA EXONE 20000 12mth	\$165,984.00	ĸ	31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-25KL	SEL DA ExOnL 25000 users	\$518,700.00	K	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-25KL-12MT ECLO-3000L	SEL DA EXONL 25000 12mth SEL DA EXONL 3000 users	\$207,480.00 \$84,630.00	K	31% 31%	\$143,161.20 \$58,394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-3000L ECLO-3000L-12MT	SEL DA EXONE 3000 dsels SEL DA EXONE 3000 12mth	\$33,852.00	K	31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-35KL	SEL DA ExOnL 35000 users	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	ECLO-35KL-12MT ECLO-4000L	SEL DA EXONL 35000 12mth SEL DA EXONL 4000 users	\$286,000.00 \$109,200.00	K K	31% 31%	\$197,340.00 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-4000L ECLO-4000L-12MT	SEL DA EXONL 4000 dsets SEL DA EXONL 4000 12mth	\$43.680.00	ĸ	31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-500L	SEL DA ExOnL 500 users	\$20,475.00	K	31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	ECLO-500L-12MT	SEL DA EXONL 500 12mth	\$8,190.00	K	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-50KL ECLO-50KL-12MT	SEL DA EXONL 50000 users SEL DA EXONL 50000 12mth	\$1,007,500.00 \$403.000.00	K	31% 31%	\$695,175.00 \$278,070.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-6000L	SEL DA ExOnL 6000 users	\$144,690.00	ĸ	31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-6000L-12MT	SEL DA EXONL 6000 12mth	\$57,876.00	K	31%	\$39,934.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-750L ECLO-750L-12MT	SEL DA EXONL 750 users SEL DA EXONL 750 12mth	\$29,250.00 \$11,700.00	K	31% 31%	\$20,182.50 \$8.073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-8000L	SEL DA ExOnL 8000 users	\$182,000.00	K	31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-8000L-12MT	SEL DA ExOnL 8000 12mth	\$72,800.00	K	31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	FC-100KL FC-10KL	SEL IDUFRAMEWORKCONNECTOR 100000 SEL IDUFRAMEWORKCONNECTOR 10000	\$1,755,000.00 \$196,560.00	K	31% 31%	\$1,210,950.00 \$135,626.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-1500L	SEL IDUFRAMEWORKCONNECTOR1500	\$44,226.00	ĸ	31%	\$30,515.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	FC-150KL	SEL IDUFRAMEWORKCONNECTOR 150000	\$2,579,850.00	K	31%	\$1,780,096.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	FC-15KL FC-1KL	SEL IDUFRAMEWORKCONNECTOR 15000 SEL IDUFRAMEWORKCONNECTOR 1000	\$294,840.00 \$33,170.00	K	31% 31%	\$203,439.60 \$22,887.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-20KL	SEL IDUFRAMEWORKCONNECTOR 1000 SEL IDUFRAMEWORKCONNECTOR 20000	\$373,464.00	ĸ	31%	\$257,690.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	FC-2500L	SEL IDUFRAMEWORKCONNECTOR 2500	\$63,473.00	K	31%	\$43,796.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	FC-25KL FC-2KI	SEL IDUFRAMEWORKCONNECTOR 25000 SEL IDUFRAMEWORKCONNECTOR 2000	\$466,830.00 \$53,235.00	K	31% 31%	\$322,112.70 \$36,732.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	FC-3500L	SEL IDUFRAMEWORKCONNECTOR 2000 SEL IDUFRAMEWORKCONNECTOR 3500	\$88,862.00	K	31%	\$36,732.15 \$61,314.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	14//	VARONIS
5	FC-35KL	SEL IDUFRAMEWORKCONNECTOR 35000	\$643,500.00	K	31%	\$444,015.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	FC-3KL	SEL IDUFRAMEWORKCONNECTOR 3000	\$76,167.00	K	31%	\$52,555.23		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	FC-4500L FC-4KL	SEL IDUFRAMEWORKCONNECTOR 4500 SEL IDUFRAMEWORKCONNECTOR 4000	\$110,565.00 \$98,280.00	K K	31% 31%	\$76,289.85 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-500L	SEL IDUFRAMEWORKCONNECTOR 500	\$18,428.00	ĸ	31%	\$12,715.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	FC-50KL	SEL IDUFRAMEWORKCONNECTOR 50000	\$906,750.00	K	31%	\$625,657.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	FC-5KL FC-6KL	SEL IDUFRAMEWORKCONNECTOR 5000 SEL IDUFRAMEWORKCONNECTOR 6000	\$122,850.00 \$130,221.00	K	31% 31%	\$84,766.50 \$89,852.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	FC-750L	SEL IDUFRAMEWORKCONNECTOR 750	\$26,325.00	K	31%	\$18,164.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	FC-7KL	SEL IDUFRAMEWORKCONNECTOR 7000	\$151,925.00	K	31%	\$104,828.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	FC-8KL FC-9KL	SEL IDUFRAMEWORKCONNECTOR 8000 SEL IDUFRAMEWORKCONNECTOR 9000	\$163,800.00 \$184,275.00	K	31% 31%	\$113,022.00 \$127,149.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-1000L	SEL DA ODLite 1000	\$184,275.00 \$36,855.00	K	31%	\$127,149.75 \$25,429.95		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ODL-1000L-12MT	SEL DA ODLite 1000 12 mth term	\$14,742.00	K	31%	\$10,171.98		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS

			1		N	VP LEVEL 1		NVP MAINTENA	NCE AND WAS	RRANTY UPGRADE	NET PRICE		
	1		FM0	CATECORY			LP MNT		LP MNT			DENEMAL	TURD DARTY PRODUCT
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL	LP MNT ANNUAL (STANDARD)	ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	ODL-100KL	SEL DA ODLite 100000	\$1,950,000.00	К	31%	\$1,345,500.00	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-100KL-12MT ODL-10KL	SEL DA ODLite 100000 12 mth term SEL DA ODLite 10000	\$780,000.00 \$218,400.00	K K	31% 31%	\$538,200.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-10KL-12MT	SEL DA ODLite 10000 12 mth term	\$87,360.00	ĸ	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-1500L ODL-1500L-12MT	SEL DA ODLite 1500 SEL DA ODLite 1500 12 mth term	\$49,140.00 \$19,656.00	K K	31% 31%	\$33,906.60 \$13,562.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-1500L-12M1	SEL DA ODLite 150000	\$2,866,500.00	K	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ODL-150KL-12MT	SEL DA ODLite 150000 12 mth term	\$1,146,600.00	K	31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-15KL ODL-15KL-12MT	SEL DA ODLite 15000 SEL DA ODLite 15000 12 mth term	\$327,600.00 \$131,040.00	K K	31% 31%	\$226,044.00 \$90,417.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-2000L	SEL DA ODLite 2000	\$59,150.00	ĸ	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-2000L-12MT ODL-20KL	SEL DA ODLite 2000 12 mth term SEL DA ODLite 20000	\$23,660.00 \$414,960.00	K	31% 31%	\$16,325.40 \$286,322.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-20KL-12MT	SEL DA ODLite 20000 SEL DA ODLite 20000 12 mth term	\$165,984.00	K	31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ODL-25KL	SEL DA ODLite 25000	\$518,700.00	K	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-25KL-12MT ODL-3000L	SEL DA ODLite 25000 12 mth term SEL DA ODLite 3000	\$207,480.00 \$84.630.00	K K	31% 31%	\$143,161.20 \$58,394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-3000L-12MT	SEL DA ODLite 3000 12 mth term	\$33,852.00	ĸ	31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	ODL-35KL ODL-35KL-12MT	SEL DA ODLite 35000 SEL DA ODLite 35000 12 mth term	\$715,000.00 \$286,000.00	K K	31% 31%	\$493,350.00 \$197,340.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-35RL-12W1	SEL DA ODLite 4000	\$109,200.00	ĸ	31%	\$75,348.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ODL-4000L-12MT	SEL DA ODLite 4000 12 mth term	\$43,680.00	K	31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-500L ODL-500L-12MT	SEL DA ODLite 500 SEL DA ODLite 500 12 mth term	\$20,475.00 \$8,190.00	K	31% 31%	\$14,127.75 \$5,651.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-50KL	SEL DA ODLite 50000	\$1,007,500.00	K	31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ODL-50KL-12MT ODL-6000L	SEL DA ODLite 50000 12 mth term SEL DA ODLite 6000	\$403,000.00 \$144,690.00	K	31% 31%	\$278,070.00 \$99,836.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-6000L ODL-6000L-12MT	SEL DA ODLite 6000 12 mth term	\$57,876.00	ĸ	31%	\$39,934.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ODL-750L	SEL DA ODLite 750	\$29,250.00	K	31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	ODL-750L-12MT ODL-8000L	SEL DA ODLite 750 12 mth term SEL DA ODLite 8000	\$11,700.00 \$182,000.00	K	31% 31%	\$8,073.00 \$125,580.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ODL-8000L-12MT	SEL DA ODLite 8000 12 mth term	\$72,800.00	ĸ	31%	\$50,232.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SP-100KL	SEL DATADSPOINT100000	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SP-10KL SP-1500I	SEL DATADSPOINT10000 SEL DATADSPOINT1500	\$436,800.00 \$98,280.00	K	31% 31%	\$301,392.00 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-150KL	SEL DATADSPOINT150000	\$5,733,000.00	ĸ	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	SP-15KL	SEL DATADSPOINT15000	\$655,200.00	K	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SP-1KL SP-20KL	SEL DATADSPOINT1000 SEL DATADSPOINT20000	\$73,710.00 \$829,920.00	K	31% 31%	\$50,859.90 \$572,644.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-2500L	SEL DATADSPOINT2500	\$141,050.00	K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	SP-25KL SP-2KL	SEL DATADSPOINT25000 SEL DATADSPOINT2000	\$1,037,400.00 \$118,300.00	K	31% 31%	\$715,806.00 \$81,627.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-3500L	SEL DATADSPOINT2000 SEL DATADSPOINT3500	\$197,470.00	ĸ	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SP-35KL	SEL DATADSPOINT35000	\$1,430,000.00	K	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SP-3KL SP-4500L	SEL DATADSPOINT3000 SEL DATADSPOINT4500	\$169,260.00 \$245,700.00	K	31% 31%	\$116,789.40 \$169,533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-4KL	SEL DATADSPOINT4000	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	SP-500L	SEL DATADSPOINT500	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SP-50KL SP-5KL	SEL DATADSPOINT50000 SEL DATADSPOINT5000	\$2,015,000.00 \$273,000.00	K	31% 31%	\$1,390,350.00 \$188,370.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-6KL	SEL DATADSPOINT6000	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SP-750L SP-7KL	SEL DATADSPOINT750 SEL DATADSPOINT7000	\$58,500.00 \$337,610.00	K K	31% 31%	\$40,365.00 \$232,950.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-8KL	SEL DATADSPOINT8000	\$364,000.00	ĸ	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SP-9KL	SEL DATADSPOINT9000	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SPLO-1000L SPLO-1000L-12MT	SEL DA SPOnILite 1000 users SEL DA SPOnLite 1000 12mths	\$36,855.00 \$14,742.00	K	31% 31%	\$25,429.95 \$10,171.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-100KL	SEL DA SPOnILite 100000 users	\$1,950,000.00	K	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SPLO-100KL-12MT SPLO-10KL	SEL DA SPOnLite 100000 12mths SEL DA SPOnILite 10000 users	\$780,000.00 \$218,400.00	K	31% 31%	\$538,200.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-10KL-12MT	SEL DA SPOnLite 10000 12mths	\$87,360.00	ĸ	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SPLO-1500L	SEL DA SPOnILite 1500 users	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SPLO-1500L-12MT SPLO-150KL	SEL DA SPOnLite 1500 12mths SEL DA SPOnILite 150000 users	\$19,656.00 \$2,866,500.00	K K	31% 31%	\$13,562.64 \$1,977,885.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-150KL-12MT	SEL DA SPOnLite 150000 12mths	\$1,146,600.00	ĸ	31%	\$791,154.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SPLO-15KL SPLO-15KL-12MT	SEL DA SPOnILite 15000 users SEL DA SPOnLite 15000 12mths	\$327,600.00 \$131.040.00	K	31% 31%	\$226,044.00 \$90,417.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-15KL-12M1 SPLO-2000L	SEL DA SPONLite 15000 12mths SEL DA SPONILite 2000 users	\$59,150.00	K	31%	\$90,417.60 \$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SPLO-2000L-12MT	SEL DA SPOnLite 2000 12mths	\$23,660.00	K	31%	\$16,325.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SPLO-20KL SPLO-20KL-12MT	SEL DA SPOnILite 20000 users SEL DA SPOnLite 20000 12mths	\$414,960.00 \$165,984.00	K K	31% 31%	\$286,322.40 \$114,528.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-25KL	SEL DA SPOnILite 25000 users	\$518,700.00	ĸ	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	SPLO-25KL-12MT SPLO-3000I	SEL DA SPOnLite 25000 12mths SEL DA SPOnll ite 3000 users	\$207,480.00 \$84.630.00	K	31% 31%	\$143,161.20 \$58.394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-3000L SPLO-3000L-12MT	SEL DA SPONLIte 3000 users SEL DA SPONLite 3000 12mths	\$84,630.00 \$33,852.00	K K	31% 31%	\$58,394.70 \$23,357.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-35KL	SEL DA SPOnILite 35000 users	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SPLO-35KL-12MT SPLO-4000L	SEL DA SPOnLite 35000 12mths SEL DA SPOnILite 4000 users	\$286,000.00 \$109,200.00	K	31% 31%	\$197,340.00 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-4000L SPLO-4000L-12MT	SEL DA SPONLIte 4000 users SEL DA SPONLite 4000 12mths	\$43,680.00	K	31%	\$75,348.00 \$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SPLO-500L	SEL DA SPOnILite 500 users	\$20,475.00	K	31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SPLO-500L-12MT SPLO-50KL	SEL DA SPOnLite 500 12mths SEL DA SPOnlLite 50000 users	\$8,190.00 \$1,007,500.00	K	31% 31%	\$5,651.10 \$695,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-50KL-12MT	SEL DA SPONLIte 50000 desis	\$403,000.00	ĸ	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	SPLO-6000L	SEL DA SPONLIte 6000 users	\$144,690.00	K	31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SPLO-6000L-12MT SPLO-750L	SEL DA SPOnLite 6000 12mths SEL DA SPOnILite 750 users	\$57,876.00 \$29,250.00	K K	31% 31%	\$39,934.44 \$20,182.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-750L-12MT	SEL DA SPOnLite 750 12mths	\$11,700.00	ĸ	31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	SPLO-8000L SPLO-8000L-12MT	SEL DA SPOnILite 8000 users SEL DA SPOnLite 8000 12mths	\$182,000.00 \$72,800.00	K K	31% 31%	\$125,580.00 \$50,232.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
3	57 EO-0000E-12W1	SEE S. G. G.IERO 0000 IZIRRIS	₩12,000.00	11	51/0	φυυ,2υ2.00	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.υυ	IN/A	.,

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT		LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5	UX-100KL	SEL DATADVANTAGE UNIX FOR 100000 USERS	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	UX-10KL UX-1500L	SEL DATADVANTAGE UNIX FOR 10000 USERS SEL DATADVANTAGE UNIX FOR 1500 USERS	\$436,800.00 \$98,280.00	K K	31% 31%	\$301,392.00 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-150KL	SEL DATADVANTAGE UNIX FOR 150000 USERS	\$5,733,000.00	K	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	UX-15KL UX-1KL	SEL DATADVANTAGE UNIX FOR 15000 USERS SEL DATADVANTAGE UNIX FOR 1000 USERS	\$655,200.00 \$73,710.00	K K	31% 31%	\$452,088.00 \$50,859.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-20KL	SEL DATADVANTAGE UNIX FOR 20000 USERS	\$829,920.00	K	31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	UX-2500L UX-25KL	SEL DATADVANTAGE UNIX FOR 2500 USERS SEL DATADVANTAGE UNIX FOR 25000 USERS	\$141,050.00 \$1,037,400.00	K K	31% 31%	\$97,324.50 \$715,806.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-2KL	SEL DATADVANTAGE UNIX FOR 2000 USERS	\$118,300.00	ĸ	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5	UX-3500L UX-35KL	SEL DATADVANTAGE UNIX FOR 3500 USERS	\$197,470.00	K K	31% 31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-35KL UX-3KL	SEL DATADVANTAGE UNIX FOR 35000 USERS SEL DATADVANTAGE UNIX FOR 3000 USERS	\$1,430,000.00 \$169,260.00	K K	31%	\$986,700.00 \$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	UX-4500L	SEL DATADVANTAGE UNIX FOR 4500 USERS	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VARONIS
5 5	UX-4KL UX-500L	SEL DATADVANTAGE UNIX FOR 4000 USERS SEL DATADVANTAGE UNIX FOR 500 USERS	\$218,400.00 \$40,950.00	K K	31% 31%	\$150,696.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-50KL	SEL DATADVANTAGE UNIX FOR 50000 USERS	\$2,015,000.00	ĸ	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	UX-5KL UX-6KI	SEL DATADVANTAGE UNIX FOR 5000 USERS SEL DATADVANTAGE UNIX FOR 6000 USERS	\$273,000.00 \$289,380.00	K K	31% 31%	\$188,370.00 \$199,672.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	UX-750L	SEL DATADVANTAGE UNIX FOR 750 USERS	\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	UX-7KL	SEL DATADVANTAGE UNIX FOR 7000 USERS	\$337,610.00	K	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	UX-8KL UX-9KL	SEL DATADVANTAGE UNIX FOR 8000 USERS SEL DATADVANTAGE UNIX FOR 9000 USERS	\$364,000.00 \$409,500.00	K K	31% 31%	\$251,160.00 \$282,555.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	VARONIS-30DAY	SEL VARONIS DATADVANTAGE 30DAY FREETRIAL	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100-100198 100-100199	SEL SW VWisdom Server Ent Lic SEL SW VWisdom Server Dept Lic	\$40,000.00 \$21,538.00	K K	31% 31%	\$27,600.00 \$14,861.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100133 100-100206-AA	SEL AS ProbeSW-024 Lic Ann'l	\$258.00	ĸ	31%	\$178.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100207-AA	SEL AS ProbeSW-032 Lic Ann'I	\$351.00	K	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100208-AA 100-100209-AA	SEL AS ProbeSW-192 Lic Ann'l SEL AS ProbeSW-256 Lic Ann'l	\$2,123.00 \$2,843.00	K K	31% 31%	\$1,464.87 \$1,961.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100210-AA	SEL AS ProbeSW-336 Lic Ann'l	\$3,729.00	K	31%	\$2,573.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-100211-AA 100-100212-AA	SEL AS ProbeSW-384 Lic Ann'l SEL AS ProbeSW-528 Lic Ann'l	\$4,246.00 \$5,852.00	K K	31% 31%	\$2,929.74 \$4,037.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100213	SEL SW ProbeVM-001 vSphere Lic	\$1,523.00	K	31%	\$1,050.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-100213-AA 100-100214-AA	SEL AS vSphere-001 Lic Ann I SEL AS ProbeVM-010 Lic Ann'I	\$148.00 \$1,477.00	K K	31% 31%	\$102.12 \$1,019.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100214-AA 100-100215-AA	SEL AS ProbeVM-050 Lic Ann'i	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100216	SEL SW ProbeVM-100 vSphere Lic	\$152,308.00	K	31%	\$105,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100216-AA 100-100217-AA	SEL AS vSphere-100 Lic Ann I SEL AS ProbeVM-500 Lic Ann'I	\$14,769.00 \$73,846.00	K K	31% 31%	\$10,190.61 \$50,953.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100276	SEL HW PCbl OM3 2F LC-LC 2M	\$62.00	K	31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-100278 100-100280	SEL HW PCbI OM3 2F LC-LC 3M SEL HW PCbI OM3 2F LC-LC 5M	\$69.00 \$77.00	K K	31% 31%	\$47.61 \$53.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100280	SEL HW TCV-008LFLFLF-57-RP Cass	\$1,692.00	K	31%	\$1,167.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100290	SEL HW TCV-012LRLFLF-57-RP Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100292 100-100293	SEL HW TCV-012MRLFLF-57-OB Cass SEL HW TCV-024MRLFMR-57-OB Cass	\$2,538.00 \$5,077.00	K K	31% 31%	\$1,751.22 \$3,503.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100300	SEL HW TPS-010F TCV TAP Shelf 1U	\$285.00	K	31%	\$196.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-100301 100-100346	SEL HW TPS-01OS TCV TAP Shelf 1U SEL HW ProbeFC8 8G MM	\$192.00 \$36.923.00	K K	31% 31%	\$132.48 \$25,476.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100346	SEL SW FC8-0802 2 Link Lic	\$21,538.00	K	31%	\$14,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100602-AA	SEL AS ProbeFC8-0802 Lic Ann'l	\$2,031.00	K K	31%	\$1,401.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100603 100-100603-AA	SEL SW FC8-0808 8 Link Lic SEL AS ProbeFC8-0808 Lic Ann'l	\$86,154.00 \$8,031.00	K K	31% 31%	\$59,446.26 \$5,541.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100617-AA	SEL AS ProbeSWAG-24 Lic Ann'I	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-100618-AA 100-100619-AA	SEL AS ProbeSWAG-192 Lic Ann'l SEL AS ProbeSWAG-528 Lic Ann'l	\$351.00 \$978.00	K K	31% 31%	\$242.19 \$674.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100837	SEL HW ProbeFC8/-HD FRU Pwr Sup	\$846.00	K	31%	\$583.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101019 100-101048	SEL HW Mob Rack Cab Probe SEL HW Pwr Cord C19-515 15A 15FT	\$17,308.00 \$62.00	K K	31% 31%	\$11,942.52 \$42.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101049	SEL HW Pwr Cord C19-510 10A 10FT	\$92.00	K	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101050	SEL HW Pwr Cord C19-620 20A 15FT	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101051 100-101052	SEL HW Pwr Cord C19-615 15A 15FT SEL HW Pwr Cord C13-515 18IN x2	\$85.00 \$11.00	K K	31% 31%	\$58.65 \$7.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101053	SEL HW Pwr Cord C13-515 6FT x2	\$17.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5	100-101054 100-101055	SEL HW Pwr Cord C13-C14 6FT x2 SEL HW Pwr Cord C13-C14 18IN x2	\$23.00 \$14.00	K K	31% 31%	\$15.87 \$9.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101056	SEL HW Pwr Cord C13-CEE77 2M x2	\$20.00	ĸ	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101057	SEL HW Pwr Cord C13-1363 2M x2	\$31.00	K	31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101058 100-101085	SEL HW Pwr Cord C13-C14 3FT x2 SEL HW PCbl OM3 12F MPOf-LC 2M	\$17.00 \$462.00	K K	31% 31%	\$11.73 \$318.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101216	SEL HW PCbl OM3 2F LC-LC 10M	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101228 100-101231	SEL HW PCbl OM3 2F LC-LC 15M SEL HW ProbeFC8-HD 8G MM	\$100.00 \$52.308.00	K	31% 31%	\$69.00 \$36.092.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101281	SEL HW FibIns CIT Kit MPO Addon	\$4,462.00	ĸ	31%	\$3,078.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101309 100-101310	SEL HW Fiblns CIT Kit Refill SEL HW Fiblns CIT MPO Refill	\$2,231.00 \$538.00	K K	31% 31%	\$1,539.39 \$371.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101310	SEL HW TCbl OM3 1F LCLC 2M x2	\$538.00 \$208.00		31% 31%	\$371.22 \$143.52	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbi OM3 12F MPOfLC 2M x2	\$885.00	K	31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-101313 100-101314	SEL HW TCbi OM3 1F LCSC 2M x2 SEL HW TCbi OM3 1F LCMU 2M x2	\$208.00 \$231.00	K K	31% 31%	\$143.52 \$159.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101315	SEL HW TCbl OM3 12F MPOmLC 2M x2	\$885.00	K	31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-101318	SEL HW Ship Rack Cab 2 Probe	\$9,231.00 \$7,308.00	K K	31% 31%	\$6,369.39 \$5,042.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101319 100-101322	SEL HW Ship Rack Cab 1 Probe SEL HW ProbeFC8/-HD FRU Fan	\$7,308.00 \$577.00	K	31%	\$5,042.52 \$398.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	K	31%	\$334.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-101325 100-101343	SEL HW Rack Shelf 1U 24 SEL SW FC8HD-0816 16 Link Lic	\$577.00 \$120,000.00	K K	31% 31%	\$398.13 \$82,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101343-AA	SEL AS ProbeFC8-0816 Lic Ann'I	\$11,077.00		31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS

						IVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
DANID	OKI	DECORPORTOR	EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5 5	100-101348 100-101566	SEL HW Pwr Cord C19-C14 15A 15FT SEL HW SFP 8GFC 850NM MM HS x16	\$108.00 \$7,308.00	K K	31% 31%	\$74.52 \$5,042.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101570	SEL HW Fiblns Cass Refill SEL HW Fiblns MPO Cass Refill	\$615.00	K	31%	\$424.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-101571 100-101753	SEL HW Fibins MPO Cass Refill SEL SW VWisdom Srvr Ent DR Lic	\$692.00 \$20,000.00	K K	31% 31%	\$477.48 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-101804	SEL HW ProbeFC8-HD48 8G MM	\$147,692.00	K	31%	\$101,907.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-101854 100-101855	SEL HW Fiblns CIT Adv Kit SEL HW Pwr Cord C13-C20 6FT x2	\$22,308.00 \$31.00	K K	31% 31%	\$15,392.52 \$21.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102044 100-102045	SEL HW ProbeFC8-HD48 FRU Fan SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$1,115.00 \$923.00	K K	31% 31%	\$769.35 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102046	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	ĸ	31%	\$167,723.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102046-AA	SEL AS ProbeFC8-0848 Lic Ann'I	\$23,077.00	K	31%	\$15,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102064 100-102065	SEL HW TCV-024MRLFMR-57-EB Cass SEL SW FC8HD48-0824 24 Link Lic	\$5,077.00 \$156,923.00	K	31% 31%	\$3,503.13 \$108,276.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102065-AA	SEL AS ProbeFC8-0824 Lic Ann'l	\$14,677.00	K	31%	\$10,127.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5	100-102069 100-102070	SEL HW VWisdom Pltfrm Appl 4210 SEL SW VWisdom Mgmt Ent Ed	\$60,000.00 \$67,692.00	K K	31% 31%	\$41,400.00 \$46,707.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102072 100-102073	SEL SW VWisdom Mgmt Ent DR Ed SEL HW PA 4210 FRU Pwr Sup	\$33,846.00 \$538.00	K K	31% 31%	\$23,353.74 \$371.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102074	SEL HW PA 4210 FRU Data Dry 1TB	\$346.00	K	31%	\$238.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102075 100-102076	SEL HW PA 4210 FRU Sys Drv 80GB SEL HW PA 4210 Shllw Mnt Kit	\$385.00 \$115.00	K K	31% 31%	\$265.65 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102077	SEL HW PA 4210 FRU Bezel/Keys	\$69.00	ĸ	31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102091 100-102092	SEL HW ProbeFC8-HD Chass SEL HW ProbeFC8-HD48 Chass	\$40,000.00 \$110,769.00	K K	31% 31%	\$27,600.00 \$76,430.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102092	SEL HW ProbeFC8-HD46 Chass SEL HW ProbeFC8-HD48 Recess Mnt	\$308.00	K	31%	\$212.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102267	SEL SW ProbeSW-010 Port Lic	\$1,138.00	K	31%	\$785.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102267-AA 100-102268	SEL AS ProbeSW-010 Lic Ann'l SEL SW ProbeSW-100 Port Lic	\$111.00 \$11,385.00	K K	31% 31%	\$76.59 \$7,855.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102268-AA	SEL AS ProbeSW-100 Lic Ann'l	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102269 100-102269-AA	SEL SW ProbeSWAG-010 Port Lic SEL AS ProbeSWAG-010 Lic Ann'l	\$569.00 \$18.00	K K	31% 31%	\$392.61 \$12.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102270	SEL SW ProbeSWAG-100 Port Lic	\$5,692.00	K	31%	\$3,927.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102270-AA 100-102271	SEL AS ProbeSWAG-100 Lic Ann'I SEL SW ProbeNTAP-001 Node Lic	\$185.00 \$1,769.00	K K	31% 31%	\$127.65 \$1,220.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271-AA	SEL AS ProbeNTAP-001 Lic Ann'I	\$166.00	ĸ	31%	\$114.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102272	SEL SW ProbeNTAP-100 Node Lic	\$176,923.00	K K	31% 31%	\$122,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102272-AA 100-102301	SEL AS ProbeNTAP-100 Lic Ann'l SEL HW PA 4210 Std Mnt Kit	\$16,615.00 \$115.00	K	31%	\$11,464.35 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102341	SEL HW TCV Blank Plate Kit x3	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102375 100-102455	SEL HW ProbeFC-16G-24 Chass SEL HW ProbeFC8/All Shllw Mnt Kit	\$76,923.00 \$115.00	K K	31% 31%	\$53,076.87 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102456	SEL HW ProbeFC8/All Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102457 100-102458	SEL HW ProbeFC8/All Rk Adpt 1U35 SEL HW PA-4210 Rk Adpt 2U35	\$115.00 \$115.00	K K	31% 31%	\$79.35 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102490	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102491 100-102500	SEL HW TCV-012LRLFLF-58-RP Cass SEL HW TCV-012LRLFLF-97-RP Cass	\$2,769.00 \$2,169.00	K K	31% 31%	\$1,910.61 \$1,496.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102579	SEL HW SFP 4-Link Kit 8G MM HS	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102580 100-102581	SEL HW SFP 4-Link Kit 8G SM SR SEL SW Link Lic 8G 4-Link Kit	\$4,308.00 \$24,615.00	K K	31% 31%	\$2,972.52 \$16,984.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102581-AA	SEL AS LnkLic 8G 4Lnk Kit Ann'l	\$2,215.00	ĸ	31%	\$1,528.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102582 100-102582-AA	SEL SW Link Lic 8G Full FC8-HD48 SEL AS LnkLic 8G FC8-HD48 Ann'l	\$203,077.00 \$23,077.00	K K	31% 31%	\$140,123.13 \$15,923.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102583	SEL SW Link Lic 8G Full FC16G24	\$100,000.00	K	31%	\$69,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102583-AA	SEL AS LnkLic 8G FC16G24 Ann'l	\$13,292.00	K K	31%	\$9,171.48	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102584 100-102584-AA	SEL SW Link Lic 8G Full FC8-HD SEL AS LnkLic 8G FC8-HD Ann'l	\$86,154.00 \$8,862.00	K	31% 31%	\$59,446.26 \$6,114.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102595	SEL SW Link Lic 16G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102595-AA 100-102596	SEL AS LnkLic 16G 4Lnk Kit Ann'l SEL SW Link Lic 16G FullFC16G24	\$2,954.00 \$138,462.00	K	31% 31%	\$2,038.26 \$95,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102596-AA	SEL AS LnkLic 16G FC16G24 Ann'l	\$17,723.00	K	31%	\$12,228.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102614 100-102615	SEL HW SFP 4-Link Kit 16G MM UHS SEL HW SFP 4-Link Kit 16G SM SR	\$6,154.00 \$7,385.00	K K	31% 31%	\$4,246.26 \$5,095.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102618	SEL HW SFP 16GFC 1310NM SM LR	\$922.00	K	31%	\$636.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102624 100-102625	SEL Opt patch cable 50m OM4 MM LC-LC 2M SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$88.00 \$92.00	K K	31% 31%	\$60.72 \$63.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102626	SEL Opt patch cable 50um OM4 MM LC-LC 5M	\$102.00	ĸ	31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5	100-102627 100-102645	SEL Opt patch cable 50um OM4 MM LCLC 10M	\$129.00	K K	31% 31%	\$89.01 \$520.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102645 100-102645-AA	SEL SW ProbeVM-001 HyperV Lic SEL AS ProbeVM-001 Hyper-V Ann'I	\$754.00 \$74.00	K	31%	\$520.26 \$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102646 100-102646-AA	SEL SW ProbeVM-100 HyperV Lic	\$75,385.00	K	31%	\$52,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102646-AA 100-102647	SEL AS ProbeVM-100 Hyper-V Ann'I SEL SW ProbeVM-001 PowerVM Lic	\$7,385.00 \$762.00	K K	31% 31%	\$5,095.65 \$525.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-102647-AA	SEL AS ProbeVM-001 PowerVM Ann'I	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102648 100-102648-AA	SEL SW ProbeVM-100 PowerVM Lic SEL AS ProbeVM-100 PowerVM Ann'I	\$76,154.00 \$7,385.00	K K	31% 31%	\$52,546.26 \$5,095.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102697	SEL HW ProbeFC-16G-12 Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102698 100-102700	SEL HW ProbeNAS-10G-16 Chass SEL CABLE OM4 MM MTP MALE - LC B	\$107,692.00 \$392.00	K K	31% 31%	\$74,307.48 \$270.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102701	SEL CABLE OM4 MM MTP FEMALE2M12F	\$374.00	K	31%	\$258.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102702 100-102703	SEL CABLE OS2 SM MTP MALE 2M12F SEL CABLE OS2 SM MTP FEMALE2M12F	\$263.00 \$245.00	K K	31% 31%	\$181.47 \$169.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102739	SEL HW PCbl OM4 12F MTPmLC 3M	\$471.00	K	31%	\$324.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102740 100-102741	SEL HW PCbI OM4 12F MTPfLC 3M SEL HW PCbI OM4 12F MTPmLC 5M	\$449.00 \$523.00	K K	31% 31%	\$309.81 \$360.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5		SEL HW PCbi OM4 12F MTPfillC 5M SEL HW PCbi OM4 12F MTPflC 5M	\$497.00		31%	\$342.93		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS

			I			VP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	SKU	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL	LP MNT ANNUAL	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
			LIST PRICE USD	CODE	DISCOUNT %		(PREMIUM)	(STANDARD)	(BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
5 5	100-102743 100-102744	SEL HW PCbI OM4 12F MTPmLC 10M SEL HW PCbI OM4 12F MTPfLC 10M	\$649.00 \$623.00	K K	31% 31%	\$447.81 \$429.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102745 100-102746	SEL HW PCbI OS2 SM 12F MTPmLC 3M SEL HW PCbI OS2 SM 12F MTPfLC 3M	\$309.00 \$283.00	K	31% 31%	\$213.21 \$195.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbi OS2 SM 12F MTPILC SM SEL HW PCbi OS2 SM 12F MTPILC SM	\$318.00	K	31%	\$219.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102748	SEL HW PCbl OS2 SM 12F MTPfLC 5M	\$298.00	K	31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102749 100-102750	SEL HW PCbl OS2 SM 12F MTPmLC10M SEL HW PCbl OS2 SM 12F MTPfLC10M	\$351.00 \$329.00	K	31% 31%	\$242.19 \$227.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	K	31%	\$1,627.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102752 100-102753	SEL HW TCV-012MRLFLF-97-OB Cass SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00 \$3,448.00	K K	31% 31%	\$2,379.12 \$2,379.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00	K	31%	\$4,756.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102755 100-102791	SEL HW TCV-024MRLFMR-97-EB Cass SEL SW Link Lic NAS 10G 1Active	\$6,894.00 \$6,923.00	K	31% 31%	\$4,756.86 \$4,776.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102791-AA	SEL AS LnkLic 10G 1Lnk Actv Annl	\$738.00	ĸ	31%	\$509.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102792 100-102792-AA	SEL SW Link Lic NAS 10G 1Passive SEL AS LnkLic 10G 1Lnk Pasv Annl	\$1,846.00 \$92.00	K	31% 31%	\$1,273.74 \$63.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102793	SEL SW Link Lic 10G FullNAS10G16	\$93,846.00	ĸ	31%	\$64,753.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUAL INSTRUMENTS
5 5	100-102793-AA 100-102794	SEL AS LnkLic 10G NAS10G16 Ann'l SEL SW Target Lic 10G 4-Tot Kit	\$9,231.00 \$9,231.00	K K	31% 31%	\$6,369.39 \$6,369.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102794-AA	SEL AS TgtLic 10G 4Tgt Kit Ann'l	\$923.00	ĸ	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102795 100-102795-AA	SEL SW Link Lic 10G 4-Link Kit SEL AS LnkLic 10G 4Lnk Kit Ann'l	\$36,923.00 \$3,692.00	K	31% 31%	\$25,476.87 \$2,547.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102796	SEL SW LinkLic 10G FullFCoE10G24	\$152,308.00	ĸ	31%	\$105,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102796-AA 100-102797	SEL AS LnkLic 10G FCoE10G24 Annl	\$15,231.00	K	31% 31%	\$10,509.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-102797 100-102797-AA	SEL SW Link Lic 8G Full FC16G12 SEL AS LnkLic 8G FC16G12 Ann'l	\$61,538.00 \$6,000.00	K	31%	\$42,461.22 \$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102798 100-102798-AA	SEL SW Link Lic 16G Full FC16G12	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102798-AA 100-102799	SEL AS LnkLic 16G FC16G12 Ann'l SEL HW ProbeFCoE-10G-24 Chass	\$9,231.00 \$76,923.00	K	31% 31%	\$6,369.39 \$53,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	CSP-A	SEL VST CSP 2,501-5,000 MICROVM	\$154.29	K	31%	\$106.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	CSP-B CSP-BASE	SEL VST CSP 5,001-7,500 MICROVM SEL VST CSP UP TO 2,500 MICROVM	\$147.86 \$160.71	K K	31% 31%	\$102.02 \$110.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	CSP-C	SEL VST CSP 7,501-15,000 MICROVM	\$130.18	K	31%	\$89.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	CSP-D CSP-E	SEL VST CSP 15,001-25,000 MICROVM SEL VST CSP 25,001-50,000 MICROVM	\$115.39 \$92.25	K	31% 31%	\$79.62 \$63.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	CSP-F	SEL VST CSP 50,001-100,000 MICROVM	\$78.27	K	31%	\$54.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-FS-VT-BCE-M-PD U-FS-VT-BCE-P-PD	SEL VT Compliance Edition 1YR Supp SEL VT Compliance Edition 10 MD	\$15,000.00 \$75,000.00	K K	31% 31%	\$10,350.00 \$51,750.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-FS-VT-BC-M-PD	SEL VT Branded Conn PL 1YR Supp	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-FS-VT-BC-P-PD U-FS-VT-BI-M-PD	SEL VT Branded Conn PL SEL VT BI PL Annual Supp	\$20,000.00 \$10.000.00	K	31% 31%	\$13,800.00 \$6,900.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-FS-VT-BI-P-PD	SEL VT BI PL	\$50,000.00	ĸ	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-FS-VT-BSE-M-PD U-FS-VT-BSE-P-PD	SEL VT Risk Mgmt Annual Supp SEL VT Risk Mgmt 10 MD PL	\$34,000.00 \$170,000.00	K	31% 31%	\$23,460.00 \$117,300.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-FS-VT-BUS-M-PD	SEL VT UPG CMP to Risk Mgmt 1YR Supp	\$19,000.00	K	31%	\$13,110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	U-FS-VT-BUS-P-PD U-FS-VT-MD-M-PD	SEL VT UPG CMP to Risk Mgmt PL	\$95,000.00 \$46.00	K	31% 31%	\$65,550.00 \$31.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5 5	U-FS-VT-MD-M-PDE	SEL VTMD PL 11-1000 MD 1YR Supp SEL VTMD PL 1001-5000 MD 1YR Supp	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	U-FS-VT-MD-M-PDG	SEL VTMD PL 5001-10,000 MD 1YR Supp	\$33.00	K	31%	\$22.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	U-FS-VT-MD-M-PDH U-FS-VT-MD-M-PDI	SEL VTMD PL 10,001-25,000 MD 1YR Supp SEL VTMD PL 25,001-50,000 MD 1YR Supp	\$30.00 \$27.00	K	31% 31%	\$20.70 \$18.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-FS-VT-MD-M-PDJ	SEL VTMD PL 50,001-100,000 MD 1YR Supp	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	U-FS-VT-MD-M-PDK U-FS-VT-MD-P-PD	SEL VTMD PL 100,001-ENT MD 1YR Supp SEL VTMD PL 11-1000 MD	\$22.00 \$230.00	K K	31% 31%	\$15.18 \$158.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-FS-VT-MD-P-PDE	SEL VTMD PL 1001-5000 MD	\$186.00	K	31%	\$128.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-FS-VT-MD-P-PDG U-FS-VT-MD-P-PDH	SEL VTMD PL 5001-10,000 MD SEL VTMD PL 10,001-25,000 MD	\$167.00 \$151.00	K K	31% 31%	\$115.23 \$104.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-FS-VT-MD-P-PDI	SEL VTMD PL 25,001-50,000 MD	\$136.00	K	31%	\$93.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-FS-VT-MD-P-PDJ U-FS-VT-MD-P-PDK	SEL VTMD PL 50,001-100,000 MD SEL VTMD PL 100,001-ENT MD	\$122.00 \$110.00	K K	31% 31%	\$84.18 \$75.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-VT-CP-SAS-1000	SEL VT Compliance Edition 1000 MD	\$263,340.00	K	31%	\$181,704.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-VT-CP-SAS-4000 U-VT-CP-SAS-500	SEL VT Compliance Edition 4000 MD SEL VT Compliance Edition 500 MD	\$738,360.00 \$163,170.00	K K	31% 31%	\$509,468.40 \$112,587.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	U-VT-RM-SAS-1000	SEL VT Risk Mgmt Edition 1000 MD	\$343,140.00	K	31%	\$236,766.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	U-VT-RM-SAS-4000 U-VT-RM-SAS-500	SEL VT Risk Mgmt Edition 4000 MD SEL VT Risk Mgmt Edition 500 MD	\$818,160.00 \$248.220.00	K	31% 31%	\$564,530.40 \$171,271.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUSTREAM VIRTUSTREAM
5	VS-CREDIT-250K	SEL Virtustream laaS \$250K Credits	\$250,000.00	ĸ	31%	\$172,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VIRTUSTREAM
5 5	11-1909-LIC 1162-LIC	SEL Mrg Win/ Hw Mig 1 Dev TI 6M Min 10 SEL 1162-LIC VF-STD-ADV-UG-F	\$55.00 \$1,210.00	K	31% 31%	\$37.95 \$834.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1164-LIC	SEL 1164-LIC VF-STD-F	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	1165-LIC 1271-LIC	SEL 1165-LIC VF-ADV-F SEL 1271-LIC THIN-100PK-F	\$2,750.00 \$2,090.00	K	31% 31%	\$1,897.50 \$1,442.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1433-LIC	SEL 1433-LIC VF-DD2-25VM-F	\$20,625.00	ĸ	31%	\$14,231.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	1591-LIC	SEL 1591-LIC CA-DEVK-F	\$22,000.00	K	31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1593-LIC 1593-LIC-L1	SEL 1593-LIC CA-AUTDT25-F SEL 1593-LIC-L1 CA-AUTDT25-F-L1	\$3,658.00 \$3,475.00	K K	31% 31%	\$2,524.02 \$2,397.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	N/A	VMWARE VMWARE
5	1593-LIC-L2	SEL 1593-LIC-L2 CA-AUTDT25-F-L2 SEL 1593-LIC-L3 CA-AUTDT25-F-L3	\$3,401.00	K	31%	\$2,346.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1593-LIC-L3 1593-LIC-L4	SEL 1593-LIC-L3 CA-AUTDT25-F-L3 SEL 1593-LIC-L4 CA-AUTDT25-F-L4	\$3,292.00 \$3,182.00	K	31% 31%	\$2,271.48 \$2,195.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1593-LIC-L5	SEL 1593-LIC-L5 CA-AUTDT25-F-L5	\$3,036.00	K	31%	\$2,094.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	1594-LIC 1601-LIC	SEL 1594-LIC CA-DEVK-LIC-F SEL 1601-LIC HZ-MRG-10-F	\$1.00 \$1,650.00	K K	31% 31%	\$0.69 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1601-LIC-L1	SEL 1601-LIC-L1 HZ-MRG-10-F-L1	\$1,568.00	K	31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	1601-LIC-L2 1601-LIC-L3	SEL 1601-LIC-L2 HZ-MRG-10-F-L2 SEL 1601-LIC-L3 HZ-MRG-10-F-L3	\$1,535.00 \$1,485.00	K K	31% 31%	\$1,059.15 \$1,024.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1601-LIC-L4	SEL 1601-LIC-L4 HZ-MRG-10-F-L4	\$1,436.00	K	31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	1602-LIC 1602-LIC-L1	SEL 1602-LIC HZ-MRG-100-F SEL 1602-LIC-L1 HZ-MRG-100-F-L1	\$16,500.00 \$15,675.00	K K	31% 31%	\$11,385.00 \$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
-				-		Ţ,	42.30		42.30		42.00		

					N	IVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	1602-LIC-L2	SEL 1602-LIC-L2 HZ-MRG-100-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1602-LIC-L3 1602-LIC-L4	SEL 1602-LIC-L3 HZ-MRG-100-F-L3 SEL 1602-LIC-L4 HZ-MRG-100-F-L4	\$14,850.00 \$14,355.00	K K	31% 31%	\$10,246.50 \$9,904.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1602-LIC-L5	SEL 1602-LIC-L5 HZ-MRG-100-F-L5	\$13,695.00	K	31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1664-LIC 1664-LIC-L1	SEL 1664-LIC HZ-MW-MRG-10-F SEL 1664-LIC-L1 HZ-MW-MRG-10-FL1	\$1,210.00 \$1,150.00	K K	31% 31%	\$834.90 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1664-LIC-L2	SEL 1664-LIC-L2 HZ-MW-MRG-10-FL2	\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1664-LIC-L3 1664-LIC-L4	SEL 1664-LIC-L3 HZ-MW-MRG-10-FL3 SEL 1664-LIC-L4 HZ-MW-MRG-10-FL4	\$1,089.00 \$1,053.00	K	31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1664-LIC-L5	SEL 1664-LIC-L5 HZ-MW-MRG-10-F-L5	\$1,004.00	ĸ	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1665-LIC	SEL 1665-LIC HZ-MW-MRG-100-F	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1665-LIC-L1 1665-LIC-L2	SEL 1665-LIC-L1 HZ-MW-MRG-100-FL1 SEL 1665-LIC-L2 HZ-MW-MRG-100-FL2	\$11,495.00 \$11,253.00	K	31% 31%	\$7,931.55 \$7,764.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1665-LIC-L3	SEL 1665-LIC-L3 HZ-MW-MRG-100-FL3	\$10,890.00	K	31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	1665-LIC-L4 1665-LIC-L5	SEL 1665-LIC-L4 HZ-MW-MRG-100-FL4 SEL 1665-LIC-L5 HZ-MW-MRG-100-F-L5	\$10,527.00 \$10,043.00	K	31% 31%	\$7,263.63 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1669-LIC	SEL 1669-LIC HZ-MRG-WIN-6M-TLSS-F	\$44.00	ĸ	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AUTDT25GSC	SEL CA-AUTDT25-G-SSS-C )	\$699.00	K	31%	\$482.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AUTDT25GSC-I AUTDT25PSC	SEL CA-AUTDT25-G-SSS-C ) SEL CA-AUTDT25-P-SSS-C )	\$769.00 \$831.00	K K	31% 31%	\$530.61 \$573.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AUTDT25PSC-I	SEL CA-AUTDT25-P-SSS-C )	\$914.00	K	31%	\$630.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AUTSV25GSC AUTSV25GSC-I	SEL CA-AUTSV25-G-SSS-C ) SEL CA-AUTSV25-G-SSS-C )	\$2,100.00 \$2,310.00	K	31% 31%	\$1,449.00 \$1,593.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AUTSV25PSC	SEL CA-AUTSV25-P-SSS-C )	\$2,500.00	ĸ	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AUTSV25PSC-I	SEL CA-AUTSV25-P-SSS-C )	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BM-ADV-AD-C BM-ADV-AD-C-I	SEL BM-ADV-AD-C ) SEL BM-ADV-AD-C )	\$60,000.00 \$66,000.00	K K	31% 31%	\$41,400.00 \$45,540.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BM-ADV-AD-C-K	SEL BM-ADV-AD-C)	\$57,160.05	K	31%	\$39,440.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BMADVENTADC BMADVENTADC-I	SEL BM-ADV-ENT-AD-UG-C ) SEL BM-ADV-ENT-AD-UG-C )	\$16,500.00 \$18,150.00	K	31% 31%	\$11,385.00 \$12,523.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMADVENTADC-K	SEL BM-ADV-ENT-AD-UG-C )	\$15,679.20	ĸ	31%	\$10,818.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BMADVENTFNC BMADVENTFNC-I	SEL BM-ADV-ENT-FN-UG-C ) SEL BM-ADV-ENT-FN-UG-C )	\$165,000.00 \$181,500.00	K K	31% 31%	\$113,850.00 \$125,235.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMADVENTFNC-I	SEL BM-ADV-ENT-FN-UG-C ) SEL BM-ADV-ENT-FN-UG-C )	\$156,791.96	K K	31%	\$125,235.00 \$108,186.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	BMADVENTROC	SEL BM-ADV-ENT-RO-UG-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BMADVENTROC-I BMADVENTROC-K	SEL BM-ADV-ENT-RO-UG-C ) SEL BM-ADV-ENT-RO-UG-C )	\$110.00 \$95.21	K K	31% 31%	\$75.90 \$65.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMADVFNDC	SEL BM-ADV-FND-C)	\$300,000.00	ĸ	31%	\$207,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	BMADVFNDC-I	SEL BM-ADV-FND-C )	\$330,000.00	K	31%	\$227,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BMADVFNDC-K BM-ADV-RO-C	SEL BM-ADV-FND-C ) SEL BM-ADV-RO-C )	\$285,623.27 \$22,500.00	K K	31% 31%	\$197,080.06 \$15,525.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BM-ADV-RO-C-I	SEL BM-ADV-RO-C)	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BM-ADV-RO-C-K BM-ENT-AD-C	SEL BM-ADV-RO-C ) SEL BM-ENT-AD-C )	\$21,412.90 \$75,000.00	K	31% 31%	\$14,774.90 \$51,750.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BM-ENT-AD-C-I	SEL BM-ENT-AD-C)	\$82,500.00	ĸ	31%	\$56,925.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	BM-ENT-AD-C-K BMENTFNDC	SEL BM-ENT-AD-C ) SEL BM-ENT-FND-C )	\$71,140.37 \$450.000.00	K	31% 31%	\$49,086.86 \$310,500.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMENTFNDC-I	SEL BM-ENT-FND-C )	\$495,000.00	K	31%	\$341,550.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	BMENTFNDC-K	SEL BM-ENT-FND-C)	\$428,611.88	K	31%	\$295,742.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BMENTFNGC-K BMENTFNPC-K	SEL BM-ENT-FN-G-SAAS-C ) SEL BM-ENT-FN-P-SAAS-C )	\$128,477.38 \$142,634.67	K K	31% 31%	\$88,649.39 \$98,417.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BM-ENT-RO-C	SEL BM-ENT-RO-C)	\$22,500.00	K	31%	\$15,525.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	BM-ENT-RO-C-I BM-ENT-RO-C-K	SEL BM-ENT-RO-C ) SEL BM-ENT-RO-C )	\$24,750.00 \$21,412.90	K K	31% 31%	\$17,077.50 \$14,774.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CA6ADV25C	SEL CA6-ADV25-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	CA6ADV25C-I	SEL CA6-ADV25-C)	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	CA6ADV25C-K CA6AUT25C	SEL CA6-ADV25-C ) SEL CA6-AUTDT25-C )	\$10,736.00 \$3,325.00	K K	31% 31%	\$7,407.84 \$2,294.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CA6AUT25C-I	SEL CA6-AUTDT25-C)	\$3,658.00	K	31%	\$2,524.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	CA6AUT25C-K CA6ENT25C	SEL CA6-AUTDT25-C ) SEL CA6-ENT25-C )	\$3,572.00 \$19,375.00	K	31% 31%	\$2,464.68 \$13,368.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CA6ENT25C-I	SEL CA6-ENT25-C )	\$21,313.00	ĸ	31%	\$14,705.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	CA6ENT25C-K	SEL CA6-ENT25-C )	\$20,793.00	K	31%	\$14,347.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	DEVKGSC-I	SEL CA-DEVK-G-SSS-C ) SEL CA-DEVK-G-SSS-C )	\$4,200.00 \$4,620.00	K K	31% 31%	\$2,898.00 \$3,187.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	DEVKPSC	SEL CA-DEVK-P-SSS-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	DEVKPSC-I HAC100C	SEL CA-DEVK-P-SSS-C ) SEL HZ-ADVC-100-C )	\$5,500.00 \$40,000.00	K	31% 31%	\$3,795.00 \$27,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HAC100C-I	SEL HZ-ADVC-100-C)	\$44,000.00	ĸ	31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HAC100C-K	SEL HZ-ADVC-100-C )	\$34,437.60	K	31%	\$23,761.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HAC10C HAC10C-I	SEL HZ-ADVC-10-C ) SEL HZ-ADVC-10-C )	\$4,000.00 \$4,400.00	K K	31% 31%	\$2,760.00 \$3,036.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HAC10C-K	SEL HZ-ADVC-10-C)	\$3,443.76	K	31%	\$2,376.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HAN100C HAN100C-I	SEL HZ-ADVN-100-C ) SEL HZ-ADVN-100-C )	\$25,000.00 \$27,500.00	K K	31% 31%	\$17,250.00 \$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HAN100C-K	SEL HZ-ADVN-100-C )	\$21,554.47	K	31%	\$14,872.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	HAN10C	SEL HZ-ADVN-10-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HAN10C-I HAN10C-K	SEL HZ-ADVN-10-C ) SEL HZ-ADVN-10-C )	\$2,750.00 \$2,155.45	K K	31% 31%	\$1,897.50 \$1,487.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HEC100CV2	SEL HZ-ENTC-100-C)	\$57,500.00	ĸ	31%	\$39,675.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HEC100CV2-I HEC100CV2-K	SEL HZ-ENTC-100-C) SEL HZ-ENTC-100-C)	\$63,250.00 \$49,515.11	K K	31% 31%	\$43,642.50 \$34,165.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HEC100CV2-K HEC10CV2	SEL HZ-ENTC-100-C ) SEL HZ-ENTC-10-C )	\$5,750.00	K	31%	\$34,165.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HEC10CV2-I	SEL HZ-ENTC-10-C)	\$6,325.00	K	31%	\$4,364.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HEC10CV2-K HEN100CV2	SEL HZ-ENTC-10-C ) SEL HZ-ENTN-100-C )	\$4,951.51 \$35,000.00	K K	31% 31%	\$3,416.54 \$24,150.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HEN100CV2-I	SEL HZ-ENTN-100-C)	\$38,500.00	K	31%	\$26,565.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	HEN100CV2-K	SEL HZ-ENTN-100-C )	\$30,119.63	K	31%	\$20,782.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HEN10CV2	SEL HZ-ENTN-10-C )	\$3,500.00	K	31%	\$2,415.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE

			ĺ		N	IVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
			EMC	CATEGORY	NVP LEVEL 1	1	LP MNT	LP MNT ANNUAL	LP MNT		LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT
BAND	SKU	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	(PREMIUM)	PARTNER
	HEN10CV2-I HEN10CV2-K	SEL HZ-ENTN-10-C)	\$3,850.00	K K	31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5 5	HZASD100UGC	SEL HZ-ENTN-10-C ) SEL HZ-ADD-STD100-UG-C )	\$3,011.96 \$7,000.00	K	31% 31%	\$2,078.25 \$4,830.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	HZASD100UGC-I	SEL HZ-ADD-STD100-UG-C)	\$7,700.00	K	31%	\$5,313.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VMWARE VMWARE
5 5	HZASD100UGC-K HZASD10UGC	SEL HZ-ADD-STD100-UG-C ) SEL HZ-ADD-STD10-UG-C )	\$6,027.47 \$700.00	K K	31% 31%	\$4,158.95 \$483.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	HZASD10UGC-I	SEL HZ-ADD-STD10-UG-C )	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZASD10UGC-K HZEAS100UGC	SEL HZ-ADD-STD10-UG-C ) SEL HZ-EAD-STD100-UG-C )	\$602.75 \$17,500.00	K	31% 31%	\$415.90 \$12,075.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZEAS100UGC-I	SEL HZ-EAD-STD100-UG-C)	\$19,250.00	K	31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZEAS100UGC-K HZEAS10UGC	SEL HZ-EAD-STD100-UG-C ) SEL HZ-EAD-STD10-UG-C )	\$15,042.12 \$1,750.00	K K	31% 31%	\$10,379.06 \$1,207.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZEAS10UGC-I	SEL HZ-EAD-STD10-UG-C)	\$1,925.00	K	31%	\$1,328.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZEAS10UGC-K HZENTC100UC	SEL HZ-EAD-STD10-UG-C ) SEL HZ-ENT-ENTC-100-UG-C )	\$1,504.21 \$24,750.00	K	31% 31%	\$1,037.90 \$17,077.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZENTC100UC-I	SEL HZ-ENT-ENTC-100-UG-C )	\$27,225.00	ĸ	31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZENTC100UC-K HZENTC10UC	SEL HZ-ENT-ENTC-100-UG-C ) SEL HZ-ENT-ENTC-10-UG-C )	\$21,342.11 \$2,475.00	K	31% 31%	\$14,726.06 \$1,707.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZENTC10UC-I	SEL HZ-ENT-ENTC-10-UG-C)	\$2,722.50	ĸ	31%	\$1,878.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZENTC10UC-K HZFLX10C	SEL HZ-ENT-ENTC-10-UG-C) SEL HZ-FLX-10-C)	\$2,134.21 \$2,500.00	K	31% 31%	\$1,472.60 \$1,725.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZFLX10C-I	SEL HZ-FLX-10-C)	\$2,750.00	ĸ	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZFLX10C-K HZFLXAD10C	SEL HZ-FLX-10-C ) SEL HZ-FLX-AD10-C )	\$2,155.45 \$1,500.00	K K	31% 31%	\$1,487.26 \$1,035.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZFLXAD10C-I	SEL HZ-FLX-AD10-C )	\$1,650.00	ĸ	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZFLXAD10C-K	SEL HZ-FLX-AD10-C)	\$1,291.85	K	31%	\$891.38	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	HZLXC100C HZLXC100C-I	SEL HZ-LXC-100-C ) SEL HZ-LXC-100-C )	\$15,000.00 \$16,500.00	K	31% 31%	\$10,350.00 \$11,385.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZLXC100C-K	SEL HZ-LXC-100-C)	\$15,112.90	K	31%	\$10,427.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZLXC10C HZLXC10C-I	SEL HZ-LXC-10-C ) SEL HZ-LXC-10-C )	\$1,500.00 \$1,650.00	K K	31% 31%	\$1,035.00 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZLXC10C-K	SEL HZ-LXC-10-C)	\$1,511.29	K	31%	\$1,042.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZLXCENC100UC HZLXCENC100UC-I	SEL HZ-LXC-ENTC-100-UG-C ) SEL HZ-LXC-ENTC-100-UG-C )	\$46,750.00 \$51,425.00	K	31% 31%	\$32,257.50 \$35,483.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZLXCENC100UC-K	SEL HZ-LXC-ENTC-100-UG-C )	\$47,108.37	ĸ	31%	\$32,504.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZLXCENC10UC HZLXCENC10UC-I	SEL HZ-LXC-ENTC-10-UG-C) SEL HZ-LXC-ENTC-10-UG-C)	\$4,675.00 \$5,143.00	K K	31% 31%	\$3,225.75 \$3,548.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ-LXC-ENTC-10-UG-C)	\$4,710.84	ĸ	31%	\$3,250.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZM5A100UGC HZM5A100UGC-I	SEL HZ-MG5-ADVC-100-UG-C )	\$27,500.00	K K	31% 31%	\$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	HZM5A100UGC-I	SEL HZ-MG5-ADVC-100-UG-C ) SEL HZ-MG5-ADVC-100-UG-C )	\$30,250.00 \$23,678.06	ĸ	31%	\$20,872.50 \$16,337.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZM5A10UGC	SEL HZ-MG5-ADVC-10-UG-C )	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZM5A10UGC-I HZM5A10UGC-K	SEL HZ-MG5-ADVC-10-UG-C ) SEL HZ-MG5-ADVC-10-UG-C )	\$3,025.00 \$2,367.81	K	31% 31%	\$2,087.25 \$1,633.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZMPAD10UC	SEL HZ-MGP-ADVN-10-UG-C )	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZMPAD10UC-I HZMPAD10UC-K	SEL HZ-MGP-ADVN-10-UG-C ) SEL HZ-MGP-ADVN-10-UG-C )	\$1,210.00 \$945.00	K K	31% 31%	\$834.90 \$652.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZMPADC100UC	SEL HZ-MGP-ADVC-100-UG-C )	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZMPADC100UC-I HZMPADC100UC-K	SEL HZ-MGP-ADVC-100-UG-C ) SEL HZ-MGP-ADVC-100-UG-C )	\$30,250.00 \$23,678.06	K K	31% 31%	\$20,872.50 \$16,337.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZMPADN100UC	SEL HZ-MGP-ADVN-100-UG-C )	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZMPADN100UC-I HZMPADN100UC-K	SEL HZ-MGP-ADVN-100-UG-C ) SEL HZ-MGP-ADVN-100-UG-C )	\$12,100.00 \$9,449.99	K K	31% 31%	\$8,349.00 \$6,520.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZMPADV10UC	SEL HZ-MGP-ADVC-10-UG-C)	\$2,750.00	ĸ	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZMPADV10UC-I HZMPADV10UC-K	SEL HZ-MGP-ADVC-10-UG-C ) SEL HZ-MGP-ADVC-10-UG-C )	\$3,025.00 \$2,367.81	K	31% 31%	\$2,087.25 \$1,633.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZPR50ST100UC	SEL HZ-PRA50-STD100-UG-C )	\$12,500.00	ĸ	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZPR50ST100UC-I HZPR50ST100UC-K	SEL HZ-PRA50-STD100-UG-C ) SEL HZ-PRA50-STD100-UG-C )	\$13,750.00 \$10,794.93	K	31% 31%	\$9,487.50 \$7,448.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZSDA10C	SEL HZ-STD-A10-C)	\$1,900.00	ĸ	31%	\$1,311.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZSDA10C-I HZSDA10C-K	SEL HZ-STD-A10-C ) SEL HZ-STD-A10-C )	\$2,090.00 \$1,638.71	K	31% 31%	\$1,442.10 \$1,130.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZSTD100C	SEL HZ-STD-100-C)	\$25,000.00	ĸ	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZSTD100C-I HZSTD100C-K	SEL HZ-STD-100-C ) SEL HZ-STD-100-C )	\$27,500.00 \$21,554.47	K	31% 31%	\$18,975.00 \$14,872.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZSTD100C-K	SEL HZ-STD-100-C )	\$2,500.00	ĸ	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZSTD10C-I	SEL HZ-STD-10-C) SEL HZ-STD-10-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	HZSTD10C-K HZSTDA100C	SEL HZ-STD-10-C )	\$2,155.45 \$19,000.00	ĸ	31% 31%	\$1,487.26 \$13,110.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VMWARE
5	HZSTDA100C-I	SEL HZ-STD-A100-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZSTDA100C-K HZUEEN100UGC	SEL HZ-STD-A100-C) SEL HZ-UEM-ENTC-100-UG-C)	\$16,387.06 \$52,500.00	K K	31% 31%	\$11,307.07 \$36,225.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ-UEM-ENTC-100-UG-C )	\$57,750.00	K	31%	\$39,847.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZUEEN100UGC-K HZUEEN10UGC	SEL HZ-UEM-ENTC-100-UG-C ) SEL HZ-UEM-ENTC-10-UG-C )	\$45,197.14 \$5,250.00	K K	31% 31%	\$31,186.03 \$3,622.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZUEEN10UGC-I	SEL HZ-UEM-ENTC-10-UG-C)	\$5,775.00	K	31%	\$3,984.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZUEEN10UGC-K HZUEENN100UGC	SEL HZ-UEM-ENTC-10-UG-C ) SEL HZ-UEM-ENTN-100-UG-C )	\$4,519.71 \$32,000.00	K K	31% 31%	\$3,118.60 \$22,080.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZUEENN100UGC-I	SEL HZ-UEM-ENTN-100-UG-C )	\$35,200.00	ĸ	31%	\$24,288.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZUEENN100UGC-K HZUEENN10UGC	SEL HZ-UEM-ENTN-100-UG-C ) SEL HZ-UEM-ENTN-10-UG-C )	\$27,571.32 \$3,200.00	K	31% 31%	\$19,024.21 \$2,208.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZUEENN10UGC-I	SEL HZ-UEM-ENTN-10-UG-C)	\$3,520.00	K	31%	\$2,428.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZUEENN10UGC-K HZVAA100UGC	SEL HZ-UEM-ENTN-10-UG-C ) SEL HZ-VAD-ADVC-100-UG-C )	\$2,757.13 \$23,000.00	K	31% 31%	\$1,902.42 \$15,870.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVAA100UGC-I	SEL HZ-VAD-ADVC-100-UG-C )	\$25,300.00	K	31%	\$17,457.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	HZVAA100UGC-K	SEL HZ-VAD-ADVC-100-UG-C )	\$19,784.81	K K	31%	\$13,651.52		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VMWARE
5	HZVAA10UGC HZVAA10UGC-I	SEL HZ-VAD-ADVC-10-UG-C ) SEL HZ-VAD-ADVC-10-UG-C )	\$2,300.00 \$2,530.00	K	31% 31%	\$1,587.00 \$1,745.70	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVAA10UGC-K	SEL HZ-VAD-ADVC-10-UG-C )	\$1,978.48	K	31%	\$1,365.15		\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE

			I			NVP LEVEL 1		NVP MAINTENANCE AND WARRANTY UPGRADE NET					I
			FM0	CATEGORY		1	LP MNT		LP MNT			DENEMAL	THIRD DARTY BRODUCT
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	HZVAE100UGCV2	SEL HZ-VAD-ENTC-100-UG-C )	\$42,250.00	K	31%	\$29,152.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZVAE100UGCV2-I HZVAE100UGCV2-K	SEL HZ-VAD-ENTC-100-UG-C ) SEL HZ-VAD-ENTC-100-UG-C )	\$46,475.00 \$36,348.84	K K	31% 31%	\$32,067.75 \$25,080.70		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVAE10UGCV2	SEL HZ-VAD-ENTC-10-UG-C)	\$4,225.00	K	31%	\$2,915.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	HZVAE10UGCV2-I HZVAE10UGCV2-K	SEL HZ-VAD-ENTC-10-UG-C ) SEL HZ-VAD-ENTC-10-UG-C )	\$4,648.00 \$3,634.88	K K	31% 31%	\$3,207.12 \$2,508.07		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVENC100UC	SEL HZ-VU-ENTC-100-UG-C )	\$35,750.00	K	31%	\$24,667.50		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZVENC100UC-I	SEL HZ-VU-ENTC-100-UG-C)	\$39,325.00	K	31%	\$27,134.25		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZVENC100UC-K HZVES100UGC	SEL HZ-VU-ENTC-100-UG-C ) SEL HZ-VENT-STD100-UG-C )	\$30,756.71 \$10,000.00	K K	31% 31%	\$21,222.13 \$6,900.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVES100UGC-I	SEL HZ-VENT-STD100-UG-C )	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZVES100UGC-K HZVES10UGC	SEL HZ-VENT-STD100-UG-C ) SEL HZ-VENT-STD10-UG-C )	\$8,600.55 \$1,000.00	K	31% 31%	\$5,934.38 \$690.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVES10UGC-I	SEL HZ-VENT-STD10-0G-C )	\$1,000.00	K	31%	\$759.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZVES10UGC-K	SEL HZ-VENT-STD10-UG-C )	\$860.06	K	31%	\$593.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZVUADVC10UGC HZVUADVC10UGC-I	SEL HZ-VU-ADVC-10-UG-C ) SEL HZ-VU-ADVC-10-UG-C )	\$1,650.00 \$1,815.00	K K	31% 31%	\$1,138.50 \$1,252.35		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZVUADVC10UGC-K	SEL HZ-VU-ADVC-10-UG-C)	\$1,419.27	K	31%	\$979.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	HZWAD100UGC HZWAD100UGC-I	SEL HZ-WSP-ADVN-100-UG-C ) SEL HZ-WSP-ADVN-100-UG-C )	\$11,000.00 \$12,100.00	K K	31% 31%	\$7,590.00 \$8,349.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZWAD1000GC-K	SEL HZ-WSP-ADVN-100-UG-C )	\$9,449.99	ĸ	31%	\$6,520.49		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZWAD10UGC	SEL HZ-WSP-ADVN-10-UG-C )	\$1,100.00	K	31%	\$759.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZWAD10UGC-I HZWAD10UGC-K	SEL HZ-WSP-ADVN-10-UG-C ) SEL HZ-WSP-ADVN-10-UG-C )	\$1,210.00 \$945.00	K K	31% 31%	\$834.90 \$652.05		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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	N/A	VMWARE
5 5	MGP100C-I MGP100C-K	SEL MGP-100-C ) SEL MGP-100-C )	\$16,500.00 \$12,918.52	K K	31% 31%	\$11,385.00 \$8,913.78		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	MGP10C	SEL MGP-10-C)	\$1,500.00	ĸ	31%	\$1,035.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,650.00	K	31%	\$1,138.50		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	MGP10C-K PVAPAHLCC	SEL MGP-10-C ) SEL PV-APAH-LIC-C )	\$1,291.85 \$1.00	K	31% 31%	\$891.38 \$0.69		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	PVAPAHLCC-I	SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	PVAPAHLCC-K PVAPATCLC	SEL PV-APAH-LIC-C ) SEL PV-APATC-LIC-C )	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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	N/A	VMWARE
5	PVAPATCLC-K PVDEVSGC	SEL PV-APATC-LIC-C ) SEL PV-DEVS-G-SUP-C )	\$1.00 \$2,000.00	K K	31% 31%	\$0.69 \$1,380.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		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		VMWARE
5 5	PVDEVSLICC PVDEVSLICC-I	SEL PV-DEVS-LIC-C ) SEL PV-DEVS-LIC-C )	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	PVDEVSLICC-K	SEL PV-DEVS-LIC-C )	\$1.00	ĸ	31%	\$0.69		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PVRMQOSLC PVRMQOSLC-I	SEL PV-RBMQOSS-LIC-C ) SEL PV-RBMQOSS-LIC-C )	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	PVRMQOSLC-I PVRMQOSLC-K	SEL PV-RBMQOSS-LIC-C )	\$1.00	K	31%	\$0.69		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	PV-TCSS-C	SEL PV-TCSS-C )	\$2,500.00	K	31%	\$1,725.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	PV-TCSS-C-I PV-TCSS-C-K	SEL PV-TCSS-C ) SEL PV-TCSS-C )	\$2,750.00 \$2,865.00	K K	31% 31%	\$1,897.50 \$1,976.85		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITC	SEL SPP-CREDIT-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	SPPCREDITC-I SPPCREDITCL1	SEL SPP-CREDIT-C ) SEL SPP-CREDIT-C-L1 )	\$100.00 \$100.00	K	31% 31%	\$69.00 \$69.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITCL1-I	SEL SPP-CREDIT-C-L1)	\$100.00	ĸ	31%	\$69.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	SPPCREDITCL2 SPPCREDITCL2-I	SEL SPP-CREDIT-C-L2) SEL SPP-CREDIT-C-L2)	\$98.00	K K	31% 31%	\$67.62 \$67.62		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITCL2-I	SEL SPP-CREDIT-C-L2 )	\$98.00 \$97.00	K	31%	\$66.93		\$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		VMWARE
5 5	SPPCREDITCL4 SPPCREDITCL4-I	SEL SPP-CREDIT-C-L4 ) SEL SPP-CREDIT-C-L4 )	\$96.00 \$96.00	K K	31% 31%	\$66.24 \$66.24		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADVC	SEL ST6-ADV-C)	\$3,995.00	ĸ	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	ST6ADVC-I ST6ADVC-K	SEL ST6-ADV-C ) SEL ST6-ADV-C )	\$4,395.00 \$3,804.77	K K	31% 31%	\$3,032.55 \$2,625.29		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADVD100C	SEL ST6-ADV-C ) SEL ST6-ADVD100-C )	\$3,804.77	ĸ	31%	\$2,625.29 \$6,900.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6ADVD100C-I	SEL ST6-ADVD100-C)	\$11,000.00	K	31%	\$7,590.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6ADVD100C-K ST6ADVD10C	SEL ST6-ADVD100-C ) SEL ST6-ADVD10-C )	\$9,520.78 \$1,000.00	K K	31% 31%	\$6,569.34 \$690.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADVD10C-I	SEL ST6-ADVD10-C)	\$1,100.00	ĸ	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	ST6ADVD10C-K ST6ADVPRO	SEL ST6-ADVD10-C)	\$952.08	K	31%	\$656.94 \$2.205.24		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	ST6ADVPRO-I	SEL ST6-ADV-PRO ) SEL ST6-ADV-PRO )	\$3,196.00 \$3,516.00	K	31% 31%	\$2,205.24 \$2,426.04		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	ST6ADVPRO-K	SEL ST6-ADV-PRO)	\$3,040.28	K	31%	\$2,097.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6RB25VMC-I	SEL ST6-RB-25VM-C ) SEL ST6-RB-25VM-C )	\$12,500.00 \$13,750.00	K K	31% 31%	\$8,625.00 \$9,487.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6RB25VMC-K	SEL ST6-RB-25VM-C)	\$11,927.51	K	31%	\$8,229.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	ST6STAD100UGC ST6STAD100UGC-I	SEL ST6-STDADV-D100-UG-C ) SEL ST6-STDADV-D100-UG-C )	\$5,500.00	K	31% 31%	\$3,795.00 \$4,174.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	14//	VMWARE VMWARE
5	ST6STAD100UGC-I ST6STAD100UGC-K	SEL ST6-STDADV-D100-UG-C ) SEL ST6-STDADV-D100-UG-C )	\$6,050.00 \$5,234.66	K K	31% 31%	\$4,174.50 \$3,611.92		\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VMWARE
5	ST6STAD10UGC	SEL ST6-STDADV-D10-UG-C)	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	ST6STAD10UGC-I ST6STAD10UGC-K	SEL ST6-STDADV-D10-UG-C ) SEL ST6-STDADV-D10-UG-C )	\$605.00 \$523.47	K K	31% 31%	\$417.45 \$361.19		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6STADUGPRO	SEL ST6-STD-ADV-UG-PRO)	\$1,320.00	K	31%	\$910.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	ST6STADUGPRO-I	SEL ST6-STD-ADV-UG-PRO )	\$1,452.00	K	31%	\$1,001.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6STADUGPRO-K ST6STDADVUGC	SEL ST6-STD-ADV-UG-PRO ) SEL ST6-STD-ADV-UG-C )	\$1,256.46 \$1,650.00	K K	31% 31%	\$866.96 \$1,138.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6STDADVUGC-I	SEL ST6-STD-ADV-UG-C )	\$1,815.00	ĸ	31%	\$1,252.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	ST6STDADVUGC-K ST6VSANC	SEL ST6-STD-ADV-UG-C ) SEL ST6-VSAN-C )	\$1,567.92 \$2,495.00	K K	31% 31%	\$1,081.86 \$1,721.55		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSANC-I	SEL ST6-VSAN-C )	\$2,745.00	K	31%	\$1,721.55 \$1,894.05		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ST6VSANC-K	SEL ST6-VSAN-C)	\$2,374.88	K	31%	\$1,638.67	\$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	N/A	VMWARE

					N	NVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE				1		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	ST6VSDT100C-I	SEL ST6-VSDT100-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6VSDT100C-K ST6VSDT10C	SEL ST6-VSDT100-C ) SEL ST6-VSDT10-C )	\$4,760.39 \$500.00	K K	31% 31%	\$3,284.67 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6VSDT10C-I	SEL ST6-VSDT10-C)	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6VSDT10C-K THIN5100PKC	SEL ST6-VSDT10-C ) SEL THIN5-100PK-C )	\$476.04 \$1,900.00	K K	31% 31%	\$328.47 \$1,311.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	THIN5100PKC-I	SEL THIN5-100PK-C)	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	THIN5100PKC-K THIN5-STE-C	SEL THIN5-100PK-C ) SEL THIN5-STE-C )	\$1,638.71 \$5,000.00	K K	31% 31%	\$1,130.71 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	THIN5-STE-C-I	SEL THINS-STE-C )	\$5,500.00	ĸ	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	THIN5-STE-C-K	SEL THIN5-STE-C)	\$4,307.35	K	31%	\$2,972.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMCCU100C UEMCCU100C-I	SEL UEM-CCU-100-C ) SEL UEM-CCU-100-C )	\$5,000.00 \$5,500.00	K K	31% 31%	\$3,450.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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	N/A	VMWARE
5 5	UEMCCU10C UEMCCU10C-I	SEL UEM-CCU-10-C ) SEL UEM-CCU-10-C )	\$500.00 \$550.00	K K	31% 31%	\$345.00 \$379.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMCCU10C-K	SEL UEM-CCU-10-C)	\$500.11	ĸ	31%	\$345.08	\$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		VMWARE
5 5	UEMNU100C-I UEMNU100C-K	SEL UEM-NU-100-C ) SEL UEM-NU-100-C )	\$3,300.00 \$2,997.81	K K	31% 31%	\$2,277.00 \$2,068.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$300.00	K	31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMNU10C-I UEMNU10C-K	SEL UEM-NU-10-C ) SEL UEM-NU-10-C )	\$330.00 \$299.78	K K	31% 31%	\$227.70 \$206.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VADSTADUCV2	SEL VR-RAD-STAD-U-C)	\$11,000.00	ĸ	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VADSTADUCV2-I	SEL VR-RAD-STAD-U-C)	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VADSTADUCV2-K VAWTPLDEVC	SEL VR-RAD-STAD-U-C ) SEL V-AWT-PL-DEV-C )	\$10,441.00 \$20.00	K K	31% 31%	\$7,204.29 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VAWTPLDEVC-I	SEL V-AWT-PL-DEV-C)	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VAWTPLDEVC-K VAWTPLVCV2-I	SEL V-AWT-PL-DEV-C ) SEL V-AWT-PL-DEV-C )	\$17.24 \$20.00	K K	31% 31%	\$11.90 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VC56STD25C	SEL VC56-STD25-C)	\$3,125.00	K	31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VC56STD25C-I VC56STD25C-K	SEL VC56-STD25-C ) SEL VC56-STD25-C )	\$3,438.00 \$4,190.00	K K	31% 31%	\$2,372.22 \$2,891.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VC-CMW-C	SEL VC-CMW-C)	\$40.00	K	31%	\$2,691.10	\$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		VMWARE
5 5	VC-CMW-C-K VCS6FNDC	SEL VC-CMS-3P-SSS-C) SEL VCS6-FND-C )	\$32.74 \$1,495.00	K K	31% 31%	\$22.59 \$1,031.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C)	\$1,944.00	ĸ	31%	\$1,341.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,553.76	K	31%	\$1,072.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCS6FNSTUC VCS6FNSTUC-I	SEL VCS6-FND-STD-UG-C ) SEL VCS6-FND-STD-UG-C )	\$3,850.00 \$5,005.00	K K	31% 31%	\$2,656.50 \$3,453.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNSTUC-K	SEL VCS6-FND-STD-UG-C)	\$3,995.89	K	31%	\$2,757.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCS6STDC-I	SEL VCS6-STD-C ) SEL VCS6-STD-C )	\$4,995.00 \$6,494.00	K K	31% 31%	\$3,446.55 \$4,480.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6STDC-K	SEL VCS6-STD-C)	\$5,185.11	K	31%	\$3,577.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCSRM625EC VCSRM625EC-I	SEL VC-SRM6-25E-C ) SEL VC-SRM6-25E-C )	\$12,375.00 \$13.613.00	K K	31% 31%	\$8,538.75 \$9,392.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625EC-K	SEL VC-SRM6-25E-C)	\$11,785.94	ĸ	31%	\$8,132.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EUGC	SEL VC-SRM6-25E-UG-C )	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCSRM625EUGC-I VCSRM625EUGC-K	SEL VC-SRM6-25E-UG-C ) SEL VC-SRM6-25E-UG-C )	\$9,075.00 \$7,821.90	K K	31% 31%	\$6,261.75 \$5,397.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VCSRM625SC-I VCSRM625SC-K	SEL VC-SRM6-25S-C ) SEL VC-SRM6-25S-C )	\$5,363.00 \$4,640.05	K K	31% 31%	\$3,700.47 \$3,201.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VFADPR25GSC	SEL VF-ADPRV25-G-SSS-C )	\$1,315.00	ĸ	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VFADPR25GSC-I VFADPR25PSC	SEL VF-ADPRV25-G-SSS-C ) SEL VF-ADPRV25-P-SSS-C )	\$1,447.00 \$1,565.00	K K	31% 31%	\$998.43 \$1,079.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		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		VMWARE
5 5	VFADRA25PSC-I VFADRAU25GS	SEL VF-ADRAU25-P-SSS-C ) SEL VF-ADRAU25-G-SSS-C )	\$2,580.00 \$1,970.00	K K	31% 31%	\$1,780.20 \$1,359.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		VMWARE
5 5	VFDD225VMC-I VFDD225VMC-K	SEL VF-DD2-25VM-C ) SEL VF-DD2-25VM-C )	\$20,625.00 \$15,254.48	K K	31% 31%	\$14,231.25 \$10,525.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VFDEVLICC	SEL VF-DEV-LIC-C)	\$1.00	K	31%	\$0.69	\$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		VMWARE
5 5	VFHYPM5C-I VFHYPM5C-K	SEL VF-HYPM5-C ) SEL VF-HYPM5-C )	\$396.00 \$292.70	K K	31% 31%	\$273.24 \$201.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
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	N/A	VMWARE
5 5	VMALSDCV2-I VMAMPLSDAWC	SEL V-MAM-PL-SD-C ) SEL V-MAM-PL-SD-AW-C )	\$25.00 \$10.00	K K	31% 31%	\$17.25 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMAMPLSDAWC-I	SEL V-MAM-PL-SD-AW-C )	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMAMPLSDAWC-K	SEL V-MAM-PL-SD-AW-C)	\$8.60	K	31%	\$5.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMAMPLSDC VMAMPLSDC-I	SEL V-MAM-PL-SD-C ) SEL V-MAM-PL-SD-C )	\$25.00 \$28.00	K K	31% 31%	\$17.25 \$19.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMAMPLSDC-K	SEL V-MAM-PL-SD-C )	\$21.55	K	31%	\$14.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VMBLAWBCV2-I VMBMPLAWBC	SEL V-MBM-PL-AWB-C ) SEL V-MBM-PL-AWB-C )	\$20.00 \$20.00	K K	31% 31%	\$13.80 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMBMPLAWBC-I	SEL V-MBM-PL-AWB-C)	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	VMBMPLAWBC-K	SEL V-MBM-PL-AWB-C)	\$17.24	K	31%	\$11.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VMBSDCL1YCV2-I VMBSDCLDE1YC	SEL V-MBSBDCL-DEV1Y-C ) SEL V-MBSBDCL-DEV1Y-C )	\$36.00 \$36.00	K K	31% 31%	\$24.84 \$24.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMBSDCLDE1YC-I	SEL V-MBSBDCL-DEV1Y-C)	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VMBSDCLDE1YC-K VMSBSCL1YCV2	SEL V-MBSBDCL-DEV1Y-C ) SEL V-MASBSCL-DEV1Y-C )	\$30.97 \$6.00	K K	31% 31%	\$21.37 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMSBSCL1YCV2-I	SEL V-MASBSCL-DEV1Y-C)	\$6.00	K	31%	\$4.14 \$4.14	\$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		VMWARE
5 5	VMSBSCLDE1YC VMSBSCLDE1YC-I	SEL V-MASBSCL-DEV1Y-C ) SEL V-MASBSCL-DEV1Y-C )	\$18.00 \$20.00	K K	31% 31%	\$12.42 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
-		- · · · · · · · · · · · · · · · · · · ·	<del>+</del> =0.00			<b>\$10.00</b>	<b>+</b> 2.00	Ç0.00	<b>41.50</b>	\$5.00	\$0.00		_

					N	IVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	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 (PREMIUM)	THIRD PARTY PRODUCT PARTNER
5	VMSBSCLDE1YC-K	SEL V-MASBSCL-DEV1Y-C)	\$17.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VMSDCL1YCV2 VMSDCL1YCV2-I	SEL V-MASBDCL-DEV1Y-C ) SEL V-MASBDCL-DEV1Y-C )	\$6.00 \$6.00	K K	31% 31%	\$4.14 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		VMWARE
5 5	VMSDCLDE1YC VMSDCLDE1YC-I	SEL V-MASBDCL-DEV1Y-C ) SEL V-MASBDCL-DEV1Y-C )	\$30.00 \$33.00	K K	31% 31%	\$20.70 \$22.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMSDCLDE1YC-K	SEL V-MASBDCL-DEV1Y-C)	\$29.00	K	31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VMSSCL1YCV2-I VMSSCLDE1YC	SEL V-MBSBSCL-DEV1Y-C ) SEL V-MBSBSCL-DEV1Y-C )	\$24.00 \$24.00	K K	31% 31%	\$16.56 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMSSCLDE1YC-I	SEL V-MBSBSCL-DEV1Y-C )	\$24.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMSSCLDE1YC-K	SEL V-MBSBSCL-DEV1Y-C)	\$20.63	K	31%	\$14.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VOMSPLDEVC VOMSPLDEVC-I	SEL V-OMS-PL-DEV-C ) SEL V-OMS-PL-DEV-C )	\$70.00 \$77.00	K K	31% 31%	\$48.30 \$53.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSPLDEVC-K	SEL V-OMS-PL-DEV-C )	\$60.27	ĸ	31%	\$41.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VOMSPLVCV2-I VPSAWTCV2-I	SEL V-OMS-PL-DEV-C ) SEL V-PS-AWT-SP-C )	\$70.00 \$500.00	K K	31% 31%	\$48.30 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		VMWARE
5	VPSAWTSPC-I	SEL V-PS-AWT-SP-C )	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VPSAWTSPC-K VR6BADBENUC	SEL V-PS-AWT-SP-C ) SEL VR6-BAD-BEN-U-C )	\$430.74 \$1,240.00	K K	31% 31%	\$297.21 \$855.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6BADBENUC-I	SEL VR6-BAD-BEN-U-C )	\$1,364.00	ĸ	31%	\$941.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VR6BADBENUC-K VR6BADVC	SEL VR6-BAD-BEN-U-C ) SEL VR6-BADV-C )	\$1,178.59 \$2,250.00	K K	31% 31%	\$813.23 \$1,552.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6BADVC-I	SEL VR6-BADV-C )	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6BADVC-K	SEL VR6-BADV-C)	\$2,141.29	K	31%	\$1,477.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR6BENTC-I	SEL VR6-BENT-C ) SEL VR6-BENT-C )	\$3,375.00 \$3,713.00	K K	31% 31%	\$2,328.75 \$2,561.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6BENTC-K	SEL VR6-BENT-C)	\$3,217.24	K	31%	\$2,219.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VR6BSTD25C VR6BSTD25C-I	SEL VR6-BSTD25-C ) SEL VR6-BSTD25-C )	\$5,000.00 \$5,500.00	K K	31% 31%	\$3,450.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6BSTD25C-K	SEL VR6-BSTD25-C)	\$5,368.00	K	31%	\$3,703.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6BSTDC	SEL VR6-BSTD-C)	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR6BSTDC-I VR6BSTDC-K	SEL VR6-BSTD-C ) SEL VR6-BSTD-C )	\$1,650.00 \$1,608.00	K K	31% 31%	\$1,138.50 \$1,109.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6PCADV25C	SEL VR6-PCADV25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VR6PCADV25C-I VR6PCADV25C-K	SEL VR6-PCADV25-C ) SEL VR6-PCADV25-C )	\$5,500.00 \$4,760.39	K K	31% 31%	\$3,795.00 \$3,284.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6PCAVENUC	SEL VR6-PCADV-ENT-UG-C )	\$5,365.00	ĸ	31%	\$3,701.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6PCAVENUC-I	SEL VR6-PCADV-ENT-UG-C)	\$5,902.00	K	31%	\$4,072.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR6PCAVENUC-K VR6PCENT25C	SEL VR6-PCADV-ENT-UG-C ) SEL VR6-PCENT25-C )	\$5,107.24 \$9,875.00	K K	31% 31%	\$3,524.00 \$6,813.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6PCENT25C-I	SEL VR6-PCENT25-C)	\$10,863.00	K	31%	\$7,495.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR6PCENT25C-K VR6VU100C	SEL VR6-PCENT25-C ) SEL VR6-VU100-C )	\$9,379.20 \$7,500.00	K K	31% 31%	\$6,471.65 \$5,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU100C-I	SEL VR6-VU100-C )	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C )	\$7,114.04	K	31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR6VU10C VR6VU10C-I	SEL VR6-VU10-C ) SEL VR6-VU10-C )	\$750.00 \$825.00	K K	31% 31%	\$517.50 \$569.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU10C-K	SEL VR6-VU10-C)	\$711.40	K	31%	\$490.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7APAPEUC VR7APAPEUC-I	SEL VR7-APCA-APCE-UG-C ) SEL VR7-APCA-APCE-UG-C )	\$5,365.00 \$5,901.50	K K	31% 31%	\$3,701.85 \$4,072.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7APAPEUC-K	SEL VR7-APCA-APCE-UG-C)	\$5,107.24	ĸ	31%	\$3,524.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATAD25C VR7ATAD25C-I	SEL VR7-ATAD25-C ) SEL VR7-ATAD25-C )	\$10,000.00 \$11,000.00	K K	31% 31%	\$6,900.00 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	VR7ATAD25C-I VR7ATAD25C-K	SEL VR7-ATAD25-C ) SEL VR7-ATAD25-C )	\$11,000.00	K K	31%	\$7,590.00 \$6,569.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATATENUC	SEL VR7-ATAD-ATEN-UG-C )	\$10,315.00	K	31%	\$7,117.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7ATATENUC-I VR7ATATENUC-K	SEL VR7-ATAD-ATEN-UG-C ) SEL VR7-ATAD-ATEN-UG-C )	\$11,346.50 \$9,803.92	K K	31% 31%	\$7,829.09 \$6,764.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ATEN25C	SEL VR7-ATEN25-C)	\$19,375.00	ĸ	31%	\$13,368.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7ATEN25C-I VR7ATEN25C-K	SEL VR7-ATEN25-C ) SEL VR7-ATEN25-C )	\$21,312.50 \$18,439.87	K K	31% 31%	\$14,705.63 \$12,723.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ATPCA25C	SEL VR7-ATENZ5-C ) SEL VR7-ATPCA25-C )	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATPCA25C-I	SEL VR7-ATPCA25-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7ATPCA25C-K VR7ATPCF25C	SEL VR7-ATPCA25-C ) SEL VR7-ATPCE25-C )	\$4,760.39 \$9,875.00	K K	31% 31%	\$3,284.67 \$6,813.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ATPCE25C-I	SEL VR7-ATPCE25-C)	\$10,862.50	K	31%	\$7,495.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5	VR7ATPCE25C-K VR7AUTDT25C	SEL VR7-ATPCE25-C ) SEL VR7-AUTDT25-C )	\$9,379.20 \$3,325.00	K K	31% 31%	\$6,471.65 \$2,294.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	VR7AUTDT25C-I	SEL VR7-AUTD125-C ) SEL VR7-AUTD125-C )	\$3,657.50	K	31%	\$2,523.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7AUTDT25C-K	SEL VR7-AUTDT25-C)	\$3,167.69	K	31%	\$2,185.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7BPSTDC VR7BPSTDC-I	SEL VR7-BPSTD-C ) SEL VR7-BPSTD-C )	\$1,500.00 \$1,650.00	K K	31% 31%	\$1,035.00 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7BPSTDC-K	SEL VR7-BPSTD-C)	\$1,426.35	ĸ	31%	\$984.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VR7BSTD25C VR7BSTD25C-I	SEL VR7-BSTD25-C) SEL VR7-BSTD25-C)	\$5,000.00 \$5,500.00	K K	31% 31%	\$3,450.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7BSTD25C-I	SEL VR7-BSTD25-C ) SEL VR7-BSTD25-C )	\$4,760.39	K	31%	\$3,284.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRADAOISTUGC	SEL VR-ADA-OIST-UG-C )	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VRADAOISTUGC-I VRADAOISTURP-K	SEL VR-ADA-OIST-UG-C ) SEL VR-ADA-OIST-UGRP-C )	\$605.00 \$523.47	K K	31% 31%	\$417.45 \$361.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRATADV25C	SEL VR-AT-ADV25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VRATADV25C-I VRATADV25C-K	SEL VR-AT-ADV25-C ) SEL VR-AT-ADV25-C )	\$5,500.00 \$5,368.00	K K	31%	\$3,795.00 \$3,703.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	VRATENT25C-K	SEL VR-AT-ADV25-C ) SEL VR-AT-ENT25-C )	\$5,368.00 \$9,875.00	K K	31% 31%	\$3,703.92 \$6,813.75	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRATENT25C-I	SEL VR-AT-ENT25-C )	\$10,863.00	K	31%	\$7,495.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 5	VRATENT25C-K VRCADCMPENUC	SEL VR-AT-ENT25-C ) SEL VR-CADV-CMPENT-UG-C )	\$10,576.00 \$16,365.00	K K	31% 31%	\$7,297.44 \$11,291.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRCADCMPENUC-I	SEL VR-CADV-CMPENT-UG-C )	\$18,002.00	K	31%	\$12,421.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRCADCMPEURP-K	SEL VR-CADV-CMPENT-UGRP-C)	\$15,608.41	K	31%	\$10,769.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRCADSTADUC	SEL VR-CAD-STAD-U-C)	\$7,565.00	K	31%	\$5,219.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE

Decompose   Deco				ĺ		N	IVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
Controlled   Con	BAND	sku	DESCRIPTION				NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL				
1	5				K				\$0.00					
S. MICHELMERS CO.   1.00   1	-													
S. MICHERTON CONTROL   19.00	-													
1														
S. MICHARDOTTON   S. M. MANAGE	-													
S. MONDESTER   S. M. CALLES PERFO   1247 NO.   1510 NO.   150 NO	-													
1														
1	5	VRCODECPUC		\$7,500.00	K	31%	\$5,175.00			\$0.00			N/A	VMWARE
1														
S   MONOMORPHIC   SE, VINCENDER   SE, VINCEN	-													
\$ PRICE_CORR_CORR_CORR_CORR_CORR_CORR_CORR_CO														
S. WICHANYSEC   SEL -WISCOLDWISC   SEL -WISCOLDWI	-													
S. VINCAMPSEIN   177,000	-													
\$ \text{VICADPTICACE} \ \text{SET_VICADPTICACE} \ SET_VICADPTICACE_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL_CONTROL	5				K								N/A	VMWARE
VALUE   VALU	5				K									
MINISTRUCTURE   SELVER CANDUCCENTILLOC   \$11,000   \$1,0					K									
5 WIGNETEDC SELVING-CHITSC-C) 1 \$13,730.00 K 211 M \$11,989.70 S0.00 \$0.00 \$0.00 \$0.00 \$0.00 M. VAMANE M. M. V					K									
S. VIGORITECIC   SELVING CHITECT   SELVING CHI	5				K K									
S. MORTINGH, SEL, MINCHESTELLO; S. S. S. S. S. S. S. S. S. S. S. S. S.	5				K									
WOOTTOM:   SELVE-COST CALLED   SELVE-COST CA					ĸ									
S. PROSTERIJACK   SELVE-ORTHUNC   STATE   ST	5				K									
MOSTEDICAL   SELVER-OSTEDICAL   SALVER OSTEDICAL					K									
S   WROSTDZCI-C  SEL WROSTDZCI-C  S   \$4,480.00   K   31%   \$2,772.22   \$0.00   \$0.0					K									
FROSTEDIOLIC   SELVER-SETUDIC)   SELVER-SETUDI	-				K									
S	-				ĸ									
S	-				ĸ									
NOSTIDENTIUGE   SEL WRO-STED-OFFLIGE()   \$15,675.00   \$17,675.00   \$	5				K									
NROSTICHITUCIC   SEL VROGSTICHTOCHTUGC)   \$17,2400   X 31%   \$11,897.67   \$0.00   \$0	5				K									
S   VROSTIDONITUGICAL   SEL VREADSTADUC    \$1,400.55   K   31%   \$10,281.38   \$0.00														
S														
S VERROSTADUC  SELVREADSTADUC  SELVREADSTADUC  SELVREADSTADUC  SELVREADSTADUC  SELVREADSTADUC  SELVREADSTADUC  SELVREADSTEADUC  SELVREADSTEA	-													
S   VIRRADSTRUICK   SEL VIRRADSTRUIC)   S1,174.00   K   31%   \$8,072.00   \$0														
S VRRADSTENIC-I   SEL VR-RAD-STEN-L-C   SEL VR-RAD-STEN-L-C   S8.88.19   K 31%   S6.679.20   S0.00   S0.00   S0.00   S0.00   S0.00   NA VMWARE														
5 VRRDSTENDLC  SEL V.R.RAD-STENDLC  S15,250 M S13 M S10,436,25 S0.00 S0.00 S0.00 S0.00 S0.00 NA VMWARE	5				K	31%	\$6,072.00	\$0.00	\$0.00	\$0.00	\$0.00		N/A	VMWARE
S	-													
5 VRRSTSTADU-CI SEL VRRST-STADU-C) \$16,830.0 K 31% \$11,802.2 \$0.00														
5 VRRSTSTADUCK SEL VR-RST-STAD-UC)														
5 VRSTCENUCV2   SEL VR-STD-CMPENT-LGC-C)														
5 VRSTCENPLY2-I SEL VR-STD-CMPENT-IGG-C) 5 VRSTCENPLY2-K SEL VR-STD-CMPENT-IGG-C) 5 VRSTCMPENUC 5 VR														
5   VRSTCMPENUC   SEL VR-STD-CMPENT-UG-C   S27,077.00   K   31%   \$18,084.35   \$0.00	5				K									
5 VRSTCMPENDC-I SEL VR-STD-CMPENT-UGPC) \$27077.00 K 31% \$18,883.13 \$0.00	-													
5   VRSTCMPEURPK   SEL VR-STD-CMPENT-UGRP-C)   \$28,461.00   K   31%   \$18,258.09   \$0.00   \$														
5 VRSTEADVC SEL VR-STE-ADVC) \$16,875.00 K 31% \$11,643.75 \$0.00 \$0.														
5   VRSTEADVC-    SEL VR-STE-ADV-C   SI-SER-ADV-C	-													
S														
S	5				K					\$0.00	\$0.00		N/A	VMWARE
S	-													
5 VTSDCLDETYC SEL V-TCSBDCL-DEVIY-C) \$24.00 K 31% \$16.56 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1.50 VTSDCLDETYC-I SEL V-TCSBDCL-DEVIY-C) \$24.00 K 31% \$17.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1.50 VTSDCLDETYC-I SEL V-TCSBDCL-DEVIY-C) \$26.00 K 31% \$17.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1.50 VTSDCLDETYC-K \$1.50 VTS	-													
5   VTSDCLDETYC   SEL V-TCSBDCL-DEVIY-C)   \$24.00   K   31%   \$16.56   \$0.00														
5 VTSDCLDETYC-I SEL V-TCSBDCL-DEVIY-C) \$26.00 K 31% \$17.94 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSDCLDETYC-K SEL V-TCSBDCL-DEVIY-C) \$20.63 K 31% \$14.23 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDETYC-I SEL V-TCSBSCL-DEVIY-C) \$12.00 K 31% \$8.28 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDETYC-I SEL V-TCSBSCL-DEVIY-C) \$12.00 K 31% \$8.28 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDETYC-I SEL V-TCSBSCL-DEVIY-C) \$13.00 K 31% \$8.28 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDETYC-I SEL V-TCSBSCL-DEVIY-C) \$13.00 K 31% \$8.97 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDETYC-K SEL V-TCSBSCL-DEVIY-C) \$10.00 K 31% \$7.11 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDETYC-K SEL WSP-100-C) \$5.000.00 K 31% \$3.450.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP100C-I SEL WSP-100-C) \$5.000.00 K 31% \$3.755.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-K SEL WSP-100-C) \$4.857.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10C-C) \$5.000.00 K 31% \$3.755.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10-C)	-													
5 VTSDCLDEHYC-K SEL V-TCSBSCL-DEVIY-C) \$20.63 K 31% \$14.23 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDEHYC SEL V-TCSBSCL-DEVIY-C) \$12.00 K 31% \$8.28 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDEHYC-S SEL V-TCSBSCL-DEVIY-C) \$12.00 K 31% \$8.28 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDEHYC-S SEL V-TCSBSCL-DEVIY-C) \$13.00 K 31% \$8.97 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 VTSSCLDEHYC-K SEL V-TCSBSCL-DEVIY-C) \$13.00 K 31% \$8.97 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP100C SEL WSP-100-C) \$10.00 K 31% \$7.11 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP100C SEL WSP-100-C) \$5.000.00 K 31% \$3.450.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP100C-K SEL WSP-100-C) \$5.000.00 K 31% \$3.795.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP100C-K SEL WSP-100-C) \$4.857.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-SEL WSP-10C-C) \$5.000.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE	-													
5 VTSSCLETYCV-21 SEL V-TCSBSCL-DEVIY-C) \$12.00 K 31% \$8.28 \$0.00 \$														
5 VTSSCLDE1YC-I SEL V-TCSBSCL-DEV1Y-C) \$13.00 K 31% \$8.97 \$0.00 \$0	-	VTSSCL1YCV2-I	SEL V-TCSBSCL-DEV1Y-C)	\$12.00		31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE
5 VTSSCLDE1YC-K SEL V-TCSBSCL-DEVIY-C) \$10.30 K 31% \$7.11 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1 MSP100C SEL WSP-100-C) \$5.000.00 K 31% \$3.450.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1 MSP100C SEL WSP-100-C) \$5.000.00 K 31% \$3.7850.0 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1 MSP100C SEL WSP-100-C) \$4.857.00 K 31% \$3.351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1 MSP10C SEL WSP-10C-C) \$5.000.00 K 31% \$3.450.0 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1 MSP10C-1 SEL WSP-10C-C) \$5.000 K 31% \$3.450.0 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE \$1 MSP10C-1 SEL WSP-10C-C) \$5.000 K 31% \$3.795.0 \$0.0	-													
5 WSP100C SEL WSP-100-C) \$5,000.00 K 31% \$3,450.00 \$0.	-													·····
5 WSP100C-I SEL WSP-100-C) \$5,500.00 K 31% \$3,795.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-K SEL WSP-100-C) \$4,857.00 K 31% \$3,351.33 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10-C) \$500.00 K 31% \$345.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE  5 WSP10C-I SEL WSP-10-C) \$550.00 K 31% \$379.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE	-													
5 WSP10C-K SEL WSP-100-C) \$4.857.00 K 31% \$3.351.33 \$0.00 \$0	-													
5 WSP10C SELWSP-10-C) \$500.00 K 31% \$345.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A VMWARE 5 WSP10C-I SELWSP-10-C) \$550.00 K 31% \$379.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A VMWARE														
5 WSP10C-I SELWSP-10-C) \$550.00 K 31% \$379.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 N/A VMWARE	5	WSP10C	SEL WSP-10-C)	\$500.00	ĸ	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5 WSP10C-K SELWSP-10-C) \$486.00 K 31% \$335.34 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NA VMWARE	-													
	5	WSP10C-K	SEL WSP-10-C)	\$486.00	K	31%	\$335.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	N/A	VMWARE