				I		NI)	/P LEVEL 1		NVD MAINTENA	NCE AND WA	RRANTY UPGRADE	NET DDICE		i
г		1	T			-	P LEVEL 1	LP MNT		LP MNT				
	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	THIRD PARTY PRODUCT PARTNER
L	5	01032012699	SEL PREC D&S (1-50; US)LIC	\$6,533.00	K	31%	\$4,507.77	(PREMIUM) \$0.00	\$0.00	(BASIC) \$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%	\$2,254.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
	5	01032012899 01033012699	SEL PREC D&S (FAILOVER)LIC	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
	5 5	01033012699	SEL PREC D&S (51-200; US)LIC SEL PREC D&S (51-200; US)T&D	\$6,207.00 \$3,104.00		31% 31%	\$4,282.83 \$2,141.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		PRECISE PRECISE
	5	01034012699	SEL PREC D&S (200+; US)LIC	\$5,880.00	K	31%	\$4,057.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
	5	01034012799	SEL PREC D&S (200+; US)T&D	\$2,940.00	K	31%	\$2,028.60	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5 5	01035012699 01035012799	SEL PREC D&S (1-50; INTL)LIC SEL PREC D&S (1-50; INTL)T&D	\$8,167.00 \$4,084.00		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	01036012699	SEL PREC D&S (51-200 INTL)LIC	\$7,759.00	K	31%	\$5,353.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
	5	01036012799	SEL PREC D&S (51-200 INTL)T&D	\$3,880.00		31%	\$2,677.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
	5 5	01037012699 01037012799	SEL PREC D&S (200+; INTL)LIC SEL PREC D&S (200+; INTL)T&D	\$7,351.00 \$3,675.00	K	31% 31%	\$5,072.19 \$2,535.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		PRECISE PRECISE
	5	01037012799	SEL PREC APPS (1-50; US)LIC	\$8,400.00	K	31%	\$5,796.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
	5	01038012799	SEL PREC APPS (1-50; US)T&D	\$4,200.00	K	31%	\$2,898.00	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5 5	01038012899 01039012699	SEL PREC APPS (FAILOVER)LIC SEL PREC APPS (51-200; US)LIC	\$0.00 \$7,980.00	K K	31% 31%	\$0.00 \$5,506.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		PRECISE PRECISE
	5	01039012099	SEL PREC APPS (51-200; US)T&D	\$3,991.00		31%	\$2,753.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRECISE
	5	01040012699	SEL PREC APPS (200+; US)LIC	\$7,560.00	K	31%	\$5,216.40	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PRECISE
	5	01040012799	SEL PREC APPS (200+; US)T&D	\$3,780.00		31%	\$2,608.20	\$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		31% 31%	\$7,245.00 \$3,623.19	\$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		31%	\$6,883.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
	5	01042012799	SEL PREC APPS (51-200; INTL)T&D	\$4,988.00	K	31%	\$3,441.72	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5 5	01043012699 01043012799	SEL PREC APPS (200+; INTL)LIC SEL PREC APPS (200+; INTL)T&D	\$9,451.00 \$4,725.00		31% 31%	\$6,521.19 \$3,260.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
	5	01044012699	SEL PREC D&S-UPG DB (1-50; US)LIC	\$4,667.00		31%	\$3,220.23	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5	01044012799	SEL PREC D&S-UPG DB (1-50; US)T&D	\$2,333.00	K	31%	\$1,609.77	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5 5	01045012699 01045012799	SEL PREC D&S-UPG DB (51-200; US)LIC SEL PREC D&S-UPG DB (51-200; US)T&D	\$4,433.00 \$2,217.00		31% 31%	\$3,058.77 \$1,529.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRECISE PRECISE
	5	01046012699	SEL PREC D&S-UPG DB (31-200, 05)1&D SEL PREC D&S-UPG DB (200+; US)LIC	\$4,200.00	K	31%	\$2,898.00	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5	01046012799	SEL PREC D&S-UPG DB (200+; US)T&D	\$2,100.00	K	31%	\$1,449.00	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5	01047012699	SEL PREC D&S-UPG DB (1-50; INTL)LIC	\$5,833.00		31%	\$4,024.77	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		PRECISE PRECISE
	5 5	01047012799 01048012699	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		31% 31%	\$2,012.73 \$3,823.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		PRECISE
	5	01048012799	SEL PREC D&S-UPG DB (51-200 INTL)T&D	\$2,771.00		31%	\$1,911.99	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5	01049012699	SEL PREC D&S-UPG DB (200+; INTL)LIC	\$5,251.00		31%	\$3,623.19	\$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		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	01060012699	SEL PREC D&S-UPG PREC STRG (US)T&D	\$373.00		31%	\$257.37	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5	01061012699	SEL PREC D&S-UPG PREC STRG (INTL)LIC	\$933.00	K	31%	\$643.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	PRECISE
	5	01061012799	SEL PREC D&S-UPG PREC STRG (INTL)T&D	\$467.00		31%	\$322.23	\$0.00	\$0.00	\$0.00		\$0.00		PRECISE
	5 5	100-100198 100-100199	SEL SW VWisdom Server Ent Lic SEL SW VWisdom Server Dept Lic	\$40,000.00 \$21,538.00		31% 31%	\$27,600.00 \$14,861.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
	5	100-100206-AA	SEL AS ProbeSW-024 Lic Ann'l	\$258.00		31%	\$178.02	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5	100-100207-AA	SEL AS ProbeSW-032 Lic Ann'l	\$351.00		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		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
	5	100-100203-AA	SEL AS ProbeSW-336 Lic Ann'I	\$3,729.00	ĸ	31%	\$2,573.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
	5	100-100211-AA	SEL AS ProbeSW-384 Lic Ann'l	\$4,246.00		31%	\$2,929.74	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5 5	100-100212-AA 100-100213	SEL AS ProbeSW-528 Lic Ann'l SEL SW ProbeVM-001 vSphere Lic	\$5,852.00 \$1,523.00		31% 31%	\$4,037.88 \$1,050.87	\$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	100-100213 100-100213-AA	SEL AS vSphere-001 Lic Ann I	\$148.00		31%	\$1,000.07	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5	100-100214-AA	SEL AS ProbeVM-010 Lic Ann'I	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5 5	100-100215-AA 100-100216	SEL AS ProbeVM-050 Lic Ann'l SEL SW ProbeVM-100 vSphere Lic	\$7,385.00 \$152,308.00		31% 31%	\$5,095.65 \$105,092.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
	5	100-100216 100-100216-AA	SEL AS vSphere-100 Lic Ann I	\$14,769.00		31%	\$10,190.61	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5	100-100217-AA	SEL AS ProbeVM-500 Lic Ann'I	\$73,846.00		31%	\$50,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
	5	100-100276	SEL HW PCbl OM3 2F LC-LC 2M	\$62.00		31%	\$42.78	\$0.00	\$0.00	\$0.00		\$0.00		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	100-100288	SEL HW TCV-008LFLFLF-57-RP Cass	\$1,692.00		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		31%	\$1,751.22	\$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	100-100293	SEL HW TPS-010F TCV TAP Shelf 1U	\$285.00	K	31%	\$196.65	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5	100-100301	SEL HW TPS-01OS TCV TAP Shelf 1U	\$192.00		31%	\$132.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
	5	100-100346	SEL HW ProbeFC8 8G MM	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
	5 5	100-100602 100-100602-AA	SEL SW FC8-0802 2 Link Lic SEL AS ProbeFC8-0802 Lic Ann'l	\$21,538.00 \$2,031.00		31% 31%	\$14,861.22 \$1,401.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
	5	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00		31%	\$59,446.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5	100-100603-AA	SEL AS ProbeFC8-0808 Lic Ann'l	\$8,031.00	K	31%	\$5,541.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
	5	100-100617-AA 100-100618-AA	SEL AS ProbeSWAG-24 Lic Ann'l SEL AS ProbeSWAG-192 Lic Ann'l	\$37.00 \$351.00	K	31% 31%	\$25.53 \$242.19	\$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	100-100619-AA	SEL AS ProbeSWAG-528 Lic Ann'l	\$978.00	K	31%	\$674.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5	100-100837	SEL HW ProbeFC8/-HD FRU Pwr Sup	\$846.00	K	31%	\$583.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5	100-101019	SEL HW Mob Rack Cab Probe	\$17,308.00		31%	\$11,942.52	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5 5	100-101048 100-101049	SEL HW Pwr Cord C19-515 15A 15FT SEL HW Pwr Cord C19-520 20A 15FT	\$62.00 \$92.00	K K	31% 31%	\$42.78 \$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	100-101050	SEL HW Pwr Cord C19-620 20A 15FT	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5	100-101051	SEL HW Pwr Cord C19-615 15A 15FT	\$85.00		31%	\$58.65	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5 5	100-101052 100-101053	SEL HW Pwr Cord C13-515 18IN x2 SEL HW Pwr Cord C13-515 6FT x2	\$11.00 \$17.00		31% 31%	\$7.59 \$11.73	\$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-C14 6FT x2	\$23.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
	5	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00		31%	\$9.66	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
	5	100-101056	SEL HW Pwr Cord C13-CEE77 2M x2	\$20.00		31%	\$13.80	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
	5 5	100-101057 100-101058	SEL HW Pwr Cord C13-1363 2M x2 SEL HW Pwr Cord C13-C14 3FT x2	\$31.00 \$17.00		31% 31%	\$21.39 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
	5	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00		31%	\$318.78	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	100-101216 100-101228	SEL HW PCbI OM3 2F LC-LC 10M SEL HW PCbI OM3 2F LC-LC 15M	\$100.00 \$100.00		31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101231	SEL HW ProbeFC8-HD 8G MM	\$52,308.00	K	31%	\$36,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101281 100-101309	SEL HW FibIns CIT Kit MPO Addon SEL HW FibIns CIT Kit Refill	\$4,462.00 \$2,231.00		31% 31%	\$3,078.78 \$1,539.39	\$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	100-101310	SEL HW Fiblns CIT MPO Refill	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101311 100-101312	SEL HW TCbl OM3 1F LCLC 2M x2 SEL HW TCbl OM3 12F MPOfLC 2M x2	\$208.00 \$885.00		31% 31%	\$143.52 \$610.65	\$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	100-101312	SEL HW TCbi OM3 1F LCSC 2M x2	\$208.00		31%	\$143.52	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbl OM3 1F LCMU 2M x2	\$231.00		31%	\$159.39	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101315 100-101318	SEL HW TCbl OM3 12F MPOmLC 2M x2 SEL HW Ship Rack Cab 2 Probe	\$885.00 \$9,231.00		31% 31%	\$610.65 \$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	100-101319	SEL HW Ship Rack Cab 1 Probe	\$7,308.00	K	31%	\$5,042.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101322 100-101324	SEL HW ProbeFC8/-HD FRU Fan SEL HW Rack Shelf 1U 20	\$577.00 \$485.00		31% 31%	\$398.13 \$334.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101325	SEL HW Rack Shelf 1U 24	\$577.00		31%	\$398.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101343 100-101343-AA	SEL SW FC8HD-0816 16 Link Lic SEL AS ProbeFC8-0816 Lic Ann'l	\$120,000.00 \$11,077.00		31% 31%	\$82,800.00 \$7,643.13	\$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 HW Pwr Cord C19-C14 15A 15FT	\$11,077.00		31%	\$7,643.13	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-101566	SEL HW SFP 8GFC 850NM MM HS x16	\$7,308.00	K	31%	\$5,042.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101570 100-101571	SEL HW Fiblns Cass Refill SEL HW Fiblns MPO Cass Refill	\$615.00 \$692.00		31% 31%	\$424.35 \$477.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101753	SEL SW VWisdom Srvr Ent DR Lic	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101804 100-101854	SEL HW ProbeFC8-HD48 8G MM SEL HW FibIns CIT Adv Kit	\$147,692.00 \$22,308.00		31% 31%	\$101,907.48 \$15,392.52	\$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	100-101855	SEL HW Pwr Cord C13-C20 6FT x2	\$31.00		31%	\$21.39	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-101925	SEL HW TCV-012MRLFLF-57-EB Cass	\$2,538.00		31%	\$1,751.22	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102044 100-102045	SEL HW ProbeFC8-HD48 FRU Fan SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$1,115.00 \$923.00		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	K	31%	\$167,723.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102046-AA 100-102064	SEL AS ProbeFC8-0848 Lic Ann'l SEL HW TCV-024MRI FMR-57-FB Cass	\$23,077.00 \$5,077.00		31% 31%	\$15,923.13 \$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	100-102065	SEL SW FC8HD48-0824 24 Link Lic	\$156,923.00) K	31%	\$108,276.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102065-AA 100-102069	SEL AS ProbeFC8-0824 Lic Ann'l SEL HW VWisdom Pltfrm Appl 4210	\$14,677.00		31% 31%	\$10,127.13 \$41,400.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102069	SEL SW VWisdom Mgmt Ent Ed	\$60,000.00 \$67,692.00		31%	\$46,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	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		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 Drv 1TB	\$346.00	K	31%	\$238.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102075 100-102076	SEL HW PA 4210 FRU Sys Drv 80GB SEL HW PA 4210 Shilw 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	K	31%	\$47.61	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD Chass	\$40,000.00		31%	\$27,600.00	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102092 100-102094	SEL HW ProbeFC8-HD48 Chass SEL HW ProbeFC8-HD48 Recess Mnt	\$110,769.00 \$308.00		31% 31%	\$76,430.61 \$212.52	\$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	100-102267	SEL SW ProbeSW-010 Port Lic	\$1,138.00		31%	\$785.22	\$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		31% 31%	\$76.59 \$7,855.65	\$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'I	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		31% 31%	\$392.61 \$12.42	\$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		31%	\$3,927.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102270-AA 100-102271	SEL AS ProbeSWAG-100 Lic Ann'l SEL SW ProbeNTAP-001 Node Lic	\$185.00 \$1,769.00		31% 31%	\$127.65 \$1,220.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271 100-102271-AA	SEL AS ProbeNTAP-001 Node Elc SEL AS ProbeNTAP-001 Lic Ann'i	\$1,769.00		31%	\$1,220.61	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5	100-102272	SEL SW ProbeNTAP-100 Node Lic	\$176,923.00		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'I SEL HW PA 4210 Std Mnt Kit	\$16,615.00 \$115.00		31% 31%	\$11,464.35 \$79.35	\$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	\$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		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	\$0.00	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		31% 31%	\$79.35 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102438	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102491	SEL HW TCV-012LRLFLF-58-RP Cass	\$2,769.00		31%	\$1,910.61	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102500 100-102579	SEL HW TCV-012LRLFLF-97-RP Cass SEL HW SFP 4-Link Kit 8G MM HS	\$2,169.00 \$3,077.00		31% 31%	\$1,496.61 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102580	SEL HW SFP 4-Link Kit 8G SM SR	\$4,308.00	K	31%	\$2,972.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102581 100-102581-AA	SEL SW Link Lic 8G 4-Link Kit SEL AS LnkLic 8G 4Lnk Kit Ann'l	\$24,615.00 \$2,215.00		31% 31%	\$16,984.35 \$1,528.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102582	SEL SW Link Lic 8G Full FC8-HD48	\$203,077.00		31%	\$140,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102582-AA 100-102583	SEL AS LnkLic 8G FC8-HD48 Ann'l SEL SW Link Lic 8G Full FC16G24	\$23,077.00 \$100,000.00		31% 31%	\$15,923.13 \$69,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5 5	100-102583 100-102583-AA	SEL SW Link Lic 8G Full FC16G24 SEL AS LnkLic 8G FC16G24 Ann'l	\$100,000.00 \$13,292.00		31% 31%	\$69,000.00 \$9,171.48	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102584	SEL SW Link Lic 8G Full FC8-HD	\$86,154.00	K	31%	\$59,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102584-AA 100-102595	SEL AS LnkLic 8G FC8-HD Ann'l SEL SW Link Lic 16G 4-Link Kit	\$8,862.00 \$36,923.00		31% 31%	\$6,114.78 \$25,476.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102595-AA	SEL AS LnkLic 16G 4Lnk Kit Ann'l	\$2,954.00	K	31%	\$2,038.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102596 100-102596-AA	SEL SW Link Lic 16G FullFC16G24 SEL AS LnkLic 16G FC16G24 Ann'l	\$138,462.00 \$17,723.00		31%	\$95,538.78 \$12,228.87	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102596-AA 100-102614	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00		31% 31%	\$12,228.87 \$4,246.26	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102615	SEL HW SFP 4-Link Kit 16G SM SR	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102618 100-102624	SEL HW SFP 16GFC 1310NM SM LR SEL Opt patch cable 50m OM4 MM LC-LC 2M	\$922.00 \$88.00		31% 31%	\$636.18 \$60.72	\$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	100-102625	SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00	K	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102626 100-102627	SEL Opt patch cable 50um OM4 MM LC-LC 5M SEL Opt patch cable 50um OM4 MM LCLC 10M	\$102.00 \$129.00		31% 31%	\$70.38 \$89.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
3	100-102021	SEE OP. PARSITUADIO SOUTH ONE WIN EDED TOWN	φ123.00		J 1 /0	10.600	φυ.υυ	φ 0.00	φυ.υυ	φυ.00	φυ.00	φυ.00	THE INCINCINCINCINCINCINCINCINCINCINCINCINCI

					N'	VP 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	THIRD PARTY PRODUCT PARTNER
5 5	100-102645 100-102645-AA	SEL SW ProbeVM-001 HyperV Lic SEL AS ProbeVM-001 Hyper-V Ann'l	\$754.00 \$74.00	K K	31% 31%	\$520.26 \$51.06	\$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	100-102646	SEL SW ProbeVM-100 HyperV Lic	\$75,385.00	K	31%	\$52,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 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 VIRTUAL INSTRUMENTS
5	100-102647-AA	SEL AS ProbeVM-001 PowerVM Ann'l	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102648	SEL SW ProbeVM-100 PowerVM Lic	\$76,154.00	K	31% 31%	\$52,546.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102648-AA 100-102697	SEL AS ProbeVM-100 PowerVM Ann'l SEL HW ProbeFC-16G-12 Chass	\$7,385.00 \$40,000.00	K	31%	\$5,095.65 \$27,600.00	\$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	100-102698	SEL HW ProbeNAS-10G-16 Chass	\$107,692.00	K	31%	\$74,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102700 100-102701	SEL CABLE OM4 MM MTP MALE - LC B SEL CABLE OM4 MM MTP FEMALE2M12F	\$392.00 \$374.00	K K	31% 31%	\$270.48 \$258.06	\$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	100-102702	SEL CABLE OS2 SM MTP MALE 2M12F	\$263.00	ĸ	31%	\$181.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102703	SEL CABLE OS2 SM MTP FEMALE2M12F	\$245.00	K	31%	\$169.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102739 100-102740	SEL HW PCbI OM4 12F MTPmLC 3M SEL HW PCbI OM4 12F MTPfLC 3M	\$471.00 \$449.00	K K	31% 31%	\$324.99 \$309.81	\$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	100-102741	SEL HW PCbl OM4 12F MTPmLC 5M	\$523.00	K	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102742 100-102743	SEL HW PCbI OM4 12F MTPfLC 5M SEL HW PCbI OM4 12F MTPmLC 10M	\$497.00 \$649.00	K K	31% 31%	\$342.93 \$447.81	\$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	100-102744	SEL HW PCbi OM4 12F MTPfllC 10M	\$623.00	ĸ	31%	\$429.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102745	SEL HW PCbl OS2 SM 12F MTPmLC 3M	\$309.00	K	31%	\$213.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102746 100-102747	SEL HW PCbI OS2 SM 12F MTPfLC 3M SEL HW PCbI OS2 SM 12F MTPmLC 5M	\$283.00 \$318.00	K	31% 31%	\$195.27 \$219.42	\$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	100-102748	SEL HW PCbl OS2 SM 12F MTPfLC 5M	\$298.00	ĸ	31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102749	SEL HW PCbl OS2 SM 12F MTPmLC10M	\$351.00	K	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102750 100-102751	SEL HW PCbl OS2 SM 12F MTPfLC10M SEL HW TCV-008LFLFLF-97-RP Cass	\$329.00 \$2,358.00	K K	31% 31%	\$227.01 \$1,627.02	\$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	100-102752	SEL HW TCV-012MRLFLF-97-OB Cass	\$3,448.00	K	31%	\$2,379.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102753 100-102754	SEL HW TCV-012MRLFLF-97-EB Cass SEL HW TCV-024MRLFMR-97-OB Cass	\$3,448.00 \$6,894.00	K K	31% 31%	\$2,379.12 \$4,756.86	\$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	100-102755	SEL HW TCV-024MRLFMR-97-DB Cass SEL HW TCV-024MRLFMR-97-EB Cass	\$6,894.00	K	31%	\$4,756.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102791	SEL SW Link Lic NAS 10G 1Active	\$6,923.00	K	31%	\$4,776.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102791-AA 100-102792	SEL AS LnkLic 10G 1Lnk Actv Annl SEL SW Link Lic NAS 10G 1Passive	\$738.00 \$1,846.00	K K	31% 31%	\$509.22 \$1,273.74	\$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		SEL AS LnkLic 10G 1Lnk Pasv Anni	\$92.00	ĸ	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102793	SEL SW Link Lic 10G FullNAS10G16	\$93,846.00	K	31%	\$64,753.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102793-AA 100-102794	SEL AS LnkLic 10G NAS10G16 Ann'l SEL SW Target Lic 10G 4-Tgt Kit	\$9,231.00 \$9,231.00	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		VIRTUAL INSTRUMENTS
5	100-102795	SEL SW Link Lic 10G 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	100-102795-AA 100-102796	SEL AS LnkLic 10G 4Lnk Kit Ann'l SEL SW LinkLic 10G FullFCoE10G24	\$3,692.00 \$152,308.00	K K	31% 31%	\$2,547.48 \$105,092.52	\$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	100-102796-AA	SEL AS LnkLic 10G FCoE10G24 Annl	\$15,231.00	K	31%	\$10,509.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 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 K	31% 31%	\$42,461.22 \$4,140.00	\$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	100-102798	SEL SW Link Lic 16G Full FC16G12	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5		SEL AS LnkLic 16G FC16G12 Ann'l	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102799 100DCODSSP-1	SEL HW ProbeFCoE-10G-24 Chass SEL IDUClasFrwkODr 100 +SS⋑ 1year	\$76,923.00 \$12,853.00	K K	31% 31%	\$53,076.87 \$8,868.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VARONIS
5	100DCODSSP-12MT	SEL IDUClasFrwkODr 100 +SS⋑ 12mt	\$6,429.00	ĸ	31%	\$4,436.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClasFr SPOn 100 +SS⋑ 1yr 'SEL IDUClasFr SPOn 100 +SS⋑ 12mth	\$12,853.00 \$6,429.00	K K	31% 31%	\$8,868.57 \$4.436.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DCSOSSP-12MT	SEL IDUCIASE 13FOIT 100 +33&3up 12IIIIII	\$12,853.00	K	31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100DCUSSP-1	SEL IDUClasFrwkUx100 + SS⋑ 1yr	\$12,853.00	K	31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100DLSSP-2 100DLXSSP	SEL DL for 100 + SS and Sup 1st yr SEL DLX for 100 +SS⋑ 1yr	\$6,630.00 \$4,786.00	K	31% 31%	\$4,574.70 \$3,302.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DPSSSP	SEL DP SP for 100 + SS ⋑ 1st yr	\$8,705.00	ĸ	31%	\$6,006.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100DTSSP	SEL DTE 100 users + SS + Support 1st yr	\$13,260.00	K	31%	\$9,149.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DWSP100use+1Pb/Col 50SL+SS&Sup1st yr SEL DWWin100use+1Pb/Coll50SL+SS&Sup1styr	\$22,100.00 \$22,100.00	K	31% 31%	\$15,249.00 \$15,249.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100ECLO1PRSSP	SEL DAExOnL 100+1DAPb/Col 50SL+SS&Sup1yr	\$11,050.00	K	31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		ISEL DAExOnL100+1DAPb/Col50SL+SS&Sup12mt SEL DAODLite100+1DAPb/Col50SL+ SS&Sup1yr	\$5,527.00 \$11,050.00	K K	31% 31%	\$3,813.63 \$7,624.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DAODLIte100+1DAPb/Col50SL+SS&Sup1yr	\$5,527.00	K	31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DASPONLite100+1DAPb/Col50SL+SS&Sup1y	\$11,050.00	K	31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup12 ISEL-10GE SFP+ TwinAx Active Optic Cbl,7m	\$5,527.00 \$360.00	K K	31% 31%	\$3,813.63 \$248.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS BROCADE ETHERNET
5	10GE-SFPPAOC100	1SEL-10GE SFP+ TwinAx Optical Cable, 10m	\$410.00	K	31%	\$282.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL 10GBASE-LRM 1310NM SFP+ (LC) TAR SEL DIRECT ATTACH SFPP COPPER1M1-PACK	\$1,495.00 \$150.00	K K	31% 31%	\$1,031.55 \$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		SEL DIRECT ATTACH SFPP COPPER3M1-PACK	\$210.00	K	31%	\$144.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		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		SEL DIRECT ATTACH SFPP COPPER5M8-PACK SEL-10GBASE-ZR SFP+ optic 80km SMF	\$1,872.00 \$16,000.00	K	31% 31%	\$1,291.68 \$11,040.00	\$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	10GSFP-TWX-11	SEL DIRECT ATTACH SFPP COPPER1M1-PACK	\$136.00	ĸ	31%	\$93.84	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5		SEL DIRECT ATTACH SEPP COPPERIMS-PACK	\$979.00	K	31%	\$675.51	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5		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	SEL DIRECT ATTACH SFPP COPPER5M1-PACK	\$236.00	K	31%	\$162.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL DIRECT ATTACH SFPP COPPER5M8-PACK SEL ItbmS1 Std& VCLDS 5 Ent Promo Bun	\$1,697.00 \$25,289.00	K K	31% 31%	\$1,170.93 \$17,440.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET CARAHSOFT
5		SEL ItomS1 Std& VCLDS 5 Ent Promo Bun SEL Itom S1 Std&Vcac 6 Ent Promobun	\$25,289.00	K	31%	\$17,449.41 \$14,705.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-1827-LIC	SEL Vsan 5 With Dp Bun Promo	\$3,163.00	K	31%	\$2,182.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1829-LIC 11-1829-LIC-L1	SEL Hor Adv: 10P Ccu SEL Tppl1 Hor Adv: 10P Ccu	\$4,400.00 \$4,180.00	K K	31% 31%	\$3,036.00 \$2,884.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1829-LIC-L2	SEL Tppl2 Hor Adv: 10P Ccu	\$4,092.00	K	31%	\$2,823.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1829-LIC-L3	SEL Tppl3 Hor Adv: 10P Ccu	\$3,960.00	K	31%	\$2,732.40	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1829-LIC-L4 11-1829-LIC-L5	SEL Tppl4 Hor Adv: 10P Ccu SEL Tppl5 Hor Adv: 10P (Ccu	\$3,828.00 \$3,652.00	K K	31% 31%	\$2,641.32 \$2,519.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
·		- II : million /mm	ψ0,002.00		-1.70	φ2,0.3.00	ψ0.00	\$5.00	ψ0.00	\$5.00	ψ0.00	ψ0.30	- '==:'

					N\	P 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)		THIRD PARTY PRODUCT PARTNER
5 5	11-1830-LIC 11-1830-LIC-L1	SEL Hor Adv: 100P Ccu SEL Tppl1 Hor Adv: 100P Ccu	\$44,000.00 \$41,800.00		31% 31%	\$30,360.00 \$28,842.00	\$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-L2	SEL Tppl2 Hor Adv: 100P Ccu	\$40,920.00		31%	\$28,234.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1830-LIC-L3 11-1830-LIC-L4	SEL Topl3 Hor Adv: 100P Ccu	\$39,600.00 \$38,280.00	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 CARAHSOFT
5	11-1830-LIC-L4 11-1830-LIC-L5	SEL Tppl4 Hor Adv: 100P Ccu 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%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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	11-1831-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	\$0.00	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		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		31%	\$18,975.00	\$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	\$0.00	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		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 TppI4 Hor Adv: 100P (Nus)	\$23,925.00		31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1832-LIC-L5	SEL Tppl5 Hor Adv: 100P (Nus)	\$22,825.00		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		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	\$0.00	CARAHSOFT
5 5	11-1833-LIC-L3 11-1833-LIC-L4	SEL Topl4 Ent: 10P Ccu	\$5,693.00		31% 31%	\$3,928.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1833-LIC-L4 11-1834-LIC	SEL Tppl4 Ent: 10P Ccu SEL Ent: 100P Ccu	\$5,503.00 \$63,250.00		31%	\$3,797.07 \$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		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	\$0.00	CARAHSOFT
5	11-1835-LIC 11-1835-LIC-L1	SEL Ent: 10P (Nus)	\$3,850.00	K	31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1835-LIC-L1 11-1835-LIC-L2	SEL Tppl1 Ent: 10P (Nus) SEL Tppl2 Ent: 10P (Nus)	\$3,658.00 \$3,581.00	K	31% 31%	\$2,524.02 \$2,470.89	\$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-L3	SEL Tppl3 Ent: 10P (Nus)	\$3,465.00	K	31%	\$2,390.85	\$0.00	\$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		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		31%	\$25,236.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1836-LIC-L2	SEL Tppl2 Ent: 100P (Nus)	\$35,805.00	K	31%	\$24,705.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1836-LIC-L3 11-1836-LIC-L4	SEL Tppl3 Ent: 100P (Nus) SEL Tppl4 Ent: 100P (Nus)	\$34,650.00 \$33,495.00		31% 31%	\$23,908.50 \$23,111.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1837-LIC	SEL Upg: Mirage To Adv: 10P (Nus)	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1837-LIC-L1	SEL L1 Upg Mirage To Adv 10P Nus	\$1,150.00		31% 31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5 5	11-1837-LIC-L2 11-1837-LIC-L3	SEL L2 Upg Mirage To Adv 10P Nus SEL L3 Upg Mirage To Adv 10P Nus	\$1,125.00 \$1,089.00		31%	\$776.25 \$751.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		CARAHSOFT 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	\$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		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 100F Nus	\$12,100.00		31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1838-LIC-L2	SEL L2 Upg Mirage To Adv 100P Nus	\$11,253.00	K	31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1838-LIC-L3 11-1838-LIC-L4	SEL L3 Upg Mirage To Adv 100P Nus SEL L4 Upg Mirage To Adv 100P Nus	\$10,890.00 \$10,527.00		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	11-1838-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	\$0.00	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		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		31%	\$1,940.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1839-LIC-L3	SEL L3 Ug View Std 10P Ccu To Adv 20P NU	\$2,723.00		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		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	K	31%	\$20,872.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 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		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	11-1840-LIC-L3	SEL L3 UG View Std 100 Ccu To Adv 200 NU	\$27,225.00		31%	\$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	\$0.00	CARAHSOFT
5 5	11-1840-LIC-L5 11-1841-LIC	SEL L5 UG View Std 100 Ccu To Adv 200 NU SEL Upg View Std 10P Ccu To Ent 20P Nus	\$25,108.00 \$4,235.00	K K	31% 31%	\$17,324.52 \$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	11-1841-LIC-L1	SEL L1 Upg View Std 10 Ccu To Ent 20 Nus	\$4,023.00		31%	\$2,775.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1841-LIC-L2 11-1841-LIC-L3	SEL L2 Upg View Std 10 Ccu To Ent 20 Nus	\$3,939.00 \$3,812.00		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	11-1841-LIC-L3 11-1841-LIC-L4	SEL L3 Upg View Std 10 Ccu To Ent 20 Nus SEL L4 Upg View Std 10 Ccu To Ent 20 Nus	\$3,684.00		31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-1842-LIC	SEL UG View Std 100 Ccu To Ent 200 NU	\$42,350.00	K	31%	\$29,221.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1842-LIC-L1 11-1842-LIC-L2	SEL L1 UG View Std 100 Ccu To Ent 200 NU SEL L2 UG View Std 100 Ccu To Ent 200 NU	\$40,233.00 \$39,386.00		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	11-1842-LIC-L3	SEL L3 UG View Std 100 Ccu To Ent 200 NU	\$38,115.00	K	31%	\$26,299.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1842-LIC-L4	SEL L4 UG View Std 100 Ccu To Ent 200 NU	\$36,845.00		31%	\$25,423.05 \$1,252.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT 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		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
5	11-1843-LIC-L2	SEL L2 Upg View Std Ccu To Adv 10P Ccu	\$1,688.00	K	31%	\$1,164.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		31% 31%	\$1,127.46 \$1,089.51	\$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	SEL Upg View Std Ccu To Adv 100P Ccu	\$18,150.00	K	31%	\$12,523.50	\$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		31% 31%	\$11,897.67 \$11,647.20	\$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	\$0.00	CARAHSOFT
5	11-1844-LIC-L4 11-1844-LIC-L5	SEL L4 Upg View Std Ccu To Adv 100P Ccu	\$15,791.00		31%	\$10,895.79	\$0.00	\$0.00	\$0.00				CARAHSOFT
5 5	11-1844-LIC-L5 11-1845-LIC	SEL L5 Upg View Std Ccu To Adv 100P Ccu SEL Upg View Std Ccu To Ent 10P Ccu	\$15,065.00 \$3,025.00		31% 31%	\$10,394.85 \$2,087.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
5	11-1845-LIC-L1	SEL L1 Upg View Std Ccu To Ent 10P Ccu	\$2,874.00	K	31%	\$1,983.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1845-LIC-L2 11-1845-LIC-L3	SEL L2 Upg View Std Ccu To Ent 10P Ccu SEL L3 Upg View Std Ccu To Ent 10P Ccu	\$2,813.00 \$2,723.00		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
5	11-1845-LIC-L4	SEL L4 Upg View Std Ccu To Ent 10P Ccu	\$2,632.00		31%	\$1,816.08	\$0.00	\$0.00	\$0.00				CARAHSOFT

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	11-1846-LIC 11-1846-LIC-L1	SEL Upg View Std Ccu To Ent 100P Ccu SEL L1 Upg View Std Ccu To Ent 100P Ccu	\$30,250.00 \$28,738.00	K K	31% 31%	\$20,872.50 \$19,829.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1846-LIC-L2	SEL L2 Upg View Std Ccu To Ent 100P Ccu	\$28,133.00	K	31%	\$19,629.22 \$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1846-LIC-L3	SEL L3 Upg View Std Ccu To Ent 100P Ccu	\$27,225.00	K	31%	\$18,785.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1846-LIC-L4 11-1847-LIC	SEL L4 Upg View Std Ccu To Ent 100P Ccu SEL Upg Adv To Ent 10P Nus	\$26,318.00 \$605.00	K K	31% 31%	\$18,159.42 \$417.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1847-LIC-L1	SEL L1 Upg Adv To Ent 10P Nus	\$575.00	K	31%	\$396.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1847-LIC-L2	SEL L2 Upg Adv To Ent 10P Nus	\$563.00	K	31%	\$388.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1847-LIC-L3 11-1847-LIC-L4	SEL L3 Upg Adv To Ent 10P Nus SEL L4 Upg Adv To Ent 10P Nus	\$545.00 \$526.00	K 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	11-1848-LIC	SEL Upg Adv Nus To Ent 100P Nus	\$6,050.00	ĸ	31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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 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	\$5,445.00 \$5,264.00	K	31%	\$3,632.16	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1849-LIC	SEL Upg Adv To Ent 10P Ccu	\$1,210.00	K	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 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% 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	11-1849-LIC-L2	SEL L3 Upg Adv To Ent 10P Ccu	\$1,089.00	K	31%	\$776.25 \$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1849-LIC-L4	SEL L4 Upg Adv To Ent 10P Ccu	\$1,053.00	K	31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1850-LIC 11-1850-LIC-L1	SEL Upg Adv Ccu To Ent 100P Ccu	\$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	11-1850-LIC-L1 11-1850-LIC-L2	SEL L1 Upg Adv Ccu To Ent 100P Ccu SEL L2 Upg Adv Ccu To Ent 100P Ccu	\$11,495.00 \$11,253.00	K	31%	\$7,931.55 \$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1850-LIC-L3	SEL L3 Upg Adv Ccu To Ent 100P Ccu	\$10,890.00	K	31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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		CARAHSOFT
5	11-1851-LIC-L3	SEL L3 UG View Std 250 Ccu To Adv 500 Nu	\$68,063.00	K	31%	\$46,963.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1851-LIC-L4 11-1851-LIC-L5	SEL L4 UG View Std 250 Ccu To Adv 500 Nu SEL L5 UG View Std 250 Ccu To Adv 500 Nu	\$65,794.00 \$62,769.00	K K	31% 31%	\$45,397.86 \$43,310.61	\$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	SEL Upg View Std 500 Ccu To Adv 1000 Nu	\$151,250.00	ĸ	31%	\$104,362.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1852-LIC-L1	SEL L1 UG View S 500 Ccu To Adv 1000 Nu	\$143,688.00	K	31%	\$99,144.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1852-LIC-L2 11-1852-LIC-L3	SEL L2 UG View S 500 Ccu To Adv 1000 Nu SEL L3 UG View S 500 Ccu To Adv 1000 Nu	\$140,663.00 \$136,125.00	K K	31% 31%	\$97,057.47 \$93,926.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1852-LIC-L4	SEL L4 UG View S 500 Ccu To Adv 1000 Nu	\$131,588.00	K	31%	\$90,795.72	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	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	\$0.00	CARAHSOFT
5 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		CARAHSOFT
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	ĸ	31%	\$28,178.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC-L4	SEL L4 UG View S 250 Ccu To Adv 250 Ccu	\$39,476.00	K	31%	\$27,238.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1853-LIC-L5 11-1854-LIC	SEL L5 UG View S 250 Ccu To Adv 250 Ccu SEL Upg View Std 500 Ccu To Adv 500 Ccu	\$37,661.00 \$90,750.00	K	31% 31%	\$25,986.09 \$62,617.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1854-LIC-L1	SEL L1 UG View S 500 Ccu To Adv 500 Ccu	\$86,213.00	ĸ	31%	\$59,486.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1854-LIC-L2	SEL L2 UG View S 500 Ccu To Adv 500 Ccu	\$84,398.00	K	31%	\$58,234.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1854-LIC-L3 11-1854-LIC-L4	SEL L3 UG View S 500 Ccu To Adv 500 Ccu SEL L4 UG View S 500 Ccu To Adv 500 Ccu	\$81,675.00 \$78,953.00	K K	31% 31%	\$56,355.75 \$54,477.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1854-LIC-L5	SEL L5 UG View S 500 Ccu To Adv 500 Ccu	\$75,323.00	ĸ	31%	\$51,972.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1855-LIC	SEL Upg View Std 250 Ccu To Ent 500 Nu	\$105,875.00	K	31%	\$73,053.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1855-LIC-L1 11-1855-LIC-L2	SEL L1 UG View Std 250 Ccu To Ent 500 Nu SEL L2 UG View Std 250 Ccu To Ent 500 Nu	\$100,581.00 \$98,464.00	K K	31% 31%	\$69,400.89 \$67,940.16	\$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-L3	SEL L3 UG View Std 250 Ccu To Ent 500 Nu	\$95,288.00	ĸ	31%	\$65,748.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1855-LIC-L4	SEL L4 UG View Std 250 Ccu To Ent 500 Nu	\$92,111.00	K	31%	\$63,556.59	\$0.00	\$0.00	\$0.00		\$0.00		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		CARAHSOFT
5	11-1856-LIC-L3	SEL L3 UG View S 500 Ccu To Ent 1000 Nu	\$190,575.00	K	31%	\$131,496.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1856-LIC-L4 11-1857-LIC	SEL L4 UG View S 500 Ccu To Ent 1000 Nu SEL Upg View Std 250 Ccu To Ent 250 Ccu	\$184,223.00 \$75,625.00	K	31% 31%	\$127,113.87 \$52,181.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1857-LIC-L1	SEL L1 UG View S 250 Ccu To Ent 250 Ccu	\$71,844.00	ĸ	31%	\$49,572.36	\$0.00	\$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	K	31%	\$48,528.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1857-LIC-L3 11-1857-LIC-L4	SEL L3 UG View S 250 Ccu To Ent 250 Ccu SEL L4 UG View S 250 Ccu To Ent 250 Ccu	\$68,063.00 \$65,794.00	K 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	11-1858-LIC	SEL Upg View Std 500 Ccu To Ent 500 Ccu	\$151,250.00	K	31%	\$104,362.50	\$0.00	\$0.00	\$0.00		\$0.00		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		CARAHSOFT
5 5	11-1858-LIC-L2 11-1858-LIC-L3	SEL L2 Upg View S 500 Ccu To Ent 500 Ccu SEL L3 Upg View S 500 Ccu To Ent 500 Ccu	\$140,663.00 \$136,125.00	K K	31% 31%	\$97,057.47 \$93,926.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1858-LIC-L4	SEL L4 Upg View S 500 Ccu To Ent 500 Ccu	\$131,588.00	K	31%	\$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	\$0.00	CARAHSOFT
5 5	11-1866-LIC	SEL View Std 10P Ccu	\$2,750.00	K K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
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	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	\$0.00	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		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	\$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		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 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		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	\$0.00	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	\$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 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-L2 11-1868-LIC-L3	SEL L3 View Std Add 10P Ccu	\$1,881.00	K	31%	\$1,341.36	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-1868-LIC-L4	SEL L4 View Std Add 10P Ccu	\$1,818.00		31%	\$1,254.42	\$0.00	\$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 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		CARAHSOFT CARAHSOFT
5	11-1009-LIC	SEE VIEW SIG AGG TOUP GGG	\$20,900.00	ĸ	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	UANAITOUT I

Mary Company							N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
1	E				LIST PRICE USD	CODE	DISCOUNT %		ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)		
1															
Column C		5	11-1869-LIC-L3	SEL L3 View Std Add 100P Ccu	\$18,810.00	K	31%	\$12,978.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
1 15 15 15 15 15 15 15															
Company															
Column C					\$20,900.00	K									
1 1 1 1 1 1 1 1 1 1															
1		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	\$0.00	CARAHSOFT
1															
1															
1 1 1 1 1 1 1 1 1 1		5	11-1871-LIC-L2	SEL L2 Upg TA Ny Bundle To View Std 10	\$2,148.00	K		\$1,482.12	\$0.00				\$0.00	\$0.00	CARAHSOFT
Column C															
Company				SEL L5 Upg TA Ny Bundle To View Std 10										\$0.00	CARAHSOFT
1.15 1.15															
1															
State		5	11-1872-LIC-L3	SEL L3 Upg View 5 Ent 10 To View Std 10	\$990.00	K	31%	\$683.10		\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
1															
1															
1															
5 11-197-101															
STATEMENT STAT		5	11-1873-LIC-L4	SEL L4 Upg View 5 Ent 100 To View S 100	\$9,570.00	K	31%	\$6,603.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-17-12-12-12-12 5 11-17-12-12-12 5 1				SEL L5 Upg View 5 Ent 100 To View S 100											
5 11-15-24 LC-12 5 11-1															
S				SEL L2 Upg View S Add 10 To View S 10											
5 11-1074-14-15 5F1, 154 yellow 6-140 177 years 100 500 500 500 500 500 500 500 500 500				SEL L3 Upg View S Add 10 To View S 10 SEL L4 Upg View S Add 10 To View S 10											
1 11-178-LLC L SLL LU Jug Wee Set 100 Vew 9 100 \$7.71.50														\$0.00	CARAHSOFT
1															
5 11-1979-LC-12 SEL LU Up (1-We 3 had 10 17 Ver 9 10 10 50,000 50 50 50 50 50 50 50 50 50 50 50 50															
5 11-1975-LC-1.5 BEL 15-16-16 WE AND AND TO YOUR STORE 100 \$30.0 K 31-16. SEL 15-16-16 WE AND AND TO YOUR STORE 100 \$1.0		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	\$0.00	CARAHSOFT
5 11-199-LC SEL Usp Timeng CT To Vere Side 410 \$1,770.0 K 317.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,770.0 K 317.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,770.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 \$1,830.0 K 317.0 SEL Usp Timeng CT To Vere Side 410 SEL Usp Timeng CT To Vere Side															
5 11-1876-LC-LC SEL 1 Light Trimpp CT 10 View Ball Add 10 \$1,777.00 K 31% \$1,126.13 \$0.00															
5 11-978-10-C3 SEL 3 Light Trianger Circ View Bark Add 10 \$1,020 K \$ 316 \$1.000 \$0.00 \$30.00				SEL L1 Upg Thinapp CI To View Std Add 10				\$1,226.13							
5 11-979-LC-14 SEL L-10g Through Cif To Vers Self-Add 10 \$1,55.00 K \$314. \$1,122.51 \$0.00															
5 11-1979-LC 55 LL lyg Fin Add To Vew Set 10 Promo		5	11-1876-LIC-L4	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	\$0.00	CARAHSOFT
5															
5 11-1879-LU-L2 SEL LUg Fri Add To View Still OCCU \$17300 K \$17500 K \$17500 S0.00 \$0															
5		5	11-1879-LIC-L2	SEL L2 Upg Ent Add To View Std 10 Ccu	\$1,790.00	K		\$1,235.10	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1879-LIC-LS SEL LS Up_ Ent AM TO View Sist 10 Cou S1,098.00 K 31% S1,02.62 S0.00															
5 11-180-LIC-L2 SEL L Upg Ent Add TO Vew Sol 100 Cau \$18,288.00 K 31% \$12,283.07 \$0.00 \$0.		5	11-1879-LIC-L5	SEL L5 Upg Ent Add To View Std 10 Ccu	\$1,598.00	K	31%	\$1,102.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
S															
5 11-1890-LIC-L3 SEL L4 Upg En Add To View Sel 100 Cay 5 11-1891-LC SEL L5 Upg En Add To View Sel 100 Cay 5 11-1891-LC SEL L5 Upg En Add To View Sel 100 Cay 5 11-1891-LC SEL L5 Upg En Add To View Sel 100 Cay 5 11-1891-LC SEL L5 Upg En Add To View Sel 100 Cay 5 11-1891-LC SEL L5 Upg En Add To View Sel 100 Cay 5 11-1891-LC SEL L5 Upg Minage 5 To Adv 10 C															
5 11-1890-LIC-LS SELL Sup En Add TO View Stall 100 Cau \$15,978.00 K 311/6.28 \$3.00 \$0.00 \$				SEL L3 Upg Ent Add To View Std 100 Ccu	\$17,325.00	K									
5 11-1881-LUC SEL Undow/marge 5To Adv 10 Cou \$2,074.00 K 311/6 \$1,085.00 \$0.00															
5 11-1881-LIC-L2 SELL 2 Ligh Minage 5 To Adv 10 Cou \$2,813.00 K 31% \$1,949.97 \$0.00		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	\$0.00	CARAHSOFT
5 11-1881-LIC-L3 SELL July Mirage 5 To Adv 10 Ccu															
5 11-1881-LIC-L4 SELL July Mirage 5 To Adv 10 Cou \$2,630.00 K 31% \$1,816.08 \$0.00 \$0															
5 11-1882-LIC-L3 SEL Jug Mirage 5 To Adv 100 Ccu \$30,250.00 K 31% \$20,872.50 \$0.00 \$		5	11-1881-LIC-L4	SEL L4 Upg Mirage 5 To Adv 10 Ccu	\$2,632.00	K	31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1882-LIC-L2 SEL L1 Upg Minage 5 To Adv 100 Ccu \$28,738.00 K 31% \$19,829.22 \$0.00 </td <td></td>															
5 11-1882-LIC-L3 SEL L3 Up Mirage 5 To Adv 100 Ccu \$27.250.0 K 31% \$18,785.25 \$0.00		5	11-1882-LIC-L1	SEL L1 Upg Mirage 5 To Adv 100 Ccu	\$28,738.00	K	31%	\$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1882-LIC-L4 SEL LU Dy Mirage 5 To Adv 100 Ccu \$26,318.00 K 31% \$18,159.42 \$0.00															
5 11-1882-LIC-15 SEL L5 Upg Mirage 5 To Adv 100 Ccu \$25.108.00 K 31% \$17,24.52 \$0.00															
5 11-1883-LIC-L1 SEL L1 Upg View Add To Adv 10 Cou \$2.404.00 K 31% \$1,658.76 \$0.00 \$		5	11-1882-LIC-L5	SEL L5 Upg Mirage 5 To Adv 100 Ccu	\$25,108.00	K		\$17,324.52							
5 11-1883-LIC-L2 SEL L2 Upg View Add To Adv 10 Cou \$2,353.00 K 31% \$1,253.57 \$0.00															
5 11-1883-LIC-L4 SEL L4 Upg View Add To Adv 10 Ccu \$2.201.00 K 31% \$1.518.89 \$0.00 \$		5	11-1883-LIC-L2	SEL L2 Upg View Add To Adv 10 Ccu	\$2,353.00	K	31%	\$1,623.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1884-LIC-L5 SEL L5 Upg View Add To Adv 10 Ccu \$2,100.00 K 31% \$1,449.00 \$0.00 \$															
5 11-1884-LIC SEL L1 upg View Add To Adv 100 Ccu \$24,05.00 K 31% \$16,584.15 \$0.00 \$0															
5 11-1884-LIC-L2 SEL L2 Upg View Add To Adv 100 Ccu \$23,529.00 K 31% \$16,235.01 \$0.00 \$0.0		5	11-1884-LIC	SEL Usfederal Ug View Add To Adv 100 Ccu	\$25,300.00	K	31%	\$17,457.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1884-LIC-L3 SEL L3 Upg View Add To Adv 100 Ccu \$22,770.00 K 31% \$15,71.30 \$0.00															
5 11-1884-LIC-L4 SEL L4 Upg View Add To Adv 100 Ccu \$22.011.00 K 31% \$15,187.59 \$0.00 \$0.0		5	11-1884-LIC-L3												
5 11-1885-LIC SEL Usp (view Add To Ent 10 Ccu \$3,740.00 K 31% \$2,580.60 \$0.00		5	11-1884-LIC-L4	SEL L4 Upg View Add To Adv 100 Ccu	\$22,011.00	K	31%	\$15,187.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1885-LIC-L1 SEL L1 Upg View Ådd To Ent 10 Ccu \$3,553.00 K 31% \$2,451.57 \$0.00 \$															
5 11-1885-LIC-L3 SEL L3 Upg View Add To Ent 10 Ccu \$3,366.00 K 31% \$2,322.54 \$0.00 \$		5	11-1885-LIC-L1	SEL L1 Upg View Add To Ent 10 Ccu	\$3,553.00	K	31%	\$2,451.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-1885-LIC-14 SEL L4 Upg View Add To Ent 10 Ccu \$3,254.00 K 31% \$2,245.26 \$0.00 \$															
															CARAHSOFT

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	11-1886-LIC-L1 11-1886-LIC-L2	SEL L1 Upg View Add To Ent 100P Ccu SEL L2 Upg View Add To Ent 100P Ccu	\$35,530.00 \$34,782.00		31% 31%	\$24,515.70 \$23,999.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1886-LIC-L3	SEL L3 Upg View Add To Ent 100P Ccu	\$33,660.00	K	31%	\$23,225.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1886-LIC-L4 11-1889-LIC	SEL L4 Upg View Add To Ent 100P Ccu SEL Upg Workspace To Adv 10P Nus	\$32,538.00 \$1,210.00		31% 31%	\$22,451.22 \$834.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1889-LIC-L1	SEL L1 Upg Workspace To Adv 10P Nus	\$1,162.00		31%	\$801.78	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1889-LIC-L2	SEL L2 Upg Workspace To Adv 10P Nus	\$1,137.00	K	31%	\$784.53	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-1889-LIC-L3 11-1889-LIC-L4	SEL L3 Upg Workspace To Adv 10P Nus SEL L4 Upg Workspace To Adv 10P Nus	\$1,101.00 \$1,065.00		31% 31%	\$759.69 \$734.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1889-LIC-L5	SEL L5 Upg Workspace To Adv 10P Nus	\$1,004.00	K	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1890-LIC 11-1890-LIC-L1	SEL Upg Workspace To Adv 100P Nus SEL L1 Upg Workspace To Adv 100P Nus	\$12,100.00 \$11,616.00		31% 31%	\$8,349.00 \$8,015.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1890-LIC-L1	SEL L2 Upg Workspace To Adv 100P Nus	\$11,374.00		31%	\$7,848.06	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1890-LIC-L3	SEL L3 Upg Workspace To Adv 100P Nus	\$11,011.00	K	31%	\$7,597.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-1890-LIC-L4 11-1890-LIC-L5	SEL L4 Upg Workspace To Adv 100P Nus SEL L5 Upg Workspace To Adv 100P Nus	\$10,648.00 \$10,043.00		31% 31%	\$7,347.12 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1909-LIC	SEL Mrg Win/ Hw Mig 1 Dev TI 6M Min 10	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	11-1971-LIC-L1	SEL: VR-ATADV-ENT-UG-F-L1	\$5,606.00		31%	\$3,868.14	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1971-LIC-L2 11-1971-LIC-L3	SEL: VR-ATADV-ENT-UG-F-L2 SEL: VR-ATADV-ENT-UG-F-L3	\$5,488.00 \$5,311.00		31% 31%	\$3,786.72 \$3,664.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1971-LIC-L4	SEL: VR-ATADV-ENT-UG-F-L4	\$5,134.00	K	31%	\$3,542.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-1971-LIC-L5 11-1976-LIC-M1G	SEL: VR-ATADV-ENT-UG-F-L5 SEL: PV-WBS-CPU-G-TLSS-F	\$4,898.00 \$550.00		31% 31%	\$3,379.62 \$379.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1976-LIC-M1P	SEL: PV-WBS-CPU-P-TLSS-F	\$825.00		31%	\$569.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-1976-LIC-M2G	SEL: PV-WBS-CPU-2G-TLSS-F	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1976-LIC-M2P 11-1976-LIC-M3G	SEL: PV-WBS-CPU-2P-TLSS-F SEL: PV-WBS-CPU-3G-TLSS-F	\$1,650.00 \$1,650.00		31% 31%	\$1,138.50 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1976-LIC-M3P	SEL: PV-WBS-CPU-3P-TLSS-F	\$2,475.00	K	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1977-LIC 11-1980-LIC	SEL: PV-GFXD-CPU-F SEL: VR6-OSTD25-F	\$2,750.00 \$3,438.00		31% 31%	\$1,897.50 \$2,372.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1980-LIC-L1	SEL: VR6-OSTD25-F-L1	\$3,266.00		31%	\$2,253.54	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1980-LIC-L2	SEL: VR6-OSTD25-F-L2	\$3,197.00		31%	\$2,205.93	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1980-LIC-L3 11-1980-LIC-L4	SEL: VR6-OSTD25-F-L3 SEL: VR6-OSTD25-F-L4	\$3,094.00 \$2,991.00		31% 31%	\$2,134.86 \$2,063.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1980-LIC-L5	SEL: VR6-OSTD25-F-L5	\$2,853.00	K	31%	\$1,968.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1981-LIC 11-1981-LIC-L1	SEL: VR6-OADV25-F SEL: VR6-OADV25-F-L1	\$7,563.00 \$7,184.00		31% 31%	\$5,218.47 \$4,956.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1981-LIC-L2	SEL: VR6-OADV25-F-L2	\$7,033.00		31%	\$4,852.77	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1981-LIC-L3	SEL: VR6-OADV25-F-L3	\$6,806.00		31%	\$4,696.14	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1981-LIC-L4 11-1981-LIC-L5	SEL: VR6-OADV25-F-L4 SEL: VR6-OADV25-F-L5	\$6,579.00 \$6,277.00		31% 31%	\$4,539.51 \$4,331.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1982-LIC	SEL: VR6-OENT25-F	\$19,113.00	K	31%	\$13,187.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1982-LIC-L1 11-1982-LIC-L2	SEL: VR6-OENT25-F-L1 SEL: VR6-OENT25-F-L2	\$18,157.00 \$17,775.00		31% 31%	\$12,528.33 \$12,264.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1982-LIC-L3	SEL: VR6-OENT25-F-L3	\$17,201.00		31%	\$11,868.69	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-1982-LIC-L4 11-1982-LIC-L5	SEL: VR6-0ENT25-F-L4 SEL: VR6-0ENT25-F-L5	\$16,628.00 \$15,863.00		31% 31%	\$11,473.32 \$10,945.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1982-LIC-LS	SEL: VR6-OSTD-OADV-UG-F	\$4,538.00		31%	\$3,131.22	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1983-LIC-L1	SEL: VR6-OSTDOADV-UG-F-L1	\$4,311.00	K	31%	\$2,974.59	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1983-LIC-L2 11-1983-LIC-L3	SEL: VR6-OSTDOADV-UG-F-L2 SEL: VR6-OSTDOADV-UG-F-L3	\$4,220.00 \$4,084.00		31% 31%	\$2,911.80 \$2,817.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1983-LIC-L4	SEL: VR6-OSTDOADV-UG-F-L4	\$3,948.00	K	31%	\$2,724.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1983-LIC-L5 11-1984-LIC	SEL: VR6-OSTDOADV-UG-F-L5 SEL: VR6-OSTD-OENT-UG-F	\$3,766.00 \$17,243.00		31% 31%	\$2,598.54 \$11,897.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1984-LIC-L1	SEL: VR6-OSTDOENT-UG-F-L1	\$16,380.00		31%	\$11,302.20	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1984-LIC-L2	SEL: VR6-OSTDOENT-UG-F-L2	\$16,036.00		31%	\$11,064.84	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1984-LIC-L3 11-1984-LIC-L4	SEL: VR6-OSTDOENT-UG-F-L3 SEL: VR6-OSTDOENT-UG-F-L4	\$15,518.00 \$15,001.00		31% 31%	\$10,707.42 \$10,350.69	\$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-L5	SEL: VR6-OSTDOENT-UG-F-L5	\$14,311.00	K	31%	\$9,874.59	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-1985-LIC 11-1985-LIC-L1	SEL: VR6-OADV-OENT-UG-F SEL: VR6-OADVOENT-UG-F-L1	\$12,705.00 \$12,070.00		31% 31%	\$8,766.45 \$8,328.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1985-LIC-L2	SEL: VR6-OADVOENT-UG-F-L2	\$11,816.00		31%	\$8,153.04	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1985-LIC-L3	SEL: VR6-OADVOENT-UG-F-L3	\$11,435.00		31%	\$7,890.15	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1985-LIC-L4 11-1985-LIC-L5	SEL: VR6-OADVOENT-UG-F-L4 SEL: VR6-OADVOENT-UG-F-L5	\$11,053.00 \$10,545.00		31% 31%	\$7,626.57 \$7,276.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1987-LIC	SEL: VR6-PCADV25-F	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1987-LIC-L1 11-1987-LIC-L2	SEL: VR6-PCADV25-F-L1 SEL: VR6-PCADV25-F-L2	\$5,225.00 \$5,115.00		31% 31%	\$3,605.25 \$3,529.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
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		31%	\$3,529.35 \$3,415.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1987-LIC-L4	SEL: VR6-PCADV25-F-L4	\$4,785.00	K	31%	\$3,301.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1987-LIC-L5 11-1988-LIC	SEL: VR6-PCADV25-F-L5 SEL: VR6-PCENT25-F	\$4,565.00 \$10,863.00		31% 31%	\$3,149.85 \$7,495.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1988-LIC-L1	SEL: VR6-PCENT25-F-L1	\$10,319.00	K	31%	\$7,120.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1988-LIC-L2 11-1988-LIC-L3	SEL: VR6-PCENT25-F-L2 SEL: VR6-PCENT25-F-L3	\$10,102.00 \$9,776.00		31%	\$6,970.38 \$6,745.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5 5	11-1988-LIC-L3 11-1988-LIC-L4	SEL: VR6-PCENT25-F-L3 SEL: VR6-PCENT25-F-L4	\$9,450.00		31% 31%	\$6,745.44 \$6,520.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1988-LIC-L5	SEL: VR6-PCENT25-F-L5	\$9,016.00	K	31%	\$6,221.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1989-LIC 11-1989-LIC-L1	SEL: VR6-PCADV-ENT-UG-F SEL: VR6-PCADVENT-UG-F-L1	\$5,902.00 \$5,606.00		31% 31%	\$4,072.38 \$3,868.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5	11-1989-LIC-L2	SEL: VR6-PCADVENT-UG-F-L2	\$5,488.00	K	31%	\$3,786.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1989-LIC-L3	SEL: VR6-PCADVENT-UG-F-L3	\$5,311.00		31%	\$3,664.59	\$0.00	\$0.00	\$0.00		\$0.00		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		31% 31%	\$3,542.46 \$3,379.62	\$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	\$0.00	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		31% 31%	\$1,138.50 \$1,081.92	\$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	\$0.00	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		31%	\$1,024.65	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT CARAHSOFT
5	11-1994-LIU-L4	SEE. 64-060-10-F-E4	\$1,436.00	ĸ	31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CANADOUT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND		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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	11-1994-LIC-L5 11-1995-LIC	SEL: CV-CCU-10-F-L5 SEL: CV-CCU-100-F	\$1,370.00 \$16,500.00		31% 31%	\$945.30 \$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1995-LIC-L1	SEL: CV-CCU-100-F-L1	\$15,675.00	K	31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1995-LIC-L2 11-1995-LIC-L3	SEL: CV-CCU-100-F-L2 SEL: CV-CCU-100-F-L3	\$15,345.00 \$14,850.00		31% 31%	\$10,588.05 \$10,246.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1995-LIC-L3	SEL: CV-CCU-100-F-L4	\$14,355.00		31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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			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		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	11-1996-LIC-L2	SEL: HZ-APVENTC10-UG-F-L2	\$3,939.00	K	31%	\$2,717.91	\$0.00	\$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		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		31%	\$29,221.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1997-LIC-L1	SEL: HZ-APVENTC100UG-F-L1	\$40,233.00	K	31%	\$27,760.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1997-LIC-L2 11-1997-LIC-L3	SEL: HZ-APVENTC100UG-F-L2 SEL: HZ-APVENTC100UG-F-L3	\$39,386.00 \$38,115.00		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	11-1997-LIC-L4	SEL: HZ-APVENTC100UG-F-L4	\$44,740.00		31%	\$30,870.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1998-LIC 11-1998-LIC-L1	SEL: VR6-VU10-F	\$825.00		31%	\$569.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1998-LIC-L1 11-1998-LIC-L2	SEL: VR6-VU10-F-L1 SEL: VR6-VU10-F-L2	\$784.00 \$767.00		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-L3	SEL: VR6-VU10-F-L3	\$743.00	K	31%	\$512.67	\$0.00	\$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		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		31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1999-LIC-L1	SEL: VR6-VU100-F-L1	\$7,838.00		31%	\$5,408.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1999-LIC-L2 11-1999-LIC-L3	SEL: VR6-VU100-F-L2 SEL: VR6-VU100-F-L3	\$7,673.00 \$7,425.00	K	31% 31%	\$5,294.37 \$5,123.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1999-LIC-L4	SEL: VR6-VU100-F-L4	\$7,178.00		31%	\$4,952.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1999-LIC-L5 11-2000-LIC	SEL: VR6-VU100-F-L5 SEL: V-PS-TRN-PKG-PRO-F	\$6,848.00 \$1,100.00		31% 31%	\$4,725.12 \$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	11-2003-LIC	SEL: WS11-LW-FE	\$275.00		31%	\$189.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2004-LIC	SEL: WS11-LW-UG-FE	\$165.00		31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2005-LIC 11-2006-LIC	SEL: WS11-LWP7-UG-FE SEL: VR6-BSTD-F	\$110.00 \$1,650.00		31% 31%	\$75.90 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2006-LIC-L1	SEL: VR6-BSTD-F-L1	\$1,568.00		31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2006-LIC-L2 11-2006-LIC-L3	SEL: VR6-BSTD-F-L2 SEL: VR6-BSTD-F-L3	\$1,535.00 \$1,485.00		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		CARAHSOFT CARAHSOFT
5	11-2006-LIC-L4	SEL: VR6-BSTD-F-L4	\$1,436.00	K	31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2006-LIC-L5 11-2007-LIC	SEL: VR6-BSTD-F-L5 SEL: VR6-BADV-F	\$1,370.00 \$2,475.00		31% 31%	\$945.30 \$1,707.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2007-LIC-L1	SEL: VR6-BADV-F-L1	\$2,351.00		31%	\$1,622.19	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2007-LIC-L2	SEL: VR6-BADV-F-L2	\$2,302.00	K	31%	\$1,588.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2007-LIC-L3 11-2007-LIC-L4	SEL: VR6-BADV-F-L3 SEL: VR6-BADV-F-L4	\$2,228.00 \$2,153.00		31% 31%	\$1,537.32 \$1,485.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2007-LIC-L5	SEL: VR6-BADV-F-L5	\$2,054.00	K	31%	\$1,417.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2008-LIC 11-2008-LIC-L1	SEL: VR6-BENT-F SEL: VR6-BENT-F-L1	\$3,713.00 \$3,527.00		31% 31%	\$2,561.97 \$2,433.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2008-LIC-L2	SEL: VR6-BENT-F-L2	\$3,453.00		31%	\$2,382.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2008-LIC-L3 11-2008-LIC-L4	SEL: VR6-BENT-F-L3 SEL: VR6-BENT-F-L4	\$3,341.00 \$3,230.00		31% 31%	\$2,305.29 \$2,228.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2008-LIC-L4 11-2008-LIC-L5	SEL: VR6-BENT-F-L4 SEL: VR6-BENT-F-L5	\$3,081.00		31%	\$2,125.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2009-LIC	SEL: VR6-BSTD25-F	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2009-LIC-L1 11-2009-LIC-L2	SEL: VR6-BSTD25-F-L1 SEL: VR6-BSTD25-F-L2	\$5,225.00 \$5,115.00		31% 31%	\$3,605.25 \$3,529.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2009-LIC-L3	SEL: VR6-BSTD25-F-L3	\$4,950.00	K	31%	\$3,415.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2009-LIC-L4 11-2009-LIC-L5	SEL: VR6-BSTD25-F-L4 SEL: VR6-BSTD25-F-L5	\$4,785.00 \$4,565.00		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	11-2010-LIC	SEL: VR6-BSTD-BADV-UG-F	\$908.00	K	31%	\$626.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2011-LIC 11-2012-LIC	SEL: VR6-BSTD-BENT-UG-F SEL: VR6-BADV-BENT-UG-F	\$2,272.00 \$1,364.00		31% 31%	\$1,567.68 \$941.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2012-LIC 11-2013-LIC	SEL: VR-CODE-OSI-F	\$1,375.00		31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2013-LIC-L1	SEL: VR-CODE-OSI-F-L1	\$1,306.00		31%	\$901.14	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	11-2013-LIC-L2 11-2013-LIC-L3	SEL: VR-CODE-OSI-F-L2 SEL: VR-CODE-OSI-F-L3	\$1,279.00 \$1,238.00		31% 31%	\$882.51 \$854.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2013-LIC-L4	SEL: VR-CODE-OSI-F-L4	\$1,196.00	K	31%	\$825.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2013-LIC-L5 11-2014-LIC	SEL: VR-CODE-OSI-F-L5 SEL: VR-CODE-CPU-F	\$1,141.00 \$8,250.00		31% 31%	\$787.29 \$5,692.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2014-LIC-L1	SEL: VR-CODE-CPU-F-L1	\$7,838.00		31%	\$5,408.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2014-LIC-L2	SEL: VR-CODE-CPU-F-L2	\$7,673.00		31%	\$5,294.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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-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	\$0.00	CARAHSOFT
5	11-2015-LIC	SEL: HZ-FLX-10-F	\$2,750.00		31% 31%	\$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2015-LIC-L1 11-2015-LIC-L2	SEL: HZ-FLX-10-F-L1 SEL: HZ-FLX-10-F-L2	\$2,613.00 \$2,558.00		31%	\$1,802.97 \$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT 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	\$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		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	11-2016-LIC	SEL: HZ-FUSPL7-FLX-UG-F	\$110.00	K	31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2016-LIC-L1 11-2016-LIC-L2	SEL: HZ-FUSPL7-FLX-UG-F-L1 SEL: HZ-FUSPL7-FLX-UG-F-L2	\$105.00 \$102.00		31% 31%	\$72.45 \$70.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	11-2016-LIC-L2 11-2016-LIC-L3	SEL: HZ-FUSPL7-FLX-UG-F-LZ SEL: HZ-FUSPL7-FLX-UG-F-L3	\$102.00 \$99.00		31% 31%	\$70.38 \$68.31	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2016-LIC-L4	SEL: HZ-FUSPL7-FLX-UG-F-L4	\$96.00	K	31%	\$66.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2016-LIC-L5 11-2017-LIC	SEL: HZ-FUSPL7-FLX-UG-F-L5 SEL: HZ-FUS56-FLX-UG-F	\$91.00 \$198.00		31% 31%	\$62.79 \$136.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2017-LIC-L1	SEL: HZ-FUS56-FLX-UG-F-L1	\$188.00	K	31%	\$129.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2017-LIC-L2 11-2017-LIC-L3	SEL: HZ-FUS56-FLX-UG-F-L2 SEL: HZ-FUS56-FLX-UG-F-L3	\$184.00 \$178.00		31% 31%	\$126.96 \$122.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				CARAHSOFT CARAHSOFT
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		31%	\$122.82 \$118.68	\$0.00	\$0.00	\$0.00				CARAHSOFT

					N'	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	11-2017-LIC-L5 11-2019-M1G-LIC	SEL: HZ-FUS56-FLX-UG-F-L5 SEL: VR8-ADV-XC-G-SAAS-F	\$164.00 \$57,200.00		31% 31%	\$113.16 \$39,468.00	\$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-M1P-LIC	SEL: VR8-ADV-XC-P-SAAS-F	\$59,400.00	K	31%	\$40,986.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2019-M2G-LIC 11-2019-M2P-LIC	SEL: VR8-ADV-XC-2G-SAAS-F SEL: VR8-ADV-XC-2P-SAAS-F	\$107,536.00 \$111,672.00		31% 31%	\$74,199.84 \$77,053.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2019-M3G-LIC	SEL: VR8-ADV-XC-3G-SAAS-F	\$151,008.00		31%	\$104,195.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2019-M3P-LIC	SEL: VR8-ADV-XC-3P-SAAS-F	\$156,816.00		31%	\$108,203.04	\$0.00	\$0.00	\$0.00		\$0.00		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		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	K	31%	\$74,199.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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-M3G-LIC	SEL: VR8-ENT-XC-3P-SAAS-F	\$156,816.00		31%	\$108,203.04	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2021-M1G-LIC	SEL: VR8-ADV-ST-G-SAAS-F	\$7,150.00	K	31%	\$4,933.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2021-M1P-LIC 11-2021-M2G-LIC	SEL: VR8-ADV-ST-P-SAAS-F SEL: VR8-ADV-ST-2G-SAAS-F	\$7,370.00 \$13,442.00		31% 31%	\$5,085.30 \$9,274.98	\$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-M2P-LIC	SEL: VR8-ADV-ST-2P-SAAS-F	\$13,856.00		31%	\$9,560.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2021-M3G-LIC	SEL: VR8-ADV-ST-3G-SAAS-F SEL: VR8-ADV-ST-3P-SAAS-F	\$18,876.00		31%	\$13,024.44	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2021-M3P-LIC 11-2022-M1G-LIC	SEL: VR8-ADV-S1-3P-SAAS-F SEL: VR8-ENT-ST-G-SAAS-F	\$19,457.00 \$7,150.00		31% 31%	\$13,425.33 \$4,933.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2022-M1P-LIC	SEL: VR8-ENT-ST-P-SAAS-F	\$7,370.00	K	31%	\$5,085.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2022-M2G-LIC 11-2022-M2P-LIC	SEL: VR8-ENT-ST-2G-SAAS-F SEL: VR8-ENT-ST-2P-SAAS-F	\$13,442.00 \$13,856.00		31% 31%	\$9,274.98 \$9,560.64	\$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-M2F-LIC	SEL: VR8-ENT-ST-3G-SAAS-F	\$18,876.00		31%	\$13,024.44	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2022-M3P-LIC	SEL: VR8-ENT-ST-3P-SAAS-F	\$19,457.00		31%	\$13,425.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		31%	\$1,044.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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		CARAHSOFT CARAHSOFT
5	11-2028-LIC	SEL: EDU-VSDW55-XP-F	\$2,492.00		31%	\$1,719.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2029-LIC	SEL: EDU-SDDC3-OE-F	\$6,892.00		31%	\$4,755.48	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2030-LIC 11-2031-LIC	SEL: EDU-SDDC3-OS-F SEL: EDU-SDDC3-XP-F	\$58,135.00 \$5,814.00		31% 31%	\$40,113.15 \$4,011.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2032-LIC	SEL: EDU-NSXFT6-OE-F	\$6,892.00		31%	\$4,755.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2033-LIC 11-2034-LIC	SEL: EDU-NSXFT6-OS-F SEL: EDU-NSXFT6-XP-F	\$58,135.00 \$5,814.00		31% 31%	\$40,113.15 \$4,011.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2035-LIC	SEL: EDU-MICM5-OE-F	\$2,475.00		31%	\$1,707.75	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2036-LIC	SEL: EDU-MICM5-OS-F	\$20,625.00	K	31%	\$14,231.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2037-LIC 11-2038-LIC	SEL: EDU-MICM5-XP-F SEL: EDU-VSOS6-OE-F	\$2,063.00 \$4,538.00		31% 31%	\$1,423.47 \$3,131.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2039-LIC	SEL: EDU-VSOS6-OS-F	\$37,813.00	K	31%	\$26,090.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2040-LIC 11-2041-LIC	SEL: EDU-VSOS6-XP-F SEL: EDU-VSICM6-OE-F	\$3,784.00 \$4,538.00	K	31% 31%	\$2,610.96 \$3.131.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2042-LIC	SEL: EDU-VSICM6-OS-F	\$37,813.00	K	31%	\$26,090.97	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2043-LIC	SEL: EDU-VSICM6-XP-F	\$3,784.00		31%	\$2,610.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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	\$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		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	11-2049-LIC	SEL: EDU-M5H6FT-XP-F	\$5,814.00		31%	\$4,011.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2050-LIC 11-2051-LIC	SEL: EDU-ITBM8-OE-F SEL: EDU-ITBM8-OS-F	\$3,630.00		31% 31%	\$2,504.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2052-LIC	SEL: EDU-ITBM8-XP-F	\$30,250.00 \$3,027.00		31%	\$20,872.50 \$2,088.63	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2053-LIC	SEL: VR-STE-ADV-F	\$18,563.00		31%	\$12,808.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2053-LIC-L1 11-2053-LIC-L2	SEL: VR-STE-ADV-F-L1 SEL: VR-STE-ADV-F-L2	\$17,634.00 \$17,263.00		31% 31%	\$12,167.46 \$11,911.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2053-LIC-L3	SEL: VR-STE-ADV-F-L3	\$16,706.00		31%	\$11,527.14	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2053-LIC-L4	SEL: VR-STE-ADV-F-L4	\$16,149.00		31% 31%	\$11,142.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2053-LIC-L5 11-2054-LIC	SEL: VR-STE-ADV-F-L5 SEL: VR-LIS-STEADV-UG-F	\$15,407.00 \$14,372.00		31%	\$10,630.83 \$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	11-2054-LIC-L1	SEL: VR-LISSTEADV-UG-F-L1	\$13,653.00		31%	\$9,420.57	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2054-LIC-L2 11-2054-LIC-L3	SEL: VR-LISSTEADV-UG-F-L2 SEL: VR-LISSTEADV-UG-F-L3	\$13,365.00 \$12,934.00		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	11-2054-LIC-L3	SEL: VR-LISSTEADV-UG-F-L4	\$12,503.00		31%	\$8,627.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2054-LIC-L5	SEL: VR-LISSTEADV-UG-F-L5	\$11,928.00		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		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		31%	\$5,339.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	31% 31%	\$5,167.41 \$4,995.60	\$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		31%	\$4,765.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2056-LIC	SEL: VR-OSTD-STEADV-UG-F	\$16,638.00		31%	\$11,480.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2056-LIC-L1 11-2056-LIC-L2	SEL: VR-OSTDSTEADVUG-F-L1 SEL: VR-OSTDSTEADVUG-F-L2	\$15,806.00 \$15,473.00		31% 31%	\$10,906.14 \$10,676.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2056-LIC-L3	SEL: VR-OSTDSTEADVUG-F-L3	\$14,974.00	K	31%	\$10,332.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2056-LIC-L4 11-2056-LIC-L5	SEL: VR-OSTDSTEADVUG-F-L4 SEL: VR-OSTDSTEADVUG-F-L5	\$14,475.00 \$13,809.00		31% 31%	\$9,987.75 \$9,528.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2056-LIC-L5 11-2057-LIC	SEL: VR-OADV-STEADV-UG-F-L5 SEL: VR-OADV-STEADV-UG-F	\$13,809.00 \$12,100.00		31% 31%	\$9,528.21 \$8,349.00	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		CARAHSOFT
5	11-2057-LIC-L1	SEL: VR-OADVSTEADVUG-F-L1	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2057-LIC-L2 11-2057-LIC-L3	SEL: VR-OADVSTEADVUG-F-L2 SEL: VR-OADVSTEADVUG-F-L3	\$11,253.00 \$10,890.00		31% 31%	\$7,764.57 \$7,514.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2057-LIC-L4	SEL: VR-OADVSTEADVUG-F-L4	\$10,527.00	K	31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2057-LIC-L5	SEL: VR-OADVSTEADVUG-F-L5	\$10,043.00		31%	\$6,929.67	\$0.00	\$0.00	\$0.00		\$0.00		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		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	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5	11-2058-LIC-L2	SEL: VR-STDSTEADV-UG-F-L2	\$16,179.00	K	31%	\$11,163.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2058-LIC-L3	SEL: VR-STDSTEADV-UG-F-L3	\$15,657.00	К	31%	\$10,803.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	11-2058-LIC-L4 11-2058-LIC-L5	SEL: VR-STDSTEADV-UG-F-L4 SEL: VR-STDSTEADV-UG-F-L5	\$15,135.00 \$14,439.00		31% 31%	\$10,443.15 \$9,962.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2059-LIC	SEL: VR-RADV-STEENT-UG-F	\$9,680.00	K	31%	\$6,679.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2059-LIC-L1 11-2059-LIC-L2	SEL: VR-RADVSTEENTUG-F-L1 SEL: VR-RADVSTEENTUG-F-L2	\$9,196.00 \$9,002.00		31% 31%	\$6,345.24 \$6,211.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2059-LIC-L3	SEL: VR-RADVSTEENTUG-F-L3	\$8,712.00	K	31%	\$6,011.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2059-LIC-L4 11-2059-LIC-L5	SEL: VR-RADVSTEENTUG-F-L4 SEL: VR-RADVSTEENTUG-F-L5	\$8,422.00 \$8,034.00		31% 31%	\$5,811.18 \$5,543.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2060-LIC	SEL: VR-RADV-STEADV-UG-F	\$12,100.00		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2060-LIC-L1 11-2060-LIC-L2	SEL: VR-RADVSTEADVUG-F-L1 SEL: VR-RADVSTEADVUG-F-L2	\$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		CARAHSOFT CARAHSOFT
5	11-2060-LIC-L3	SEL: VR-RADVSTEADVUG-F-L3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2060-LIC-L4 11-2060-LIC-L5	SEL: VR-RADVSTEADVUG-F-L4 SEL: VR-RADVSTEADVUG-F-L5	\$10,527.00 \$10,043.00		31% 31%	\$7,263.63 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2060-LIC-LS 11-2061-LIC	SEL: VR-BOSTD-STEADV-UG-F	\$10,043.00		31%	\$9,916.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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		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	\$0.00	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		31% 31%	\$8,230.32 \$11,480.22	\$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	\$0.00	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		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	11-2062-LIC-L4	SEL: VR-RSTDSTEADVUG-F-L4	\$14,475.00		31%	\$9,987.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2062-LIC-L5	SEL: VR-RSTDSTEADVUG-F-L5	\$13,809.00	K	31%	\$9,528.21	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2063-LIC 11-2063-LIC-L1	SEL: HZ-PRA50-STD100-UG-F SEL: HZ-PRA50STD100UGF-L1	\$13,750.00 \$13,063.00	K K	31% 31%	\$9,487.50 \$9,013.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2063-LIC-L2	SEL: HZ-PRA50STD100UGF-L2	\$12,788.00	K	31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2063-LIC-L3 11-2063-LIC-L4	SEL: HZ-PRA50STD100UGF-L3 SEL: HZ-PRA50STD100UGF-L4	\$12,375.00 \$11,963.00		31% 31%	\$8,538.75 \$8,254.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2063-LIC-L5	SEL: HZ-PRA50STD100UGF-L5	\$11,413.00	K	31%	\$7,874.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2064-LIC 11-2065-LIC	SEL: EDU-VCOPICM6-OS-F SEL: EDU-VCOPICM6-OE-F	\$41,525.00 \$4,945.00		31% 31%	\$28,652.25 \$3,412.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2066-LIC	SEL: EDU-VCOPICM6-XP-F	\$4,153.00		31%	\$2,865.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2067-LIC 11-2067-LIC-L1	SEL: MGP-10-F SEL: MGP-10-F-L1	\$1,650.00 \$1,568.00		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	11-2067-LIC-L1	SEL: MGP-10-F-L1 SEL: MGP-10-F-L2	\$1,535.00		31%	\$1,059.15	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2067-LIC-L3	SEL: MGP-10-F-L3	\$1,485.00	K	31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2067-LIC-L4 11-2067-LIC-L5	SEL: MGP-10-F-L4 SEL: MGP-10-F-L5	\$1,436.00 \$1,370.00		31% 31%	\$990.84 \$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	11-2068-LIC	SEL: MGP-100-F	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2068-LIC-L1 11-2068-LIC-L2	SEL: MGP-100-F-L1 SEL: MGP-100-F-L2	\$15,675.00 \$15,345.00		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	11-2068-LIC-L3	SEL: MGP-100-F-L3	\$14,850.00	K	31%	\$10,246.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2068-LIC-L4 11-2068-LIC-L5	SEL: MGP-100-F-L4 SEL: MGP-100-F-L5	\$14,355.00 \$13,695.00		31% 31%	\$9,904.95 \$9,449.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2069-LIC-LS	SEL: MW-MGP-10-F	\$1,210.00		31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC-L1	SEL: MW-MGP-10-F-L1	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2069-LIC-L2 11-2069-LIC-L3	SEL: MW-MGP-10-F-L2 SEL: MW-MGP-10-F-L3	\$1,125.00 \$1,089.00		31% 31%	\$776.25 \$751.41	\$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-L4	SEL: MW-MGP-10-F-L4	\$1,053.00		31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2069-LIC-L5 11-2070-LIC	SEL: MW-MGP-10-F-L5 SEL: MW-MGP-100-F	\$1,004.00 \$11,616.00		31% 31%	\$692.76 \$8,015.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2070-LIC-L1	SEL: MW-MGP-100-F-L1	\$11,035.00	K	31%	\$7,614.15	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2070-LIC-L2 11-2070-LIC-L3	SEL: MW-MGP-100-F-L2 SEL: MW-MGP-100-F-L3	\$10,803.00 \$10,454.00		31% 31%	\$7,454.07 \$7,213.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2070-LIC-L4	SEL: MW-MGP-100-F-L4	\$10,106.00	K	31%	\$6,973.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
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	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		CARAHSOFT CARAHSOFT
5	11-2071-LIC-L1	SEL: HZ-MGP-ADVC10-0G-1	\$2,874.00	ĸ	31%	\$1,983.06	\$0.00	\$0.00	\$0.00		\$0.00		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		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
5	11-2071-LIC-L3 11-2071-LIC-L4	SEL: HZ-MGP-ADVC10UG-F-L3 SEL: HZ-MGP-ADVC10UG-F-L4	\$2,723.00		31%	\$1,878.87 \$1,816.08	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2071-LIC-L5	SEL: HZ-MGP-ADVC10UG-F-L5	\$2,511.00	K	31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2072-LIC 11-2072-LIC-L1	SEL: HZ-MGP-ADVC-100-UG-F SEL: HZ-MGP-ADVC100UGF-L1	\$30,250.00 \$28,738.00		31% 31%	\$20,872.50 \$19,829.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2072-LIC-L2	SEL: HZ-MGP-ADVC100UGF-L2	\$28,133.00	K	31%	\$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2072-LIC-L3 11-2072-LIC-L4	SEL: HZ-MGP-ADVC100UGF-L3 SEL: HZ-MGP-ADVC100UGF-L4	\$27,225.00 \$26,318.00		31% 31%	\$18,785.25 \$18,159.42	\$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-L5	SEL: HZ-MGP-ADVC100UGF-L5	\$25,108.00	K	31%	\$17,324.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2073-LIC 11-2073-LIC-L1	SEL: HZ-MGP-ADVN-10-UG-F SEL: HZ-MGPADVN10-UG-F-L1	\$1,210.00 \$1,150.00		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	11-2073-LIC-L1	SEL: HZ-MGPADVN10-UG-F-L2	\$1,125.00		31%	\$776.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2073-LIC-L3	SEL: HZ-MGPADVN10-UG-F-L3	\$1,089.00	K	31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2073-LIC-L4 11-2073-LIC-L5	SEL: HZ-MGPADVN10-UG-F-L4 SEL: HZ-MGPADVN10-UG-F-L5	\$1,053.00 \$1,004.00		31% 31%	\$726.57 \$692.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2074-LIC	SEL: HZ-MGP-ADVN-100-UG-F	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2074-LIC-L1 11-2074-LIC-L2	SEL: HZ-MGPADVN100UG-F-L1 SEL: HZ-MGPADVN100UG-F-L2	\$11,495.00 \$11,253.00		31% 31%	\$7,931.55 \$7,764.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT 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	\$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		31% 31%	\$7,263.63 \$6,929.67	\$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	\$0.00	CARAHSOFT
5	11-2076-LIC	SEL: WSP-STE-100-F SEL: ST6-VSAN-F	\$53,900.00 \$2,745.00		31%	\$37,191.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT CARAHSOFT
5 5	11-2112-LIC 11-2112-LIC-L1	SEL: ST6-VSAN-F SEL: ST6-VSAN-F-L1	\$2,745.00 \$2,607.00		31% 31%	\$1,894.05 \$1,798.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC-L2	SEL: ST6-VSAN-F-L2	\$2,552.00	K	31%	\$1,760.88	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2112-LIC-L3	SEL: ST6-VSAN-F-L3	\$2,470.00	K	31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

			1		N	/P LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE	Ī	
	T					AL PEACE !	LP MNT		LP MNT				
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL	LP MNT ANNUAL (STANDARD)	ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-2112-LIC-L4	SEL: ST6-VSAN-F-L4	\$2,388.00	К	31%	\$1,647.72	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2113-LIC 11-2113-LIC-L1	SEL: ST6-VSA-VSAN-UG-F SEL: ST6-VSA-VSAN-UG-F-L1	\$12,623.00 \$11,991.00	K K	31% 31%	\$8,709.87 \$8,273.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2113-LIC-L2	SEL: ST6-VSA-VSAN-0GF-E1	\$11,739.00	K	31%	\$8,099.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L3	SEL: ST6-VSA-VSAN-UG-F-L3	\$11,360.00	K	31% 31%	\$7,838.40	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		CARAHSOFT
5 5	11-2113-LIC-L4 11-2114-LIC	SEL: ST6-VSA-VSAN-UG-F-L4 SEL: ST6-VSDT100-F	\$10,982.00 \$5,500.00	K K	31%	\$7,577.58 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2114-LIC-L1	SEL: ST6-VSDT100-F-L1	\$5,225.00	K	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2114-LIC-L2 11-2114-LIC-L3	SEL: ST6-VSDT100-F-L2 SEL: ST6-VSDT100-F-L3	\$5,115.00 \$4,950.00	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	11-2114-LIC-L4	SEL: ST6-VSDT100-F-L4	\$4,785.00	ĸ	31%	\$3,301.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2115-LIC	SEL: ST6-VSDT10-F	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2115-LIC-L1 11-2115-LIC-L2	SEL: ST6-VSDT10-F-L1 SEL: ST6-VSDT10-F-L2	\$523.00 \$512.00	K	31% 31%	\$360.87 \$353.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2115-LIC-L3	SEL: ST6-VSDT10-F-L3	\$495.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2115-LIC-L4 11-2116-LIC	SEL: ST6-VSDT10-F-L4 SEL: VCS6-FND-F	\$479.00 \$1,645.00	K K	31% 31%	\$330.51 \$1,135.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2116-LIC-L1	SEL: VCS6-FND-F-L1	\$1,562.00	ĸ	31%	\$1,077.78	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2116-LIC-L2 11-2116-LIC-L3	SEL: VCS6-FND-F-L2 SEL: VCS6-FND-F-L3	\$1,529.00 \$1,480.00	K K	31% 31%	\$1,055.01 \$1,021.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2116-LIC-L3	SEL: VCS6-FND-F-L4	\$1,431.00	K	31%	\$987.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2117-LIC	SEL: VCS6-FND-STD-UG-F	\$4,235.00	K	31%	\$2,922.15	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2117-LIC-L1 11-2117-LIC-L2	SEL: VCS6-FND-STD-UG-F-L1 SEL: VCS6-FND-STD-UG-F-L2	\$4,023.00 \$3,939.00	K K	31% 31%	\$2,775.87 \$2,717.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2117-LIC-L3	SEL: VCS6-FND-STD-UG-F-L3	\$3,812.00	K	31%	\$2,630.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2117-LIC-L4 11-2118-LIC	SEL: VCS6-FND-STD-UG-F-L4 SEL: VCS6-STD-F	\$3,684.00 \$5,495.00	K	31% 31%	\$2,541.96 \$3,791.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2118-LIC-L1	SEL: VCS6-STD-F-L1	\$5,220.00	ĸ	31%	\$3,601.80	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2118-LIC-L2	SEL: VCS6-STD-F-L2	\$5,110.00	K	31%	\$3,525.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2118-LIC-L3 11-2118-LIC-L4	SEL: VCS6-STD-F-L3 SEL: VCS6-STD-F-L4	\$4,945.00 \$4,780.00	K	31% 31%	\$3,412.05 \$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	11-2119-LIC	SEL: VC-SRM6-25E-F	\$13,613.00	K	31%	\$9,392.97	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2119-LIC-L1 11-2119-LIC-L2	SEL: VC-SRM6-25E-F-L1 SEL: VC-SRM6-25E-F-L2	\$12,932.00 \$12,660.00	K	31% 31%	\$8,923.08 \$8,735.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2119-LIC-L3	SEL: VC-SRM6-25E-F-L3	\$12,251.00	ĸ	31%	\$8,453.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2119-LIC-L4 11-2120-LIC	SEL: VC-SRM6-25E-F-L4 SEL: VC-SRM6-25E-UG-F	\$11,843.00 \$9,075.00	K	31% 31%	\$8,171.67 \$6,261.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2120-LIC-L1	SEL: VC-SRM6-25E-UG-F-L1	\$8,621.00	K	31%	\$5,948.49	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2120-LIC-L2	SEL: VC-SRM6-25E-UG-F-L2	\$8,440.00	K	31%	\$5,823.60	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2120-LIC-L3 11-2120-LIC-L4	SEL: VC-SRM6-25E-UG-F-L3 SEL: VC-SRM6-25E-UG-F-L4	\$8,168.00 \$7,895.00	K K	31% 31%	\$5,635.92 \$5,447.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2121-LIC	SEL: VC-SRM6-25S-F	\$5,363.00	K	31%	\$3,700.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2121-LIC-L1 11-2121-LIC-L2	SEL: VC-SRM6-25S-F-L1 SEL: VC-SRM6-25S-F-L2	\$5,094.00 \$4,987.00	K	31% 31%	\$3,514.86 \$3,441.03	\$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-L3	SEL: VC-SRM6-25S-F-L3	\$4,826.00	K	31%	\$3,329.94	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2121-LIC-L4	SEL: VC-SRM6-25S-F-L4	\$4,665.00	K	31%	\$3,218.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2177-LIC 11-2178-LIC	SEL: V-SC-PL-3USR-F SEL: V-SC-MF-3USR-F	\$99.00 \$20.00	K	31% 31%	\$68.31 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2179-LIC	SEL: V-SCSSCL-3US1Y-F	\$33.00	K	31%	\$22.77	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2180-LIC 11-2181-LIC	SEL: V-SCSDCL-3US1Y-F SEL: V-VCB-PL-3USR-F	\$46.00 \$220.00	K	31% 31%	\$31.74 \$151.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2182-LIC	SEL: V-VCB-MF-3USR-F	\$44.00	ĸ	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2183-LIC 11-2184-LIC	SEL: V-VCBSSCL-3US1Y-F SEL: V-VCBSDCL-3US1Y-F	\$99.00 \$132.00	K	31% 31%	\$68.31 \$91.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2197-LIC	SEL: V-TCSBSCL-DEV1Y-F	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2198-LIC	SEL: V-TCSBDCL-DEV1Y-F	\$26.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2199-LIC 11-2200-LIC	SEL: V-TCSBOP-DEV1Y-F SEL: V-PS-AWT-SP-F	\$13.00 \$550.00	K K	31% 31%	\$8.97 \$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	11-2202-LIC	SEL: UEM-CCU-10-F	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2202-LIC-L1 11-2202-LIC-L2	SEL: UEM-CCU-10-F-L1 SEL: UEM-CCU-10-F-L2	\$523.00 \$512.00	K	31% 31%	\$360.87 \$353.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2202-LIC-L3	SEL: UEM-CCU-10-F-L3	\$495.00	ĸ	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2202-LIC-L4	SEL: UEM-CCU-10-F-L4	\$479.00 \$5.500.00	K	31% 31%	\$330.51 \$3.795.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
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	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-L2	SEL: UEM-CCU-100-F-L2	\$5,115.00	K	31%	\$3,529.35	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2203-LIC-L3 11-2203-LIC-L4	SEL: UEM-CCU-100-F-L3 SEL: UEM-CCU-100-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	11-2204-LIC	SEL: UEM-NU-10-F	\$330.00	K	31%	\$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2204-LIC-L1 11-2204-LIC-L2	SEL: UEM-NU-10-F-L1 SEL: UEM-NU-10-F-L2	\$314.00 \$307.00	K	31% 31%	\$216.66 \$211.83	\$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-L3	SEL: UEM-NU-10-F-L3	\$297.00	ĸ	31%	\$204.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2204-LIC-L4 11-2205-LIC	SEL: UEM-NU-10-F-L4 SEL: UEM-NU-100-F	\$287.00 \$3.300.00	K	31% 31%	\$198.03 \$2.277.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT
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%	\$2,277.00 \$2,163.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2205-LIC-L2	SEL: UEM-NU-100-F-L2	\$3,069.00	K	31%	\$2,117.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2205-LIC-L3 11-2205-LIC-L4	SEL: UEM-NU-100-F-L3 SEL: UEM-NU-100-F-L4	\$2,970.00 \$2,871.00	K K	31% 31%	\$2,049.30 \$1,980.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2206-LIC	SEL: HZ-UEM-ENTC-10-UG-F	\$5,775.00	ĸ	31%	\$3,984.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		CARAHSOFT 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
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	\$0.00	CARAHSOFT
5 5	11-2207-LIC 11-2207-LIC-L1	SEL: HZ-UEM-ENTC-100-UG-F SEL: HZ-UMENTC-100-UGF-L1	\$57,750.00 \$54.863.00	K K	31% 31%	\$39,847.50 \$37,855.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	CARAHSOFT CARAHSOFT
5	11-2207-LIC-L2	SEL: HZ-UMENTC-100-UGF-L2	\$53,708.00	K	31%	\$37,058.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2207-LIC-L3 11-2207-LIC-L4	SEL: HZ-UMENTC-100-UGF-L3 SEL: HZ-UMENTC-100-UGF-L4	\$51,975.00 \$50,243.00	K K	31% 31%	\$35,862.75 \$34,667.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2207-LIC-L4 11-2208-LIC	SEL: HZ-UMENTC-100-0GF-L4 SEL: HZ-UEM-ENTN-10-UG-F	\$3,520.00	K	31%	\$2,428.80	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	11-2208-LIC-L1 11-2208-LIC-L2	SEL: HZ-UMENTN-10-UGF-L1 SEL: HZ-UMENTN-10-UGF-L2	\$3,344.00 \$3,274.00		31% 31%	\$2,307.36 \$2,259.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2208-LIC-L3	SEL: HZ-UMENTN-10-UGF-L3	\$3,168.00	K	31%	\$2,185.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2208-LIC-L4 11-2209-LIC	SEL: HZ-UMENTN-10-UGF-L4 SEL: HZ-UEM-ENTN-100-UG-F	\$3,062.00 \$35,200.00		31% 31%	\$2,112.78 \$24,288.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2209-LIC-L1	SEL: HZ-UMENTN-100-UGF-L1	\$33,440.00		31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2209-LIC-L2	SEL: HZ-UMENTN-100-UGF-L2	\$32,736.00		31%	\$22,587.84	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2209-LIC-L3 11-2209-LIC-L4	SEL: HZ-UMENTN-100-UGF-L3 SEL: HZ-UMENTN-100-UGF-L4	\$31,680.00 \$30,624.00		31% 31%	\$21,859.20 \$21,130.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2210-LIC	SEL: HZ-APMC-10-F	\$1,980.00	K	31%	\$1,366.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2210-LIC-L1 11-2210-LIC-L2	SEL: HZ-APMC-10-F-L1 SEL: HZ-APMC-10-F-L2	\$1,881.00 \$1,841.00	K K	31% 31%	\$1,297.89 \$1,270.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2210-LIC-L3	SEL: HZ-APMC-10-F-L3	\$1,782.00		31%	\$1,229.58	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2210-LIC-L4	SEL: HZ-APMC-10-F-L4	\$1,723.00	K	31%	\$1,188.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2211-LIC 11-2211-LIC-L1	SEL: HZ-APMC-100-F SEL: HZ-APMC-100-F-L1	\$19,800.00 \$18,810.00		31% 31%	\$13,662.00 \$12,978.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2211-LIC-L2	SEL: HZ-APMC-100-F-L2	\$18,414.00		31%	\$12,705.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2211-LIC-L3	SEL: HZ-APMC-100-F-L3	\$17,820.00		31%	\$12,295.80	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
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		31% 31%	\$11,885.94 \$910.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2212-LIC-L1	SEL: HZ-APMN-10-F-L1	\$1,254.00	K	31%	\$865.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2212-LIC-L2 11-2212-LIC-L3	SEL: HZ-APMN-10-F-L2 SEL: HZ-APMN-10-F-L3	\$1,228.00 \$1,188.00		31% 31%	\$847.32 \$819.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2212-LIC-L4	SEL: HZ-APMN-10-F-L4	\$1,148.00		31%	\$792.12	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2213-LIC	SEL: HZ-APMN-100-F	\$13,200.00		31%	\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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	K	31%	\$8,197.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 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		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	11-2214-LIC-L1	SEL: HZ-APMENTN-10-UGF-L1	\$2,644.00		31%	\$1,824.36	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2214-LIC-L2	SEL: HZ-APMENTN-10-UGF-L2	\$2,588.00		31%	\$1,785.72	\$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		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	\$0.00	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	31% 31%	\$18,242.91 \$17,858.58	\$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	ĸ	31%	\$17,282.43	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2215-LIC-L4	SEL: HZ-AMENTN-100-UGF-L4	\$24,212.00		31%	\$16,706.28	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2216-LIC 11-2216-LIC-L1	SEL: HZ-APM-ENTC-10-UG-F SEL: HZ-APMENTC-10-UGF-L1	\$4,780.00 \$4,541.00		31% 31%	\$3,298.20 \$3,133.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2216-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	\$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		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		31%	\$32,978.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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	SEL: HZ-AMENTC-100-0G1-LZ SEL: HZ-AMENTC-100-UGF-L3	\$43,016.00		31%	\$29,681.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2217-LIC-L4	SEL: HZ-AMENTC-100-UGF-L4 SEL: CN-ABD-F	\$41,582.00		31% 31%	\$28,691.58 \$68,310.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2218-LIC 11-2218-LIC-L1	SEL: CN-ABD-F SEL: CN-ABD-F-L1	\$99,000.00 \$94,050.00		31%	\$64,894.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2218-LIC-L2	SEL: CN-ABD-F-L2	\$92,070.00		31%	\$63,528.30	\$0.00	\$0.00	\$0.00		\$0.00		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		31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2219-LIC-L1 11-2219-LIC-L2	SEL: CN-CP-F-L1 SEL: CN-CP-F-L2	\$31,350.00 \$30,690.00		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 CARAHSOFT
5	11-2219-LIC-L3	SEL: CN-CP-F-L3	\$29,700.00	ĸ	31%	\$20,493.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2219-LIC-L4	SEL: CN-CP-F-L4	\$28,710.00		31%	\$19,809.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2220-LIC 11-2220-LIC-L1	SEL: CN-DR-F SEL: CN-DR-F-L1	\$16,500.00 \$15,675.00		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	\$0.00	CARAHSOFT
5 5	11-2220-LIC-L3 11-2220-LIC-L4	SEL: CN-DR-F-L3 SEL: CN-DR-F-L4	\$14,850.00 \$14,355.00		31% 31%	\$10,246.50 \$9,904.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2221-LIC	SEL: CN-RP-F	\$33,000.00		31%	\$22,770.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2221-LIC-L1 11-2221-LIC-L2	SEL: CN-RP-F-L1 SEL: CN-RP-F-L2	\$31,350.00		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 CARAHSOFT
5	11-2221-LIC-L2 11-2221-LIC-L3	SEL: CN-RP-F-L2 SEL: CN-RP-F-L3	\$30,690.00 \$29,700.00		31%	\$20,493.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2221-LIC-L4	SEL: CN-RP-F-L4	\$28,710.00	K	31%	\$19,809.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 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		31% 31%	\$60,112.80 \$22,770.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2224-LIC	SEL: CN-CP-3P-TLSS-F	\$29,040.00	K	31%	\$20,037.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2225-LIC	SEL: CN-CP-P-TLSS-F	\$11,000.00		31% 31%	\$7,590.00	\$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-3P-TLSS-F SEL: CN-DR-P-TLSS-F	\$14,520.00 \$5,500.00	K	31%	\$10,018.80 \$3,795.00	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2228-LIC	SEL: CN-RP-3P-TLSS-F	\$29,040.00		31%	\$20,037.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2229-LIC 11-2231-LIC	SEL: CN-RP-P-TLSS-F SEL: CON-HZN-PILOT-F	\$11,000.00 \$81,818.00		31% 31%	\$7,590.00 \$56,454.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2236-LIC	SEL: WSP-ADVN-10-UG-F	\$1,980.00	K	31%	\$1,366.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2237-LIC 11-2238-LIC	SEL: WSP-ADVN-100-UG-F SEL: WSP-STD-20-UG-F	\$19,800.00 \$8,470.00		31% 31%	\$13,662.00 \$5,844.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2238-LIC 11-2239-LIC	SEL: WSP-STD-20-UG-F SEL: WSP-STD-200-UG-F	\$84,700.00		31%	\$5,844.30 \$58,443.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2240-LIC	SEL: WSP-ENTC-20-UG-F	\$4,510.00	K	31%	\$3,111.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2241-LIC 11-2244-LIC	SEL: WSP-ENTC-200-UG-F SEL: HZ-LXC-10-F	\$45,100.00 \$1,650.00		31% 31%	\$31,119.00 \$1,138.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2244-LIC-L1	SEL: HZ-LXC-10-F-L1	\$1,568.00	K	31%	\$1,081.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2244-LIC-L2 11-2244-LIC-L3	SEL: HZ-LXC-10-F-L2 SEL: HZ-LXC-10-F-L3	\$1,535.00 \$1,485.00		31% 31%	\$1,059.15 \$1,024.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2244-LIC-L3 11-2244-LIC-L4	SEL: HZ-LXC-10-F-L3 SEL: HZ-LXC-10-F-L4	\$1,436.00		31%	\$990.84	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	11-2245-LIC 11-2245-LIC-L1	SEL: HZ-LXC-100-F SEL: HZ-LXC-100-F-L1	\$16,500.00 \$15,675.00		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	11-2245-LIC-L2	SEL: HZ-LXC-100-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2245-LIC-L3 11-2245-LIC-L4	SEL: HZ-LXC-100-F-L3 SEL: HZ-LXC-100-F-L4	\$14,850.00 \$14,355.00		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	11-2246-LIC	SEL: HZ-LXC-ENTC-10-UG-F	\$5,143.00		31%	\$3,548.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2246-LIC-L1	SEL: HZ-LXCENTC-10-UGF-L1	\$4,885.00		31%	\$3,370.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	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		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 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	\$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	31% 31%	\$35,483.25 \$33,709.26	\$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		31%	\$32,999.25	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5	11-2247-LIC-L3	SEL: HZ-LXCENTC-100-UGF-L3	\$46,283.00	K	31%	\$31,935.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2247-LIC-L4 11-2248-LIC	SEL: HZ-LXCENTC-100-UGF-L4 SEL: VR6-MEDI-F	\$44,740.00 \$66,000.00		31% 31%	\$30,870.60 \$45,540.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2248-LIC-L1	SEL: VR6-MEDI-F-L1	\$62,700.00		31%	\$43,263.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2248-LIC-L2	SEL: VR6-MEDI-F-L2	\$61,380.00	K	31%	\$42,352.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2248-LIC-L3 11-2248-LIC-L4	SEL: VR6-MEDI-F-L3 SEL: VR6-MEDI-F-L4	\$59,400.00 \$57,420.00	K	31% 31%	\$40,986.00 \$39,619.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2251-LIC	SEL HZ-APMNE-10-FPRO	\$1,122.00	K	31%	\$774.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2251-LIC-L1 11-2251-LIC-L2	SEL HZ-APMNE-10-FPRO-L1 SEL HZ-APMNE-10-FPRO-L2	\$1,066.00 \$1,043.00		31% 31%	\$735.54 \$719.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2251-LIC-L2	SEL HZ-APMNE-10-FPRO-L3	\$1,010.00		31%	\$696.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2251-LIC-L4	SEL HZ-APMNE-10-FPRO-L4	\$976.00		31%	\$673.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	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	\$0.00	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		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-L3	SEL HZ-APMNE-100-FPRO-L3 SEL HZ-APMNE-100-FPRO-L4	\$9,761.00	K	31%	\$6,735.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2252-LIC-L5	SEL HZ-APMNE-100-FPRO-L5	\$9,313.00		31%	\$6,425.97	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	1162-LIC 1164-LIC	SEL 1162-LIC VF-STD-ADV-UG-F SEL 1164-LIC VF-STD-F	\$1,210.00 \$1,650.00		31% 31%	\$834.90 \$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	1165-LIC	SEL 1165-LIC VF-ADV-F	\$2,750.00	ĸ	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	1271-LIC 1433-LIC	SEL 1271-LIC THIN-100PK-F SEL 1433-LIC VF-DD2-25VM-F	\$2,090.00 \$20,625.00		31% 31%	\$1,442.10 \$14,231.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	1591-LIC	SEL 1591-LIC CA-DEVK-F	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1593-LIC	SEL 1593-LIC CA-AUTDT25-F	\$3,658.00	K	31%	\$2,524.02	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	1593-LIC-L1 1593-LIC-L2	SEL 1593-LIC-L1 CA-AUTDT25-F-L1 SEL 1593-LIC-L2 CA-AUTDT25-F-L2	\$3,475.00 \$3,401.00		31% 31%	\$2,397.75 \$2,346.69	\$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-L3	SEL 1593-LIC-L3 CA-AUTDT25-F-L3	\$3,292.00	K	31%	\$2,271.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	1593-LIC-L4	SEL 1593-LIC-L4 CA-AUTDT25-F-L4	\$3,182.00	K	31% 31%	\$2,195.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	1593-LIC-L5 1594-LIC	SEL 1593-LIC-L5 CA-AUTDT25-F-L5 SEL 1594-LIC CA-DEVK-LIC-F	\$3,036.00 \$1.00	K	31%	\$2,094.84 \$0.69	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VMWARE
5	1601-LIC	SEL 1601-LIC HZ-MRG-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1601-LIC-L1 1601-LIC-L2	SEL 1601-LIC-L1 HZ-MRG-10-F-L1 SEL 1601-LIC-L2 HZ-MRG-10-F-L2	\$1,568.00 \$1,535.00		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		VMWARE VMWARE
5	1601-LIC-L3	SEL 1601-LIC-L3 HZ-MRG-10-F-L3	\$1,485.00	K	31%	\$1,024.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	1601-LIC-L4 1601-LIC-L5	SEL 1601-LIC-L4 HZ-MRG-10-F-L4 SEL 1601-LIC-L5 HZ-MRG-10-F-L5	\$1,436.00 \$1,370.00		31% 31%	\$990.84 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE CARAHSOFT
5	1602-LIC	SEL 1602-LIC HZ-MRG-100-F	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1602-LIC-L1	SEL 1602-LIC-L1 HZ-MRG-100-F-L1	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1602-LIC-L2 1602-LIC-L3	SEL 1602-LIC-L2 HZ-MRG-100-F-L2 SEL 1602-LIC-L3 HZ-MRG-100-F-L3	\$15,345.00 \$14,850.00		31% 31%	\$10,588.05 \$10,246.50	\$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-L4	SEL 1602-LIC-L4 HZ-MRG-100-F-L4	\$14,355.00	K	31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	1602-LIC-L5 1664-LIC	SEL 1602-LIC-L5 HZ-MRG-100-F-L5 SEL 1664-LIC HZ-MW-MRG-10-F	\$13,695.00 \$1,210.00		31% 31%	\$9,449.55 \$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	1664-LIC-L1	SEL 1664-LIC-L1 HZ-MW-MRG-10-FL1	\$1,150.00		31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	K	31%	\$692.76	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	1665-LIC 1665-LIC-L1	SEL 1665-LIC HZ-MW-MRG-100-F SEL 1665-LIC-L1 HZ-MW-MRG-100-FL1	\$12,100.00 \$11,495.00		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		VMWARE VMWARE
5	1665-LIC-L2	SEL 1665-LIC-L2 HZ-MW-MRG-100-FL2	\$11,253.00		31%	\$7,764.57	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	1665-LIC-L3	SEL 1665-LIC-L3 HZ-MW-MRG-100-FL3	\$10,890.00		31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL D-ATTACH 1G SFP COPPER 1M S-CABLE SEL 5M DIR ATTACH 1G SFP COPPER STCK CBL	\$150.00 \$260.00		31% 31%	\$103.50 \$179.40	\$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		SEL IE 10 1YR ADMIN USER LICENSES	\$19,231.00		31%	\$13,269.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-ADU-00000020	SEL IE 20 1YR ADMIN USER LICENSES	\$30,769.00		31%	\$21,230.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 30 1YR ADMIN USER LICENSES SEL IE 5 1YR ADMIN USER LICENSES	\$40,385.00 \$11,538.00		31% 31%	\$27,865.65 \$7,961.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-ADU-00000050	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	INDEX ENGINES
5 5	1YR-DCI-00001000	SEL IE 1000 1 YR DISK CATALOG INGEST SEL IE 1500 1 YR DISK CATALOG INGEST	\$12,077.00 \$16,038.00		31% 31%	\$8,333.13 \$11,066.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 1500 1 YR DISK CATALOG INGEST SEL IE 2000 1 YR DISK CATALOG INGEST	\$16,038.00 \$19,538.00		31% 31%	\$11,066.22 \$13,481.22	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
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	INDEX ENGINES
5 5		SEL IE 4000 1 YR DISK CATALOG INGEST SEL IE 5000 1 YR DISK CATALOG INGEST	\$31,692.00 \$37,308.00		31% 31%	\$21,867.48 \$25,742.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00006000	SEL IE 6000 1 YR DISK CATALOG INGEST	\$42,462.00	K	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 7000 1 YR DISK CATALOG INGEST	\$46,846.00		31%	\$32,323.74	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 8000 1 YR DISK CATALOG INGEST SEL IE 10000 1 YR DISK CATALOG INGEST	\$51,692.00 \$60,769.00		31% 31%	\$35,667.48 \$41,930.61	\$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	\$0.00	INDEX ENGINES
5	1YR-DCI-00015000	SEL IE 15000 1 YR DISK CATALOG INGEST	\$80,769.00	К	31%	\$55,730.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					N'	VP LEVEL 1		NVP MAINTENAL	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)	(STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL IE 20000 1 YR DISK CATALOG INGEST SEL IE 25000 1 YR DISK CATALOG INGEST	\$98,462.00 \$115,385.00	K 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		INDEX ENGINES INDEX ENGINES
5	1YR-DCI-00030000	SEL IE 30000 1 YR DISK CATALOG INGEST	\$131,538.00	K	31%	\$90,761.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 40000 1 YR DISK CATALOG INGEST SEL IE 50000 1 YR DISK CATALOG INGEST	\$160,000.00 \$188,462.00	K 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		SEL IE 50000 1 YR DISK CATALOG INGEST SEL IE 60000 1 YR DISK CATALOG INGEST	\$212,308.00	K	31%	\$146,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 70000 1 YR DISK CATALOG INGEST	\$236,923.00	K	31%	\$163,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		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	\$0.00	INDEX ENGINES
5 5		SEL IE 125000 1 YR DISK CATALOG INGEST	\$355,769.00	K 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		SEL IE 150000 1 YR DISK CATALOG INGEST SEL IE 200000 1 YR DISK CATALOG INGEST	\$403,846.00 \$492,308.00	K	31%	\$339,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 250000 1 YR DISK CATALOG INGEST	\$576,923.00	K	31%	\$398,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 300000 1 YR DISK CATALOG INGEST SEL IE 350000 1 YR DISK 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		SEL IE 400000 1 YR DISK CATALOG INGEST	\$800,000.00	K	31%	\$552,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		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		INDEX ENGINES
5 5		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		SEL IE 100TB 1 YR FILE METADATA INDEX	\$51,923.00	ĸ	31%	\$35,826.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 150TB 1 YR FILE METADATA INDEX	\$69,231.00	K	31%	\$47,769.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 200TB 1 YR FILE METADATA INDEX SEL IE 250TB 1 YR FILE METADATA INDEX	\$84,615.00 \$96,154.00	K K	31% 31%	\$58,384.35 \$66,346.26	\$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-FSI-000300TB	SEL IE 300TB 1 YR FILE METADATA INDEX	\$109,615.00	ĸ	31%	\$75,634.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		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		INDEX ENGINES
5 5		SEL IE 500TB 1 YR FILE METADATA INDEX SEL 1 Yr 500-1999 Tape Services Bundle	\$163,462.00 \$231.00	K	31% 31%	\$112,788.78 \$159.39	\$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-MIB-00002000	SEL 1 Yr 2000-3999 Tape Services Bundl	\$169.00	K	31%	\$116.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL 1 Yr 4000-5999 Tape services Bundl	\$131.00 \$115.00	K K	31% 31%	\$90.39 \$79.35	\$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		SEL 1 Yr 6000-7999 Tape Services Bundl SEL 1 Yr 8000-9999 Tape Services Bundl	\$108.00	K	31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-MSB-00000500	SEL 1 Yr 500-1999 Tape Assurance Bundl	\$185.00	K	31%	\$127.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL 1 Yr 2000-3999 Tape Assurance Bund SEL 1 Yr 4000-5999 Tape Assurance Bund	\$138.00 \$108.00	K K	31% 31%	\$95.22 \$74.52	\$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		SEL 1 Yr 6000-7999 Tape Assurance Bund	\$92.00	K	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL 1 Yr 8000-9999 Tape Assurance Bund	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 1000 1 YR TAPE CATALOG INGEST SEL IE 1500 1 YR TAPE CATALOG INGEST	\$12,077.00 \$16,038.00	K K	31% 31%	\$8,333.13 \$11,066.22	\$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		SEL IE 2000 1 YR TAPE CATALOG INGEST	\$19,538.00	K	31%	\$13,481.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 3000 1 YR TAPE CATALOG INGEST	\$26,077.00	K	31%	\$17,993.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		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		SEL IE 6000 1 YR TAPE CATALOG INGEST	\$42,462.00	ĸ	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 7000 1 YR TAPE CATALOG INGEST SEL IE 8000 1 YR TAPE CATALOG INGEST	\$46,846.00	K	31%	\$32,323.74	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 10000 1 YR TAPE 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		INDEX ENGINES INDEX ENGINES
5	1YR-TCI-00012000	SEL IE 12000 1 YR TAPE CATALOG INGEST	\$68,308.00	K	31%	\$47,132.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	1YR-TCI-00015000	SEL IE 15000 1 YR TAPE CATALOG INGEST SEL IE 20000 1 YR TAPE 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		SEL IE 25000 1 YR TAPE CATALOG INGEST	\$115,385.00	K	31%	\$79,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		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		SEL IE 40000 1 YR TAPE CATALOG INGEST SEL IE 50000 1 YR TAPE CATALOG INGEST	\$160,000.00 \$188.462.00	K 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		SEL IE 60000 1 YR TAPE CATALOG INGEST	\$212,308.00	ĸ	31%	\$146,492.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 70000 1 YR TAPE CATALOG INGEST	\$236,923.00	K	31%	\$163,476.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 80000 1 YR TAPE CATALOG INGEST SEL IE 90000 1 YR TAPE 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-TCI-00100000	SEL IE 100000 1 YR TAPE CATALOG INGEST	\$307,692.00	K	31%	\$212,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 125000 1 YR TAPE CATALOG INGEST SEL IE 150000 1 YR TAPE CATALOG INGEST	\$355,769.00 \$403,846.00	K 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 INDEX ENGINES
5	1YR-TCI-00200000	SEL IE 200000 1 YR TAPE CATALOG INGEST	\$492,308.00	K	31%	\$339,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 250000 1 YR TAPE CATALOG INGEST	\$576,923.00	K K	31%	\$398,076.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		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	\$0.00	INDEX ENGINES
5 5		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		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 INDEX ENGINES
5	1YR-TCR-00002000	SEL IE 2000 1 YR TAPE CATALOG REBUILD	\$39,077.00	K	31%	\$26,963.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 3000 1 YR TAPE CATALOG REBUILD SEL IE 4000 1 YR TAPE CATALOG REBUILD	\$52,154.00 \$63,385.00	K K	31% 31%	\$35,986.26 \$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		SEL IE 5000 1 YR TAPE CATALOG REBUILD	\$74,615.00	K	31%	\$51,484.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TCR-00006000	SEL IE 6000 1 YR TAPE CATALOG REBUILD	\$84,923.00	K	31%	\$58,596.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		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	\$0.00	INDEX ENGINES
5	1YR-TCR-00012000	SEL IE 12000 1 YR TAPE CATALOG REBUILD SEL IE 15000 1 YR TAPE CATALOG REBUILD	\$136,615.00		31% 31%	\$94,264.35	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5 5		SEL IE 15000 1 YR TAPE CATALOG REBUILD SEL IE 20000 1 YR TAPE CATALOG REBUILD	\$161,538.00 \$196,923.00		31% 31%	\$111,461.22 \$135,876.87	\$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-TCR-00025000	SEL IE 25000 1 YR TAPE CATALOG REBUILD	\$230,769.00	K	31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 30000 1 YR TAPE CATALOG REBUILD SEL IE 40000 1 YR TAPE CATALOG REBUILD	\$263,077.00		31% 31%	\$181,523.13 \$220,800.00	\$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		SEL IE 40000 1 YR TAPE CATALOG REBUILD SEL IE 50000 1 YR TAPE CATALOG REBUILD	\$320,000.00 \$376,923.00		31% 31%	\$220,800.00 \$260,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00060000	SEL IE 60000 1 YR TAPE CATALOG REBUILD	\$424,615.00	K	31%	\$292,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 70000 1 YR TAPE CATALOG REBUILD SEL IE 80000 1 YR TAPE CATALOG REBUILD	\$473,846.00 \$516,923.00		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	1YR-TCR-00090000	SEL IE 90000 1 YR TAPE CATALOG REBUILD	\$567,692.00		31%	\$391,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TCR-00100000	SEL IE 100000 1 YR TAPE CATALOG REBUILD	\$615,385.00	K	31%	\$424,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					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)	(STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL IE 125000 1 YR TAPE CATALOG REBUILD SEL IE 150000 1 YR TAPE CATALOG REBUILD	\$711,538.00 \$807,692.00	K 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		INDEX ENGINES INDEX ENGINES
5	1YR-TCR-00200000	SEL IE 200000 1 YR TAPE CATALOG REBUILD	\$984,615.00	K	31%	\$679,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 250000 1 YR TAPE CATALOG REBUILD SEL IE 300000 1 YR TAPE CATALOG REBUILD	\$1,153,846.00 \$1,338,462.00	K K	31% 31%	\$796,153.74 \$923,538.78	\$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		SEL IE 350000 1 YR TAPE CATALOG REBUILD	\$1,453,846.00	K	31%	\$1,003,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TCR-00400000	SEL IE 400000 1 YR TAPE CATALOG REBUILD	\$1,600,000.00	K	31%	\$1,104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 500000 1 YR TAPE CATALOG REBUILD SEL IE 10 1YR TAPE METADATA INDEX	\$1,923,077.00 \$3,846.00	K K	31% 31%	\$1,326,923.13 \$2,653.74	\$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-TMI-00000100	SEL IE 100 1YR TAPE METADATA INDEX	\$19,231.00	K	31%	\$13,269.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 250 1YR TAPE METADATA INDEX SEL IE 500 1YR TAPE METADATA INDEX	\$38,462.00 \$61,538.00	K K	31% 31%	\$26,538.78 \$42,461.22	\$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		SEL IE 1000 1YR TAPE METADATA INDEX	\$96,615.00	K	31%	\$66,664.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TMI-00001500	SEL IE 1500 1YR TAPE METADATA INDEX	\$128,308.00		31%	\$88,532.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 2000 1YR TAPE METADATA INDEX SEL IE 3000 1YR TAPE METADATA INDEX	\$156,308.00 \$208,615.00		31% 31%	\$107,852.52 \$143,944.35	\$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		SEL IE 4000 1YR TAPE METADATA INDEX	\$253,538.00		31%	\$174,941.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 5000 1YR TAPE METADATA INDEX SEL IE 6000 1YR TAPE METADATA INDEX	\$298,462.00	K	31%	\$205,938.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 TYR 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	\$413,538.00	K	31%	\$285,341.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 10000 1YR TAPE METADATA INDEX SEL IE 12000 1YR TAPE METADATA INDEX	\$486,154.00 \$546,462.00	K 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		SEL IE 15000 1YR TAPE METADATA INDEX	\$646,154.00		31%	\$445,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-TMI-00020000	SEL IE 20000 1YR TAPE METADATA INDEX	\$787,692.00	K	31%	\$543,507.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 25000 1YR TAPE METADATA INDEX SEL IE 30000 1YR TAPE METADATA INDEX	\$923,077.00 \$1,052,308.00	K	31% 31%	\$636,923.13 \$726,092.52	\$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		SEL IE 40000 1YR TAPE METADATA INDEX	\$1,280,000.00	ĸ	31%	\$883,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		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		INDEX ENGINES
5 5		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		31%	\$1,426,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		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		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		INDEX ENGINES
5		SEL IE 150000 1YR TAPE METADATA INDEX	\$3,230,769.00	K	31%	\$2,229,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 200000 1YR TAPE METADATA INDEX SEL IE 250000 1YR TAPE METADATA INDEX	\$3,938,462.00 \$4,615,385.00	K K	31% 31%	\$2,717,538.78 \$3,184,615.65	\$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		SEL IE 300000 1YR TAPE METADATA INDEX	\$5,353,846.00	K	31%	\$3,694,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 350000 1YR TAPE METADATA INDEX	\$5,815,385.00	K	31%	\$4,012,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		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	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	\$0.00	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		SEL HZ-PRA50STD1000GF-L3	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL HZ-PRA50STD100UGF-L4	\$11,963.00	K	31%	\$8,254.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5		SEL HZ-PRA50STD100UGF-L5 SEL IDUClasFrwkODr 250 +SS⋑ 1year	\$11,413.00 \$19,810.00	K K	31% 31%	\$7,874.97 \$13,668.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT VARONIS
5	250DCODSSP-12MT	SEL IDUClasFrwkODr 250 +SS⋑ 12mt	\$9,909.00	K	31%	\$6,837.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		ISEL DUClasFr SPOn 250 +SS⋑ 1yr 'SEL IDUClasFr SPOn 250 +SS⋑ 12mth	\$19,810.00 \$9,909.00	K K	31% 31%	\$13,668.90 \$6,837.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250DCSSP-1	SEL IDUCIASSF 250 + SS⋑ 1year	\$19,810.00	K	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClasFrwkUx250 + SS⋑ 1yr	\$19,810.00	K	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DL for 250 + SS and Sup 1st yr SEL DLX for 250 +SS⋑ 1yr	\$10,238.00 \$7,391.00	K K	31% 31%	\$7,064.22 \$5,099.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250DPSSSP	SEL DP for 250 + SS ⋑ 1st yr	\$13,416.00	K	31%	\$9,257.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DTE 250 users + SS + Support 1st yr SEL DWSP250user+1Pb/Col50SL+SS⋑ 1styr	\$20,475.00 \$34,125.00	K K	31% 31%	\$14,127.75 \$23,546.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DWWin250use+1Pb/Coll50SL+SS&Sup1styr	\$34,125.00	ĸ	31%	\$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DAEXOnL250+1DAPb/Col 50SL+SS&Sup1yr	\$17,063.00	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	\$0.00 \$0.00		VARONIS VARONIS
5		ISEL DAExOnL250+1DAPb/Col50SL+SS&Sup12mt SEL SELDAODLite250+1DAPb/Col50SL+SS&Sup1	\$8,535.00 \$17,063.00	K	31%	\$1,773.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	VARONIS
5 5		SEL DASPOnLite250+1DAPb/Col50SL+SS&Sup1y ISEL 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	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUClasFrwkODr 25 +SS⋑ 1year	\$6,065.00	ĸ	31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		1SEL IDUClasFrwkODr 25 +SS⋑ 12mt	\$3,034.00	K K	31%	\$2,093.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SELIDUClasFr SPOn 25 +SS⋑ 1yr I SEL IDUClasFr SPOn 25 +SS⋑ 12mth	\$6,065.00 \$3,034.00	K	31% 31%	\$4,184.85 \$2,093.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DCSSP-1	SEL IDUClassFr 25 + SS⋑ 1year	\$6,065.00	K	31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	25DCUSSP-1 25DLSSP-2	SEL IDUClasFrwkUx25 + SS⋑ 1yr SEL DL for 25 + SS and Sup 1st yr	\$6,065.00 \$3,120.00	K K	31% 31%	\$4,184.85 \$2,152.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DLXSSP	SEL DLX for 25 +SS⋑ 1yr	\$2,252.00	ĸ	31%	\$1,553.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25DPSSSP	SEL DP SP for 25 + SS ⋑ 1st yr	\$4,108.00	K	31%	\$2,834.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DTE 25 users + SS and Support 1st yr SEL DWSP25user+1Pb/Col50SL+SS&Supp1styr	\$6,240.00 \$10,400.00	K K	31% 31%	\$4,305.60 \$7,176.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DWW1PRSSP-1	SEL DWWin25use&1Pb/Colle50SL+SS&Sup1styr	\$10,400.00	K	31%	\$7,176.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DAExOnL25+1 DA Pb/Col 50SL+SS&Sup1yr ISEL DAExOnL25+1DAPb/Col50SL+SS&Sup12mt	\$5,200.00 \$2,601.00	K 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	\$0.00 \$0.00		VARONIS VARONIS
5	25ODL1PRSSP	SEL DAODLite25+1DAPb/Col50SL+SS&Sup1yr	\$5,200.00	K	31%	\$3,588.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	25ODL1PRSSP12M	SEL DAODLite25+1DA Pb/Col50SL+SS&Sup12mt	\$2,601.00	K	31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DASPOnLite25+1DAPb/Col50SL+SS&Sup1yr I SEL DASPOnLite25+1DAPb/Col 50SL+SS&Sup12	\$5,200.00 \$2,601.00	K 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	\$0.00 \$0.00		VARONIS VARONIS
5	25UX1PRSSP	SEL DATADVIDUUX 25 1DAPROBE50SL SS SUP	\$10,400.00	K	31%	\$7,176.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		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 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	K	31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5		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

					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)	(STANDARD)		THIRD PARTY PRODUCT PARTNER
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 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	\$0.00	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 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	K	31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	300090-001R 300103-001	SEL VX-7000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$30,097.00 \$43,895.00	K K	31% 31%	\$20,766.93 \$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	300103-001 300103-001R	SEL VX-8000 1 YR SUBSCRIPT TON INC MINT	\$43,895.00	K	31%	\$30,287.55	\$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		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	300105-001R	SEL VRX-2 1 YR SUBSCRIPT RENEWAL INC MNT	\$3,133.00	K	31%	\$2,161.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	300106-001 300106-001R	SEL VRX-4 1 YR SUBSCRIPTION INC MNT	\$9,403.00 \$9,403.00	K K	31% 31%	\$6,488.07 \$6,488.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK
5	300121-001	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MNT SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$20,691.00	K	31%	\$14,276.79	\$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	K	31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	30DAY-CC-PROMO 3136SL	SEL IE Workshop 30 Day Single Server SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$0.00 \$5.00	K K	31% 31%	\$0.00 \$3.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES SPECTRALOGIC
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		SEL IE 10 3YR ADMIN USER LICENSES	\$51,923.00	K K	31%	\$35,826.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20 3YR ADMIN USER LICENSES SEL IE 30 3YR ADMIN USER LICENSES	\$83,077.00 \$109.038.00	K	31% 31%	\$57,323.13 \$75,236.22	\$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	3YR-ADU-0000005	SEL IE 5 3YR ADMIN USER LICENSES	\$31,154.00	K	31%	\$21,496.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 50 3YR ADMIN USER LICENSES SEL IE 1000 3YR DISK CATALOG INGEST	\$155,769.00 \$24.154.00	K K	31% 31%	\$107,480.61 \$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		SEL IE 1000 3YR DISK CATALOG INGEST	\$24,154.00	K	31%	\$22,133.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-DCI-00002000	SEL IE 2000 3YR DISK CATALOG INGEST	\$39,077.00	K	31%	\$26,963.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 3000 3YR DISK CATALOG INGEST SEL IE 4000 3YR DISK CATALOG INGEST	\$52,154.00 \$63,385.00	K K	31% 31%	\$35,986.26 \$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		SEL IE 5000 3YR DISK CATALOG INGEST	\$74,615.00	K	31%	\$51,484.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		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		SEL IE 7000 3YR DISK CATALOG INGEST SEL IE 8000 3YR DISK CATALOG INGEST	\$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		SEL IE 10000 3YR DISK CATALOG INGEST	\$121,538.00	ĸ	31%	\$83,861.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 12000 3YR DISK CATALOG INGEST	\$136,615.00	K	31%	\$94,264.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 15000 3YR DISK CATALOG INGEST SEL IE 20000 3YR DISK CATALOG INGEST	\$161,538.00 \$196,923.00	K K	31% 31%	\$111,461.22 \$135,876.87	\$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		SEL IE 25000 3YR DISK CATALOG INGEST	\$230,769.00	ĸ	31%	\$159,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		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		INDEX ENGINES
5 5		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	\$0.00	INDEX ENGINES
5 5		SEL IE 70000 3YR DISK CATALOG INGEST	\$473,846.00	K K	31% 31%	\$326,953.74	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES
5		SEL IE 80000 3YR DISK CATALOG INGEST SEL IE 90000 3YR DISK CATALOG INGEST	\$516,923.00 \$567,692.00	K	31%	\$356,676.87 \$391,707.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 100000 3YR DISK CATALOG INGEST	\$615,385.00		31%	\$424,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 125000 3YR DISK CATALOG INGEST SEL IE 150000 3YR DISK CATALOG INGEST	\$711,538.00 \$807,692.00		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		INDEX ENGINES INDEX ENGINES
5	3YR-DCI-00200000	SEL IE 200000 3YR DISK CATALOG INGEST	\$984,615.00	K	31%	\$679,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		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		INDEX ENGINES
5		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	\$0.00	INDEX ENGINES
5		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		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		INDEX ENGINES
5		SEL IE 100TB 3 YR FILE METADATA INDEX	\$140,192.00	K	31%	\$96,732.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 150TB 3 YR FILE METADATA INDEX SEL IE 200TB 3 YR FILE METADATA INDEX	\$186,923.00 \$228,462.00	K K	31% 31%	\$128,976.87 \$157,638.78	\$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-000250TB	SEL IE 250TB 3 YR FILE METADATA INDEX	\$259,615.00	K	31%	\$179,134.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 300TB 3 YR FILE METADATA INDEX SEL IE 400TB 3 YR FILE METADATA INDEX	\$295,962.00 \$373,846.00	K K	31% 31%	\$204,213.78 \$257,953.74	\$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		SEL IE 4001B 3 YR FILE METADATA INDEX SEL IE 500TB 3 YR FILE METADATA INDEX	\$373,846.00 \$441,346.00	K	31%	\$257,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	INDEX ENGINES
5 5		SEL IE 1500 3 YR TAPE CATALOG INGEST SEL IE 2000 3 YR TAPE 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		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		INDEX ENGINES
5		SEL IE 4000 3 YR TAPE CATALOG INGEST	\$63,385.00	K	31%	\$43,735.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 5000 3 YR TAPE CATALOG INGEST SEL IE 6000 3 YR TAPE CATALOG INGEST	\$74,615.00 \$84.923.00	K K	31% 31%	\$51,484.35 \$58,596.87	\$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		SEL IE 7000 3 YR TAPE CATALOG INGEST	\$93,692.00	ĸ	31%	\$64,647.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		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	3YR-TCI-00010000	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	\$0.00	INDEX ENGINES
5 5		SEL IE 20000 3 YR TAPE CATALOG INGEST	\$196,923.00	K	31%	\$135,876.87 \$150,330,61	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 25000 3 YR TAPE CATALOG INGEST SEL IE 30000 3 YR TAPE CATALOG INGEST	\$230,769.00 \$263,077.00		31% 31%	\$159,230.61 \$181,523.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00040000	SEL IE 40000 3 YR TAPE CATALOG INGEST	\$320,000.00	K	31%	\$220,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 50000 3 YR TAPE CATALOG INGEST SEL IE 60000 3 YR TAPE CATALOG INGEST	\$376,923.00 \$424,615.00		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		SEL IE 50000 3 YR TAPE CATALOG INGEST SEL IE 70000 3 YR TAPE CATALOG INGEST	\$424,615.00 \$473,846.00		31%	\$292,984.35 \$326,953.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	3YR-TCI-00080000	SEL IE 80000 3 YR TAPE CATALOG INGEST	\$516,923.00	K	31%	\$356,676.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 90000 3 YR TAPE CATALOG INGEST SEL IE 100000 3 YR TAPE CATALOG INGEST	\$567,692.00 \$615,385.00	K K	31% 31%	\$391,707.48 \$424,615.65	\$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	3YR-TCI-00125000	SEL IE 125000 3 YR TAPE CATALOG INGEST	\$711,538.00	K	31%	\$490,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 150000 3 YR TAPE CATALOG INGEST	\$807,692.00		31%	\$557,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	31K-1CI-00200000	SEL IE 200000 3 YR TAPE CATALOG INGEST	\$984,615.00	K	31%	\$679,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL IE 250000 3 YR TAPE CATALOG INGEST SEL IE 300000 3 YR TAPE CATALOG INGEST	\$1,153,846.00 \$1,338,462.00		31% 31%	\$796,153.74 \$923,538.78	\$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	3YR-TCI-00350000	SEL IE 350000 3 YR TAPE CATALOG INGEST	\$1,453,846.00	K	31%	\$1,003,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 400000 3 YR TAPE CATALOG INGEST SEL IE 500000 3 YR TAPE CATALOG INGEST	\$1,600,000.00 \$1,923,077.00		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		INDEX ENGINES INDEX ENGINES
5		SEL IE 1000 3 YR TAPE CATALOG INGEST	\$36,231.00	K	31%	\$1,326,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	3YR-TCR-00001500	SEL IE 1500 3 YR TAPE CATALOG REBUILD	\$48,115.00		31%	\$33,199.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 2000 3 YR TAPE CATALOG REBUILD SEL IE 3000 3 YR TAPE CATALOG REBUILD	\$58,615.00 \$78,231.00		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	3YR-TCR-00004000	SEL IE 4000 3 YR TAPE CATALOG REBUILD	\$95,077.00	K	31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 5000 3 YR TAPE CATALOG REBUILD SEL IE 6000 3 YR TAPE CATALOG REBUILD	\$111,923.00		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		SEL IE 7000 3 YR TAPE CATALOG REBUILD	\$127,385.00 \$140,538.00		31%	\$96,971.22	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	3YR-TCR-00008000	SEL IE 8000 3 YR TAPE CATALOG REBUILD	\$155,077.00	K	31%	\$107,003.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 10000 3 YR TAPE CATALOG REBUILD SEL IE 12000 3 YR TAPE CATALOG REBUILD	\$182,308.00 \$204,923.00		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		SEL IE 15000 3 YR TAPE CATALOG REBUILD	\$242,308.00		31%	\$167,192.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 20000 3 YR TAPE CATALOG REBUILD	\$295,385.00		31%	\$203,815.65	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 25000 3 YR TAPE CATALOG REBUILD SEL IE 30000 3 YR TAPE CATALOG REBUILD	\$346,154.00 \$394,615.00		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	3YR-TCR-00040000	SEL IE 40000 3 YR TAPE CATALOG REBUILD	\$480,000.00	K	31%	\$331,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 50000 3 YR TAPE CATALOG REBUILD SEL IE 60000 3 YR TAPE CATALOG REBUILD	\$565,385.00 \$636.923.00	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		SEL IE 70000 3 YR TAPE CATALOG REBUILD	\$710,769.00	ĸ	31%	\$490,430.61	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 80000 3 YR TAPE CATALOG REBUILD	\$775,385.00		31%	\$535,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 90000 3 YR TAPE CATALOG REBUILD SEL IE 100000 3 YR TAPE CATALOG REBUILD	\$851,538.00 \$923,077.00		31% 31%	\$587,561.22 \$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	3YR-TCR-00125000	SEL IE 125000 3 YR TAPE CATALOG REBUILD	\$1,067,308.00	K	31%	\$736,442.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 150000 3 YR TAPE CATALOG REBUILD SEL IE 200000 3 YR TAPE CATALOG REBUILD	\$1,211,538.00 \$1,476,923.00		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		SEL IE 250000 3 YR TAPE CATALOG REBUILD	\$1,730,769.00		31%	\$1,194,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 300000 3 YR TAPE CATALOG REBUILD	\$2,007,692.00	K	31%	\$1,385,307.48	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 350000 3 YR TAPE CATALOG REBUILD SEL IE 400000 3 YR TAPE CATALOG REBUILD	\$2,180,769.00 \$2,400.000.00		31% 31%	\$1,504,730.61 \$1,656,000.00	\$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		SEL IE 500000 3 YR TAPE CATALOG REBUILD	\$2,884,615.00		31%	\$1,990,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 100 3YR TAPE METADATA INDEX SEL IE 250 3YR TAPE METADATA INDEX	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 200 3YR TAPE METADATA INDEX	\$50,000.00 \$80,000.00		31% 31%	\$34,500.00 \$55,200.00	\$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	3YR-TMI-00001000	SEL IE 1000 3YR TAPE METADATA INDEX	\$125,600.00		31%	\$86,664.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 1500 3YR TAPE METADATA INDEX SEL IE 2000 3YR TAPE METADATA INDEX	\$166,800.00 \$203,200.00	K	31% 31%	\$115,092.00 \$140,208.00	\$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		SEL IE 3000 3YR TAPE METADATA INDEX	\$271,200.00		31%	\$187,128.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 4000 3YR TAPE METADATA INDEX	\$329,600.00		31%	\$227,424.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 5000 3YR TAPE METADATA INDEX SEL IE 6000 3YR TAPE METADATA INDEX	\$388,000.00 \$441,600.00		31% 31%	\$267,720.00 \$304,704.00	\$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-00007000	SEL IE 7000 3YR TAPE METADATA INDEX	\$487,200.00	K	31%	\$336,168.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 8000 3YR TAPE METADATA INDEX SEL IE 10000 3YR TAPE METADATA INDEX	\$537,600.00 \$632,000.00		31% 31%	\$370,944.00 \$436,080.00	\$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		SEL IE 12000 3YR TAPE METADATA INDEX	\$710,400.00		31%	\$490,176.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 15000 3YR TAPE METADATA INDEX	\$840,000.00		31%	\$579,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 20000 3YR TAPE METADATA INDEX SEL IE 25000 3YR TAPE METADATA INDEX	\$1,024,000.00 \$1,200,000.00		31% 31%	\$706,560.00 \$828.000.00	\$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-00030000	SEL IE 30000 3YR TAPE METADATA INDEX	\$1,368,000.00	K	31%	\$943,920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 40000 3YR TAPE METADATA INDEX SEL IE 50000 3YR TAPE METADATA INDEX	\$1,664,000.00 \$1,960,000.00		31% 31%	\$1,148,160.00 \$1,352,400.00	\$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		SEL IE 60000 3YR TAPE METADATA INDEX	\$2,208,000.00	ĸ	31%	\$1,523,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 70000 3YR TAPE METADATA INDEX	\$2,464,000.00	K	31%	\$1,700,160.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 80000 3YR TAPE METADATA INDEX SEL IE 90000 3YR TAPE METADATA INDEX	\$2,688,000.00 \$2,952,000.00	K K	31% 31%	\$1,854,720.00 \$2,036,880.00	\$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-00100000	SEL IE 100000 3YR TAPE METADATA INDEX	\$3,200,000.00	K	31%	\$2,208,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 125000 3YR TAPE METADATA INDEX SEL IE 150000 3YR TAPE METADATA INDEX	\$3,700,000.00 \$4,200,000.00		31% 31%	\$2,553,000.00 \$2,898,000.00	\$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-00200000	SEL IE 200000 3YR TAPE METADATA INDEX	\$5,120,000.00	K	31%	\$3,532,800.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 250000 3YR TAPE METADATA INDEX SEL IE 300000 3YR TAPE METADATA INDEX	\$6,000,000.00 \$6,960,000.00	K K	31% 31%	\$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		SEL IE 350000 3YR TAPE METADATA INDEX	\$7,560,000.00		31%	\$4,802,400.00 \$5,216,400.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	3YR-TMI-00400000	SEL IE 400000 3YR TAPE METADATA INDEX	\$8,320,000.00	K	31%	\$5,740,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 500000 3YR TAPE METADATA INDEX SEL-4x10G D-ATTACH QSFP/4 SFP CBL1M 1PK	\$10,000,000.00 \$650.00	K	31% 31%	\$6,900,000.00 \$448.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES BROCADE ETHERNET
5		SEL-4x10G D-ATTACH QSFP/4 SFP CBL3M 1PK	\$800.00	ĸ	31%	\$552.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5		SEL-4x10G D-ATTACH QSFP/4 SFP CBL5M 1PK	\$950.00		31%	\$655.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-40GE QSFP TwinAx Cable, 0.5m SEL-40GE QSFP TwinAx 0.5M, 8-PACK,	\$150.00 \$1,080.00		31% 31%	\$103.50 \$745.20	\$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	40G-QSFP-C-0101	SEL 1x40GE QSFP D/A Copper Cbl 1m	\$288.00	K	31%	\$198.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-40GE TWINAX QSFP+ cable, 1m SEL-40GE TWINAX QSFP+ cable, 3m	\$500.00 \$650.00		31% 31%	\$345.00 \$448.50	\$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		SEL-40GE TWINAX QSFF+ cable, 5m	\$800.00		31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	456-110-957	Secure VM SecVM 1yr Term 25-99=IB	\$575.00	K	31%	\$396.75	\$132.25	\$0.00	\$0.00		\$0.00	\$132.25	CLOUDLINK
5 5	456-110-958 456-110-959	Secure VM SecVM 1yr Term 100-499=IB Secure VM SecVM 1yr Term 500-999=IB	\$470.00 \$405.00		31% 31%	\$324.30 \$279.45	\$108.10 \$93.15	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	456-110-960	Secure VM SecVM 1yr Term 1000+=IB	\$310.00	K	31%	\$213.90	\$71.30	\$0.00	\$0.00	\$0.00	\$0.00	\$71.30	CLOUDLINK
5 5	456-110-961 456-110-962	Secure VM SecVM Perpetual 25-99=IB Secure VM SecVM Perpetual 100-499=IB	\$1,425.00 \$1,175.00		31% 31%	\$983.25 \$810.75	\$327.75 \$270.25	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$327.75	CLOUDLINK CLOUDLINK
5	456-110-963	Secure VM SecVM Perpetual 500-999=IB	\$1,010.00	K	31%	\$696.90	\$232.30	\$0.00	\$0.00	\$0.00	\$0.00	\$232.30	CLOUDLINK
5	456-110-964	Secure VM SecVM Perpetual 1000+=IB	\$775.00		31%	\$534.75	\$178.25	\$0.00	\$0.00		\$0.00		CLOUDLINK
5 5	458-000-999 458-001-000	Secure VM SecVM Term Secure VM SecVM Perpetual	\$0.00 \$0.00		31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDLINK CLOUDLINK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00	K	31%	\$347.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00	К	31%	\$2,733.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	500032-001 500039-001	SELECT NX-5700 50MBPS WAN ACCEL SELECT NX-8700 500MBPS WAN ACCL	\$30,594.00 \$147,328.00		31% 31%	\$21,109.86 \$101,656.32	\$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	500040-001	SELECT NX-2700 10MBPS WAN ACCEL	\$13,028.00	K	31%	\$8,989.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500041-001 500042-001	SELECT NX-3700 20MBPS WAN ACCEL SELECT NX-7700 200MBPS WAN ACCEL	\$22,661.00 \$62,328.00		31% 31%	\$15,636.09 \$43,006.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500042-001	SELECT NX-9700 1GBPS WAN ACCEL	\$203,994.00		31%	\$140,755.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00		31%	\$20,097.63	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5 5	500046-001 500048-001	SELECT VX-1000; VIRTUAL; 4Mbps SELECT VX-3000; VIRTUAL; 20Mbps	\$2,261.00 \$20,260.00		31% 31%	\$1,560.09 \$13,979.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500049-001	SELECT GMS-10 VIRTUAL WAN ACCL MNGT	\$5,661.00	K	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500049-100 500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-25 SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$11,333.00 \$22,667.00		31% 31%	\$7,819.77 \$15,640.23	\$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	500049-101	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS	\$79,328.00		31%	\$54,736.32	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5	500075-001	SEL NX-10700 2.5Gbps SSD 256K FLOWS FIBR	\$339,994.00	K	31%	\$234,595.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500101-001 500113-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OPT SEL VX-500 VIRTUAL 2Mbps 8K FLOWS	\$0.00 \$1,128.00		31% 31%	\$0.00 \$778.32	\$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	500114-001	SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS	\$37,394.00	K	31%	\$25,801.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500115-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS	\$54,394.00	K	31%	\$37,531.86	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5 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		SILVER PEAK SILVER PEAK
5	500139-001	SEL VRX-2, VELOCITY, 60GBPH	\$5,661.00	K	31%	\$3,906.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5 5	500140-001 500163-001	SEL VRX-4, VELOCITY, 300GBPH SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER	\$16,994.00 \$453,328.00		31% 31%	\$11,725.86 \$312,796.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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		31%	\$29,712.09	\$0.00	\$0.00	\$0.00		\$0.00		SILVER PEAK
5	500180-001	SEL VRX-6, VELOCITY, 300Mbps	\$37,394.00		31%	\$25,801.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500187-001 50DA1PRSSP	SEL UNITY CLOUD INTELLIGENCE SEL DATADVANT50 1 PROBE 1YSS SP	\$5,667.00 \$15,600.00		31% 31%	\$3,910.23 \$10,764.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK VARONIS
5	50DCODSSP-1	SEL IDUClasFrwkODr 50 +SS⋑ 1year	\$9,099.00	K	31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	50DCODSSP-12MT- 50DCSOSSP-1	1SEL IDUClasFrwkODr 50 +SS⋑ 12mt SEL IDUClasFr SPOn 50 +SS⋑ 1vr	\$4,551.00 \$9,099.00		31% 31%	\$3,140.19 \$6,278.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		1 SEL IDUCIASET SPON 50 +SS⋑ 12mth	\$4,551.00		31%	\$3,140.19	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	50DCSSP-1	SEL IDUClassFr 50 + SS⋑ 1year	\$9,099.00		31%	\$6,278.31	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	50DCUSSP-1 50DLSSP-2	SEL IDUClasFrwkUx50 + SS⋑ 1yr SEL DL for 50 + SS and Sup 1st yr	\$9,099.00 \$4,680.00		31% 31%	\$6,278.31 \$3,229.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50DLXSSP	SEL DLX for 50 +SS⋑ 1yr	\$3,379.00		31%	\$2,331.51	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	50DPSSSP 50DTSSP	SEL DP SP for 50 + SS ⋑ 1st yr	\$6,162.00		31% 31%	\$4,251.78 \$6,458.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DTE 50 users + SS and Support 1st yr SEL DWSP50use+1Pb/Coll50SL+SS⋑ 1st yr	\$9,360.00 \$15,600.00		31%	\$10,764.00	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00	VARONIS
5 5	50ECLO1PRSSP	SEL DAExOnL 50+1DAPb/Col50SL+SS&Sup1yr ISEL DAExOnL50+1DAPb/Col50SL+SS&Sup12mt	\$7,800.00 \$3,902.00		31% 31%	\$5,382.00 \$2,692.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DAODLite50+1DAPb/Col50SL+SS&Sup1yr	\$7,800.00		31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DAODLite50+1DAPb/Col50SL+SS&Sup12mt	\$3,902.00		31%	\$2,692.38	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5		SEL DASPOnLite50+1DAPb/Col50SL+SS&Sup1yr 1SEL DA SPOnLite50+1DAPb/Col50SL+SS&Sup12	\$7,800.00 \$3,902.00		31% 31%	\$5,382.00 \$2,692.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	5500SL	SEL: CORD SET,4.5M,NEMA L6-20P	\$84.00	K	31%	\$57.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5		SEL IE 10 5YR ADMIN USER LICENSES SEL IE 20 5YR ADMIN USER LICENSES	\$76,923.00 \$123,077.00		31% 31%	\$53,076.87 \$84,923.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-ADU-00000030	SEL IE 30 5YR ADMIN USER LICENSES	\$161,538.00	K	31%	\$111,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 5 5YR ADMIN USER LICENSES SEL IE 50 5YR ADMIN USER LICENSES	\$46,154.00 \$230,769.00		31% 31%	\$31,846.26 \$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		SEL IE 1000 5 YR DISK CATALOG INGEST	\$36,231.00		31%	\$24,999.39	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 1500 5 YR DISK CATALOG INGEST	\$48,115.00		31% 31%	\$33,199.35	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 2000 5 YR DISK CATALOG INGEST SEL IE 3000 5 YR DISK CATALOG INGEST	\$58,615.00 \$78,231.00		31%	\$40,444.35 \$53,979.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 4000 5 YR DISK CATALOG INGEST	\$95,077.00		31%	\$65,603.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 5000 5 YR DISK CATALOG INGEST SEL IE 6000 5 YR DISK CATALOG INGEST	\$111,923.00 \$127,385.00		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-DCI-00007000	SEL IE 7000 5 YR DISK CATALOG INGEST	\$140,538.00		31%	\$96,971.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 8000 5 YR DISK CATALOG INGEST	\$155,077.00	K	31% 31%	\$107,003.13	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10000 5 YR DISK CATALOG INGEST SEL IE 12000 5 YR DISK CATALOG INGEST	\$182,308.00 \$204,923.00		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		INDEX ENGINES INDEX ENGINES
5		SEL IE 15000 5 YR DISK CATALOG INGEST	\$242,308.00		31%	\$167,192.52	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 20000 5 YR DISK CATALOG INGEST SEL IE 25000 5 YR DISK CATALOG INGEST	\$295,385.00 \$346.154.00	K K	31% 31%	\$203,815.65 \$238,846.26	\$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-DCI-00030000	SEL IE 30000 5 YR DISK CATALOG INGEST	\$394,615.00		31%	\$272,284.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 40000 5 YR DISK CATALOG INGEST SEL IE 50000 5 YR DISK 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		SEL IE 50000 5 YR DISK CATALOG INGEST	\$636,923.00	K	31%	\$439,476.87	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 70000 5 YR DISK CATALOG INGEST	\$710,769.00		31%	\$490,430.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 80000 5 YR DISK CATALOG INGEST SEL IE 90000 5 YR DISK CATALOG INGEST	\$775,385.00 \$851,538.00		31% 31%	\$535,015.65 \$587,561.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00100000	SEL IE 100000 5 YR DISK CATALOG INGEST	\$923,077.00		31%	\$636,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 125000 5 YR DISK CATALOG INGEST	\$1,067,308.00		31%	\$736,442.52	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 150000 5 YR DISK CATALOG INGEST SEL IE 200000 5 YR DISK CATALOG INGEST	\$1,211,538.00 \$1,476,923.00		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		INDEX ENGINES INDEX ENGINES
5	5YR-DCI-00250000	SEL IE 250000 5 YR DISK CATALOG INGEST	\$1,730,769.00	K	31%	\$1,194,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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-00400000	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	\$0.00	INDEX ENGINES
5		SEL IE 500000 5 YR DISK CATALOG INGEST	\$2,884,615.00		31%	\$1,990,384.35	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 25TB 5 YR FILE METADATA INDEX SEL IE 50TB 5 YR FILE METADATA INDEX	\$76,923.00 \$126,923.00		31% 31%	\$53,076.87 \$87,576.87	\$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	\$0.00	INDEX ENGINES
5 5		SEL IE 150TB 5 YR FILE METADATA INDEX SEL IE 200TB 5 YR FILE METADATA INDEX	\$276,923.00 \$338,462.00		31% 31%	\$191,076.87 \$233,538.78	\$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	\$0.00	INDEX ENGINES
5		SEL IE 300TB 5 YR FILE METADATA INDEX	\$438,462.00	K	31%	\$302,538.78	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	51K-F5I-000400TB	SEL IE 400TB 5 YR FILE METADATA INDEX	\$553,846.00	К	31%	\$382,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5		SEL IE 500TB 5 YR FILE METADATA INDEX SEL IE 1000 5 YR TAPE CATALOG INGEST	\$653,846.00 \$36,231.00		31% 31%	\$451,153.74 \$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-TCI-00001500	SEL IE 1500 5 YR TAPE CATALOG INGEST	\$48,115.00	K	31%	\$33,199.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 2000 5 YR TAPE CATALOG INGEST	\$58,615.00		31%	\$40,444.35	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 3000 5 YR TAPE CATALOG INGEST SEL IE 4000 5 YR TAPE CATALOG INGEST	\$78,231.00 \$95,077.00		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	5YR-TCI-00005000	SEL IE 5000 5 YR TAPE CATALOG INGEST	\$111,923.00	K	31%	\$77,226.87	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 6000 5 YR TAPE CATALOG INGEST SEL IE 7000 5 YR TAPE CATALOG INGEST	\$127,385.00 \$140,538.00		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		SEL IE 8000 5 YR TAPE CATALOG INGEST	\$155,077.00	ĸ	31%	\$107,003.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10000 5 YR TAPE CATALOG INGEST	\$182,308.00		31%	\$125,792.52	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 12000 5 YR TAPE CATALOG INGEST SEL IE 15000 5 YR TAPE CATALOG INGEST	\$204,923.00 \$242,308.00		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		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00020000	SEL IE 20000 5 YR TAPE CATALOG INGEST	\$295,385.00		31%	\$203,815.65	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 25000 5 YR TAPE CATALOG INGEST	\$346,154.00	K	31% 31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 30000 5 YR TAPE CATALOG INGEST SEL IE 40000 5 YR TAPE CATALOG INGEST	\$394,615.00 \$480,000.00	K K	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		INDEX ENGINES INDEX ENGINES
5	5YR-TCI-00050000	SEL IE 50000 5 YR TAPE CATALOG INGEST	\$565,385.00	K	31%	\$390,115.65	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 60000 5 YR TAPE CATALOG INGEST SEL IE 70000 5 YR TAPE CATALOG INGEST	\$636,923.00 \$710,769.00	K K	31% 31%	\$439,476.87 \$490,430.61	\$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		SEL IE 80000 5 YR TAPE CATALOG INGEST	\$775,385.00		31%	\$535,015.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCI-00090000	SEL IE 90000 5 YR TAPE CATALOG INGEST	\$851,538.00		31%	\$587,561.22	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 100000 5 YR TAPE CATALOG INGEST SEL IE 125000 5 YR TAPE CATALOG INGEST	\$923,077.00 \$1,067,308.00	K 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		INDEX ENGINES INDEX ENGINES
5		SEL IE 150000 5 YR TAPE CATALOG INGEST	\$1,211,538.00		31%	\$835,961.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 200000 5 YR TAPE CATALOG INGEST	\$1,476,923.00		31%	\$1,019,076.87	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 250000 5 YR TAPE CATALOG INGEST SEL IE 300000 5 YR TAPE CATALOG INGEST	\$1,730,769.00 \$2,007,692.00		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		31%	\$1,504,730.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 400000 5 YR TAPE CATALOG INGEST SEL IE 500000 5 YR TAPE CATALOG INGEST	\$2,400,000.00		31%	\$1,656,000.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		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	\$0.00	INDEX ENGINES
5 5		SEL IE 2000 5 YR TAPE CATALOG REBUILD SEL IE 3000 5 YR TAPE CATALOG REBUILD	\$78,154.00 \$104.308.00	K 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		SEL IE 3000 5 YR TAPE CATALOG REBUILD SEL IE 4000 5 YR TAPE CATALOG REBUILD	\$104,308.00		31%	\$71,972.52 \$87,470.61	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	5YR-TCR-00005000	SEL IE 5000 5 YR TAPE CATALOG REBUILD	\$149,231.00	K	31%	\$102,969.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		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		INDEX ENGINES INDEX ENGINES
5		SEL IE 8000 5 YR TAPE CATALOG REBUILD	\$206,769.00	K	31%	\$129,295.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 10000 5 YR TAPE CATALOG REBUILD	\$243,077.00		31%	\$167,723.13	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 12000 5 YR TAPE CATALOG REBUILD SEL IE 15000 5 YR TAPE CATALOG REBUILD	\$273,231.00 \$323,077.00		31% 31%	\$188,529.39 \$222,923.13	\$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		SEL IE 20000 5 YR TAPE CATALOG REBUILD	\$393,846.00	K	31%	\$271,753.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 25000 5 YR TAPE CATALOG REBUILD	\$461,538.00		31%	\$318,461.22	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 30000 5 YR TAPE CATALOG REBUILD SEL IE 40000 5 YR TAPE CATALOG REBUILD	\$526,154.00 \$640,000.00	K K	31% 31%	\$363,046.26 \$441,600.00	\$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		SEL IE 50000 5 YR TAPE CATALOG REBUILD	\$753,846.00	ĸ	31%	\$520,153.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	5YR-TCR-00060000	SEL IE 60000 5 YR TAPE CATALOG REBUILD	\$849,231.00		31%	\$585,969.39	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 70000 5 YR TAPE CATALOG REBUILD SEL IE 80000 5 YR TAPE CATALOG REBUILD	\$947,692.00 \$1,033,846.00		31% 31%	\$653,907.48 \$713,353.74	\$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-TCR-00090000	SEL IE 90000 5 YR TAPE CATALOG REBUILD	\$1,135,385.00	K	31%	\$783,415.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 100000 5 YR TAPE CATALOG REBUILD SEL IE 125000 5 YR TAPE CATALOG REBUILD	\$1,230,769.00 \$1,423,077.00		31% 31%	\$849,230.61 \$981,923.13	\$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		SEL IE 150000 5 YR TAPE CATALOG REBUILD	\$1,423,077.00		31%	\$1,114,615.65	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 200000 5 YR TAPE CATALOG REBUILD	\$1,969,231.00		31%	\$1,358,769.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 250000 5 YR TAPE CATALOG REBUILD SEL IE 300000 5 YR TAPE CATALOG REBUILD	\$2,307,692.00 \$2,676,923.00		31% 31%	\$1,592,307.48 \$1,847,076.87	\$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		SEL IE 350000 5 YR TAPE CATALOG REBUILD	\$2,907,692.00		31%	\$2,006,307.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 400000 5 YR TAPE CATALOG REBUILD	\$3,200,000.00	K	31% 31%	\$2,208,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 500000 5 YR TAPE CATALOG REBUILD SEL IE 100 5YR TAPE METADATA INDEX	\$3,846,154.00 \$29,808.00		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-00000250	SEL IE 250 5YR TAPE METADATA INDEX	\$59,615.00	K	31%	\$41,134.35	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5		SEL IE 500 5YR TAPE METADATA INDEX SEL IE 1000 5YR TAPE METADATA INDEX	\$95,385.00 \$149,754.00		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		SEL IE 1500 5YR TAPE METADATA INDEX	\$198,877.00		31%	\$137,225.13	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5		SEL IE 2000 5YR TAPE METADATA INDEX	\$242,277.00		31%	\$167,171.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 3000 5YR TAPE METADATA INDEX SEL IE 4000 5YR TAPE METADATA INDEX	\$323,354.00 \$392,985.00		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		SEL IE 5000 5YR TAPE METADATA INDEX	\$462,615.00		31%	\$319,204.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5		SEL IE 6000 5YR TAPE METADATA INDEX	\$526,523.00		31%	\$363,300.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5		SEL IE 7000 5YR TAPE METADATA INDEX SEL IE 8000 5YR TAPE METADATA INDEX	\$580,892.00 \$640.985.00	K K	31% 31%	\$400,815.48 \$442.279.65	\$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-00010000	SEL IE 10000 5YR TAPE METADATA INDEX	\$753,538.00	K	31%	\$519,941.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5		SEL IE 12000 5YR TAPE METADATA INDEX	\$847,015.00 \$1.001.538.00		31%	\$584,440.35	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	5YR-TMI-00020000	SEL IE 15000 5YR TAPE METADATA INDEX SEL IE 20000 5YR TAPE METADATA INDEX	\$1,001,538.00 \$1,220,923.00		31% 31%	\$691,061.22 \$842,436.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00025000	SEL IE 25000 5YR TAPE METADATA INDEX	\$1,430,769.00	K	31%	\$987,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 30000 5YR TAPE METADATA INDEX SEL IE 40000 5YR TAPE METADATA INDEX	\$1,631,077.00 \$1,984.000.00		31% 31%	\$1,125,443.13 \$1,368,960.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5		SEL IE 50000 5YR TAPE METADATA INDEX	\$2,336,923.00		31%	\$1,612,476.87	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	5YR-TMI-00060000	SEL IE 60000 5YR TAPE METADATA INDEX	\$2,632,615.00	K	31%	\$1,816,504.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 70000 5YR TAPE METADATA INDEX SEL IE 80000 5YR TAPE METADATA INDEX	\$2,937,846.00 \$3,204,923.00		31% 31%	\$2,027,113.74 \$2,211,396.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	5YR-TMI-00090000	SEL IE 90000 5YR TAPE METADATA INDEX	\$3,204,923.00		31%	\$2,428,587.48	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00	INDEX ENGINES
5 5		SEL IE 125000 5YR TAPE METADATA INDEX SEL IE 150000 5YR TAPE METADATA INDEX	\$4,411,538.00 \$5.007.692.00		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		INDEX ENGINES INDEX ENGINES
5		SEL IE 200000 5YR TAPE METADATA INDEX	\$6,104,615.00		31%	\$4,212,184.35	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES

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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	THIRD PARTY PRODUCT PARTNER
5	5YR-TMI-00250000	SEL IE 250000 5YR TAPE METADATA INDEX	\$7,153,846.00	K	31%	\$4,936,153.74	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	5YR-TMI-00300000	SEL IE 300000 5YR TAPE METADATA INDEX	\$8,298,462.00	K	31%	\$5,725,938.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5		SEL IE 350000 5YR TAPE METADATA INDEX SEL IE 400000 5YR TAPE METADATA INDEX	\$9,013,846.00 \$9.920.000.00	K K	31% 31%	\$6,219,553.74 \$6,844,800.00	\$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-TMI-00500000	SEL IE 500000 5YR TAPE METADATA INDEX	\$11,923,077.00	K	31%	\$8,226,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 5	6349 6803SL	SEL: CABLE;OPTICAL;50U;SC-LC;10M SEL: CORD.POWER.220V.AUSTRALIA	\$208.00 \$37.00	K	31% 31%	\$143.52 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	6804SL	SEL: CORD, POWER, 220V, AGSTRALIA SEL: CORD, POWER, 220V, S. AFRICA-INDIA	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	6805SL 6806SI	SEL: CORD,POWER,220V,UK	\$46.00	K	31% 31%	\$31.74	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	6807SL	SEL: CORD,POWER,220V,ISRAEL SEL: CORD,POWER,220V,JAPAN	\$35.00 \$81.00	K	31%	\$24.15 \$55.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	6808SL	SEL: CORD,POWER,220V,EUROPE	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	6MONTH-CC-PROMO 7029SL	(SEL IE Workshop Promo Single Server SEL: CORD SET.4.5M,NEMA L6-30P	\$15,385.00 \$74.00	K	31% 31%	\$10,615.65 \$51.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES SPECTRALOGIC
5	7741SL	SEL: CORD, POWER, S. AFRICA	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	8147SL	SEL: CORD SET,2.5M,NEMA5-15,IEC C19	\$76.00	K	31%	\$52.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	8289SL 8296SL	SEL: CORD,PWR,N5-15 C13,14AWG,2M SEL: CORD,POWER,C14-C13,16AWG,6FT	\$9.00 \$6.00	K K	31% 31%	\$6.21 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	8297SL	SEL: CORD,POWER,C14-C19,14AWG,6FT	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	8665SL 8840SL	SEL: CORD,POWER,60309-C19,15FT SEL: CABLE;EX;SAS;SFF8088-SF8088;2M	\$109.00 \$194.00	K	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	ĸ	31%	\$38.64	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90940740	SEL: RAMP, PYTHON, ADJUSTABLE	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949024 90949024-A	SEL: FRU;LTO TERAPK COVER;NO MEDIA SEL: FRU;TRPK-ACCS;W-COVER;NO MEDIA	\$395.00 \$0.00	K K	31% 31%	\$272.55 \$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	90949030	SEL: PYTHON;CHAMBER-SLOT KEY ENABLE	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949030-F	SEL: PYTHON;CHAMBER-SLOT KEY ENABLE	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949030FIN-D 90949030FIN-F	SEL: CHAMBER-SLOT KEY;DICOUNT;TFIN SEL: CHAMBER-SLOT;UPG;KEYENABLE;FIN	\$1,112.00 \$1,308.00	K	31% 31%	\$767.28 \$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	90949030-J-D	SEL: CHAMB-SLOT KEY;DIS;TFIN;ENT	\$1,112.00	K	31%	\$767.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5		SEL: CHAMB/SLOT KEY ENABLE, T380 ENT SEL: UPG, CHAMB/SLOT KEY, T380, ENT	\$1,635.00 \$1,635.00	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	SEL: CHAMB/SLOT KEY ENABLE, T950 ENT	\$1,635.00	ĸ	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5		SEL: UPG,CHAMB/SLOT KEY,T950,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949030TFIN 90949030TFIN-J	SEL: CHAMBER-SLOT KEY ENABLE;TFIN SEL: CHAMB-SLOT KEY ENABLE.TFIN ENT	\$1,308.00 \$1,635.00	K K	31% 31%	\$902.52 \$1,128.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5		SEL: UPG,CHAMB-SLOT KEY,TFIN,ENT	\$1,635.00	K	31%	\$1,128.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	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		SEL: TFIN;UPG;ENCRYPT;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949099TFIN 90949106	SEL: TFIN;ENCRYPTION;PROFESSIONAL SEL: FRU;TAPE;CLEAN;LTO;W-BCOD;CUST	\$6,538.00 \$56.00	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		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		SPECTRALOGIC
5	90949112T380	SEL: FRU;5-12V PWR SUPPLY;ROHS;T380	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949112T680 90949112T68-F	SEL: FRU;5-12V PWR SUPPLY;ROHS;T680 SEL: FRU;5-12V PWR SUPPLY;ROHS;T680	\$3,877.00 \$3,877.00	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	90949118	SEL: FRU,TRANSPORTER,PYTH	\$19,615.00	K	31%	\$13,534.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949120 90949120T68-F	SEL: FRU;DBA;PYTHON;ROHS ONLY SEL: FRU;DBA;ROHS ONLY;T680	\$6,148.00 \$6,092.00	K	31% 31%	\$4,242.12 \$4,203.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC 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		SPECTRALOGIC
5	90949135	SEL: TAPES;TERAPACK;CUST;LTO-4	\$522.00	K	31%	\$360.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949156SL 90949157SL	SEL: CLN TPS X5,W TPK,BCD,CERT SEL: CLN TPS X10,W TPK,BCD,CERT	\$328.00 \$596.00	K K	31% 31%	\$226.32 \$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	90949166	SEL: FRU;5-12V PWRSUP;8AMP;ROHS	\$3,877.00	ĸ	31%	\$2,675.13	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5	90949166-F 90949166FIN-F	SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS SEL: FRU;UP;5-12VPWRSUP;8AP;ROH;FIN	\$3,877.00 \$3,877.00	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		SEL: FRU;5-12VPWRSUP;8AMP;ROHS;TFIN	\$3,877.00	K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949170SL	SEL: FRU,MAINT TAPES,10-TPK,CERT	\$596.00	K	31%	\$411.24	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949171SL 90949175SL	SEL: FRU,MAINT TAPES,10-TPK,CUST SEL: FRU,MAINT TAPES,5-TPK,CERT	\$596.00 \$328.00	K K	31% 31%	\$411.24 \$226.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$997.00	K	31%	\$687.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949219 90949221	SEL: TAPES;20;WO-TPK;CERT;LTO-5 SEL: TAPES;TERAPACK;CERT;LTO-5	\$922.00 \$495.00	K	31% 31%	\$636.18 \$341.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949222	SEL: TAPES;TERAPACK;CERT;LTO-5 SEL: TAPES;TERAPACK;CUST;LTO-5	\$495.00 \$495.00	K	31%	\$341.55 \$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949258	SEL: FRU;VAX;BUMPER;T950	\$55.00	K	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% 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	\$0.00	SPECTRALOGIC
5	90949264 90949266	SEL: TAPES;TRPK;CERT;LTO5 WORM;T950 SEL: TAPES;TRPK;CUST;LTO5 WORM;T950	\$588.00 \$588.00	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,TRPK,CUST,ETOS WORM,T950	\$3,005.00	K	31%	\$2,073.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949295	SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00	K	31%	\$2,073.45	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949298 90949305-A	SEL: FRU HP TRANSPORTER SEL: ACCESS TPK;W-O CVR;NO MED;3592	\$32,692.00 \$0.00	K K	31% 31%	\$22,557.48 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949310SPL	SEL: FRU,MAINT TPk, 9-TPS,CERT,3592	\$2,382.00	K	31%	\$1,643.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949311SPL	SEL: FRU,MAINT TPK, 9-TPS,CUST,3592	\$2,382.00	K	31%	\$1,643.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRAL OCIC
5 5	90949312SPL 90949334	SEL: FRU,MAINT TPS, 5-TPK,CERT,3592 SEL: FRU,TRANSPORTER,ENT	\$1,352.00 \$19,615.00	K K	31% 31%	\$932.88 \$13,534.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949349	SEL: TAPES;TPK;NO CVR;CERT;LTO-5	\$489.00	K	31%	\$337.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949350 90949357	SEL: TAPES;TPK;NO CVR;CUST;LTO-5 SEL: FRU:UPG:SPECTRA LS:GEN III	\$489.00 \$11,077.00	K	31% 31%	\$337.41 \$7,643.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90949371	SEL: FRU;UPG;SPECTRA LS;GEN III SEL: FRU,CABLES,T950,EXP,UPGRADE	\$11,077.00	K	31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949374SL	SEL: TAPES,LTO5,CUST,10,CASE,NOTPK	\$501.00	K	31%	\$345.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949375SL 90949382-F	SEL: TAPES,LTO5,10,CERT,CASE,NOTPK SEL: FRU,UPG,LTO-6,FC,FH,T950	\$501.00 \$23,906.00	K K	31% 31%	\$345.69 \$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	90949382T20-F	SEL: FRU,UPG,LTO-6,FC,FH,T200	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5		SEL: FRU,UPG,LTO-6,FC,FH,T380	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRAL OCIC
5	90949382T68-F	SEL: FRU,UPG,LTO-6,FC,FH,T680	\$23,906.00	К	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					N	VP 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	THIRD PARTY PRODUCT PARTNER
5	90949382TFI-F 90949396	SEL: FRU,UPG,LTO-6,FC,FH,TFIN SEL: TAPES,TERAPACK,CERT,LTO-6	\$24,781.00 \$791.00		31% 31%	\$17,098.89 \$545.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949397	SEL: TAPES,TERAPACK,CUST,LTO-6	\$791.00	K	31%	\$545.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949398 90949399	SEL: TAPES,TPK,NO CVR,CERT,LTO-6 SEL: TAPES,TPK,NO CVR,CUST,LTO-6	\$784.00 \$784.00		31% 31%	\$540.96 \$540.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949404	SEL: TAPES,1PK,NO CVK,CUS1,E10-6 SEL: TAPES,20 TERAPACKS,CERT,LTO-6	\$15,815.00		31%	\$10,912.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949405	SEL: TAPES,20 TERAPACKS,CUST,LTO-6	\$15,815.00	K	31%	\$10,912.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5	90949406 90949408	SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6 SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$15,681.00 \$1,515.00	K	31% 31%	\$10,819.89 \$1,045.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949410	SEL: FRU,TAPE,LTO-6,CERTIFIED	\$78.00	K	31%	\$53.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949412 90949414SL	SEL: TAPES,LTO6,10,CERT,CASE,NOTPK SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$770.00 \$954.00	K	31% 31%	\$531.30 \$658.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949415SL	SEL: TAPES,TRPK,CEGT,ETOG WORM,T950	\$954.00	K	31%	\$658.26	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949437	SEL: FRU,SPECTRA LS,TFIN	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949439 90949439TFIN	SEL: FRU,EDBA,PYTHON SEL: FRU,EDBA,TFIN	\$6,148.00 \$6,092.00		31% 31%	\$4,242.12 \$4,203.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949442	SEL FRU,LTO-6,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442-F	SEL UPG,FRU,LTO-6,FC,FH,IMPACT	\$23,906.00		31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949442T200 90949442T20-F	SEL FRU,LTO-6,T200,FC,FH,IMPACT SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$23,906.00 \$23,906.00		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	90949442T380	SEL FRU,LTO-6,T380,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949442T38-F 90949442T680	SEL UPG,LTO-6,T380,FC,FH,IMPACT SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$23,906.00 \$23,906.00	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	90949442T68-F	SEL UPG,LTO-6,T680,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949442TFI-F	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT	\$24,781.00		31%	\$17,098.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949442TFIN 90949468	SEL FRU,LTO-6,TFIN,FC,FH,IMPACT SEL: TAPES,TERAPACK,CERT,LTO-6,MP	\$23,906.00 \$751.00		31% 31%	\$16,495.14 \$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	90949469	SEL: TAPES,TERAPACK,CUST,LTO-6,MP	\$751.00	K	31%	\$518.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949470 90949472	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$744.00 \$15,008.00		31% 31%	\$513.36 \$10,355.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949476	SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$1,434.00		31%	\$989.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949488-F 90949489	SEL: UPG,SLS,SW-KEY,QIP-CON,T950 SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00 \$6,538.00		31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949538-F 90949538TFIN	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00 \$4.154.00	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	90949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949539-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5	90949539TFIN 90949539TFIN-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00 \$4,154.00		31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949553	SEL: FRU LS SD CARD IND TFIN	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949554 90949558T2	SEL: FRU LS SD CARD IND T-SERIES	\$1.00	K	31% 31%	\$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5	90949558T2-F	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00 \$49,846.00	K	31%	\$34,393.74 \$34,393.74	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949558T380T2	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00		31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949558T380T2-F 90949558TFINT2	SEL: FRU,TS1150,DRV,T380,IMPACT,T2 SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00 \$49,846.00		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	90949558TFINT2-F	SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949559TFINT2-F 90949565	SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2 SEL: TAPES,20 TPK,CUST,3592 JD	\$49,846.00 \$93,692.00		31% 31%	\$34,393.74 \$64,647.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949566	SEL: TAPES,TPK,CERT,3592 JD	\$4,685.00		31%	\$3,232.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949567	SEL: TAPES,TPK,CUST,3592 JD	\$4,685.00		31%	\$3,232.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949578 90949578-F	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T950	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578T200	SEL: FRU,RIM2,T200	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949578T200-F 90949578T380	SEL: FRU,RIM2,T200 SEL: FRU.RIM2.T380	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8.598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578T380-F	SEL: FRU,RIM2,T380	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949578T680	SEL: FRU,RIM2,T680	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90949578T680-F 90949578TFIN	SEL: FRU,RIM2,T680 SEL: FRU,RIM2,TFIN	\$12,462.00 \$12,462.00		31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949578TFIN-F	SEL: FRU,RIM2,TFIN	\$12,462.00		31%	\$8,598.78	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90949581 90949582	SEL:PREPUR,NEW,LTO-7,FC,T950 SEL:PREPUR.NEW.LTO-7.FC.TFIN	\$6,231.00 \$6,231.00		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	90949584	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,T950	\$6,231.00	K	31%	\$4,299.39	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5	90949585 90949613	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,TFIN SEL: TAPES,TERAPACK,CERT,LTO-7	\$6,231.00 \$2,518.00		31% 31%	\$4,299.39 \$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 5	90949613	SEL: TAPES,TERAPACK,CERT,LTO-7 SEL: TAPES,TERAPACK,CUST,LTO-7	\$2,518.00 \$2,518.00		31%	\$1,737.42 \$1,737.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949615T200-F 90949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T200 SEL: FRU,UPG,LTO-7,FC,FH,T380	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T680	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949615TFIN-F	SEL: FRU,UPG,LTO-7,FC,FH,TFIN	\$24,600.00		31%	\$16,974.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 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		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	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90949616T200-F 90949616T380	SEL: UPG,LTO-7,FC,FH,IMPACT,T200 SEL: FRU,LTO-7,FC,FH,IMPACT,T380	\$24,600.00 \$24,600.00		31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949616T380-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00		31%	\$16,974.00 \$16,974.00	\$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	\$0.00	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		31% 31%	\$16,974.00 \$16,974.00	\$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	\$0.00	SPECTRALOGIC
5 5	90949621 90949625	SEL: FRU,BRUSHES,TFIN,CARBON SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT	\$1.00		31% 31%	\$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	90949626	SEL: FRU, MAIN, PWR RAILS, G2, UPG KIT SEL: FRU, LSB, PWR RAILS, G2, UPG KIT	\$1.00 \$1.00		31%	\$0.69 \$0.69	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949628	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	90949629 90949635	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT SEL: TPK,LTO-7,CERT,NCVR	\$1.00 \$2,511.00		31% 31%	\$0.69 \$1,732.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC 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	\$0.00	SPECTRALOGIC
5 5	90949637 90949638	SEL: 20TPK,LTO-7,CERT SEL: 20TPK,LTO-7,CUST	\$50,341.00 \$50,341.00		31% 31%	\$34,735.29 \$34,735.29	\$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	\$0.00	SPECTRALOGIC
5 5	90949640 90949641	SEL: 20TPK,LTO-7,CUST,NCVR SEL: TAPES,LTO-7,CERT,CLAM20	\$50,077.00 \$4,971.00		31% 31%	\$34,553.13 \$3,429.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20	\$4,971.00		31%	\$3,429.99	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	90949643 90949644	SEL: FRU,TAPE,LTO-7,CERT	\$251.00		31% 31%	\$173.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949645	SEL: FRU,TAPE,LTO-7,CUST SEL: TAPES,LTO-7,CERT,CASE10	\$251.00 \$2,492.00		31%	\$173.19 \$1,719.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949646	SEL: TAPES,LTO-7,CUST,CASE10	\$2,492.00	K	31%	\$1,719.48	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5	90959034 90959034-F	SEL: FRU;T120;COD;5 SLOT KEY SEL: FRU:T120;COD:5 SLOT KEY	\$647.00 \$647.00		31% 31%	\$446.43 \$446.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90959042	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959042-F 90959209	SEL: FRU;SLS;SOFTWARE;DIRECT;T120 SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00 \$6,538.00		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-F	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90959226 90959240	SEL: FRU;N 1 POWER PACK;ROHS ONLY	\$2,769.00	K	31% 31%	\$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
5 5	90959240	SEL: FRU;DRIVE SHELF;HH;T120 SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$24.00 \$452.00	K	31%	\$16.56 \$311.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00	K	31%	\$311.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959257 90959261	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120 SEL: FRU,LTO-6,HH,FC,T120	\$446.00 \$18,822.00		31% 31%	\$307.74 \$12.987.18	\$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	SPECTRALOGIC
5 5	90959262 90959262-F	SEL: FRU,LTO-6,HH,SAS,T120	\$17,662.00		31% 31%	\$12,186.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959268	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120 SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120	\$17,662.00 \$684.00		31%	\$12,186.78 \$471.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$691.00		31%	\$476.79	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90959274 90959276	SEL: TAPES,TPK,CERT,LTO-6,T120,MP SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$658.00 \$651.00		31% 31%	\$454.02 \$449.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959289	SEL:PREPUR,LTO-7,FC,HH,T120	\$5,077.00	K	31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959290 90959295	SEL:PREPUR,LTO-7,SAS,HH,T120 SEL: FRU,LTO-7,HH,FC,T120	\$5,000.00 \$19,428.00		31% 31%	\$3,450.00 \$13,405.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959295-F	SEL: UPG,LTO-7,HH,FC,T120	\$19,554.00		31%	\$13,492.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959296	SEL: FRU,LTO-7,HH,SAS,T120	\$17,535.00		31% 31%	\$12,099.15	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		SPECTRALOGIC
5 5	90959296-F 90959297	SEL: UPG,LTO-7,HH,SAS,T120 SEL: TPK.LTO-7.CERT.120.NCVR	\$17,535.00 \$2,062.00		31%	\$12,099.15 \$1,422.78	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90959298	SEL: TPK,LTO-7,CUST,120,NCVR	\$2,062.00	K	31%	\$1,422.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90959301 90959302	SEL: TPK,LTO-7,CERT,120 SEL: TPK,LTO-7,CUST,120	\$2,069.00 \$2,069.00		31% 31%	\$1,427.61 \$1,427.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00	K	31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90979018-F 90979438	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E SEL: T50.ENCRYPTION.PROFESSIONAL	\$3,269.00 \$6,538.00		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		31%	\$4,511.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90979471	SEL: FRU; POWER SUPPLY; T50E	\$1,149.00		31%	\$792.81	\$0.00	\$0.00	\$0.00				SPECTRALOGIC
5 5	90979471-F 90979473	SEL: FRU;UPGRD;POWER SUPPLY;T50E SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$1,149.00 \$0.00		31% 31%	\$792.81 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				SPECTRALOGIC SPECTRALOGIC
5	90979476	SEL: COD-KEY;5 SLOT;T50E	\$647.00	K	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	90979476U-F 90979478	SEL: FRU,COD-KEY,5 SLOT,T50E SEL: COD-KEY;1 SLOT;T50E	\$647.00 \$129.00		31% 31%	\$446.43 \$89.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC 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	\$0.00	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		31% 31%	\$6,759.24 \$6,759.24	\$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		31%	\$5,918.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		31% 31%	\$5,918.82	\$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		31%	\$3,184.35 \$3,396.87	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00		31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90979523-F 90979524	SEL: UPG,LTO-7,HH,FC,T50E SEL: FRU,LTO-7,SAS,HH,T50E	\$10,975.00 \$10,092.00		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	SPECTRALOGIC
5 5	90PCPSQLL1001 90PCPSQLL1002	SEL PC Perp SQL License 1 Unit SEL PC Perp SQL License 2-5 Units	\$882.00 \$815.00		31% 31%	\$608.58 \$562.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			KROLL KROLL
5	90PCPSQLL1003	SEL PC Perp SQL License 6-10 Units	\$681.00	K	31%	\$469.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1004 90PCPSQLL1005	SEL PC Perp SQL License 11-20 Units SEL PC Perp SQL License 21-35 Units	\$513.00 \$373.00		31% 31%	\$353.97 \$257.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1006	SEL PC Perp SQL License 36-50 Units	\$301.00	ĸ	31%	\$207.69	\$0.00	\$0.00	\$0.00		\$0.00		KROLL
5	90PCPSQLL1007	SEL PC Perp SQL License 51-100 Units	\$196.00 \$147.00	K	31% 31%	\$135.24	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		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	31%	\$101.43 \$83.49	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1010	SEL PC Perp SQL License 301-400 Units	\$105.00	K	31%	\$72.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1011 90PCPSQLL1012	SEL PC Perp SQL License 401-500 Units SEL PC Perp SQL License 501-600 Units	\$96.00 \$87.00		31% 31%	\$66.24 \$60.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	KROLL KROLL
5	90PCPSQLL1013	SEL PC Perp SQL License 601-700 Units	\$81.00	K	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5		SEL PC Perp SQL License 701-800 Units SEL PC Perp SQL License 801-900 Units	\$77.00 \$71.00		31% 31%	\$53.13 \$48.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				KROLL KROLL
5	90PCPSQLL1016	SEL PC Perp SQL License 901-1000 Units	\$67.00	K	31%	\$46.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCPSQLL1017	SEL PC Perp SQL License 1001+ Units PC Perp EXPP License 11-35 Units	\$58.00		31%	\$40.02	\$0.00	\$0.00	\$0.00				KROLL
5 5	90PCREX1035U 90PCREX1U	PC Perp EXPP License 11-35 Units PC Perp EXPP License 1 Unit	\$691.00 \$1,797.00		31% 31%	\$476.79 \$1,239.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				KROLL KROLL
5	90PCREX210U	PC Perp EXPP License 2-10 Units	\$1,048.00	K	31%	\$723.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCREX3650U 90PCREX51U	PC Perp EXPP License 36-50 Units PC Perp EXPP License 51+ Units	\$520.00 \$439.00		31% 31%	\$358.80 \$302.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		KROLL KROLL
5	90PCRSP1035URBS	SEL PC Perp SP+RBS Lic 11-35 TBs	\$1,988.00	K	31%	\$1,371.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5		SEL PC Perp SP+RBS Lic 1 TB SEL PC Perp SP+RBS Lic 2-10 TBs	\$4,055.00 \$2,839.00		31% 31%	\$2,797.95 \$1,958.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00				KROLL KROLL
5		SEL PC Perp SP+RBS Lic 36-50 TBs	\$1,391.00		31%	\$959.79	\$0.00	\$0.00	\$0.00				KROLL

					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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	90PCRSP51URBS 90PCRTRIAL	SEL PC Perp SP+RBS Lic 51+ TBs PC Trial License	\$1,113.00 \$0.00	K K	31% 31%	\$767.97 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	91019814T200	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	91019814T20-F 91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T200 SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00 \$1,308.00	K K	31% 31%	\$902.52 \$902.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T680 91019814T68-F	SEL: CHAMBER-SLOT KEY ENABLE;T680 SEL: FRU:CHAMBER-SLOT KEY:T680	\$1,308.00	K	31% 31%	\$902.52	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	91019814168-F	SEL: FRU;CHAMBER-SLOT KEY;1680 SEL: ENCRYPTION;PRO;T200-380-680	\$1,308.00 \$6,538.00	K	31%	\$902.52 \$4,511.22	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019816-F	SEL: FRU;ENCRYPTON;PRO;T200-380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	91019817 91019817-F	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00 \$6,538.00	K K	31% 31%	\$4,511.22 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019818	SEL: SLS SFTWR KEY;DIRECT-CONN;T200	\$6,538.00	ĸ	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019818-F	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019824 91019832	SEL: RACK;STANDARD 19 INCH SEL: SLS SW KEY;DIRECTCONN;T380-680	\$4,015.00 \$6,538.00	K K	31% 31%	\$2,770.35 \$4,511.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	91019832-F	SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	91019873 91019874	SEL:PREPUR,NEW,LTO-7,FC,BOA SEL:PREPUR,UPG,LTO-7,FC,ADAPT,BOA	\$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	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	K	31%	\$181.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00	K	31%	\$129.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	9314 9594SL	SEL: CABLE,OPTICAL,50U,LC-LC,20M SEL: CORD,4.5M,L6-20P / LOCKING C19	\$235.00 \$75.00	K K	31% 31%	\$162.15 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	99181992599	SELECT PRECISE 30 DAY TRIAL	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRECISE
5	ACUOSW-AUD	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-CAD ACUOSW-EUR	SEL Acuo Enterprise Software SEL Acuo Enterprise Software	\$1,406.00 \$1,406.00	K 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-GBP	SEL Acuo Enterprise Software	\$1,406.00	K	31%	\$970.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PERCEPTIVE
5 5	ACUOSW-USD ADD-DA	SEL Acuo Enterprise Software SEL ADD-ON DATADVANTAGEANALYTICS ENGINE	\$1,406.00 \$13,000.00	K K	31% 31%	\$970.14 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PERCEPTIVE VARONIS
5	ADD-IDU-DR	SEL Add-On IDU for Disaster Recovery	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ADD-IDU-PR	SEL Add-On IDU for Addi Production Énv	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ADD-IDU-TS	SEL Add-On IDU for Test Environment SEL Adlib CAD Add-on Non-Prod	\$13,000.00 \$12,500.00	K K	31% 31%	\$8,970.00 \$8,625.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS EMC SELCT ADLIB
5		SEL Adlib CAD Add-on Prod	\$25,000.00	ĸ	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMC SELCT ADLIB
5	AIXBMX-40	SEL AI Xprt BrwsrMetrix 10MPgViews-Month SEL AI XprtBrwsrMetrix 100MPgViews-Month	\$26,332.00	K	31%	\$18,169.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIXBMX-50 AIXBMX-60	SEL AI XprtBrwsrMetrix 100MPgViews-Month SEL AI Xprt BrwsrMetrix 1BPaViews-Month	\$223,871.00 \$882,332.00	K K	31% 31%	\$154,470.99 \$608,809.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AIXBMX-70	SEL Al Xprt BrwsrMetrix 10BPgViews-Month	\$1,846,148.00	ĸ	31%	\$1,273,842.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIXCOL AIXCON	SEL Appinternals Xpert Agent	\$3,932.00	K	31% 31%	\$2,713.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5 5	ALTUSDEM30D	SEL AppInternals Xpert Management Server SEL 30 day Free Trial -ALTUS	\$34,455.00 \$0.00	K	31%	\$23,773.95 \$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	K	31%	\$1,471.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SEVEN10
5 5	ALTUS-LIC-N99 ARX-02200-B010	SELECT: License Per TB (51 or >TB's)	\$2,000.00 \$42,702.00	K K	31% 31%	\$1,380.00 \$29,464.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 RIVERBED
5	ARX-02200-B010 ARX-03300-B010	SEL AppResponse 2200 SEL AppResponse 3300	\$66,455.00		31%	\$29,464.36 \$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-03800-B010	SEL AppResponse 3800	\$105,225.00	K	31%	\$72,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-04300-B010 ARX-05100-B010	SEL AppResponse 4300 SEL AppResponse 5100	\$138,455.00 \$177,225.00	K K	31% 31%	\$95,533.95 \$122,285.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00	K	31%	\$174,937.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	ARXCXT10 ARXCXT100	SEL CX-Tracer - 10 Servers SEL CX-Tracer - 100 Servers	\$19,686.00 \$131,686.00	K K	31% 31%	\$13,583.34 \$90,863.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXCXT500	SEL CX-Tracer - 100 Servers	\$329,225.00	K	31%	\$227,165.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXDB	SEL AppResponse DB Module	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL AppResponse Director SEL AppResponse Expansion Chassis	\$52,055.00 \$68,302.00	K 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	ARX-SM-3000	SEL Shark Module for AppResp 3000 series	\$12,302.00	ĸ	31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	ARX-SM-4000 ARX-SM-5000	SEL Shark Module for AppResp 4000 series SEL Shark Module for AppResp 5000 series	\$22,025.00 \$26,455.00	K K	31% 31%	\$15,197.25 \$18,253.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-SM-6000	SEL Shark Module for AppResp 6000 series	\$42,332.00	K	31%	\$10,253.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-UCMM	SEL AppResponse UC Module	\$39,502.00	K	31%	\$27,256.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	ARX-V2000 ARXVMON	SEL AppResponse v2000 SEL AppResponse VMon	\$32,855.00 \$14,517.00	K 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	\$0.00	RIVERBED
5	ARXVOI250 ARXVOI500	SEL AppResponse VoIP Module 1-250 Calls SEL AppResponse VoIP Module 1-500 Calls	\$7,871.00 \$13,163.00	K K	31% 31%	\$5,430.99 \$9,082.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ASENX	SEL AppSensor Xpert	\$26,332.00	K	31%	\$18,169.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ASESNMP	SEL AppSensor SNMP Adapter Pack	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ATXP ATXS	SEL AppTransaction Plus SEL AppTransaction Standard	\$109,286.00 \$77,655.00	K K	31% 31%	\$75,407.34 \$53,581.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	AUTDT25GSC	SEL CA-AUTDT25-G-SSS-C)	\$699.00	ĸ	31%	\$482.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AUTDT25GSC-I	SEL CA-AUTDT25-G-SSS-C)	\$769.00	K	31%	\$530.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AUTDT25PSC AUTDT25PSC-I	SEL CA-AUTDT25-P-SSS-C) SEL CA-AUTDT25-P-SSS-C)	\$831.00 \$914.00	K K	31% 31%	\$573.39 \$630.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AUTSV25GSC	SEL CA-AUTSV25-G-SSS-C)	\$2,100.00	K	31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AUTSV25GSC-I AUTSV25PSC	SEL CA-AUTSV25-G-SSS-C) SEL CA-AUTSV25-P-SSS-C)	\$2,310.00 \$2,500.00	K K	31% 31%	\$1,593.90 \$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	AUTSV25PSC-I	SEL CA-AUTSV25-P-SSS-C) SEL CA-AUTSV25-P-SSS-C)	\$2,750.00	K	31%	\$1,725.00 \$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	B218-0020-000	SELECT CN-FLASH - COMPACT FLASH	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CIENA
5 5	BLEDTM BMADVENTADC	SEL BLAZON ENTERPRISE SEL BM-ADV-ENT-AD-UG-C)	\$7,500.00 \$16,500.00	K K	31% 31%	\$5,175.00 \$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA VMWARE
5	BMADVENTADC-I	SEL BM-ADV-ENT-AD-UG-C)	\$19,305.00	K	31%	\$13,320.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	BMADVENTADC-K BMADVENTFNC	SEL BM-ADV-ENT-AD-UG-C) SEL BM-ADV-ENT-FN-UG-C)	\$17,165.71 \$165,000.00	K K	31% 31%	\$11,844.34 \$113,850.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL BM-ADV-ENT-FN-UG-C)	\$193,050.00		31%	\$133,204.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	BMADVENTFNC-K	SEL BM-ADV-ENT-FN-UG-C)	\$171,657.11	K	31%	\$118,443.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5	BMENTADCV2 BMENTADCV2-I	SEL BM-ENT-AD-C) SEL BM-ENT-AD-C)	\$60,000.00 \$70,200.00		31% 31%	\$41,400.00 \$48,438.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMENTADCV2-K	SEL BM-ENT-AD-C)	\$62,327.46	K	31%	\$43,005.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	BMENTFNDCV2 BMENTFNDCV2-I	SEL BM-ENT-FND-C) SEL BM-ENT-FND-C)	\$300,000.00 \$351,000.00		31% 31%	\$207,000.00 \$242,190.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5		SEL BM-ENT-FND-C)	\$311,814.26	ĸ	31%	\$215,151.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL BM-ENT-FN-G-SAAS-C) SEL BM-ENT-FN-P-SAAS-C)	\$93,792.03 \$103,702.13		31% 31%	\$64,716.50 \$71,554.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL BM VMW PI ORCL EM12c per unit	\$1,846.00		31%	\$1,273.74	\$0.00	\$0.00	\$0.00		\$0.00		BLUE MEDORA
5		SEL BM VMW PI ORCL EM12c ASM UNIT	\$353.00		31%	\$243.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5 5	BM-V-CIS-UCS BM-V-DELCOM	SEL BM VMW vROps MP CIS UCS UNIT SEL BM VMW vROpsMP DELCOM UNIT	\$538.00 \$538.00		31% 31%	\$371.22 \$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-F5BIP-PE	SEL BM VMW vROpsMP F5PIPPE UNIT	\$4,777.00	K	31%	\$3,296.13	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BLUE MEDORA
5 5	BM-V-F5BIP-VE BM-V-IBM-DB2	SEL BM VMW vROpsMP F5PIPVE UNIT SEL BM VMW vROps MP DB2 UNIT	\$892.00 \$762.00		31% 31%	\$615.48 \$525.78	\$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-ITM	SEL BM VMW vROpsMP ITM UNIT	\$34,615.00		31%	\$23,884.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BLUE MEDORA
5 5	BM-V-LEN-COM BM-V-LEN-NET	SEL BM VMW vROpsMP LEN Com UNIT SEL BM VMW vROpsMP LEN NET UNIT	\$538.00 \$1,615.00	K	31% 31%	\$371.22 \$1,114.35	\$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-MS-SQL	SEL BM VMW vROpsMP MS SQL UNIT	\$7,615.00	K	31%	\$525.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5	BM-V-OEM-ENT	SEL BM VMW vCOps MP ORCL EM	\$34,615.00		31%	\$23,884.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
5 5	BM-V-OEM-ENT-M BM-V-PGSQL	SEL BM VMW vCOps MP ORCL EM ASM SEL BM VMW vROpsMP PGSQL UNIT	\$5,882.00 \$762.00		31% 31%	\$4,058.58 \$525.78	\$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	SEL BM VMW vROps MP SAP UNIT	\$1,923.00	K	31%	\$1,326.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BLUE MEDORA
5 5		SEL BM VMW vCOps MP SAP CCMS ASM UNIT SEL BM VMW vROps MP SAP HANA UNIT	\$353.00 \$1,923.00		31% 31%	\$243.57 \$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-HANA-M	SEL BM VMW vCOps MP SAP HANA ASM UNIT	\$353.00	K	31%	\$243.57	\$0.00	\$0.00	\$0.00		\$0.00		BLUE MEDORA
5 5	BM-V-XEN-DT	SEL BM VMW vCOps MP Xen XenApp DT 100ct	\$6,154.00		31% 31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BLUE MEDORA
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%	\$124.20 \$117.99	\$0.00 \$0.00	\$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		31%	\$111.78	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5 5	BP-AOC-D BP-AOC-E	SEL BRAVA FOR CAD ASSET OPS 1500-1999 SEL BRAVA FOR CAD ASSET OPS 2000-4999	\$153.00 \$144.00		31% 31%	\$105.57 \$99.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-AOC-F	SEL BRAVA FOR CAD ASSET OPS 5000+	\$126.00	K	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-AOI-A BP-AOI-B	SEL BRAVA FOR DOCS ASSET OPS 25-499 SEL BRAVA FOR DOCS ASSET OPS 500-999	\$75.00 \$71.00		31% 31%	\$51.75 \$48.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-AOI-C	SEL BRAVA FOR DOCS ASSET OPS 1000-1499	\$68.00		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-AOI-D BP-AOI-E	SEL BRAVA FOR DOCS ASSET OPS 1500-1999	\$64.00 \$60.00	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-AOI-E BP-AOI-F	SEL BRAVA FOR DOCS ASSET OPS 2000-4999 SEL BRAVA FOR DOCS ASSET OPS 5000+	\$53.00		31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPC-A	SEL BRAVA FOR CAD CAPITAL PRJ 25-499	\$180.00		31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-CPC-B BP-CPC-C	SEL BRAVA FOR CAD CAPITAL PRJ 500-999 SEL BRAVA FOR CAD CAPITAL PRJ 1000-1499	\$171.00 \$162.00		31% 31%	\$117.99 \$111.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA
5	BP-CPC-D	SEL BRAVA FOR CAD CAPITAL PRJ1500-1999	\$153.00	K	31%	\$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-CPC-E BP-CPC-F	SEL BRAVA FOR CAD CAPITAL PRJ 2000-4999 SEL BRAVA FOR CAD CAPITAL PRJ 5000+	\$144.00 \$126.00		31% 31%	\$99.36 \$86.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPI-A	SEL BRAVA FOR DOCS CAPITAL PRJ 25-499	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-CPI-B BP-CPI-C	SEL BRAVA FOR DOCS CAPITAL PRJ 500-999 SEL BRAVA FOR DOCS CAPITAL PRJ 1000-1499	\$71.00 \$68.00		31% 31%	\$48.99 \$46.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPI-D	SEL BRAVA FOR DOCS CAPITAL PRO 1000-1499 SEL BRAVA FOR DOCS CAPITAL PRJ 1500-1999	\$64.00		31%	\$44.16	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-CPI-E BP-CPI-F	SEL BRAVA FOR DOCS CAPITAL PRJ 2000-4999	\$60.00		31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-D2C-A	SEL BRAVA FOR DOCS CAPITAL PRJ 5000+ SEL BRAVA FOR CAD D2 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	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-D2C-B	SEL BRAVA FOR CAD D2 500-999	\$171.00		31%	\$117.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-D2C-C BP-D2C-D	SEL BRAVA FOR CAD D2 1000-1499 SEL BRAVA FOR CAD D2 1500-1999	\$162.00 \$153.00		31% 31%	\$111.78 \$105.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-D2C-E	SEL BRAVA FOR CAD D2 2000-4999	\$144.00	K	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-D2C-F BP-D2I-A	SEL BRAVA FOR CAD D2 5000PLUS SEL BRAVA FOR DOCS D2 25-499	\$126.00 \$75.00	K	31% 31%	\$86.94 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-D2I-B	SEL BRAVA FOR DOCS D2 500-999	\$71.00	ĸ	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-D2I-C BP-D2I-D	SEL BRAVA FOR DOCS D2 1000-1499 SEL BRAVA FOR DOCS D2 1500-1999	\$68.00 \$64.00	K	31% 31%	\$46.92 \$44.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-D2I-E	SEL BRAVA FOR DOCS D2 2000-4999	\$60.00	K	31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-D2I-F BP-DCTMC-A	SEL BRAVA FOR DOCS D2 5000PLUS SEL Brava for CAD Webtop 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 IGC BRAVA
5	BP-DCTMC-A BP-DCTMC-B	SEL Brava for CAD Webtop 25-499 SEL Brava for CAD Webtop 500-999	\$180.00 \$171.00		31% 31%	\$124.20 \$117.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		IGC BRAVA
5	BP-DCTMC-C	SEL Brava for CAD Webtop 1000-1499	\$162.00	K	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-DCTMC-D BP-DCTMC-E	SEL Brava for CAD Webtop 1500-1999 SEL Brava for CAD Webtop 2000-4999	\$153.00 \$144.00		31% 31%	\$105.57 \$99.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-DCTMC-F	SEL Brava for CAD Webtop 5000+	\$126.00	K	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-DCTMI-A BP-DCTMI-B	SEL Brava for Docs Webtop 25-499 SEL Brava for Docs Webtop 500-999	\$75.00 \$71.00	K	31% 31%	\$51.75 \$48.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-DCTMI-C	SEL Brava for Docs Webtop 1000-1499	\$68.00		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-DCTMI-D BP-DCTMI-E	SEL Brava for Docs Webtop 1500-1999 SEL Brava for Docs Webtop 2000-4999	\$64.00 \$60.00		31% 31%	\$44.16 \$41.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-DCTMI-F	SEL Brava for Documents Webtop 5000+	\$53.00		31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IGC BRAVA
5	BP-DCTMS	SELECT ADDITIONAL BRAVA SERVER SEL Brava for CAD SharePoint25-499	\$3,750.00		31%	\$2,587.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IGC BRAVA
5 5	BP-SPDTMC-A BP-SPDTMC-B	SEL Brava for CAD SharePoint25-499 SEL Brava for CAD SharePoint 500-999	\$180.00 \$171.00		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-SPDTMC-C	SEL Brava for CAD SharePoint 1000-1499	\$162.00	K	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-SPDTMC-D BP-SPDTMC-E	SEL Brava for CAD SharePoint 1500-1999 SEL Brava for CAD SharePoint 2000-4999	\$153.00 \$144.00		31% 31%	\$105.57 \$99.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-SPDTMC-F	SEL Brava for CAD SharePoint 5000+	\$126.00	K	31%	\$86.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-SPDTMI-A BP-SPDTMI-B	SEL Brava for Docs SharePoint 25-499 SEL Brava for Docs SharePoint 500-999	\$75.00 \$71.00		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-SPDTMI-C	SEL Brava for Docs SharePoint 1000-1499	\$68.00	K	31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-SPDTMI-D BP-SPDTMI-F	SEL Brava for Docs SharePoint 1500-1999 SEL Brava for Docs SharePoint 2000-4999	\$64.00 \$60.00		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-SPDTMI-F	SEL Brava for Docs SharePoint 5000+	\$53.00		31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	IGC BRAVA
5	BP-XCPC-A	SEL Brava for CAD xCP 25-499	\$180.00	К	31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAN		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)		THIRD PARTY PRODUCT PARTNER
5 5	BP-XCPC-B BP-XCPC-C	SEL Brava for CAD xCP 500-999 SEL Brava for CAD xCP 1000-1499	\$171.00 \$162.00		31% 31%	\$117.99 \$111.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5 5	BP-XCPC-D BP-XCPC-E	SEL Brava for CAD xCP 1500-1999 SEL Brava for CAD xCP 2000-4999	\$153.00 \$144.00		31% 31%	\$105.57 \$99.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	IGC BRAVA
5	BP-XCPC-E BP-XCPC-F	SEL Brava for CAD xCP 2000-4999 SEL Brava for CAD xCP 5000+	\$144.00 \$126.00		31%	\$99.36 \$86.94	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		IGC BRAVA IGC BRAVA
5	BP-XCPI-A	SEL Brava for Docs xCP 25-499	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA
5 5	BP-XCPI-B BP-XCPI-C	SEL Brava for Docs xCP 500-999 SEL Brava for Docs xCP 1000-1499	\$71.00 \$68.00		31% 31%	\$48.99 \$46.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5 5	BP-XCPI-D BP-XCPI-E	SEL Brava for Docs xCP 1500-1999	\$64.00 \$60.00		31% 31%	\$44.16 \$41.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA
5	BP-XCPI-E BP-XCPI-F	SEL Brava for Docs xCP 2000-4999 SEL Brava for Docs xCP 5000+	\$53.00		31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00		IGC BRAVA IGC BRAVA
5		SEL-Perp(1 License), Bare Mtl 1-4 Cores	\$3,365.00		31%	\$2,321.85	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5 5		SEL-Perp(1 License), Bare Metal 5+ Cores SEL-Perp(1 License), Virtual Machine	\$6,585.00 \$2,375.00		31% 31%	\$4,543.65 \$1,638.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET
5	BR-5600P-1V BR-AMP-UPG-01	SEL-5600 vRTR Perp(1 Lic)w/1 vCPU DP Lic	\$1,049.00		31%	\$723.81	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	BR-BFO-SML	SEL ANALYTICS MONITORING PLATFORM,24 SFP SEL Flow Optimize-Lic 20G traffic mgmt	\$499,800.00 \$5,000.00		31% 31%	\$344,862.00 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	BROCADE BROCADE ETHERNET
5		SEL-Cons cable, male mini-USB/male RJ-45	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5 5	CEADC-BRNZ CEADC-GOLD	SEL Cloudera Analytic Brnz TB (100 min) SEL Cloudera Analytic Gold TB (100 min)	\$787.69 \$984.62		31% 31%	\$543.51 \$679.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5 5	CEADN-BRNZ	SEL Cloudera Analytic Brnz Node (10 min)	\$7,876.92		31%	\$5,435.07	\$0.00	\$0.00	\$0.00		\$0.00		CLOUDERA
5	CEADN-GOLD CEBC-BRNZ-I	SEL Cloudera Analytic Gold Node (10 min) SEL Cloudera Basic Bronze TB (100 min)	\$9,846.15 \$196.92		31% 31%	\$6,793.84 \$135.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEBC-GOLD-I	SEL Cloudera Basic Gold TB (100 min)	\$246.15		31% 31%	\$169.84	\$0.00	\$0.00	\$0.00		\$0.00		CLOUDERA
5 5	CEBN-BRNZ-I CEBN-GOLD-I	SEL Cloudera Basic Bronze Node (10 min) SEL Cloudera Basic Gold Node (10 min)	\$1,969.23 \$2,461.54		31%	\$1,358.77 \$1,698.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDEC-BRNZ	SEL Cloudera Data Eng Brnz TB (100 min)	\$393.85		31%	\$271.76	\$0.00	\$0.00	\$0.00		\$0.00		CLOUDERA
5 5	CEDEC-GOLD CEDEN-BRNZ	SEL Cloudera Data Eng Gold TB (100 min) SEL Cloudera Data Eng Brnz Node (10 min)	\$492.31 \$3,938.46		31% 31%	\$339.69 \$2,717.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDEN-GOLD	SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08		31%	\$3,396.93	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CLOUDERA
5 5	CEDHC-BRNZ CEDHC-GOLD	SEL Cloudera EDHub Bronze TB (100 min) SEL Cloudera EDHub Gold TB (100 min)	\$984.62 \$1,230.77		31% 31%	\$679.39 \$849.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEDHN-BRNZ	SEL Cloudera EDHub Bronze Node (10 min)	\$9,846.15	K	31%	\$6,793.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5	CEDHN-GOLD CEODC-BRNZ	SEL Cloudera EDHub Gold Node (10 min) SEL Cloudera Operatnl Brnz TB (100 min)	\$12,307.69 \$590.77		31% 31%	\$8,492.31 \$407.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CEODC-GOLD	SEL Cloudera Operatril Gold TB (100 min)	\$738.46	K	31% 31%	\$509.54	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5	CEODN-BRNZ CEODN-GOLD	SEL Cloudera Operatni Brnz Node (10 min) SEL Cloudera Operatni Gold Node (10 min)	\$5,907.69 \$7,384.62		31%	\$4,076.31 \$5,095.39	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CLOUDERA CLOUDERA
5	CLSS-0000000-PS	SEL Adlib Classification Suite	\$456,250.00	K	31%	\$314,812.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMC SELCT ADLIB
5 5	CMC-H-10-1 CMC-H-10-2	SELECT 10 PACK CMC LICENSES (QTY 0-4) SELECT 10 PACK CMC LICENSES (QTY 5-19)	\$3,077.00 \$2,462.00		31% 31%	\$2,123.13 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 20-44)	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CMC-H-10-4 CMC-H-10-5	SELECT 10 PACK CMC LICENSES (QTY 45-94) SELECT 10 PACK CMC LICENSES (QTY 95-194)	\$1,108.00 \$923.00		31% 31%	\$764.52 \$636.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED 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		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		31% 31%	\$2,123.13 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-3	SELECT CMC-VE LICENSES (QTY 24-29)	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	CMC-S-10-4 CMC-S-10-5	SELECT CMC-VE LICENSES (QTY 50-99) SEL CMC-VE Licenses (Qty 100-199)	\$1,108.00 \$923.00		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 5	CMC-S-10-6 CMC-VE-INST	SEL CMC-VE Licenses (Qty 200+)	\$677.00 \$1,846.00		31% 31%	\$467.13 \$1,273.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	CQBEMC679	SEL VIRTUAL CMC LICENSE SEL VSPEX Branded Dyn Cab 600x1200	\$3,569.00		31%	\$2,462.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	CQSBEMC679 CQSE1679	SEL VSPEX Branded Dyn Cab 600x1200 SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$4,496.00 \$11,545.00		31% 31%	\$3,102.24 \$7,966.05	\$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 T	\$11,596.00		31%	\$8,001.24	\$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		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	\$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	\$0.00	PANDUIT
5 5	CQSE2G679 CQSE4679	SEL VSPEX Branded 600VM 2 Dyn600x1200 G SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$19,807.00 \$21,830.00		31% 31%	\$13,666.83 \$15,062.70	\$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	\$0.00	PANDUIT
5 5	CQSEMCLB679I CQSEMCLC679	SEL VSPEX 250VM BROCADEIBM 600X1200 DYN SEL VSPEX Branded 250VM CH 600X1200 Dvn	\$7,582.00 \$10,648.00		31% 31%	\$5,231.58 \$7,347.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		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	\$0.00	PANDUIT
5 5	CQSEMCLDCC679	SEL VSPEX CISCO 2000VDI 600X1200 DYN SOL SEL VSPEX Branded 100VM 600x1200 Dyn Sol	\$11,921.00 \$8,226.00		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	\$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		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	\$0.00	PANDUIT
5	CQSEMCMDCC679 CQSEMCMP679	SEL VSPEX CISCO 1000VDI 600X1200 DYN SOL SEL VSPEX Branded 125VM 600x1200 Dyn Sol	\$11,139.00 \$8,867.00		31% 31%	\$7,685.91 \$6.118.23	\$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	\$0.00	PANDUIT
5 5		SEL VSPEX 125VM BROCADEIBM 600X1200 DYN SEL VSPEX Branded 125VM CH 600x1200 Dyn	\$7,493.00 \$9,207.00		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	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	\$0.00	PANDUIT
5 5		SEL VSPEX Branded 50VM CH 600x1070 Dyn SEL VSPEX 500VDI BROCADEHP 600X1200 DYN	\$7,775.00 \$10,842.00		31% 31%	\$5,364.75 \$7,480.98	\$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	\$0.00	PANDUIT
5 5	CS1000HA-ISLN CS100HA-ISLN	SEL Aspera Cnct Svr-1 Gbps-HA-ISLN SEL Aspera Cnct Svr-100 Mbps-HA-ISLN	\$144,000.00 \$48,000.00		31% 31%	\$99,360.00 \$33,120.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ASPERA ASPERA
5	CS155HA-ISLN	SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$66,000.00	K	31%	\$45,540.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5 5	CS2400HA-ISLN CS450HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$192,000.00 \$108,000.00		31% 31%	\$132,480.00 \$74,520.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ASPERA ASPERA
5	CS45HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN	\$30,000.00	K	31%	\$20,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5 5	CS5000HA-ISLN CSITDVCC1002	SEL Aspera Cnct Svr-5 Gbps-HA-ISLN SEL Dev ImageTrust Client	\$240,000.00 \$1,563.00		31% 31%	\$165,600.00 \$1,078.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ASPERA IMAGE ACCESS
5	CSITDVD21002	SEL Dev Image rust client SEL Dev ImageTrust for D2	\$1,563.00		31%	\$1,078.47	\$0.00	\$0.00	\$0.00		\$0.00		IMAGE ACCESS

			Ī		N/	/P LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
	1						LP MNT		LP MNT				
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	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL Dev HV ImageTrust Client(-170ppm)	\$5,625.00	K	31%	\$3,881.25	\$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		IMAGE ACCESS
5 5		SEL Dev ImageTrust OCR Server SEL Dev ImageTrust Server	\$3,125.00 \$1,250.00		31% 31%	\$2,156.25 \$862.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IMAGE ACCESS IMAGE ACCESS
5	CSITDVTC1002	SEL Dev ImageTrust-Transactional Client	\$1,563.00	K	31%	\$1,078.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IMAGE ACCESS
5 5		SEL Dev ImageTrust for xCP SEL ImageTrust Client	\$1,563.00 \$3,125.00		31% 31%	\$1,078.47 \$2,156.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IMAGE ACCESS IMAGE ACCESS
5		SEL ImageTrust on D2	\$3,125.00		31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5		SEL HV ImageTrust Client(-170ppm)	\$11,250.00		31%	\$7,762.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5 5		SEL ImageTrust Mobile (iOS, Android) SEL ImageTrust OCR Server (non SaaS/BPO)	\$100.00 \$6,250.00		31% 31%	\$69.00 \$4,312.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IMAGE ACCESS IMAGE ACCESS
5	CSITPROS1002	SEL ImageTrust OCR Server (SaaS/BPO)	\$16,250.00	K	31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IMAGE ACCESS
5 5		SEL ImageTrust Server SEL ImageTrust-Transactional Client	\$2,500.00 \$3,125.00		31% 31%	\$1,725.00 \$2,156.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IMAGE ACCESS IMAGE ACCESS
5	CSITPRXC1002	SEL ImageTrust for xCP	\$3,125.00		31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSK-CNCLICUSR1-1	SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$5,532.00		31%	\$3,817.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentNetShkPckAnlyz1ConcLic(5-9) SEL SteelCentNSharkPackAnaly1CncLic10-24	\$4,425.00 \$3,563.00	K K	31% 31%	\$3,053.25 \$2,458.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSK-CNCLICUSR1-4	SEL SteelCentNetSharkPktAnlz1CncLic25 up	\$3,071.00	K	31%	\$2,118.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Pilot Concurrent User 1-4 SEL Pilot Concurrent User 5-9	\$5,532.00 \$4,425.00		31% 31%	\$3,817.08 \$3,053.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Pilot Concurrent User 10-24	\$3,563.00		31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Pilot Concurrent User 25+	\$3,071.00		31%	\$2,118.99	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL CASCADE PILOT 1 USER 1-2 SEL CASCADE PILOT 1 USER 3-4	\$3,686.00 \$3,563.00		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		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	\$0.00	RIVERBED
5 5		SEL CASCADE PILOT 1 USER 10-24 SEL CASCADE PILOT 1 USER 25-49	\$2,791.00 \$2,651.00		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	\$0.00	RIVERBED RIVERBED
5		SEL CASCADE PILOT 1 USER 20-49 SEL CASCADE PILOT 1 USER 50-99	\$2,518.00		31%	\$1,737.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-LIC-USR-7	SEL CASCADE PILOT 1 USER 100-99999	\$2,140.00	K	31%	\$1,476.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Cascade Pilot Personal Edition SEL ATTO 1Port 16Gb FC HBAw/Multipathing	\$1,594.00 \$1,895.00		31% 31%	\$1,099.86 \$1,307.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	CTFC-162E-M02	SEL ATTO 2Port 16Gb FC HBAw/Multipathing	\$2,495.00		31%	\$1,721.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5		SEL ATTO 4Port 16Gb FC HBAw/Multipathing	\$4,995.00	K	31%	\$3,446.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ATTO
5 5		SEL ATTO 1Port 8Gb FC HBA w/Multipathing SEL ATTO 2Port 8Gb FC HBAw/Multipathing	\$1,315.00 \$1,755.00		31% 31%	\$907.35 \$1,210.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ATTO
5	CTFC-84EN-M02	SEL ATTO 4Port 8Gb FC HBA w/Multipathing	\$3,295.00	K	31%	\$2,273.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATTO
5		SEL SERVER CABINET PDU BRACKET KIT	\$150.00		31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5		SEL SteelHead CX255B020 with RiOS (TAA) SEL Steelhead CX570B20 w RiOS BMC Module	\$2,209.00 \$8,855.00		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	\$0.00	RIVERBED
5 5		CYA FN Data Integrity Module CYA FN Extender	\$5,000.00 \$10,000.00		31% 31%	\$3,450.00 \$6,900.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5		SEL CYA SmartRecovery FileNet Granular	\$10,000.00		31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYASRFN-HBOS	SEL CYA SR HOT Point-N-Time Bkup OS Db	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5 5		SEL CYA SR HOT Point-N-Time Bkup PE Db CYA FN Records Retention Module	\$20,000.00 \$5,000.00		31% 31%	\$13,800.00 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5		CYA FN Time Based Recovery Module	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5		SEL CYA HOTBackup DCTM Repository Lic	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5		SEL CYA HOTBackup Server SEL CYA HOTBackup Server for Development	\$18,750.00 \$5,000.00		31% 31%	\$12,937.50 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-CONN2	CYA Connector for DCTM	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5 5		CYA Data Integrity Module	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5		CYA Extender SEL CYA SmartRecovery DCTM Granular	\$10,000.00 \$12,500.00		31% 31%	\$6,900.00 \$8,625.00	\$0.00 \$0.00	\$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	\$0.00	\$0.00	ENCHOICE
5 5		CYA SmartRecovery SMB Repository CYA SmartRecovery Server 100U/50GB	\$2,500.00 \$15,000.00		31% 31%	\$1,725.00 \$10,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5		CYA SmartRecovery Server 250U/100GB	\$25,000.00		31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5		SEL CYA SMARTRECOVERY SERVER (1-4 CPU)	\$50,000.00		31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5		SEL CYA SmartRec SRV Stand-alone >4 CPU CYA SmartRecovery Server 500U/50GB	\$90,000.00 \$30,000.00		31% 31%	\$62,100.00 \$20,700.00	\$0.00 \$0.00	\$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	K	31%	\$31,050.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5 5		SEL CYA SmartRec SRV HA/Cluster >4CPU CYA Time Based Recovery Module	\$65,000.00 \$12,500.00		31% 31%	\$44,850.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5		SEL DATADVANT100000	\$3,900,000.00	K	31%	\$8,625.00 \$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATADVANT10000	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATADVANT1500 SEL DATADVANT150000	\$98,280.00 \$5,733,000.00		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		SEL DATADVANT15000	\$655,200.00		31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATADVANT1000	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL DATADVANT20000 SEL DATADVANT2500	\$829,920.00 \$141,050.00		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	\$1,037,400.00	K	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATADVANT2600	\$118,300.00		31% 31%	\$81,627.00 \$136,354.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATADVANT3500 SEL DATADVANT35000	\$197,470.00 \$1,430,000.00		31%	\$136,254.30 \$986,700.00	\$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	\$0.00	VARONIS
5		SEL DATADVANT4500 SEL DATADVANT4000	\$245,700.00 \$218,400.00		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		SEL DATADVANT500	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-50KL	SEL DATADVANT50000	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATADVANT5000 SEL DATADVANT6000	\$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	DA-750L	SEL DATADVANT750	\$58,500.00	ĸ	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATADVANT7000 SEL DATADVANT8000	\$337,610.00		31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATADVANT8000 SEL DATADVANT9000	\$364,000.00 \$409,500.00		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	DAL-100KL	SEL DATADVANTAGEIDUANALYTICSLITE100000	\$1,950,000.00	K	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAL-10KL	SEL DATADVANTAGEIDUANALYTICSLITE 10000	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND		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)		THIRD PARTY PRODUCT PARTNER
5 5	DAL-1500L DAL-150KL	SEL DATADVANTAGEIDUANALYTICSLITE 1500 SEL DATADVANTAGEIDUANALYTICSLITE150000	\$49,140.00 \$2,866,500.00		31% 31%	\$33,906.60 \$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	DAL-15KL	SEL DATADVANTAGEIDUANALYTICSLITE 15000	\$327,600.00		31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAL-1KL DAL-20KL	SEL DATADVANTAGEIDUANALYTICSLITE 1000 SEL DATADVANTAGEIDUANALYTICSLITE 20000	\$36,855.00 \$414,960.00	K	31% 31%	\$25,429.95 \$286,322.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAL-2500L	SEL DATADVANTAGEIDUANALYTICSLITE 2000 SEL DATADVANTAGEIDUANALYTICSLITE 2500	\$70.525.00	K	31%	\$48.662.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-25KL	SEL DATADVANTAGEIDUANALYTICSLITE 25000	\$518,700.00	K	31%	\$357,903.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	DAL-2KL DAL-3500L	SEL DATADVANTAGEIDUANALYTICSLITE 2000 SEL DATADVANTAGEIDUANALYTICSLITE 3500	\$59,150.00 \$98,735.00	K	31% 31%	\$40,813.50 \$68,127.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAL-35KL	SEL DATADVANTAGEIDUANALYTICSLITE 35000	\$715,000.00		31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DAL-3KL	SEL DATADVANTAGEIDUANALYTICSLITE 3000	\$84,630.00		31%	\$58,394.70	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DAL-4500L DAI -4KI	SEL DATADVANTAGEIDUANALYTICSLITE 4500 SEL DATADVANTAGEIDUANALYTICSLITE 4000	\$122,850.00 \$109,200.00		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 4000	\$20,475.00		31%	\$14,127.75	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAL-50KL	SEL DATADVANTAGEIDUANALYTICSLITE 50000	\$1,007,500.00		31%	\$695,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-5KL DAL-6KL	SEL DATADVANTAGEIDUANALYTICSLITE 5000 SEL DATADVANTAGEIDUANALYTICSLITE 6000	\$136,500.00 \$144,690.00		31% 31%	\$94,185.00 \$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	DAL-750L	SEL DATADVANTAGEIDUANALYTICSLITE 750	\$29,250.00		31%	\$20,182.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAL-7KL	SEL DATADVANTAGEIDUANALYTICSLITE 7000	\$168,805.00		31%	\$116,475.45	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DAL-8KL DAL-9KL	SEL DATADVANTAGEIDUANALYTICSLITE 8000 SEL DATADVANTAGEIDUANALYTICSLITE 9000	\$182,000.00 \$204,750.00		31% 31%	\$125,580.00 \$141,277.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAPR-10P	SEL 10 DATADVANTPROBES	\$40,950.00		31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAPR-15P	SEL 15 DATADVANTPROBES	\$55,283.00	K	31%	\$38,145.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAPR-1P DAPR-20P	SEL 1 DATADVANTPROBE SEL 20 DATADVANTPROBES	\$9,100.00 \$66,339.00		31% 31%	\$6,279.00 \$45,773.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAPR-5P	SEL 5 DATADVANTPROBES	\$31,850.00	K	31%	\$21,976.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	DBMC-LIC-007	SEL DOBIMINER LICENSE COMMERCIAL EDITION SEL DOBIMINER LICENSE DR EDITION	\$231.00		31% 31%	\$159.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI
5	DBMC-LIC-008 DBMC-LIC-009	SEL DOBIMINER LICENSE COMPLIANCE EDITION	\$308.00 \$462.00		31%	\$212.52 \$318.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
5	DBMC-LIC-010	SEL DOBIMINER LICENSE ENTERPRISE EDITION	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	DATA DOBI
5 5	DBMI-LIC-002 DBMI-LIC-003	SEL Tier 2: 9TB-12TB Node capacity SEL Tier 3: 13TB-108TB Node Capacity	\$1,047.00 \$5,963.00		31% 31%	\$722.43 \$4,114.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI DATA DOBI
5	DBMI-LIC-003	SEL Tier 4: 109TB-144TB Node Capacity	\$12,519.00		31%	\$8,638.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		DATA DOBI
5	DBMI-LIC-005	SEL Tier 5: 145TB-216TB Node Capacity	\$17,882.00		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 NAS-to-Isilon Initial 50	\$29,305.00 \$42,348.00		31% 31%	\$20,220.45 \$29,220.12	\$0.00 \$0.00	\$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 NAS-to-Isilon Addl 10	\$6,489.00		31%	\$4,477.41	\$0.00	\$0.00	\$0.00		\$0.00		DATA DOBI
5		SEL Migrate NAS-to-VNX/Unity Initial 50	\$42,348.00		31%	\$29,220.12	\$0.00	\$0.00	\$0.00		\$0.00		DATA DOBI
5 5	DBMVNX-MCD-021 DC-1000L-1	SEL Migrate NAS-to-VNX/Unity Addl 10 SEL IDUClassFrwk1000 users	\$6,489.00 \$53,071.00		31% 31%	\$4,477.41 \$36,618.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		DATA DOBI VARONIS
5	DC-100KL-1	SEL IDUClassFrwk100000 users	\$2,808,000.00		31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-10KL-1	SEL IDUClassFrwk10000 users	\$314,496.00	K	31%	\$217,002.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DC-1500L-1 DC-150KL-1	SEL IDUClassFrwk1500 users SEL IDUClassFrwk150000 users	\$70,762.00 \$4,127,760.00		31% 31%	\$48,825.78 \$2,848,154.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-15KL-1	SEL IDUClassFrwk15000 users	\$471,744.00		31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DC-2000L-1 DC-20KL-1	SEL IDUClassFrwk2000 users SEL IDUClassFrwk20000 users	\$85,176.00 \$597,542.00	K K	31% 31%	\$58,771.44 \$412,303.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-2500L-1	SEL IDUCIASSFIWK20000 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-25KL-1	SEL IDUClassFrwk25000 users	\$746,928.00	K	31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DC-3000L-1 DC-3500L-1	SEL IDUClassFrwk3000 users SEL IDUClassFrwk3500 users	\$121,867.00 \$142,178.00		31% 31%	\$84,088.23 \$98,102.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-35KL-1	SEL IDUClassFrwk35000 users	\$1,029,600.00		31%	\$710,424.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-4000L-1	SEL IDUClassFrwk4000 users	\$157,248.00	K	31%	\$108,501.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DC-4500L-1 DC-5000L-1	SEL IDUClassFrwk4500 users SEL IDUClassFrwk5000 users	\$176,904.00 \$196,560.00	K	31% 31%	\$122,063.76 \$135,626.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DC-500L-1	SEL IDUClassFrwk500 users	\$29,484.00	K	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DC-50KL-1 DC-6000L-1	SEL IDUClassFrwk50000 users SEL IDUClassFrwk6000 users	\$1,450,800.00 \$208.354.00	K	31% 31%	\$1,001,052.00 \$143,764.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-7000L-1	SEL IDUCIASSI WKOOOU users	\$243,079.00	K	31%	\$167,724.51	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DC-750L-1	SEL IDUClassFrwk750 users	\$42,120.00		31%	\$29,062.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DC-8000L-1 DC-9000L-1	SEL IDUClassFrwk8000 users SEL IDUClassFrwk9000 users	\$262,080.00 \$294.840.00	K K	31% 31%	\$180,835.20 \$203,439.60	\$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-1	SEL IDU ClassFr ODr 1000 users	\$53,071.00	ĸ	31%	\$36,618.99	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-1000L-12MT1	I SEL IDU ClassFr ODr for 1000 12mth	\$21,228.00		31%	\$14,647.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5		SEL IDU ClassFr ODr 100000 users 1 SEL IDU ClassFr ODr for 100000 12mth	\$2,808,000.00 \$1,123,200.00		31% 31%	\$1,937,520.00 \$775,008.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-10KL-1	SEL IDU ClassFr ODr 10000 users	\$314,496.00	K	31%	\$217,002.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-10KL-12MT1 DCOD-1500L-1	SEL IDU ClassFr ODr for 10000 12mth SEL IDU ClassFr ODr 1500 users	\$125,798.00		31% 31%	\$86,800.62 \$48.825.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClassFr ODF 1500 users	\$70,762.00 \$28,305.00		31%	\$40,025.76 \$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDU ClassFr ODr 150000 users	\$4,127,760.00	K	31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DCOD-150KL-12MT DCOD-15KL-1	1 SEL IDU ClassFr ODr for 150000 12mth SEL IDU ClassFr ODr 15000 users	\$1,651,104.00 \$471,744.00		31% 31%	\$1,139,261.76 \$325,503.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-15KL-12MT1	SEL IDU ClassFr ODr for 15000 12mth	\$188,698.00	K	31%	\$130,201.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-2000L-1	SEL IDU ClassFr ODr 2000 users	\$85,176.00		31%	\$58,771.44	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-2000L-12MT1 DCOD-20KL-1	I SEL IDU ClassFr ODr for 2000 12mth SEL IDU ClassFr ODr 20000 users	\$34,070.00 \$597,542.00		31% 31%	\$23,508.30 \$412,303.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-20KL-12MT1	SEL IDU ClassFr ODr for 20000 12mth	\$239,017.00	K	31%	\$164,921.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr 2500 users I SEL IDU ClassFr ODr for 2500 12mth	\$101,556.00 \$40,622.00		31% 31%	\$70,073.64 \$28,029.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClassFr ODr for 2500 12mth SEL IDU ClassFr ODr 25000 users	\$40,622.00 \$746,928.00		31% 31%	\$28,029.18 \$515,380.32	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-25KL-12MT1	SEL IDU ClassFr ODr for 25000 12mth	\$298,771.00	K	31%	\$206,151.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr 3000 users I SEL IDU ClassFr ODr for 3000 12mth	\$121,867.00 \$48,747.00		31% 31%	\$84,088.23 \$33,635.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-3500L-1	SEL IDU ClassFr ODr 3500 users	\$48,747.00 \$142,178.00		31%	\$33,635.43	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DCOD-3500L-12MT1	SEL IDU ClassFr ODr for 3500 12mth	\$56,871.00	K	31%	\$39,240.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-35KL-1 DCOD-35KL-12MT1	SEL IDU ClassFr ODr 35000 users SEL IDU ClassFr ODr for 35000 12mth	\$1,029,600.00 \$411,840.00		31% 31%	\$710,424.00 \$284,169.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClassFr ODr 4000 users	\$157,248.00		31%	\$108,501.12	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS

			İ		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	THIRD PARTY PRODUCT PARTNER
5 5		SEL IDU ClassFr ODr for 4000 12mth SEL IDU ClassFr ODr 4500 users	\$62,899.00 \$176,904.00	K K	31% 31%	\$43,400.31 \$122,063.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-4500L-12MT1	SEL IDU ClassFr ODr for 4500 12mth	\$70,762.00	K	31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr 5000 users SEL IDU ClassFr ODr for 5000 12mth	\$196,560.00 \$78,624.00	K K	31% 31%	\$135,626.40 \$54,250.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-500L-1	SEL IDU ClassFr ODr 500 users	\$29,484.00	K	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr for 500 12mth SEL IDU ClassFr ODr 50000 users	\$11,794.00 \$1,450,800.00	K K	31% 31%	\$8,137.86 \$1,001,052.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-50KL-12MT1	SEL IDU ClassFr ODr for 50000 12mth	\$580,320.00	K	31%	\$400,420.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr 6000 users SEL IDU ClassFr ODr for 6000 12mth	\$208,354.00 \$83.341.00	K K	31% 31%	\$143,764.26 \$57.505.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-7000L-1	SEL IDU ClassFr ODr 7000 users	\$243,079.00	K	31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr for 7000 12mth SEL IDU ClassFr ODr 750 users	\$97,232.00 \$42,120.00	K K	31% 31%	\$67,090.08 \$29,062.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClassFr ODr for 750 12mth	\$16,848.00	K	31%	\$11,625.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClassFr ODr 8000 users SEL IDU ClassFr ODr for 8000 12mth	\$262,080.00 \$104,832.00	K K	31% 31%	\$180,835.20 \$72,334.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-9000L-1	SEL IDU ClassFr ODr 9000 users	\$294,840.00	K	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClassFr ODr for 9000 12mth SEL IDU ClasFrwkShPtOn 1000 users	\$117,936.00 \$53,071.00	K K	31% 31%	\$81,375.84 \$36,618.99	\$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 IDUClassFrwkShPtOn1000 12mth	\$21,228.00	K K	31% 31%	\$14,647.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VARONIS
5		SEL IDU ClasFrwkShPtOn 100000 users SEL IDUClassFrwkShPtOn100000 12mth	\$2,808,000.00 \$1,123,200.00	K	31%	\$1,937,520.00 \$775,008.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClasFrwkShPtOn 10000 users	\$314,496.00	K	31%	\$217,002.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClassFrwkShPtOn10000 12mth SEL IDU ClasFrwkShPtOn 1500 users	\$125,798.00 \$70,762.00	K K	31% 31%	\$86,800.62 \$48,825.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUClassFrwkShPtOn1500 12mth	\$28,305.00	K	31%	\$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFrwkShPtOn 150000 users SEL IDUClassFrwkShPtOn150000 12mth	\$4,127,760.00 \$1,651,104.00	K K	31% 31%	\$2,848,154.40 \$1,139,261.76	\$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 IDU ClasFrwkShPtOn 15000 users SEL IDUClassFrwkShPtOn15000 12mth	\$471,744.00 \$188,698.00	K K	31% 31%	\$325,503.36 \$130,201.62	\$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-1	SEL IDU ClasFrwkShPtOn 2000 users	\$85,176.00	K	31%	\$58,771.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClassFrwkShPtOn2000 12mth SEL IDU ClasFrwkShPtOn 20000 users	\$34,070.00 \$597.542.00	K	31% 31%	\$23,508.30 \$412,303.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-20KL-12MT1	SEL IDUClassFrwkShPtOn20000 12mth	\$239,017.00	K	31%	\$164,921.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFrwkShPtOn 2500 users SEL IDUClassFrwkShPtOn2500 12mth	\$101,556.00 \$40,622.00	K K	31% 31%	\$70,073.64 \$28,029.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-25KL-1	SEL IDU ClasFrwkShPtOn 25000 users	\$746,928.00	K	31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClassFrwkShPtOn25000 12mth SEL IDU ClasFrwkShPtOn 3000 users	\$298,771.00 \$121,867.00	K K	31% 31%	\$206,151.99 \$84,088.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClassrwkShPtOn3000 12mth	\$48,747.00	K	31%	\$33,635.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFrwkShPtOn 3500 users SEL IDUClassFrwkShPtOn3500 12mth	\$142,178.00 \$56,871.00	K K	31% 31%	\$98,102.82 \$39,240.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-35KL-1	SEL IDU ClasFrwkShPtOn 35000 users	\$1,029,600.00	K	31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClassFrwkShPtOn35000 12mth SEL IDU ClasFrwkShPtOn 4000 users	\$411,840.00 \$157,248.00	K K	31% 31%	\$284,169.60 \$108,501.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-4000L-12MT1	SEL IDUClassFrwkShPtOn4000 12mth	\$62,899.00	K	31%	\$43,400.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClasFrwkShPtOn 4500 users SEL IDUClassFrwkShPtOn4500 12mth	\$176,904.00 \$70,762.00	K	31% 31%	\$122,063.76 \$48,825.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-5000L-1	SEL IDU ClasFrwkShPtOn 5000 users	\$196,560.00	ĸ	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClassFrwkShPtOn5000 12mth SEL IDU ClasFrwkShPtOn 500 users	\$78,624.00 \$29,484.00	K K	31% 31%	\$54,250.56 \$20,343.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-500L-12MT1	SEL IDUClassFrwkShPtOn500 12mth	\$11,794.00	K	31%	\$8,137.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDU ClasFrwkShPtOn 50000 users SEL IDUClassFrwkShPtOn50000 12mth	\$1,450,800.00 \$580,320.00	K K	31% 31%	\$1,001,052.00 \$400,420.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-6000L-1	SEL IDU ClasFrwkShPtOn 6000 users	\$208,354.00	K	31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClassFrwkShPtOn6000 12mth SEL IDU ClasFrwkShPtOn 7000 users	\$83,341.00 \$243,079.00	K K	31% 31%	\$57,505.29 \$167,724.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-7000L-12MT1	SEL IDUClassFrwkShPtOn7000 12mth	\$97,232.00	K	31%	\$67,090.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDU ClasFrwkShPtOn 750 users SEL IDUClassFrwkShPtOn750 12mth	\$42,120.00 \$16,848.00	K K	31% 31%	\$29,062.80 \$11,625.12	\$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 IDU ClasFrwkShPtOn 8000 users SEL IDUClassFrwkShPtOn8000 12mth	\$262,080.00 \$104.832.00	K K	31% 31%	\$180,835.20 \$72,334.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDU ClasFrwkShPtOn 9000 users	\$294,840.00	K	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5		SEL IDUClassFrwkShPtOn9000 12mth SEL IDUClasFrwkUx 1000 users	\$117,936.00 \$53.071.00	K K	31% 31%	\$81,375.84 \$36,618.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUCIASFIWKUX 1000 users	\$2,808,000.00	K	31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClasFrwkUx 10000 users SEL IDUClasFrwkUx 1500 users	\$314,496.00 \$70,762.00	K K	31% 31%	\$217,002.24 \$48,825.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUCIASFIWKOX 1500 users SEL IDUCIASFIWKOX 15000 users	\$4,127,760.00	K	31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClasFrwkUx 15000 users SEL IDUClasFrwkUx 2000 users	\$471,744.00 \$85,176.00	K K	31% 31%	\$325,503.36 \$58.771.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL IDUCIasFrwkUx 2000 users	\$597,542.00	K	31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL IDUClasFrwkUx 2500 users SEL IDUClasFrwkUx 25000 users	\$101,556.00 \$746,928.00	K K	31% 31%	\$70,073.64 \$515,380.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-3000L-1	SEL IDUClasFrwkUx 3000 users	\$121,867.00	K	31%	\$84,088.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClasFrwkUx 3500 users SEL IDUClasFrwkUx 35000 users	\$142,178.00 \$1,029,600.00	K K	31% 31%	\$98,102.82 \$710,424.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-4000L-1	SEL IDUClasFrwkUx 4000 users	\$157,248.00	K	31%	\$108,501.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClasFrwkUx 4500 users SEL IDUClasFrwkUx 5000 users	\$176,904.00 \$196,560.00	K K	31% 31%	\$122,063.76 \$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	DCU-500L-1	SEL IDUClasFrwkUx 500 users	\$29,484.00	K	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClasFrwkUx 50000 users SEL IDUClasFrwkUx 6000 users	\$1,450,800.00 \$208,354.00	K	31% 31%	\$1,001,052.00 \$143,764.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-7000L-1	SEL IDUClasFrwkUx 7000 users	\$243,079.00	ĸ	31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL IDUClasFrwkUx 750 users SEL IDUClasFrwkUx 8000 users	\$42,120.00 \$262,080.00	K K	31% 31%	\$29,062.80 \$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	DCU-9000L-1	SEL IDUClasFrwkUx 9000 users	\$294,840.00	K	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DEVKGSC	SEL CA-DEVK-G-SSS-C)	\$4,200.00	K	31%	\$2,898.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	DEVKGSC-I DEVKPSC	SEL CA-DEVK-G-SSS-C) SEL CA-DEVK-P-SSS-C)	\$4,620.00 \$5,000.00		31% 31%	\$3,187.80 \$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	DEVKPSC-I	SEL CA-DEVK-P-SSS-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	DL-1000L-2 DL-100KL-2	SEL DatAlert for 1000 users SEL DatAlert for 100000 users	\$22,113.00 \$1,170,000.00		31% 31%	\$15,257.97 \$807,300.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DL-100KL-2 DL-10KL-2	SEL DatAlert for 100000 users	\$1,170,000.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DL-1500L-2	SEL DatAlert for 1500 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DL-150KL-2 DL-15KL-2	SEL DatAlert for 150000 users SEL DatAlert for 15000 users	\$1,719,900.00 \$196,560.00		31% 31%	\$1,186,731.00 \$135,626.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DL-2000L-2	SEL DatAlert for 2000 users	\$35,490.00		31%	\$24,488.10	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DL-20KL-2	SEL DatAlert for 20000 users	\$248,976.00		31%	\$171,793.44	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DL-2500L-2 DL-25KL-2	SEL DatAlert for 2500 users SEL DatAlert for 25000 users	\$42,315.00 \$311,220.00		31% 31%	\$29,197.35 \$214.741.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DL-3000L-2	SEL DatAlert for 3000 users	\$50,778.00		31%	\$35,036.82	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DL-3500L-2	SEL DatAlert for 3500 users	\$59,241.00		31%	\$40,876.29	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DL-35KL-2 DL-4000L-2	SEL DatAlert for 35000 users SEL DatAlert for 4000 users	\$429,000.00 \$65,520.00		31% 31%	\$296,010.00 \$45,208.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DL-4500L-2	SEL DatAlert for 4500 users	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DL-5000L-2	SEL DatAlert for 5000 users	\$81,900.00		31%	\$56,511.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DL-500L-2 DL-50KL-2	SEL DatAlert for 500 users SEL DatAlert for 50000 users	\$12,285.00 \$604,500.00		31% 31%	\$8,476.65 \$417,105.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DL-6000L-2	SEL DatAlert for 6000 users	\$86,814.00		31%	\$59,901.66	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DL-7000L-2	SEL DatAlert for 7000 users	\$101,283.00		31%	\$69,885.27	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DL-750L-2 DL-8000L-2	SEL DatAlert for 750 users SEL DatAlert for 8000 users	\$17,550.00 \$109,200.00		31% 31%	\$12,109.50 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DL-9000L-2	SEL DatAlert for 9000 users	\$122,850.00		31%	\$84,766.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DLX-1000L	SEL DatAlert Analytics for 1000 users	\$14,742.00		31%	\$10,171.98	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DLX-100KL DLX-10KL	SEL DatAlert Analytics 100000 users SEL DatAlert Analytics for 10000 users	\$780,000.00 \$87,360.00		31% 31%	\$538,200.00 \$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	DLX-1500L	SEL DatAlert Analytics for 1500 users	\$19,656.00		31%	\$13,562.64	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DLX-150KL	SEL DatAlert Analytics 150000 users	\$1,146,600.00		31%	\$791,154.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DLX-15KL DLX-2000L	SEL DatAlert Analytics for 15000 users SEL DatAlert Analytics for 2000 users	\$131,040.00 \$23,660.00		31% 31%	\$90,417.60 \$16,325.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DLX-20KL	SEL DatAlert Analytics for 20000 users	\$165,984.00	K	31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-2500L	SEL DatAlert Analytics for 2500 users	\$28,210.00		31%	\$19,464.90	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DLX-25KL DLX-3000L	SEL DatAlert Analytics for 25000 users SEL DatAlert Analytics for 3000 users	\$207,480.00 \$33,852.00		31% 31%	\$143,161.20 \$23,357.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DLX-3500L	SEL DatAlert Analytics for 3500 users	\$39,494.00		31%	\$27,250.86	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DLX-35KL	SEL DatAlert Analytics for 35000 users	\$286,000.00		31%	\$197,340.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DLX-4000L DLX-4500L	SEL DatAlert Analytics for 4000 users SEL DatAlert Analytics for 4500 users	\$43,680.00 \$49,140.00		31% 31%	\$30,139.20 \$33,906.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DLX-5000L	SEL DatAlert Analytics for 5000 users	\$54,600.00	K	31%	\$37,674.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-500L	SELDatAlert Analytics for 500 users	\$8,190.00		31%	\$5,651.10	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DLX-50KL DLX-6000L	SEL DatAlert Analytics for 50000 users SEL DatAlert Analytics for 6000 users	\$403,000.00 \$57,876.00		31% 31%	\$278,070.00 \$39,934.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DLX-7000L	SEL DatAlert Analytics for 7000 users	\$67,522.00	K	31%	\$46,590.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-750L DLX-8000L	SEL DatAlert Analytics for 750 users SEL DatAlert Analytics for 8000 users	\$11,700.00 \$72,800.00		31% 31%	\$8,073.00 \$50,232.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DLX-9000L	SEL DatAlert Analytics for 9000 users	\$81,900.00		31%	\$50,232.00 \$56,511.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DNME-1L	SEL DatAnywhere Mobile Editor for 1 user	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DP-100KL DP-10KL	SEL DATAPRIVILEGE 100000 SEL DATAPRIVILEGE 10000	\$1,893,840.00 \$212,160.00		31% 31%	\$1,306,749.60 \$146,390.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-1500L	SEL DATAPRIVILEGE 10000 SEL DATAPRIVILEGE 1500	\$47,736.00		31%	\$32,937.84	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DP-150KL	SEL DATAPRIVILEGE 150000 USERS	\$2,783,945.00	K	31%	\$1,920,922.05	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DP-15KL DP-1KL	SEL DATAPRIVILEGE 15000 SEL DATAPRIVILEGE 1000	\$318,240.00 \$35,880.00		31% 31%	\$219,585.60 \$24,757.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-20KL	SEL DATAPRIVILEGE 20000	\$403,104.00		31%	\$278,141.76	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DP-2500L	SEL DATAPRIVILEGE 2500	\$68,484.00		31%	\$47,253.96	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DP-25KL DP-2KL	SEL DATAPRIVILEGE 25000 SEL DATAPRIVILEGE 2000	\$503,880.00 \$57,408.00		31% 31%	\$347,677.20 \$39,611.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-3500L	SEL DATAPRIVILEGE 3500	\$95,940.00	K	31%	\$66,198.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DP-35KL DP-3KL	SEL DATAPRIVILEGE 35000 SEL DATAPRIVILEGE 3000	\$694,200.00 \$82,212.00		31% 31%	\$478,998.00 \$56,726.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-4500L	SEL DATAPRIVILEGE 3000 SEL DATAPRIVILEGE 4500	\$119,340.00		31%	\$82,344.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DP-4KL	SEL DATAPRIVILEGE 4000	\$106,080.00	K	31%	\$73,195.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-500L DP-50KL	SEL DATAPRIVILEGE 500	\$19,968.00		31% 31%	\$13,777.92	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DP-50KL DP-5KL	SEL DATAPRIVILEGE 50000 SEL DATAPRIVILEGE 5000	\$978,483.00 \$132,600.00		31% 31%	\$675,153.27 \$91,494.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-6KL	SEL DATAPRIVILEGE 6000	\$140,556.00	K	31%	\$96,983.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DP-750L DP-7KL	SEL DATAPRIVILEGE 750 SEL DATAPRIVILEGE 7000	\$28,080.00 \$163,956.00		31% 31%	\$19,375.20 \$113,129.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-7KL DP-8KL	SEL DATAPRIVILEGE 7000 SEL DATAPRIVILEGE 8000	\$163,956.00		31%	\$113,129.64 \$121,956.12	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	DP-9KL	SEL DATAPRIVILEGE 9000	\$198,900.00	K	31%	\$137,241.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-1000L DPS-100KL	SEL DP SP 1000 SEL DP SP 100000	\$35,880.00 \$1,893,840.00		31% 31%	\$24,757.20 \$1,306,749,60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-10KL	SEL DP SP 100000 SEL DP SP 10000	\$1,893,840.00		31%	\$1,306,749.60 \$146,390.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	DPS-1500L	SEL DP SP 1500	\$47,736.00	K	31%	\$32,937.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-150KL DPS-15KL	SEL DP SP 150000 SEL DP SP 15000	\$2,783,945.00 \$318,240.00		31% 31%	\$1,920,922.05 \$219,585.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DPS-15KL DPS-2000L	SEL DP SP 15000 SEL DP SP 2000	\$318,240.00 \$57,408.00		31%	\$39,611.52	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	DPS-20KL	SEL DP SP 20000	\$403,104.00	K	31%	\$278,141.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DPS-25KL DPS-35KL	SEL DP SP 25000 SEL DP SP 35000	\$503,880.00 \$694,200.00		31% 31%	\$347,677.20 \$478,998.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DPS-4000L	SEL DP SP 30000 SEL DP SP 4000	\$106,080.00		31%	\$73,195.20	\$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	\$0.00	VARONIS
5 5	DPS-50KL DPS-6000L	SEL DP SP 50000 SEL DP SP 6000	\$978,483.00 \$140,556.00		31% 31%	\$675,153.27 \$96,983.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-750L	SEL DP SP 750	\$28,080.00		31%	\$19,375.20	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	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	\$0.00	VARONIS

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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	THIRD PARTY PRODUCT PARTNER
5	DS-100KL	SEL DATADVANTAGEDIRECTORYSERVICES100000	\$1,560,000.00		31%	\$1,076,400.00	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-10KL	SEL DATADVANTAGEDIRECTORYSERVICES10000	\$174,720.00	K	31%	\$120,556.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-1500L DS-150KL	SEL DATADVANTAGEDIRECTORYSERVICES1500 SEL DATADVANTAGEDIRECTORYSERVICES150000	\$39,312.00		31% 31%	\$27,125.28 \$1,582,308.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	DS-150KL DS-15KL	SEL DATADVANTAGEDIRECTORYSERVICES150000 SEL DATADVANTAGEDIRECTORYSERVICES15000	\$2,293,200.00 \$262,080.00		31%	\$1,582,308.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	DS-1KL	SEL DATADVANTAGEDIRECTORYSERVICES1000	\$29,484.00	K	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DS-20KL DS-2500L	SEL DATADVANTAGEDIRECTORYSERVICES20000 SEL DATADVANTAGEDIRECTORYSERVICES2500	\$331,968.00 \$56.420.00	K	31% 31%	\$229,057.92 \$38.929.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DS-25KL	SEL DATADVANTAGEDIRECTORYSERVICES25000	\$414,960.00	ĸ	31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DS-2KL DS-3500L	SEL DATADVANTAGEDIRECTORYSERVICES2000 SEL DATADVANTAGEDIRECTORYSERVICES3500	\$47,320.00 \$78,988.00		31% 31%	\$32,650.80 \$54,501.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DS-35KL	SEL DATADVANTAGEDIRECTORYSERVICES35000 SEL DATADVANTAGEDIRECTORYSERVICES35000	\$572,000.00		31%	\$394,680.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DS-3KL	SEL DATADVANTAGEDIRECTORYSERVICES3000	\$67,704.00		31%	\$46,715.76	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DS-4500L DS-4KI	SEL DATADVANTAGEDIRECTORYSERVICES4500 SEL DATADVANTAGEDIRECTORYSERVICES4000	\$98,280.00 \$87,360.00		31% 31%	\$67,813.20 \$60,278.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DS-500L	SEL DATADVANTAGEDIRECTORYSERVICES500	\$16,380.00		31%	\$11,302.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DS-50KL	SEL DATADVANTAGEDIRECTORYSERVICES50000	\$806,000.00	K	31%	\$556,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DS-5KL DS-6KI	SEL DATADVANTAGEDIRECTORYSERVICES5000 SEL DATADVANTAGEDIRECTORYSERVICES6000	\$109,200.00 \$115,752.00		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	\$0.00	VARONIS
5	DS-7KL DS-8KL	SEL DATADVANTAGEDIRECTORYSERVICES7000 SEL DATADVANTAGEDIRECTORYSERVICES8000	\$135,044.00		31% 31%	\$93,180.36	\$0.00	\$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		31%	\$100,464.00 \$113,022.00	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DT-1000L	SEL DTE 1000 users	\$44,226.00	K	31%	\$30,515.94	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	DT-100KL DT-10KL	SEL DTE 100000 users SEL DTE 10000 users	\$2,340,000.00 \$262,080.00		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		VARONIS VARONIS
5	DT-1500L	SEL DTE 15000 dsers	\$58,968.00	K	31%	\$40,687.92	\$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		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		VARONIS VARONIS
5	DT-2000L	SEL DTE 2000 users	\$497,952.00		31%	\$343,586.88	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DT-2500L	SEL DTE 2500 users	\$84,630.00		31%	\$58,394.70	\$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		31% 31%	\$429,483.60 \$70,073.64	\$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	K	31%	\$81,752.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DT-35KL DT-4000L	SEL DTE 35000 users	\$858,000.00 \$131,040.00		31% 31%	\$592,020.00 \$90.417.60	\$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 SEL DTE 4500 users	\$137,040.00		31%	\$101,719.80	\$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	\$0.00	VARONIS
5 5	DT-500L DT-50KL	SEL DTE 500 users SEL DTE 50000 users	\$24,570.00 \$1,209,000.00		31% 31%	\$16,953.30 \$834,210.00	\$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		31%	\$119,803.32	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DT-7000L	SEL DTE 7000 users	\$202,566.00		31%	\$139,770.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DT-750L DT-8000L	SEL DTE 750 users SEL DTE 8000 users	\$35,100.00 \$218,400.00		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 VARONIS
5	DT-9000L	SEL DTE 9000 users	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DWS-1000L-1	SEL DW for SharePoint 1000 users	\$73,710.00	K	31% 31%	\$50,859.90	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWS-100KL-1 DWS-10KL-1	SEL DW for SharePoint 100000 users SEL DW for SharePoint 10000 users	\$3,900,000.00 \$436,800.00	K K	31%	\$2,691,000.00 \$301,392.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWS-1500L-1	SEL DW for SharePoint 1500 users	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWS-150KL-1 DWS-15KL-1	SEL DW for SharePoint 150000 users SEL DW for SharePoint 15000 users	\$5,733,000.00 \$655,200.00		31% 31%	\$3,955,770.00 \$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWS-2000L-1	SEL DW for SharePoint 2000 users	\$118,300.00		31%	\$81,627.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DWS-20KL-1	SEL DW for SharePoint 20000 users	\$829,920.00		31%	\$572,644.80	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWS-2500L-1 DWS-25KL-1	SEL DW for SharePoint 2500 users SEL DW for SharePoint 25000 users	\$141,050.00 \$1,037,400.00		31% 31%	\$97,324.50 \$715,806.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWS-3000L-1	SEL DW for SharePoint 3000 users	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-3500L-1	SEL DW for SharePoint 3500 users SEL DW for SharePoint 35000 users	\$197,470.00		31% 31%	\$136,254.30	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	DWS-35KL-1 DWS-4000L-1	SEL DW for SharePoint 4000 users	\$1,430,000.00 \$218,400.00	K	31%	\$986,700.00 \$150,696.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS
5	DWS-4500L-1	SEL DW for SharePoint 4500 users	\$245,700.00		31%	\$169,533.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWS-5000L-1 DWS-500L-1	SEL DW for SharePoint 5000 users SEL DW for SharePoint 500 users	\$273,000.00 \$40,950.00		31% 31%	\$188,370.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWS-50KL-1	SEL DW for SharePoint 50000 users	\$2,015,000.00		31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-6000L-1	SEL DW for SharePoint 6000 users	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWS-7000L-1 DWS-750L-1	SEL DW for SharePoint 7000 users SEL DW for SharePoint 750 users	\$337,610.00 \$58,500.00	K 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	DWS-8000L-1	SEL DW for SharePoint 8000 users	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWS-9000L-1 DWW-1000L-1	SEL DW for SharePoint 9000 users SEL DW for Windows for 1000 users	\$409,500.00 \$73,710.00	K	31% 31%	\$282,555.00 \$50,859.90	\$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 10000 users	\$3,900,000.00		31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DWW-10KL-1	SEL DW for Windows for 10000 users	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWW-1500L-1 DWW-150KL-1	SEL DW for Windows for 1500 users SEL DW for Windows for 150000 users	\$98,280.00 \$5,733.000.00		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		VARONIS 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	\$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		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		VARONIS VARONIS
5	DWW-20KL-1 DWW-2500L-1	SEL DW for Windows for 20000 users SEL DW for Windows for 2500 users	\$829,920.00 \$141,050.00		31% 31%	\$572,644.80 \$97,324.50	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00		VARONIS VARONIS
5	DWW-25KL-1	SEL DW for Windows for 25000 users	\$1,037,400.00	K	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWW-3000L-1 DWW-3500L-1	SEL DW for Windows for 3000 users SEL DW for Windows for 3500 users	\$169,260.00 \$197,470.00		31% 31%	\$116,789.40 \$136,254.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWW-35KL-1	SEL DW for Windows for 35000 users SEL DW for Windows for 35000 users	\$1,430,000.00		31%	\$986,700.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	DWW-4000L-1	SEL DW for Windows for 4000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWW-4500L-1 DWW-5000L-1	SEL DW for Windows for 4500 users SEL DW for Windows for 5000 users	\$245,700.00 \$273,000.00		31% 31%	\$169,533.00 \$188,370.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWW-500L-1	SEL DW for Windows for 500 users	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-50KL-1	SEL DW for Windows for 50000 users SEL DW for Windows for 6000 users	\$2,015,000.00		31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DWW-6000L-1 DWW-7000L-1	SEL DW for Windows for 7000 users SEL DW for Windows for 7000 users	\$289,380.00 \$337,610.00		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	VARONIS VARONIS
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		T	1		+	/P LEVEL I	LP MNT		LP MNT				
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	THIRD PARTY PRODUCT PARTNER
5	DWW-750L-1	SEL DW for Windows for 750 users	\$58,500.00	K	31%	\$40,365.00	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWW-8000L-1	SEL DW for Windows for 8000 users	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DWW-9000L-1 E1MG100FXIROM	SEL DW for Windows for 9000 users SEL 100Base-FX IR 15km SMF LC SFP OMC	\$409,500.00 \$345.00	K K	31% 31%	\$282,555.00 \$238.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS BROCADE ETHERNET
5		SEL 100Base-FX 40km LR SMF SFP optic OMC	\$455.00		31%	\$313.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		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		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-BXD	SEL 1000Base-BXD SFP SMF to E1MG-BXU	\$1,404.00	K	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	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		BROCADE ETHERNET
5 5	E1MG-FX-IR-OM E1MG-FX-LR-OM	SEL 100Base-FX IR 15km SMF LC SFP OMC SEL 100Base-FX 40km LR SMF SFP optic OMC	\$313.00 \$412.00	K K	31% 31%	\$215.97 \$284.28	\$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-OM	SEL 100Base-FX SFP optic MMF LC OMC	\$177.00	K	31%	\$122.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	E1MG-FX-OM8 E1MG-LHA-OM	SEL 100Base-FX SFP optic MMF 8PK LC OMC SEL 1000Base-LHA SFP optic SMF LC OMC	\$1,272.00 \$3,995.00	K	31% 31%	\$877.68 \$2,756.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-LHA-OM-T	SEL-1000Base-LHA SFP optic, SMF	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5	E1MG-LHB	SEL 1000Base-LHB SFPopticSMF(LC)<=150km	\$5,495.00	K	31%	\$3,791.55	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	E1MG-LX-OM E1MG-LX-OM-8	SEL 1000Base-LX SFP optic SMF LC OMC SEL 1000Base-LX SFP optic 8PK SMF LC OMC	\$1,100.00 \$8,280.00	K K	31% 31%	\$759.00 \$5,713.20	\$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-SX-OM	SEL 1000Base-SX SFP optic MMF LC OMC	\$525.00	K	31%	\$362.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	E1MG-SX-OM-8 E1MG-TX	SEL 1000Base-SX SFP optic 8PK MMF LC OMC SEL 1000BASE-TX SFP Copper RJ-45Conn	\$3,780.00 \$325.00	K K	31% 31%	\$2,608.20 \$224.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	EASDEMO30D	SEL 30 day Free Trial - EAS	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SEVEN10
5	EC-1000L	SEL DATADVATAGEEXC 1000	\$73,710.00	K	31%	\$50,859.90	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	EC-100KL EC-10KL	SEL DATADVATAGEEXC 100000 SEL DATADVATAGEEXC 10000	\$3,900,000.00 \$436.800.00	K	31% 31%	\$2,691,000.00 \$301,392.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-1500L	SEL DATADVATAGEEXC 1500	\$98,280.00	ĸ	31%	\$67,813.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	EC-150KL	SEL DATADVATAGEEXC 150000	\$5,733,000.00	K K	31%	\$3,955,770.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	EC-15KL EC-2000L	SEL DATADVATAGEEXC 15000 SEL DATADVATAGEEXC 2000	\$655,200.00 \$118,300.00	K	31% 31%	\$452,088.00 \$81,627.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	EC-20KL	SELECT DATADVATAGEEXC 20000	\$829,920.00	K	31%	\$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EC-2500L EC-25KL	SEL DATADVATAGEEXC 2500 SEL DATADVATAGEEXC 25000	\$141,050.00 \$1,037,400.00	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	EC-3000L	SEL DATADVATAGEEXC 3000	\$169,260.00	ĸ	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-3500L	SEL DATADVATAGEEXC 3500	\$197,470.00	K	31% 31%	\$136,254.30	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		VARONIS
5 5	EC-35KL EC-4000L	SEL DATADVATAGEEXC 35000 SEL DATADVATAGEEXC 4000	\$1,430,000.00 \$218,400.00	K K	31% 31%	\$986,700.00 \$150,696.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	EC-4500L	SEL DATADVATAGEEXC 4500	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	EC-5000L	SEL DATADVATAGEEXC 5000	\$273,000.00	K	31% 31%	\$188,370.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00		VARONIS
5 5	EC-500L EC-50KL	SELECT DATADVATAGEEXC 500 SEL DATADVATAGEEXC 50000	\$40,950.00 \$2,015,000.00	K K	31%	\$28,255.50 \$1,390,350.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-6000L	SEL DATADVATAGEEXC 6000	\$289,380.00	K	31%	\$199,672.20	\$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 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		VARONIS
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	K	31%	\$1,345,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-100KL-12MT ECLO-10KL	SEL DA EXONL 100000 12mth SEL DA EXONL 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	ECLO-10KL-12MT	SEL DA ExOnL 10000 12mth	\$87,360.00	K	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ECLO-1500L	SEL DA EVONL 1500 users	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-1500L-12M1 ECLO-150KL	SEL DA EXONL 1500 12mth SEL DA EXONL 150000 users	\$19,656.00 \$2,866,500.00	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		SEL DA ExOnL 150000 12mth	\$1,146,600.00	K	31%	\$791,154.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	ECLO-15KL ECLO-15KL-12MT	SEL DA EXONL 15000 users SEL DA EXONL 15000 12mth	\$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		VARONIS VARONIS
5	ECLO-2000L	SEL DA EXONE 2000 users	\$59,150.00	ĸ	31%	\$40,813.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DA EXONL 2000 12mth	\$23,660.00	K	31% 31%	\$16,325.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	ECLO-20KL ECLO-20KL-12MT	SEL DA EXONL 20000 users SEL DA EXONL 20000 12mth	\$414,960.00 \$165,984.00	K	31%	\$286,322.40 \$114,528.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS 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	\$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		VARONIS VARONIS
5	ECLO-3000L-12MT	SEL DA ExOnL 3000 12mth	\$33,852.00	ĸ	31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ECLO-35KL	SEL DA EXONL 35000 users SEL DA EXONL 35000 12mth	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00	\$0.00		\$0.00		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-12MT	SEL DA ExOnL 4000 12mth	\$43,680.00	K	31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ECLO-500L ECLO-500L-12MT	SEL DA EXONL 500 users SEL DA EXONL 500 12mth	\$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		VARONIS VARONIS
5	ECLO-50KL	SEL DA EXONE 5000 users	\$1,007,500.00	ĸ	31%	\$695,175.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5		SEL DA EXONL 50000 12mth	\$403,000.00	K	31%	\$278,070.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	ECLO-6000L ECLO-6000L-12MT	SEL DA EXONL 6000 users SEL DA EXONL 6000 12mth	\$144,690.00 \$57,876.00	K K	31% 31%	\$99,836.10 \$39,934.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-750L	SEL DA ExOnL 750 users	\$29,250.00	ĸ	31%	\$20,182.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-750L-12MT ECLO-8000L	SEL DA EXONL 750 12mth SEL DA EXONL 8000 users	\$11,700.00 \$182,000.00		31% 31%	\$8,073.00 \$125,580.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5		SEL DA ExOnL 8000 12mth	\$182,000.00 \$72,800.00		31% 31%	\$125,580.00 \$50,232.00	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	EFS2007	SELECT ENTERPRISE FABRIC SUITE 2007	\$1,998.00	K	31%	\$1,378.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC
5 5		SEL Eyeglass 2 Cluster Kit Ent-Installed SEL IGLS Isilon Automation Kit v1	\$14,031.00 \$6,410.00	K	31% 31%	\$9,681.39 \$4,422.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SUPERNA SUPERNA
5	EGL-EDGE-LIC-2	SEL IsilonSD Edge node VAPP-v2	\$282.00		31%	\$194.58	\$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		31%	\$389.85	\$0.00	\$0.00	\$0.00		\$0.00		SUPERNA
5 5	EM-1010-0010 EM-1010-1010	SEL SINGLE PORT CNA (OPT) SEL SINGLE PORT CNA (COP)	\$2,252.00 \$1,523.00		31% 31%	\$1,553.88 \$1,050.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE BROCADE
5	EM-1020-0010	SEL DUAL PORT CNA (OPT)	\$3,350.00	K	31%	\$2,311.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE
5 5	EM-1020-1010 EM-1860-1C00	SEL DUAL PORT CNA (COP) SEL 1860-1C 1PORT NO SFP	\$2,086.00 \$1,466.00		31% 31%	\$1,439.34 \$1,011.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE BROCADE
3	ZW-1000-1000	SEE 1888 TO IT ONLY INC OFF	φ1,400.00	IX.	31/0	φ1,011.54	φυ.υυ	φυ.00	φυ.υυ	φυ.00	φυ.00	φυ.υυ	

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
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		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	\$0.00	BROCADE
5 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		31% 31%	\$2,154.87 \$1,855.41	\$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	\$0.00	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		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%	\$1,414.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE
5 5		SEL Adlib Adv Rendering DCTM Non-Prod SEL Adlib Adv Rendering for DCTM Prod	\$18,750.00		31% 31%	\$12,937.50	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		EMC SELCT ADUB
5	EMCMAEVAL	SEL 30Day Free Trial of NTP Software M-A	\$37,500.00 \$0.00		31%	\$25,875.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		EMC SELCT ADLIB 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		NTP SOFTWARE
5 5	ES1000HA-ISLN ES100HA-ISLN	SEL Aspera Entrp Svr-1 Gbps-HA-ISLN SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$96,000.00 \$32,000.00		31% 31%	\$66,240.00 \$22,080.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ASPERA ASPERA
5	ES155HA-ISLN	SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$44,000.00	K	31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ASPERA
5 5	ES2400HA-ISLN ES450HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN SEL Aspera Entrp Svr-450 Mbps-HA-ISLN	\$128,000.00 \$72,000.00		31% 31%	\$88,320.00 \$49,680.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ASPERA ASPERA
5	ES45HA-ISLN	SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$20,000.00		31%	\$13,800.00	\$0.00	\$0.00	\$0.00		\$0.00		ASPERA
5	ES5000HA-ISLN	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$160,000.00		31% 31%	\$110,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ASPERA
5 5	ESEL-MISC-AMP EYEGLASS-0032UE	SELECT: MISC AMPLEXOR PRODUCT SEL Eyeglass ADV to ENT Upgrade 2 Pack	\$0.00 \$4,015.00		31%	\$0.00 \$2,770.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		AMPLEXOR SUPERNA
5	EYEGLASS-003E	SEL EyeGlass DR Single Cluster License	\$5,477.00	K	31%	\$3,779.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	EYEGLASS-005 EYEGLASS-010	SEL EyeGlass VM Management SEL EyeGlass Vblock Ent 1 Pack	\$21.00 \$6,410.00		31% 31%	\$14.49 \$4,422.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA SUPERNA
5	EYEGLASS-011	SEL EyeGlass vCenter Discovery	\$754.00	K	31%	\$520.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 5	FC-100KL	SEL IDUFRAMEWORKCONNECTOR 100000 SEL IDUFRAMEWORKCONNECTOR 10000	\$1,755,000.00		31% 31%	\$1,210,950.00	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00		VARONIS
5	FC-10KL FC-1500L	SEL IDUFRAMEWORKCONNECTOR 10000 SEL IDUFRAMEWORKCONNECTOR1500	\$196,560.00 \$44,226.00		31%	\$135,626.40 \$30,515.94	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS 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		VARONIS
5 5	FC-15KL FC-1KL	SEL IDUFRAMEWORKCONNECTOR 15000 SEL IDUFRAMEWORKCONNECTOR 1000	\$294,840.00 \$33,170.00		31% 31%	\$203,439.60 \$22,887.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	FC-20KL	SEL IDUFRAMEWORKCONNECTOR 20000	\$373,464.00	K	31%	\$257,690.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-2500L FC-25KL	SEL IDUFRAMEWORKCONNECTOR 2500 SEL IDUFRAMEWORKCONNECTOR 25000	\$63,473.00 \$466,830.00		31% 31%	\$43,796.37 \$322,112.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	FC-2KL	SEL IDUFRAMEWORKCONNECTOR 2000	\$53,235.00		31%	\$36,732.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-3500L FC-35KL	SEL IDUFRAMEWORKCONNECTOR 3500 SEL IDUFRAMEWORKCONNECTOR 35000	\$88,862.00		31% 31%	\$61,314.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	FC-3KL FC-3KL	SEL IDUFRAMEWORKCONNECTOR 35000 SEL IDUFRAMEWORKCONNECTOR 3000	\$643,500.00 \$76,167.00		31%	\$444,015.00 \$52,555.23	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		VARONIS
5	FC-4500L	SEL IDUFRAMEWORKCONNECTOR 4500	\$110,565.00	K	31%	\$76,289.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	FC-4KL FC-500L	SEL IDUFRAMEWORKCONNECTOR 4000 SEL IDUFRAMEWORKCONNECTOR 500	\$98,280.00 \$18,428.00		31% 31%	\$67,813.20 \$12,715.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS 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	\$0.00	VARONIS
5 5	FC-5KL FC-6KL	SEL IDUFRAMEWORKCONNECTOR 5000 SEL IDUFRAMEWORKCONNECTOR 6000	\$122,850.00 \$130,221.00		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 8000 SEL IDUFRAMEWORKCONNECTOR 750	\$26,325.00		31%	\$18,164.25	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	FC-7KL	SEL IDUFRAMEWORKCONNECTOR 7000	\$151,925.00		31%	\$104,828.25	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	FC-8KL FC-9KL	SEL IDUFRAMEWORKCONNECTOR 8000 SEL IDUFRAMEWORKCONNECTOR 9000	\$163,800.00 \$184,275.00		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	FFRM-NS11-000	SEL ATTO 1Port 10GbE NIC	\$895.00	K	31%	\$617.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATTO
5 5	FFRM-NS12-000 FFRM-NS14-000	SEL ATTO 2Port 10GbE NIC SEL ATTO 4Port 10GbE NIC	\$1,295.00 \$2,345.00		31% 31%	\$893.55 \$1,618.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATTO ATTO
5	FFRM-NT11-000	SEL ATTO 1Port 10GBase-T NIC	\$745.00	K	31%	\$514.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ATTO
5 5	FFRM-NT12-000 FPS-003	SEL ATTO 2Port 10GBase-T NIC SEL FIPS License (CX555/570/EX560)	\$895.00 \$3,077.00		31% 31%	\$617.55 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		ATTO RIVERBED
5	FPS-004	SEL FIPS License (CX755/770/EX760)	\$4,431.00		31%	\$3,057.39	\$0.00	\$0.00	\$0.00		\$0.00		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		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-006 FPS-007	SEL FIPS 5050/6050/5055/070/SFED52/5100 SEL FIPS License (SH7050/CX7055/CX7070)	\$18,462.00		31%	\$12,738.78	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	FSYNC-001	SEL FusionSync GCA2000	\$3,077.00		31%	\$2,123.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	FSYNC-002 FSYNC-003	SEL FusionSync GCA 3000 SEL FusionSync VGC1000	\$4,615.00 \$1,846.00		31% 31%	\$3,184.35 \$1,273.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	FSYNC-004	SEL FusionSync VGC1500	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	FSYNC-005 GA-10001B	SEL FusionSync SFCR3500 SEL Spanning BU Google Base 10001-25000	\$6,154.00 \$18.00		31% 31%	\$4,246.26 \$12.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED 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	\$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		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-41	SEL Spanning BU 5Y Goog Base 10001-25000	\$62.00		31%	\$42.78	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-10001ES	SEL SPANNING BU GOOGLE EDU STUD 10001+	\$3.00 \$6.00	K	31% 31%	\$2.07 \$4.14	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPANNING
5 5	GA-10001ES-2Y GA-10001ES-3Y	SEL SPANNING BU 2Y GOOGLE EDU STUD 10K+ SEL Spanning BU 3Y Google EDU Stud 10k+	\$8.00	K	31%	\$4.14 \$5.52	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-10001ES-4Y	SEL Spanning BU 4Y Google EDU Stud 10k+	\$10.00		31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-10001ES-5Y GA-1001E-S	SEL Spanning BU 5Y Google EDU Stud 10k+ SEL SPANNING BU GOOGLE EDU STUD 1001-10K	\$11.00 \$6.00	K	31% 31%	\$7.59 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1001E-S-2Y	SEL SPANNING BU 2Y GOOGLE EDU STD 1K-10K	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1001E-S-3Y GA-1001E-S-4Y	SEL Spanning BU 3Y Google EDU Std 1k-10k SEL Spanning BU 4Y Google EDU Std 1k-10k	\$15.00 \$19.00		31% 31%	\$10.35 \$12.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1001E-S-4Y GA-1001E-S-5Y	SEL Spanning BU 5Y Google EDU Std 1k-10k	\$22.00	K	31%	\$13.11 \$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1B	SEL Spanning BU Google Base 1-500	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1B-2Y GA-1B-3Y	SEL SPANNING BU 2Y GOOGLE BASE 1-250 SEL Spanning BU 3Y Google Base 1-500	\$68.00 \$95.00		31% 31%	\$46.92 \$65.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1B-4Y	SEL Spanning BU 4Y Google Base 1-500	\$118.00	K	31%	\$81.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1B-5Y GA-1E-A	SEL Spanning BU 5Y Google Base 1-500 SEL SPANNING BU GOOGLE EDU ADM 1-500	\$140.00 \$15.00		31% 31%	\$96.60 \$10.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-A-2Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 1-500	\$26.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1E-A-3Y GA-1E-A-4Y	SEL Spanning BU 3Y Google EDU Adm 1-500 SEL Spanning BU 4Y Google EDU Adm 1-500	\$37.00 \$45.00		31% 31%	\$25.53 \$31.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-A-41 GA-1E-A-5Y	SEL Spanning BU 5Y Google EDU Adm 1-500 SEL Spanning BU 5Y Google EDU Adm 1-500	\$52.00		31%	\$35.88	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
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					N	VP 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	THIRD PARTY PRODUCT PARTNER
5	GA-1E-S GA-1E-S-2Y	SEL SPANNING BU GOOGLE EDU STUD 1-1000 SEL SPANNING BU 2Y GOOGLE EDU STUD 1-1K	\$9.00 \$16.00		31% 31%	\$6.21 \$11.04	\$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-3Y	SEL Spanning BU 3Y Google EDU Stud 1-1k	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1E-S-4Y GA-1E-S-5Y	SEL Spanning BU 4Y Google EDU Stud 1-1k SEL Spanning BU 5Y Google EDU Stud 1-1k	\$27.00 \$32.00		31% 31%	\$18.63 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1GOV	SEL SPANNING BU GOOGLE GOV 1-500	\$34.00		31%	\$23.46	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	GA-1GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 1-500	\$57.00		31%	\$39.33	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-1GOV-3Y GA-1GOV-4Y	SEL Spanning BU 3Y Google Gov 1-500 SEL Spanning BU 4Y Google Gov 1-500	\$80.00 \$99.00		31% 31%	\$55.20 \$68.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1GOV-5Y	SEL Spanning BU 5Y Google Gov 1-500	\$118.00	K	31%	\$81.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1NP GA-1NP-2Y	SEL SPANNING BU GOOGLE NON PROF 1-500 SEL SPANNING BU 2Y GOOGLE NON PROF 1-500	\$29.00 \$50.00		31% 31%	\$20.01 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-3Y	SEL Spanning BU 3Y Google Non Prof 1-500	\$71.00		31%	\$48.99	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-1NP-4Y	SEL Spanning BU 4Y Google Non Prof 1-500	\$87.00		31%	\$60.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-1NP-5Y GA-25001B	SEL Spanning BU 5Y Google Non Prof 1-500 SEL SPANNING BU GOOGLE BASE 25001+	\$102.00 \$14.00		31% 31%	\$70.38 \$9.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 25001+	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-25001B-3Y	SEL Spanning BU 3Y Google Base 25001+	\$34.00		31%	\$23.46	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING 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		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
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	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		31% 31%	\$26.91 \$37.95	\$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		31%	\$46.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001B-5Y	SEL Spanning BU 5Y GoogleBase 5001-10000	\$80.00		31%	\$55.20	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-5001E-A GA-5001E-A-2Y	SEL SPANNING BU GOOGLE EDU ADM 5001+ SEL SPANNING BU 2Y GOOGLE EDU ADM 5001+	\$9.00 \$16.00		31% 31%	\$6.21 \$11.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 5001+	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-5001E-A-4Y GA-5001E-A-5Y	SEL Spanning BU 4Y Google EDU Adm 5001+ SEL Spanning BU 5Y Google EDU Adm 5001+	\$27.00 \$32.00		31% 31%	\$18.63 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001GOV	SEL SPANNING BU GOOGLE GOV 5001+	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	GA-5001GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 5001+	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-5001GOV-3Y GA-5001GOV-4Y	SEL Spanning BU 3Y Google Gov 5001+ SEL Spanning BU 4Y Google Gov 5001+	\$52.00 \$64.00		31% 31%	\$35.88 \$44.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001GOV-5Y	SEL Spanning BU 5Y Google Gov 5001+	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-5001NP GA-5001NP-2Y	SEL SPANNING BU GOOGLE NON PROF 5001+ SEL SPANNING BU 2Y GOOGLE NON PROF 5001+	\$17.00 \$29.00		31% 31%	\$11.73 \$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-5001NP-3Y	SEL Spanning BU 3Y Google Non Prof 5001+	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-5001NP-4Y GA-5001NP-5Y	SEL Spanning BU 4Y Google Non Prof 5001+	\$49.00		31%	\$33.81	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING SPANNING
5 5	GA-500 INP-51 GA-501B	SEL Spanning BU 5Y Google Non Prof 5001+ SEL Spanning BU Google Base 501-5000	\$58.00 \$31.00		31% 31%	\$40.02 \$21.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5	GA-501B-2Y	SEL Spanning BU 2Y Google Base 501-5000	\$53.00	K	31%	\$36.57	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5 5	GA-501B-3Y GA-501B-4Y	SEL Spanning BU 3Y Google Base 501-5000 SEL Spanning BU 4Y Google Base 501-5000	\$74.00 \$91.00		31% 31%	\$51.06 \$62.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-501B-5Y	SEL Spanning BU 5Y Google Base 501-5000	\$108.00	K	31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-501E-A GA-501E-A-2Y	SEL SPANNING BU GOOGLE EDU ADM 501-5K SEL SPANNING BU 2Y GOOGLE EDU ADM 501-5K	\$12.00 \$21.00		31% 31%	\$8.28 \$14.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-501E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 501-5k	\$29.00		31%	\$20.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-501E-A-4Y GA-501E-A-5Y	SEL Spanning BU 4Y Google EDU Adm 501-5k SEL Spanning BU 5Y Google EDU Adm 501-5k	\$36.00 \$43.00		31% 31%	\$24.84 \$29.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-501GOV	SEL SPANNING BU GOOGLE GOV 501-5000	\$28.00		31%	\$19.32	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-501GOV-2Y	SEL SPANNING BU 2Y GOOGLE GOV 501-5000	\$47.00		31%	\$32.43	\$0.00	\$0.00	\$0.00		\$0.00		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 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	SPANNING SPANNING
5	GA-501GOV-5Y	SEL Spanning BU 5Y Google Gov 501-5000	\$97.00		31%	\$66.93	\$0.00	\$0.00	\$0.00		\$0.00		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		31% 31%	\$15.87 \$26.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	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	\$0.00	SPANNING
5 5	GA-501NP-4Y GA-501NP-5Y	SEL Spanning BU 4Y Google Non Prf 501-5k SEL Spanning BU 5Y Google Non Prf 501-5k	\$68.00 \$80.00		31% 31%	\$46.92 \$55.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH10001B	SEL Span BU ARCH GAPP Base 10001-25000	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5		SEL Span BU ARCH GAPP EDU Stud 10001+ SEL Span BU ARCH GAPP EDU Stud 1001-10k	\$1.00 \$2.00		31% 31%	\$0.69 \$1.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-1B	SEL Spanning BU ARCH GAPP Base 1-500	\$10.00		31%	\$6.90	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-ARCH-1E-A	SEL Spanning BU ARCH GAPP EDU Adm 1-500	\$4.00		31%	\$2.76	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-ARCH-1E-S GA-ARCH-1GOV	SEL Span BU ARCH GAPP EDU Stud 1-1000 SEL Spanning BU ARCH GAPP Gov 1-500	\$2.00 \$9.00		31% 31%	\$1.38 \$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-ARCH-1NP	SEL Spanning BU ARCH GAPP Non Prof 1-500	\$7.00	K	31%	\$4.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-ARCH25001B GA-ARCH-5001B	SEL Spanning BU ARCH GAPP Base 25001+ SEL Span BU ARCH GAPP Base 5001-10000	\$4.00 \$6.00		31% 31%	\$2.76 \$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-ARCH5001E-A	SEL Spanning BU ARCH GAPP EDU Adm 5001+	\$2.00		31%	\$1.38	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5		SEL Spanning BU ARCH GAPP Gov 5001+	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	GA-ARCH-5001NP GA-ARCH-501B	SEL Spanning BU ARCH GAPP Non Prof 5001+ SEL Spanning BU ARCH GAPP Base 501-5000	\$4.00 \$8.00	K	31% 31%	\$2.76 \$5.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5		SEL Spanning BU ARCH GAPP EDU Adm 501-5k	\$3.00		31%	\$2.07	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5 5		SEL Spanning BU ARCH GAPP Gov 501-5000 SEL Span BU ARCH GAPP Non Prof 501-5000	\$7.00 \$6.00		31% 31%	\$4.83 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	H7ACEC100UC	SEL HZ7-ADC-ENC-100-UG-C)	\$19,250.00	K	31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ADC-ENC-100-UG-C) (SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25 \$19,076.94		31%	\$13,880.21 \$13,163.09	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	H7ACEC100UCV2-F	SEL HZ7-ADC-ENC-100-UG-C) SEL HZ7-ADC-ENC-10-UG-C)	\$19,076.94 \$1,925.00		31% 31%	\$13,163.09 \$1,328.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,011.63	K	31%	\$1,388.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ADC-ENC-10-UG-C) SEL HZ7-ADN-ENN-100-UG-C)	\$1,907.69 \$11,000.00		31% 31%	\$1,316.31 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	H7ANEN100UC-I	SEL HZ7-ADN-ENN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7ANEN100UCV2-F H7ANEN10UC	(SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-10-UG-C)	\$10,865.72 \$1,100.00		31% 31%	\$7,497.35 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	H7ANEN10UC-I	SEL HZ7-ADN-ENN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7ANEN10UCV2-K	SEL HZ7-ADN-ENN-10-UG-C)	\$1,086.57	К	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

			İ		- An	/P LEVEL 1		NIVO MAINTENA	NCE AND WA	RRANTY UPGRADE	NET DDICE		
	1		1			/P LEVEL I	LP MNT		LP MNT				
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL	LP MNT ANNUAL (STANDARD)	ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7EASD100UCV2-K	SEL HZ7-ENTA-STDA100-UG-C)	\$9,874.71	К	31%	\$6,813.55	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7EAST100UC	SEL HZ7-EAD-STD100-UG-C)	\$17,500.00	K	31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-EAD-STD100-UG-C) SEL HZ7-EAD-STD100-UG-C)	\$18,287.50 \$17,307.28	K K	31% 31%	\$12,618.38 \$11,942.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-EAD-STD10-UG-C)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-EAD-STD10-UG-C) SEL HZ7-EAD-STD10-UG-C)	\$1,828.75 \$1,730.73	K K	31% 31%	\$1,261.84 \$1,194.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ENASDA100UC	SEL HZ7-ENTA-STDA100-UG-C)	\$10,000.00	ĸ	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ENTA-STDA100-UG-C) SEL HZ7-ENTA-STDA10-UG-C)	\$10,450.00 \$1,000.00	K	31% 31%	\$7,210.50 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$1,045.00	K	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-ENTA-STDA10-UG-C)	\$987.47	K	31%	\$681.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-100-UG-C)	\$24,750.00 \$25,863.75	K K	31% 31%	\$17,077.50 \$17,845.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ENEC100UCV2-K	SEL HZ7-ENN-ENC-100-UG-C)	\$24,527.50	K	31%	\$16,923.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-ENN-ENC-10-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$2,475.00 \$2,586.38	K	31% 31%	\$1,707.75 \$1,784.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ENEC10UCV2-K	SEL HZ7-ENN-ENC-10-UG-C)	\$2,452.75	ĸ	31%	\$1,692.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-LXC-ENC-100-UG-C) SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00 \$51,425.00	K 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		SEL HZ7-LXC-ENC-100-0G-C)	\$47,108.37	K	31%	\$32,504.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-LXC-ENC-10-UG-C)	\$4,675.00	K	31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-LXC-ENC-10-UG-C) SEL HZ7-LXC-ENC-10-UG-C)	\$5,142.50 \$4,710.84	K K	31% 31%	\$3,548.33 \$3,250.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MGAC100UC	SEL HZ7-MRG-ADC-100-UG-C)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-MRG-ADC-100-UG-C) SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50 \$27,217.39	K	31% 31%	\$19,828.88 \$18,780.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MRG-ADC-10-0G-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL HZ7-MRG-ADC-10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADN-100-UG-C)	\$2,721.74 \$11,000.00	K	31% 31%	\$1,878.00 \$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	H7MGAN100UC-I	SEL HZ7-MRG-ADN-100-UG-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-MRG-ADN-100-UG-C) SEL HZ7-MRG-ADN-10-UG-C)	\$10,865.72 \$1,100.00	K K	31% 31%	\$7,497.35 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MGAN10UC-I	SEL HZ7-MRG-ADN-10-UG-C)	\$1,149.50	K	31%	\$793.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-MRG-ADN-10-UG-C)	\$1,086.57	K K	31% 31%	\$749.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MGP-ADC-100-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$27,500.00 \$28,737.50	K	31%	\$18,975.00 \$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAC100UCV2-K	SEL HZ7-MGP-ADC-100-UG-C)	\$27,217.39	K	31%	\$18,780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-MGP-ADC-10-UG-C) SEL HZ7-MGP-ADC-10-UG-C)	\$2,750.00 \$2,873.75	K	31% 31%	\$1,897.50 \$1,982.89	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MPAC10UCV2-K	SEL HZ7-MGP-ADC-10-UG-C)	\$2,721.74	K	31%	\$1,878.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7MPAN100UC H7MPAN100UC-I	SEL HZ7-MGP-ADN-100-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$11,000.00	K	31% 31%	\$7,590.00 \$7,931.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-MGP-ADN-100-0G-C)	\$11,495.00 \$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL HZ7-MGP-ADN-10-UG-C)	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-MGP-ADN-10-UG-C) SEL HZ7-MGP-ADN-10-UG-C)	\$1,149.50 \$1,086.57	K K	31% 31%	\$793.16 \$749.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SADC100UC	SEL HZ7-ST-ADC-100-UG-C)	\$16,500.00	K	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ST-ADC-100-UG-C) SEL HZ7-ST-ADC-100-UG-C)	\$17,242.50 \$16,316.27	K	31% 31%	\$11,897.33 \$11,258.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SADC10UC	SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ST-ADC-10-UG-C) SEL HZ7-ST-ADC-10-UG-C)	\$1,724.25 \$1,631.63	K K	31% 31%	\$1,189.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-ST-NOC-10-0G-C)	\$35,750.00	K	31%	\$1,125.82 \$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C)	\$37,358.75	K	31%	\$25,777.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ST-ENC-100-UG-C) SEL HZ7-ST-ENC-10-UG-C)	\$35,428.61 \$3,575.00	K	31% 31%	\$24,445.74 \$2,466.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SENC10UC-I	SEL HZ7-ST-ENC-10-UG-C)	\$3,735.88	ĸ	31%	\$2,577.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-ST-ENC-10-UG-C) SEL HZ7-STDA-STD100-UG-C)	\$3,542.86 \$7,000.00	K	31% 31%	\$2,444.57 \$4,830.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-STDA-STD100-UG-C)	\$7,315.00	K	31%	\$5,047.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-STDA-STD100-UG-C)	\$6,933.53	K	31%	\$4,784.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL HZ7-STDA-STD10-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$700.00 \$731.50	K K	31% 31%	\$483.00 \$504.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7STASD10UCV2-K	SEL HZ7-STDA-STD10-UG-C)	\$693.35	K	31%	\$478.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-TAC-STA100-UG-C) SEL HZ7-TAC-STA100-UG-C)	\$17,100.00 \$17,869.50	K	31% 31%	\$11,799.00 \$12,329.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7TAST100UCV2-K	SEL HZ7-TAC-STA100-UG-C)	\$16,953.35	ĸ	31%	\$11,697.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-THIN-ST100-UG-C) SEL HZ7-THIN-ST100-UG-C)	\$20,000.00 \$20,900.00	K K	31% 31%	\$13,800.00 \$14,421.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL HZ7-THIN-ST100-0G-C)	\$20,900.00 \$19,784.81	K	31%	\$13,651.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7TPOS10UC	SEL HZ7-TPRO-ST10-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$2,100.00	K	31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL HZ7-TPRO-ST10-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$2,194.50 \$2,077.58	K K	31% 31%	\$1,514.21 \$1,433.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7UEENC100UC	SEL HZ7-UEM-ENC-100-UG-C)	\$52,500.00	K	31%	\$36,225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-100-UG-C)	\$54,862.50 \$51,992.64	K K	31% 31%	\$37,855.13 \$35,874.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	H7UEENC10UC	SEL HZ7-UEM-ENC-10-UG-C)	\$5,250.00	K	31%	\$3,622.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7UEENC10UC-I	SEL HZ7-UEM-ENC-10-UG-C)	\$5,486.25	K	31%	\$3,785.51	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5		SEL HZ7-UEM-ENC-10-UG-C) SEL HZ7-UEM-ENN-100-UG-C)	\$5,199.26 \$32,000.00	K K	31% 31%	\$3,587.49 \$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	H7UEENN100UC-I	SEL HZ7-UEM-ENN-100-UG-C)	\$33,440.00	ĸ	31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL HZ7-UEM-ENN-100-UG-C) SEL HZ7-UEM-ENN-10-UG-C)	\$31,676.93 \$3,200.00	K K	31% 31%	\$21,857.08 \$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	H7UEENN10UC-I	SEL HZ7-UEM-ENN-10-UG-C)	\$3,344.00	K	31%	\$2,307.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL HZ7-UEM-ENN-10-UG-C)	\$3,167.69	K	31%	\$2,185.71	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5		SEL HZ7-VAD-ADC-100-UG-C) SEL HZ7-VAD-ADC-100-UG-C)	\$23,000.00 \$24,035.00	K K	31% 31%	\$15,870.00 \$16,584.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
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				Ì	AD.	/P LEVEL 1		NIVO MAINTENA	NCE AND WA	RRANTY UPGRADE	NET DDICE		
	1				1	VP LEVEL I	LP MNT		LP MNT				
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL	LP MNT ANNUAL (STANDARD)	ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	H7VAAC100UCV2-K	SEL HZ7-VAD-ADC-100-UG-C)	\$22,757.84	К	31%	\$15,702.91	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	/MWARE
5 5		SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ADC-10-UG-C)	\$2,300.00 \$2,403.50	K K	31% 31%	\$1,587.00 \$1,658.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	/MWARE
5		SEL HZ7-VAD-ADC-10-UG-C) SEL HZ7-VAD-ADC-10-UG-C)	\$2,403.50 \$2,275.78	K	31%	\$1,558.42 \$1,570.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE
5	H7VAEC100UC	SEL HZ7-VAD-ENC-100-UG-C)	\$42,250.00	K	31%	\$29,152.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE
5 5		SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$44,151.25 \$41,870.18	K K	31% 31%	\$30,464.36 \$28,890.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE
5	H7VAEC10UC	SEL HZ7-VAD-ENC-10-UG-C)	\$4,225.00	ĸ	31%	\$2,915.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	/MWARE
5 5		SEL HZ7-VAD-ENC-10-UG-C) SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13 \$4,187.02	K	31% 31%	\$3,046.44 \$2,889.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE /MWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE
5		SEL HZ7-VENT-ST100-UG-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE
5 5		SEL HZ7-VENT-ST100-UG-C) SEL HZ7-VENT-ST10-UG-C)	\$9,874.71 \$1,000.00	K K	31% 31%	\$6,813.55 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE /MWARE
5	H7VETS10UC-I	SEL HZ7-VENT-ST10-UG-C)	\$1,045.00	ĸ	31%	\$721.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	/MWARE
5		SEL HZ7-VENT-ST10-UG-C) SEL HZ7-WSP-ADN-100-UG-C)	\$987.47 \$11,000.00	K	31% 31%	\$681.35 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE /MWARE
5		SEL HZ7-WSP-ADN-100-UG-C)	\$11,495.00	ĸ	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE
5		SEL HZ7-WSP-ADN-100-UG-C)	\$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE
5 5		SEL HZ7-WSP-ADN-10-UG-C) SEL HZ7-WSP-ADN-10-UG-C)	\$1,100.00 \$1,149.50	K K	31% 31%	\$759.00 \$793.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE /MWARE
5	H7WSAD10UGC-K	SEL HZ7-WSP-ADN-10-UG-C)	\$1,086.57	ĸ	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	/MWARE
5 5	HA-BUNDLE HASVRS-UPLFT	SEL High Avail Bundle (25% ea adj LP) SELECT 25% Prod Uplift for HA Envr	\$0.00 \$10.00	K	31% 31%	\$0.00 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED REVEILLE
5	HCC-FT-B-C1	SEL Blended Fill the Tank LIC 5	\$5.00	ĸ	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-B-C2	SEL Blended Fill the Tank LIC 100	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-FT-B-C3 HCC-FT-B-C4	SEL Blended Fill the Tank LIC 1k SEL Blended Fill the Tank LIC 10k	\$750.00 \$7,500.00	K K	31% 31%	\$517.50 \$5,175.00	\$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-C1	SEL FILL THE TANK LIC 50K STY	\$103,655.00	ĸ	31%	\$71,521.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5 5	HCC-FT-L-C2 HCC-FT-L-C3	SEL FILL THE TANK LIC 100K STY SEL FILL THE TANK LIC 250K STY	\$185,098.00 \$362,791.00	K	31% 31%	\$127,717.62 \$250,325.79	\$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-C4	SEL FILL THE TANK LIC 500K STY	\$603,418.00	K	31%	\$416,358.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-FT-L-C5	SEL FILL THE TANK LIC 750K STY	\$807,026.00	K	31%	\$556,847.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-FT-L-C6 HCC-FT-L-C7	SEL FILL THE TANK LIC 1M STY SEL FILL THE TANK LIC 2M STY	\$973,614.00 \$1,380,829.00	K	31% 31%	\$671,793.66 \$952,772.01	\$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-C8	SEL FILL THE TANK LIC 5M STY	\$2,491,414.00	ĸ	31%	\$1,719,075.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5		SEL OTC LIC UP TO 50K STY P.A.	\$79,734.00	K	31%	\$55,016.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE J4CARE
5 5	HCC-OTC-L-C2 HCC-OTC-L-C3	SEL OTC LIC UP TO 100K STY P.A. SEL OTC LIC UP TO 250K STY P.A.	\$142,383.00 \$279,070.00	K	31% 31%	\$98,244.27 \$192,558.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE
5	HCC-OTC-L-C4	SEL OTC LIC UP TO 500K STY P.A.	\$464,168.00	K	31%	\$320,275.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-OTC-L-C5 HCC-OTC-L-C6	SEL OTC LIC UP TO 750K STY P.A. SEL OTC LIC UP TO 1M STY P.A.	\$620,789.00 \$748.934.00	K	31% 31%	\$428,344.41 \$516,764.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5		SEL OTC LIC UP TO 2M STY P.A.	\$1,062,176.00	K	31%	\$732,901.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-OTC-L-C8	SEL OTC LIC UP TO 5M STY P.A.	\$1,916,473.00	K	31%	\$1,322,366.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5 5	HCC-PS-C1 HCC-PS-C2	SEL APA LIC P1KSTY UP TO 50K STY P.A. SEL apa LIC p1kSTY 51k to 100k STY p.a.	\$600.00 \$475.00	K K	31% 31%	\$414.00 \$327.75	\$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-C3	SEL apa LIC p1kSTY 101k to 250k STY p.a.	\$350.00	ĸ	31%	\$241.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5 5	HCC-PS-C4 HCC-PS-C5	SEL apa LIC p1kSTY 251k to 500k STY p.a. SEL apa LIC p1kSTY 501k to 750k STY p.a.	\$275.00 \$225.00	K	31% 31%	\$189.75 \$155.25	\$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-C6	SEL apa LIC p1kSTY 751k to 1m STY p.a.	\$200.00	K	31%	\$138.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-PS-C7	SEL apa LIC p1kSTY 1.001m-1.25m STY p.a.	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-PS-C8 HDF-EDG-1Y	SEL apa LIC p1kSTY above 1.251m STY p.a. SEL HWX DataFlow Edge Pack 100 Devices	\$100.00 \$230,769.00	K K	31% 31%	\$69.00 \$159,230.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE HORTONWORKS
5	HDF-ENT-1Y	SEL- HWX DataFlow Ent 16 cores	\$55,385.00	ĸ	31%	\$38,215.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5		SEL HDF Jumpstart Sub 32Cores-10 Edge 6M SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$46,154.00 \$12,308.00	K	31% 31%	\$31,846.26 \$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5	HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor	\$22,154.00	K	31%	\$15,286.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB- 6M sub.	\$46,154.00	K	31%	\$31,846.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5 5		SEL HIPPO EMC CONTENT REPLICATION AM SEL HIPPO EMC EXPERIENCE AM	\$14,844.00 \$129,719.00	K K	31% 31%	\$10,242.36 \$89.506.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 I \$0.00 I	
5	HIPPO-ENTR-FORM	SEL HIPPO EMC ENTRPRISE FORM AM	\$14,844.00	ĸ	31%	\$10,242.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HIPPO
5 5		SEL HIPPO EMC QA ESSENTIALS AM SEL HIPPO EMC EXP SERVER AM	\$11,875.00 \$18,750.00	K	31% 31%	\$8,193.75 \$12,937.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 I \$0.00 I	
5		SEL HIPPO ENIC EXP SERVER AM SEL Hunk TermL w/Ent Sup 10 Nodes US	\$34,615.00	K	31%	\$23,884.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	HU-T-LIC-ESUP100	SEL Hunk TermL w/Ent Sup 100 Nodes US	\$304,615.00	K	31%	\$210,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Hunk TermL w/Ent Sup 25 Nodes US SEL Hunk TermL w/Ent Sup 250 Nodes US	\$83,077.00 \$692.308.00	K K	31% 31%	\$57,323.13 \$477,692.52	\$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-ESUP50	SEL Hunk TermL w/Ent Sup 50 Nodes US	\$159,231.00	ĸ	31%	\$109,869.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Hunk TermL w/Ent Sup 500 Nodes US SEL Hunk TermL w/Global Sup 10 Nodes US	\$1,211,538.00 \$38,942.00	K K	31% 31%	\$835,961.22 \$26,869.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5		SEL Hunk TermL w/Global Sup 100 Nodes US	\$342,692.00	K	31%	\$236,457.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5		SEL Hunk TermL w/Global Sup 25 Nodes US	\$93,462.00	K	31%	\$64,488.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5		SEL Hunk TermL w/Global Sup 250 Nodes US SEL Hunk TermL w/Global Sup 50 Nodes US	\$778,846.00 \$179.135.00	K K	31% 31%	\$537,403.74 \$123.603.15	\$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-GSUP500	SEL Hunk TermL w/Global Sup 500 Nodes US	\$1,361,538.00	ĸ	31%	\$939,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL HZ7-ADC-100-C) SEL HZ7-ADC-100-C)	\$40,000.00 \$41,800.00	K K	31% 31%	\$27,600.00 \$28,842.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE /MWARE
5		SEL HZ7-ADC-100-C) SEL HZ7-ADC-100-C)	\$39,605.01	K	31%	\$27,327.46	\$0.00	\$0.00	\$0.00		\$0.00		/MWARE
5		SEL HZ7-ADC-10-C)	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00		\$0.00		/MWARE
5 5	HZ7ADC10C-I HZ7ADC10CV2-K	SEL HZ7-ADC-10-C) SEL HZ7-ADC-10-C)	\$4,180.00 \$3,960.50	K K	31% 31%	\$2,884.20 \$2,732.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		/MWARE /MWARE
5	HZ7ADN100C	SEL HZ7-ADN-100-C)	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	/MWARE
5 5		SEL HZ7-ADN-100-C) SEL HZ7-ADN-100-C)	\$26,125.00 \$24,739.86	K K	31% 31%	\$18,026.25 \$17,070.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		/MWARE /MWARE
5		SEL HZ7-ADN-100-C) SEL HZ7-ADN-10-C)	\$24,739.86 \$2,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00		\$0.00		/MWARE
5	HZ7ADN10C-I	SEL HZ7-ADN-10-C)	\$2,612.50	K	31%	\$1,802.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	/MWARE
5 5		SEL HZ7-ADN-10-C) SEL HZ7-ENC-100-C)	\$2,473.99 \$57,500.00	K K	31% 31%	\$1,707.05 \$39,675.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		/MWARE /MWARE
5		SEL HZ7-ENC-100-C)	\$60,087.50	K	31%	\$41,460.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		/MWARE

					N'	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	HZ7ENC100CV2-K HZ7ENC10C	SEL HZ7-ENC-100-C) SEL HZ7-ENC-10-C)	\$56,947.69 \$5,750.00	K K	31% 31%	\$39,293.91 \$3,967.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ENC10C-I	SEL HZ7-ENC-10-C)	\$6,008.75	K	31%	\$4,146.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ENC10CV2-K HZ7ENN100C	SEL HZ7-ENC-10-C) SEL HZ7-ENN-100-C)	\$5,694.77 \$35,000.00		31% 31%	\$3,929.39 \$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	HZ7ENN100C-I	SEL HZ7-ENN-100-C)	\$36,575.00	K	31%	\$25,236.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7ENN100CV2-K HZ7ENN10C	SEL HZ7-ENN-100-C) SEL HZ7-ENN-10-C)	\$34,649.96 \$3,500.00		31% 31%	\$23,908.47 \$2,415.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	HZ7ENN10C-I	SEL HZ7-ENN-10-C)	\$3,657.50		31%	\$2,523.68	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL HZ7-ENN-10-C)	\$3,465.00		31%	\$2,390.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7LXC100C HZ7LXC100C-I	SEL HZ7-LXC-100-C) SEL HZ7-LXC-100-C)	\$15,000.00 \$16,500.00		31% 31%	\$10,350.00 \$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	HZ7LXC100C-K	SEL HZ7-LXC-100-C)	\$15,112.90		31%	\$10,427.90	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	HZ7LXC10C HZ7LXC10C-I	SEL HZ7-LXC-10-C) SEL HZ7-LXC-10-C)	\$1,500.00		31% 31%	\$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	HZ7LXC10C-I	SEL HZ7-LXC-10-C)	\$1,650.00 \$1,511.29		31%	\$1,138.50 \$1,042.79	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	HZ7STD100C	SEL HZ7-STD-100-C)	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7STD100C-I HZ7STD100CV2-K	SEL HZ7-STD-100-C) SEL HZ7-STD-100-C)	\$26,125.00 \$24,739.86	K K	31% 31%	\$18,026.25 \$17,070.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	HZ7STD10C	SEL HZ7-STD-10-C)	\$2,500.00	K	31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZ7STD10C-I HZ7STD10CV2-K	SEL HZ7-STD-10-C) SEL HZ7-STD-10-C)	\$2,612.50 \$2,473.99		31% 31%	\$1,802.63 \$1,707.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	HZ7STDA100C	SEL HZ7-STD-10-C) SEL HZ7-STD-4100-C)	\$19,000.00		31%	\$13,110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	HZ7STDA100C-I	SEL HZ7-STD-A100-C)	\$19,855.00		31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	HZ7STDA100CV2-K HZ7STDA10C	SEL HZ7-STD-A100-C) SEL HZ7-STD-A10-C)	\$18,793.80 \$1,900.00		31% 31%	\$12,967.72 \$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	HZ7STDA10C-I	SEL HZ7-STD-A10-C)	\$1,985.50		31%	\$1,370.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	HZ7STDA10CV2-K HZFLX10C	SEL HZ7-STD-A10-C) SEL HZ-FLX-10-C)	\$1,879.38 \$2,500.00		31% 31%	\$1,296.77	\$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)	\$2,500.00		31%	\$1,725.00 \$1,802.63	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	HZFLX10CV2-K	SEL HZ-FLX-10-C)	\$2,473.99		31%	\$1,707.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	HZFLXAD10C HZFLXAD10C-I	SEL HZ-FLX-AD10-C) SEL HZ-FLX-AD10-C)	\$1,500.00 \$1,567.50		31% 31%	\$1,035.00 \$1,081.58	\$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-FLX-AD10-C)	\$1,482.98	K	31%	\$1,023.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	IA100KPPY	SEL: PDFOPTIMIZER 100k PPY	\$1,875.00		31%	\$1,293.75	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CVISION
5	IA100KPPYO IA10MPPY	SEL: PDFOPTIMIZER 100k PPY W/OCR SEL: PDFOPTIMIZER 10M PPY	\$2,250.00 \$42,500.00		31% 31%	\$1,552.50 \$29,325.00	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		CVISION CVISION
5	IA10MPPYO	SEL: PDFOPTIMIZER 10M PPY W/OCR	\$46,875.00	K	31%	\$32,343.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5 5	IA1MPPY IA1MPPYO	SEL: PDFOPTIMIZER 1M PPY SEL: PDFOPTIMIZER 1M PPY W/OCR	\$8,500.00 \$9,375.00		31% 31%	\$5,865.00 \$6,468.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION
5	IA1Y100K	SEL: PDFOPTIMIZER 1 YR - 100K PGS	\$325.00	K	31%	\$224.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CVISION
5	IA1Y100KO IA20MPPY	SEL:PDFOPTIMIZER 1YR -100K PGS W/OCR SEL: PDFOPTIMIZER 20M PPY	\$450.00 \$80,000.00		31% 31%	\$310.50 \$55,200.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5 5	IA20MPPY IA20MPPYO	SEL: PDFOPTIMIZER 20M PPY W/OCR	\$80,000.00		31%	\$55,200.00 \$59,512.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5	IA40MPPY	SEL: PDFOPTIMIZER 40M PPY	\$113,750.00	K	31%	\$78,487.50	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5 5	IA40MPPYO IASTE100KPPY	SEL: PDFOPTIMIZER 40M PPY W/OCR SEL: PDF OPTIMIZATION SUITE 100k PPY	\$123,750.00 \$3,825.00		31% 31%	\$85,387.50 \$2,639.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	IASTE10MPPY	SEL: PDF OPTIMIZATION SUITE 10M PPY	\$79,688.00		31%	\$54,984.72	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5	IASTE1MPPY IASTE1Y100K	SEL: PDF OPTIMIZATION SUITE 1M PPY SEL:PDF OPTIMIZATION SUITE 1YR-100k PGS	\$15,938.00		31% 31%	\$10,997.22	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION
5 5	IASTE20MPPY	SEL: PDF OPTIMIZATION SUITE 17K-100K PGS SEL: PDF OPTIMIZATION SUITE 20M PPY	\$765.00 \$146,625.00		31%	\$527.85 \$101,171.25	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		CVISION CVISION
5	IASTE40MPPY	SEL: PDF OPTIMIZATION SUITE 40M PPY	\$210,375.00		31%	\$145,158.75	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5 5	IASTEVP100K IAVP100K	SEL:PDF OPTIMIZ SUITE VOL PACK 100k PGS SEL: PDFOPTIMIZER VOL PACK: 100k PGS	\$2,125.00 \$1,031.00		31% 31%	\$1,466.25 \$711.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION
5	IAVP100KO	SEL:PDFOPTIMIZER VOL PACK 100k PGS W/OCR	\$1,250.00	K	31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5 5	ICX6400-EPS1500 ICX6400-RMK	SEL ICX6430/50 1500W Ext Pwr-RPS/EPS SEL ICX6430/6450 2 Post Rck Kit Spare	\$1,500.00 \$50.00		31% 31%	\$1,035.00 \$34.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX6430-24	SEL 24p 1G 4x1G SFP U/S Ports Fanless	\$1,295.00		31%	\$893.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX6430-24P	SEL 24p 1G PoE+ 390W4x1G SFP U/S Ports	\$2,295.00	K	31%	\$1,583.55	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	ICX6430-48 ICX6430-48P	SEL 48p 1G 4 x 1G SFP Uplink/Stack Ports SEL 48p1G PoE+ 390W4 x 1G SFP U/S Ports	\$2,795.00 \$4,095.00		31% 31%	\$1,928.55 \$2,825.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL 6450 CapLic UPG 1G U/S Prts(+1G/10G)	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX6450-PREM-LIC ICX7000-RMK	SEL ICX 6450 PREMIUM SOFTWARE LICENSE SEL-RACK MOUNT KIT,2 POST,ICX7750/7450	\$800.00 \$85.00		31% 31%	\$552.00 \$58.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7250-24	SEL-24-port 1 GbE switch with 8x1GbE SFP	\$2,100.00		31%	\$1,449.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-24prt 1 G bundle 2x1GbE/10GbE+6x1GbE	\$2,650.00		31%	\$1,828.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5 5	ICX7250-24G ICX7250-24P	SEL-24-port 1 GbE 4x1GbE SFP SEL-24-prt 1 GbE switch PoE+ 360W	\$2,000.00 \$2,650.00		31% 31%	\$1,380.00 \$1,828.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET
5	ICX7250-24P2X10G	SEL-24-prt 1 GbE switch PoE+ 360W bundle	\$3,200.00	K	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7250-2X10GPOD ICX7250-48	SEL-7250 Upgrd uplnk prts to 2x1GE/10GE SEL-48-prt 1 GbE switch with 8x1GbE SFP+	\$1,400.00 \$3,200.00		31% 31%	\$966.00 \$2,208.00	\$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	ICX7250-48-2X10G	SEL-48-prt 1 GbE switch bundle	\$3,900.00	K	31%	\$2,691.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7250-48P	SEL-48-prt 1 GbE switch PoE+ 720W	\$4,600.00		31% 31%	\$3,174.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		BROCADE ETHERNET
5		SEL-48-prt 1 GbE switch PoE+ 720W bundle SEL-ICX7250 Upgrd to 8x1GbE/10GbE uplnk	\$5,300.00 \$1,000.00		31%	\$3,657.00 \$690.00	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7250-PREM-LIC	SEL-ICX7250 Layer 3 Premium Software	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7400-1X40GQ	SEL-ICX 7450 1-port 40GbE QSFP+ Module SEL-ICX 7450 4-port 1/10GbE 10GBase-T	\$800.00 \$1,200.00		31% 31%	\$552.00 \$828.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7400-4X10GF	SEL-ICX 7450 4-port 1/10GbE SFP+ Module	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	ICX7400-4X1GF	SEL-ICX 7450 4-port 100M/1GbE SFP Module	\$400.00		31%	\$276.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	ICX7450-24 ICX7450-24-E	SEL-24-port 1 GbE switch, 3 mod slots SEL-24-port 1 GbE switch bundle	\$3,095.00 \$5,595.00		31% 31%	\$2,135.55 \$3,860.55	\$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	ICX7450-24P	SEL-24-port 1 GbE swch PoE+, 3 mod slots	\$3,495.00	K	31%	\$2,411.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7450-24P-E ICX7450-48	SEL-24-port 1 GbE switch PoE+ bundle SEL-48-port 1 GbE switch, 3 mod slots	\$6,595.00 \$5,295.00		31% 31%	\$4,550.55 \$3,653.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-48-E	SEL-48-port 1 GbE switch bundle	\$7,995.00	K	31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7450-48F ICX7450-48F-E	SEL-48-port 1 GbE SFP switch, 3 modslots SEL-48-port 1 GbE SFP switch bundle	\$9,995.00		31% 31%	\$6,896.55 \$9,376.55	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7450-48F-E ICX7450-48P	SEL-48-port 1 GbE SFP switch bundle SEL-48-port 1 GbE swch PoE+, 3 mod slots	\$11,995.00 \$6,795.00		31% 31%	\$8,276.55 \$4,688.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET
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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	THIRD PARTY PRODUCT PARTNER
	5		SEL-48-port 1 GbE switch PoE+ bundle	\$9,995.00	K	31%	\$6,896.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5 5		SEL-48-port 1 GbE switch PoE+ bundle SEL-ICX 7450 LAYER 3 PREM SOFTWARE LIC	\$9,195.00 \$1,200.00	K K	31% 31%	\$6,344.55 \$828.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5	ICX7750-26Q	SEL-7750 w/26 40GbE prts 1 mod slot.	\$21,500.00	ĸ	31%	\$14,835.00		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5	ICX7750-48C	SEL-7750 w/48 40GbE prts 1 mod slot.	\$23,900.00	K	31%	\$16,491.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5 5	ICX7750-48F ICX7750-6Q	SEL-7750w/48 10GbE SFP+ prts, 6 10/40GbE SEL-ICX7750 six port 40GbE QSFP+ module	\$21,500.00 \$5,995.00	K K	31% 31%	\$14,835.00 \$4,136.55		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5		SEL-(4) 7750 Fans prt side air intake	\$1,495.00	K	31%	\$1,031.55		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5	ICX7750-FAN-E-1	SEL-(1) 7750 Fan prt side air intake	\$575.00	K	31%	\$396.75		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5 5		SEL-(4) 7750 Fan assys prt side air exh SEL- (1) 7750 Fan assy port side air exh	\$1,495.00 \$575.00	K K	31% 31%	\$1,031.55 \$396.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5		SEL-7750 PREMIUM LAYER3 FEATURES	\$6,495.00	K	31%	\$4,481.55		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5	ICX7750-RMK	SEL-FRU,RCK MNT KIT,2 POST, 7750/7450	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
	5		SEL-EPS4000 Cable Direct; 1 EPS4000	\$150.00	K	31% 31%	\$103.50 \$207.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5 5		SEL-EPS4000 Cble Spli; 1 EPS4000 to 2 SEL-EPS4000 Shelf with 4 bays	\$300.00 \$2,000.00	K	31%	\$1,380.00		\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		BROCADE ETHERNET
	5		SEL-7450 exhaust airflow fan, FTB	\$250.00	K	31%	\$172.50		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5	ICX-FAN10-I	SEL-7450 intake airflow fan, BTF	\$250.00	K	31%	\$172.50		\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
	5 5	IGL-CA-009 INIT-MAC0-EM1	SEL Eyeglass Isilon Probe-Basic SEL ATTO Xtend SAN Mac iSCSI Initiator	\$1,795.00 \$215.00	K K	31% 31%	\$1,238.55 \$148.35		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SUPERNA ATTO
	5		SEL SteelHead Interceptor 9600 Base	\$55,378.00	ĸ	31%	\$38,210.82		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
	5		SEL SteelHead Interceptor 9600 Base-C	\$55,378.00	K	31%	\$38,210.82		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
	5 5		SEL IOMART SW 1Y 0-10 SEL IOMART SW 1Y 1001+	\$538.00 \$183.00	K K	31% 31%	\$371.22 \$126.27		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
	5		SEL IOMART SW 11 10017	\$431.00	K	31%	\$297.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5		SEL IOMART SW 1Y 151-250	\$323.00	K	31%	\$222.87		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5		SEL IOMART SW 1Y 251-400	\$269.00	K	31%	\$185.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5 5		SEL IOMART SW 1Y 401-600 SEL IOMART SW 1Y 51-150	\$215.00 \$377.00	K	31% 31%	\$148.35 \$260.13		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
	5		SEL IOMART SW 1Y 601-1000	\$194.00	ĸ	31%	\$133.86		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5		SEL IOMART SW 2Y 0-10	\$915.00	K	31%	\$631.35		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5 5		SEL IOMART SW 2Y 1001+ SEL IOMART SW 2Y 11-50	\$311.00 \$732.00	K	31% 31%	\$214.59 \$505.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
	5		SEL IOMART SW 21 11-50 SEL IOMART SW 2Y 151-250	\$549.00	K	31%	\$378.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5	IOM-SW2Y-251-400	SEL IOMART SW 2Y 251-400	\$458.00	K	31%	\$316.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
	5		SEL IOMART SW 2Y 401-600	\$366.00	K	31%	\$252.54		\$0.00	\$0.00	\$0.00	\$0.00		IOMART IOMART
	5 5		SEL IOMART SW 2Y 51-150 SEL IOMART SW 2Y 601-1000	\$641.00 \$330.00	K K	31% 31%	\$442.29 \$227.70		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	IOMART
	5		SEL IOMART SW 3Y 0-10	\$1,292.00	ĸ	31%	\$891.48		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5		SEL IOMART SW 3Y 1001+	\$439.00	K	31%	\$302.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5 5		SEL IOMART SW 3Y 11-50 SEL IOMART SW 3Y 151-250	\$1,034.00 \$775.00	K K	31% 31%	\$713.46 \$534.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
	5		SEL IOMART SW 31 151250 SEL IOMART SW 32 251-400	\$646.00	K	31%	\$445.74		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5	IOM-SW3Y-401-600	SEL IOMART SW 3Y 401-600	\$517.00	K	31%	\$356.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
	5		SEL IOMART SW 3Y 51-150	\$905.00	K	31%	\$624.45		\$0.00	\$0.00	\$0.00	\$0.00		IOMART
	5 5		SEL IOMART SW 3Y 601-1000 SEL: IMAGEOPTIMIZATION SERVICES 100K PPY	\$465.00 \$24,875.00	K	31% 31%	\$320.85 \$17,163.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART CVISION
	5	IOS10MPPY	SEL: IMAGEOPTIMIZATION SERVICES 10M PPY	\$67,375.00	K	31%	\$46,488.75		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5	IOS1MPPY	SEL: IMAGEOPTIMIZATION SERVICES 1M PPY	\$37,375.00	K	31%	\$25,788.75		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5 5	IOS20MPPY IOS40MPPY	SEL: IMAGEOPTIMIZATION SERVICES 20M PPY SEL: IMAGEOPTIMIZATION SERVICES 40M PPY	\$124,875.00 \$178,625.00	K K	31% 31%	\$86,163.75 \$123,251.25		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
	5		SEL: IO SVS w/PDF Optimiz Suite 100k PPY	\$42,288.00	ĸ	31%	\$29,178.72		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5		SEL: IO SVS w/PDF Optimiz Suite 10M PPY	\$114,538.00	K	31%	\$79,031.22		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5 5	IOSSTE1MPPY IOSSTE20MPPY	SEL: IO SVS w/PDF Optimiz Suite 1M PPY SEL: IO SVS w/PDF Optimiz Ste 20M PPY	\$63,538.00 \$212,288.00	K K	31% 31%	\$43,841.22 \$146,478.72		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
	5		SEL IO SVS w/PDF Optimiz Ste 40M PPY	\$303,663.00	K	31%	\$209,527.47		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5		SEL IO SVS w/PDF Optimiz Ste VOL PK 100M	\$158,844.00	K	31%	\$109,602.36		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5 5	IOSSTEVP10M	SEL IO SVS w/PDF Optimiz Ste VOL PK 10M	\$43,988.00	K K	31%	\$30,351.72		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		CVISION
	5		SEL IO SVS w/PDF Optimiz Ste VOL PK 200M SEL IO SVS w/PDF Optimiz Ste VOL PK 25M	\$364,119.00 \$63.538.00	K	31% 31%	\$251,242.11 \$43.841.22		\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		CVISION CVISION
	5	IOSSTEVP500M	SEL IO SVS w/PDF Optimiz Ste VOL PK 500M	\$706,244.00	K	31%	\$487,308.36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
	5		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		CVISION
	5 5	IOSVP100M IOSVP10M	SEL IMAGEOPTIMIZATION SVC VOL PACK 100M SEL: IMAGEOPTIMIZATION SVC VOL PACK 10M	\$93,438.00 \$25,875.00	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		CVISION CVISION
	5		SEL IMAGEOPTIMIZATION SVC VOL PACK 200M	\$214,188.00	ĸ	31%	\$147,789.72		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5	IOSVP25M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 25M	\$37,375.00	K	31%	\$25,788.75		\$0.00	\$0.00	\$0.00	\$0.00		CVISION
	5 5	IOSVP500M IOSVP50M	SEL IMAGEOPTIMIZATION SVC VOL PACK 500M SEL: IMAGEOPTIMIZATION SVC VOL PACK 50M	\$415,438.00 \$53,188.00	K K	31% 31%	\$286,652.22 \$36,699.72		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	CVISION CVISION
	5		SELECT 10GE 6250 ROUTER HA CONFG	\$33,188.00	K	31%	\$21,972.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
	5	KIT-MEM1-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB)	\$2,462.00	K	31%	\$1,698.78		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
	5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 64GB)	\$9,846.00	K	31%	\$6,793.74		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
			SEL CAS ANALYTICS LIC FOR CAP-2260-B010 SEL CAS ANALYTICS LICENSE FOR ENT PROF	\$49,225.00 \$86,148.00	K K	31% 31%	\$33,965.25 \$59,442.12		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
	5	LIC-ADD-100MB	SEL License 100Mbps add on-VH only	\$4,923.00	K	31%	\$3,396.87		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
	5	LIC-ARX2200	SEL AppResponse 2200 licenses	\$4,708.00	K	31%	\$3,248.52		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
			SEL AppResponse 3300 licenses SEL AppResponse 3800 licenses	\$7,385.00 \$11,692.00	K K	31% 31%	\$5,095.65 \$8,067.48		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
	5		SEL AppResponse 4300 licenses	\$15,385.00	K	31%	\$10,615.65		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
	5	LIC-ARX5100	SEL AppResponse 5100 licenses	\$19,692.00	K	31%	\$13,587.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
			SEL AppResponse 6000 licenses SEL AppResponse Director 300 licenses	\$28,314.00	K	31%	\$19,536.66		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
			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		RIVERBED RIVERBED
	5	LIC-CAX-460-SDN	SEL SDN Feature License for CAX-460	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
			SEL License SteelHead CX255-H	\$6,400.00	K	31%	\$4,416.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
			SEL License SteelHead CX255-L SEL License SteelHead CX255-M	\$1,477.00 \$3,938.00	K K	31% 31%	\$1,019.13 \$2,717.22		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
			SEL License Steelhead CX255-W	\$246.00	K	31%	\$169.74		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
			SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00	K	31%	\$3,651.48		\$0.00		\$0.00	\$0.00		RIVERBED
	5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00	K	31%	\$679.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					N	VP 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)	(STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL Lic SteelHead CX570M 10Mbps 450conn SEL Lic SteelHead CX770H 30Mbps 2500conn	\$3,446.00 \$10,209.00	K 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	K	31%	\$1,099.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Lic SteelHead CX770M 20Mbps 1500conn SEL License Steelhead INT-9600	\$4,055.00 \$6,154.00	K K	31% 31%	\$2,797.95 \$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	LIC-SCAN-02170	SEL SteelCentral NetShark 2170 license	\$4,923.00	K	31%	\$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentral NetShark 4170 license SEL SteelCentral NetShark 6170 license	\$9,231.00 \$12,308.00	K K	31% 31%	\$6,369.39 \$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	210 00/11/00/170	SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00	K	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL NetSharkVE SteelFusionEdge3100	\$3,194.00	K	31%	\$2,203.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL NetSharkVE SteelFusionEdge3200, 5100 SELLic SCC1000incl bundled20 Appliances	\$6,148.00 \$1,108.00	K K	31% 31%	\$4,242.12 \$764.52	\$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-SCFG-2270-F1	SEL SteelCentralFlowGateway Lic 200K FPM	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentralFlowGateway Lic 400K FPM SEL SteelCentralFlowGateway Lic 600K FPM	\$27,077.00 \$44,308.00	K K	31% 31%	\$18,683.13 \$30,572.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentralFlowGateway Lic 800K FPM	\$59,077.00	ĸ	31%	\$40,763.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentral Flow Gateway Lic 1M FPM SEL SteelCentral Flow Gateway Lic 2M FPM	\$72,615.00 \$121,846.00	K 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		SEL SteelCentral NetExpress Lic 15K FPM	\$2,462.00	K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentral NetExpress Lic 30K FPM	\$18,462.00	K	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentral NetExpress Lic 60K FPM SEL SteelCentral NetExpress Lic 90K FPM	\$45,538.00 \$70,154.00	K K	31% 31%	\$31,421.22 \$48,406.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00	ĸ	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		ISEL SteelCentral SDN License SCNEVE470 SEL SteelCentralNetProfilerEnterprUILic	\$2,455.00 \$4,923.00	K	31% 31%	\$1,693.95 \$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		SEL SteelCentralNetProfiler Lic 200K FPM	\$12,923.00	K K	31%	\$3,396.67 \$8,916.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentralNetProfiler Lic 400K FPM	\$65,846.00	K	31%	\$45,433.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentralNetProfiler Lic 600K FPM SEL SteelCentralNetProfiler Lic 800K FPM	\$105,231.00 \$139.692.00	K 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	K	31%	\$115,920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00	K K	31%	\$4,242.12	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentrNetProfilerEntANLic1MFPM SEL SteelCentralNetProfilerEnterpr DBLic	\$18,831.00 \$7,877.00	K	31% 31%	\$12,993.39 \$5,435.13	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentralNetProfilerEnterpr DPLic	\$6,523.00	K	31%	\$4,500.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentrNetProfilerEntEXLic1MFPM SEL SteelCentralNetProfilerEnterprSDNLic	\$18,831.00 \$6,148.00	K 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	\$0.00	RIVERBED
5 5		SEL SCPS LICENSE ON 555 SERIES	\$2,455.00	K K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SCPS License on 755/770 Series SEL SCPS Lic EX1160/SFED2100/2200	\$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		SEL EVAL SCPS LICENSE ON 1160 SERIES	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SCPS Lic 1260/1360/SFED3100/3200 SEL SCPS License on 1555/3070 Series	\$15,378.00 \$10,455.00	K K	31% 31%	\$10,610.82 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-009	SEL SCPS License on 5055/5070 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SCPS License 7055/7070/DX8000 Series SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$40,609.00 \$9,225.00	K K	31% 31%	\$28,020.21 \$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		SEL LIC SFCR3500, C1, 231B, 130E0NS SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$19,071.00	K	31%	\$13,158.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL LIC SFCR3500, C3, 100 TB, 300 LUNs	\$46,148.00	K	31%	\$31,842.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL LIC SFED2100 W1 1500cxns, 20Mbps SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$4,923.00 \$14,769.00	K K	31% 31%	\$3,396.87 \$10,190.61	\$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-2100-W3	SEL LIC SFED2100 W3 5000 cxns, 50Mbps	\$29,538.00	K	31%	\$20,381.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL LIC SFED2200 W1 1500cxns, 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30Mbps	\$6,154.00 \$12,308.00	K K	31% 31%	\$4,246.26 \$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-2200-W3	SEL LIC SFED2200 W3 5000 cxns, 50Mbps	\$30,769.00	K	31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL LIC SFED3100 W0 BlockStream 30Mbps SEL LIC SFED3100 W1 2500 cxns, 30Mbps	\$0.00 \$12,308.00	K K	31% 31%	\$0.00 \$8,492.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL LIC SFED3100 W12500 cxns, 50Mbps 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		SEL LIC SFED3100 W3 10000 cxns, 100Mbps	\$33,846.00	K	31%	\$23,353.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL LIC SFED3200 W0 BlockStream 30Mbps SEL LIC SFED3200 W1 2500 cxns, 30Mbps	\$0.00 \$9,846.00	K K	31% 31%	\$0.00 \$6,793.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-3200-W2	SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$27,077.00	K	31%	\$18,683.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL LIC SFED3200 W3 10000 cxns, 100Mbps SEL LIC SFED5100 W0 BlockStream 50Mbps	\$39,385.00 \$0.00	K K	31% 31%	\$27,175.65 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$18,462.00	ĸ	31%	\$12,738.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL LIC SFED5100 W2 10000 cxns, 100Mbps	\$30,769.00	K	31%	\$21,230.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SELECT: QLogic 5800 20G upgrade SELECT: 5800 4PORT UPGRD W/4SFP	\$1,089.00 \$1,080.00	K K	31% 31%	\$751.41 \$745.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC 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		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	LPE12000-E	SELECT SINGLE-PORT 8GB FC PCI EXPRESS	\$1,245.00	K	31%	\$859.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		EMULEX EMULEX
5		SEL SINGLE-PORT; 8GB FC; PCI-E; FED GOVT SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,245.00 \$1,660.00	K K	31% 31%	\$859.05 \$1,145.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMULEX
5	LPE12002-E-G	SEL DUAL-PORT; 8GB FC; PCI-E; FED GOVT.	\$1,660.00	K	31%	\$1,145.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5 5	LPE1250-E LPE1250-E-G	SELECT SINGLE-PORT 8GB FC PCI EXPRESS SEL SINGLE-PORT; 8GB FC; PCI-E; FED GOVT	\$1,090.00 \$1,090.00	K K	31% 31%	\$752.10 \$752.10		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		EMULEX EMULEX
5	LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00	K	31%	\$1,152.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5		SEL DUAL-PORT 16GB FC PCI EXPRESS	\$2,199.00	K	31%	\$1,517.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5 5		SEL DFC RT Collector, Ea Dctm Repository SELECT EACH DCTM PROD SVR	\$5,000.00 \$7,500.00	K 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	\$0.00	REVEILLE
5 5		SELECT 100K PPY PACK SELECT 10M PPY PACK	\$500.00 \$28,000.00	K 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-1MPPY	SELECT 1M PPY PACK	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5 5		SELECT Each IA Server SEL Ea 1,000 InfoArchive users	\$1,500.00 \$8,000.00	K K	31% 31%	\$1,035.00 \$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		SELECT EACH XPRES PROD SVR CORE	\$7,500.00		31%	\$5,520.00 \$5,175.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5	MCX-RT-1KUSR	SELECT Each 500 LIC. USERS	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE

May Security May Security May Security May Security May Security May Security May Security May May Security May						N'	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
Manual	BAND			LIST PRICE USD		DISCOUNT %		ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)		
March Marc	-				K									
March Marc		MGP100CV2-K	SEL MGP-100-C)	\$14,829.76	K	31%	\$10,232.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
Mindelford Min	-													
OF CAMES Contemporary Contempo	-	MGP10CV2-K	SEL MGP-10-C)		ĸ								\$0.00	VMWARE
March Column Co					K									
Mile Mile					K									
WIFE-TROOK Bit Industry Bit In					K									
MITHER TOOK Company of the Compa														
Miles 1000		MIFD-FLT00051	SEL mylnsight 51-200USR FLOAT 1YRLEASE				\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	AMPLEXOR
MIT MIT					K									
Mathematical Composes 1500			SEL mylnsight 1251+ USR FLOAT 1YR LEASE		ĸ									
March Marc														
Miles Control Contro	-				K									
1.			SEL: 1-60TB migrated per TB	\$2,000.00										
Mile Control Mile					K K									
Mile Control Mile Control Mile M		MIG-LIC-120P	SEL: 61-120TBmigrated per TB (1M+/TB)	\$2,040.00	K	31%	\$1,407.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SEVEN10
1					K									
5 Michigan Michi					ĸ									
Section					K									
Second Conference Seco							\$754.17 \$867.33							
AutoConformer Strate Str		MIG-LIC-O5H	SEL: Over 500TBmigrated per TB	\$1,000.00	K								\$0.00	SEVEN10
S MC-00-07-07-07-07-07-07-07-07-07-07-07-07-					K K									
STATE COLUMN STAT	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	\$0.00	ВТМ
COUNTY C	-				K									
S NICOSATIC CE PRINCE TROPPEN 191200 S 2014 S 20					ĸ									
S NC.003-175C SEE. PLAY-ENT (TIGET FL.COPPER IND)														
S NCO-04-SPC C														
S MC-09-4LX SEL MC-09-6CE SEL MC-09-		NIC-004-4SX		\$19,992.00	K	31%	\$13,794.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
S NCO-09-42C SEL 4-PORT (GEL LY BIRGLE AND EFRENCH CERE SINC) SAL 4-PORT (GEL LY BIRGL					K									
5 NC-07F-2FR, C SE 2-PM FOR TWO CAPE 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	5	NIC-005-4LX-C	SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIC	\$18,455.00	ĸ	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
S NO.000-28 2 1006 S No.000-26 C S 2 1006 S					K									
5 NO-099-20F SEL 2P 100F FIRST RESPIRED STREPS \$19,900 K 31% \$13,744-8 \$0.00 \$														
\$ NI-CORP_CATC SEL _ PORTITION FIRER (R. SR) SPP-					K									
5 NIC-01G-ZLX SEL 2-PORT 1/GBE LAN (CXXXX) SPARE					K K									
5 NIC-GIG-2SCK SEL P-PORT IGBE SX NIC (2005) RAPE 5 NIC-GIG-2SCK SEL SZ-PORT IGBE SX NIC (2005) RAPE 5 NIC-GIG-2SCK SEL SZ-PORT IGBE SX NIC (2005) RAPE 5 NIC-GIG-4SCK SEL		NIC-01G-2LX	SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$7,495.00		31%	\$5,171.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NC-G1G-25S-C SEL-PORT 1GBE SX NC (XXXS) PARE					K K									
5 NIC-01G-41X-C SEL 4-PORT (GBE LN NIC (XXXX)) SPARE NIC-01G-4TX. SEL 4-PORT (GBE TN NIC (XXXX)) SPARE SEL 4-PORT (GBE TN NIC (XXXXX)) SPARE SEL 4-PORT (GBE TN			SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00		31%	\$5,951.94		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
Second color Seco	-													
5 NC-01G-4TXC SEL 4PORT 10BET X NIC (XXSS) 3PARE 5 NC-01G-4TXC SEL 4PORT 10BET X NIC (XXSS) ADD-ON 5 NC-01G-4TXC SEL 4PORT 10BET X NIC (XXSS) ADD-ON 5 NC-01G-4TXC SEL 5TXL 4P TOBEE X NIX T MODE FIRER NIC 5 NC-01G-4XS-E-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-01G-4XS-E-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-01G-5XS-E-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-01G-5XS-E-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-01G-5XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-5XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-5XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-5XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-5XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC 5 NC-10G-1G-4XS-B-C SEL EVAL 4P TOBEE X SINK SEL AND T MODE FIRER NIC SEL AND T MODE FI	5	NIC-01G-4SX	SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$12,495.00	ĸ	31%	\$8,621.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
NC-10-G-TIXC- SEL +PORT 106BET X INC (XXS) ADD-ON \$3.446.00 K 31% \$1.273.35 S					K								\$0.00	RIVERBED
5 NIC-0-01G-2LXP SEL EVIAL 4P 1GBE LX SINGLEMODE FIBER NIC					ĸ									
5 NIC-1-001G-2XBP SEL Dual 1 OBE Fiber LX NIC-1-001G-2XBP SEL Dual 1 OBE Fiber SY NIC-1-001G-3XBP SEL Dual 1 OBE Fiber SY NIC-1-010G-3XBP SEL Dual 1 OBE Fibe					K									
5 NIC-1-01G-4SPP SEL Qual 10 GE Fiber IXP 5 NIC-1-01G-4SPP SEL Qual 10 GE Fiber SPP 5 NIC-1-01G-4SPP SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-4TX SEL Qual 10 GE Copper Base-T 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-2TX SEL Qual 10 GE Fiber SPP- 5 NIC-1-01G-3TX SEL Qua														
5 NIC1-010-C4SFPC SEL Qual 1 GRE Fiber SFP														
5 NIC-1001G-4TX SEL Qual 1 GBC Copper Base-T \$2,086.00 K 31% \$1,439.34 \$0.00 \$														
5 NIC-1-01G-4TX-C SEL Qual 1 GBC Copper Base-T \$2,086.00 K 31% \$1,499.34 \$0.00		NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T	\$2,086.00		31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NC-1-010G-2LRPB SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SFPPC SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SFPPC SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SRPP SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SRPP SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SRPP SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SRPP SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2SRPP SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2TX-C SEL Dual 10 GBE Copper Base-T 5 NC-1-010G-2TX-C SEL Dual 10 GBE Fiber SPP+ 5 NC-1-010G-2TX-	-													
5 NIC1-010G-2SFPPC SEL Julal 10 GBE Fiber SFP- \$11,686.00 K 31% \$8,063.34 \$0.00	-	NIC-1-010G-2LRBP	SEL Dual 10 GbE Fiber LR		ĸ									
5 NIC-1-010G-2SRB SEL Dual 10 GBE Fiber SR 5 NIC-1-010G-2TX-C SEL Dual 10 GBE Copper Base-T 5 NIC-1-010G-2TX-C SEL Dual 10 GBE Copper Base-T 5 NIC-1-010G-2TX-C SEL Dual 10 GBE Copper Base-T 5 NIC-1-010G-4TX-C SEL Dual 10 GBE Copper Base-T 6 NIC-1-010G-4TX-C SEL Dual 10 GBE Copper Base-T 7 NIC-1-010G-4TX-C SEL Dual 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL Dual 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUal 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE Copper Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE COPPER Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE COPPER Base-T 8 NIC-1-010G-4TX-C SEL DUAL 10 GBE COPPER B														
5 NIC-1-010G-2TX-C SEL Dual 10 GBE Copier Base-T \$7,378.00 K 31% \$5,090.82 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$17,840.00 K 31% \$12,309.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1,000 \$17,840.00 K 31% \$12,309.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1,000 \$1,	-													
5 NIC1-010G-4SFPC SEL Quad 10 GBE Cipher SFP+ 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL Quad 10 GBE Copper Base-T 5 NIC1-010G-4TX-C SEL QUAD 10 GBE Copper Base-T 6 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 7 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER Base-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GBE COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER BASE-T 8 NIC1-010G-4TX-C SEL QUAD 10 GB COPPER	5	NIC-1-010G-2TX	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	\$0.00	RIVERBED
5 NIC-1010G-4TX SEL Quad 10 GBE Copper Base-T \$6,148.00 K 31% \$4,242.12 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NIVERBED \$1,000	-	NIC-1-010G-2TX-C NIC1-010G-4SFPPC	SEL Dual 10 GbE Copper Base-T SEL Quad 10 GbE Fiber SEP+		K K									
5 NIC-10G-2LR-C SEL 2-PORT 10GBE L'A RINC ADD ON \$22.570.00 K 31% \$15.573.30 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00G-2SR-C SEL 2-PORT 10GBE SR MN NIC ADD ON \$17.922.00 K 31% \$12.266.18 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00G-2SR-C SEL 2-PORT 10GBE FIRE NIC-CSK ADD ON-REG SPP \$15.994.00 K 31% \$11.035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00G-2SR-C SEL 2-PORT 10GBE TREET NIC-CSK ADD ON-REG SPP \$15.994.00 K 31% \$18.93.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00G-2SR-C SEL 2-PORT 10GBE TREET NIC-CSK ADD ON \$2.455.00 K 31% \$1.983.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1.00G-2SR-C SEL 2-PORT 10GBE TREET NIC-CSK ADD ON \$1.00G-2SR-C SEL 2-PORT 10GB TREET NIC-CSK ADD ON \$1.00	5	NIC-1-010G-4TX	SEL Quad 10 GbE Copper Base-T	\$6,148.00	K	31%	\$4,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-10G-2SR-C SEL 2-PORT 10GBE SR MM NIC ADD ON \$17,922,00 K 31% \$12,366.18 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$15,940.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$15,940.00 K 31% \$11,035.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$15,940.00 K 31% \$1,093.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$15,940.00 \$0														
5 NIC-CSK-2TX-C SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD ON \$2,455.00 K 31% \$1,693.95 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 RIVERBED \$1,000 \$1,	5	NIC-10G-2SR-C	SEL 2-PORT 10GBE SR MM NIC ADD ON	\$17,922.00	K	31%	\$12,366.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 NIC-CSK-4TX-C SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD ON \$3.886.00 K 31% \$2.543.34 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NIVERBED 5 NOPROD-UPLFT SELECT 10% Prod Uplift for Non-Prod 5 NSS-AC-L SEL ADDED CAPACITY 5TB CAPTURE NIC-CSK ADD ON \$5.00 K 31% \$8.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 REVEILE 5 NSS-AC-L SEL ADDED CAPACITY 5TB CAPTURE SUP \$5.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-L SEL Added Site 1 Sup \$5.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-FF SEL Added Site 1 Sup \$5.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-FF SEL ADDED DERS IX 1YE LIG & SUP \$1.411.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-FF SEL ADDED USERS IX 1YE LIG & SUP \$1.580.00 \$1.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-FF SEL ADDED USERS IX 1YE LIG & SUP														
5 NONPROD-UPLET SELECT 10% Prod Uplit for Non-Prod \$10.00 K 31% \$6.90 \$0.00 \$0		NIC-CSK-4TX-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD ON			31%					\$0.00	\$0.00	\$0.00	RIVERBED
5 NSS-AC-YF SEL ADDED CAPACITY 5TB YRLY FEE LIC &SUP \$2,308.00 K 31% \$1,592.52 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-YF SEL Added Site 1 1 \$2,000 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-YF SEL Added Site 1 1 \$2,000 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-YF SEL ADDED USERS IX 1 YR LIC & SUP \$1,538.00 K 31% \$1,411.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AU-YF SEL ADDED USERS IX 1 YR LIC & SUP \$1,538.00 K 31% \$1,061.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE				\$10.00			\$6.90	\$0.00						
5 NSS-AS-L SEL Added Site 1 1 \$5.385.00 K 31% \$3,715.65 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AS-YF SEL Added Site 1 1yr Lic & Sup \$2,046.00 K 31% \$1,411.74 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE 5 NSS-AU-YF SEL ADDED USERS 1K 1YR LIC & SUP \$1,538.00 K 31% \$1,061.22 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 NORTHERN PARKLIFE														
5 NSS-AU-YF SEL ADDED USERS 1K 1YR LIC & SUP \$1,538.00 K 31% \$1,061.22 \$0.00 \$0.00 \$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	\$0.00	NORTHERN PARKLIFE
		NSS-AS-YF NSS-AU-YF												
	5													

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					N	VP LEVEL 1		NVP MAINTENA		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	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNE
5	NSS-BL-YF	SEL BASE LIC-YRLY FEE LIC & SUP	\$15,385.00	K	31%	\$10,615.65	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	NORTHERN PARKLIFE
5	NSS-MC-L	SEL MULTI-COMPANY LIC	\$156,250.00	K	31%	\$107,812.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NORTHERN PARKLIFE
5 5	NSS-MC-YF NSS-TRIAL	SEL MULTI-COMPANY LIC-YRLY FEE LIC & SUP SELECT NSS Trial Software	\$93,750.00 \$0.00	K K	31% 31%	\$64,687.50 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NORTHERN PARKLIFE) NORTHERN PARKLIFE
5	NSS-UC-L	SEL Added Users 1K	\$3,692.00	K	31%	\$2,547.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) NORTHERN PARKLIFE
5	NTPSECSB11TB	SELECT ECS Archiving Svc 10-80TB Lic	\$500.00	K	31%	\$345.00		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSECSB12TB NTPSECSB13TB	SELECT ECS Archiving Svc 81-240TB Lic SELECT ECS Archiving Svc 241-500TB Lic	\$466.67 \$436.00	K K	31% 31%	\$322.00 \$300.84		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSECSB131B	SELECT ECS Archiving Svc 241-3001B Lic SELECT ECS Archiving Svc 501-750TB Lic	\$404.00	K	31%	\$300.64 \$278.76		\$0.00	\$0.00	\$0.00	\$0.00) NTP SOFTWARE
5	NTPSECSB15TB	SELECT ECS Archiving Svc 751-1024TB Lic	\$372.00	K	31%	\$256.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSFAB1TB NTPSFAB2TB	SELECT NTPS FA 10-80TB License SELECT NTPS FA 81-240TB License	\$601.33 \$570.67	K K	31% 31%	\$414.92 \$393.76		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFAB2TB	SELECT NTPS FA 61-240TB License SELECT NTPS FA 241-500TB License	\$540.00	K	31%	\$393.76		\$0.00	\$0.00	\$0.00	\$0.00) NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	ĸ	31%	\$351.44		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSFAB5TB	SELECT NTPS FA 751-1024TB License	\$476.00	K	31%	\$328.44		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSFILEMGNT NTPSFRB1TB	SELECT NTPS FILE MGNT PROD SELECT NTPS FR 10-80TB License	\$120.00 \$601.33	K K	31% 31%	\$82.80 \$414.92		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSFRB2TB	SELECT NTPS FR 81-240TB License	\$570.67	ĸ	31%	\$393.76		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSFRB3TB	SELECT NTPS FR 241-500TB License	\$540.00	K	31%	\$372.60		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSFRB4TB NTPSFRB5TB	SELECT NTPS FR 501-750TB License SELECT NTPS FR 751-1024TB License	\$509.33 \$476.00	K K	31% 31%	\$351.44 \$328.44		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSQFSB1TB	SELECT NTPS QFS 10-80TB License	\$601.33	ĸ	31%	\$414.92		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSQFSB2TB	SELECT NTPS QFS 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSQFSB3TB	SELECT NTPS QFS 241-500TB License	\$540.00	K K	31%	\$372.60		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTPSQFSB4TB NTPSQFSB5TB	SELECT NTPS QFS 501-750TB License SELECT NTPS QFS 751-1024TB License	\$509.33 \$476.00	K K	31% 31%	\$351.44 \$328.44		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) NTP SOFTWARE) NTP SOFTWARE
5	NTPSVFMB10TB	SELECT NTPS VFM 751-1024TB License	\$616.00	K	31%	\$425.04		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSVFMB6TB	SELECT NTPS VFM 10-80TB License	\$741.33	K	31%	\$511.52		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSVFMB7TB NTPSVFMB8TB	SELECT NTPS VFM 81-240TB License SELECT NTPS VFM 241-500TB License	\$710.67 \$680.00	K	31% 31%	\$490.36 \$469.20	\$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	NTPSVFMB9TB	SELECT NTPS VFM 241-3001B License	\$646.67	K	31%	\$446.20		\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5	NTTP04CD	SEL 155M 622M IR 1310NM IR-1 X	\$486.00	K	31%	\$335.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) 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		CIENA
5 5	NTZF06JG O365-10001B	SEL 65K 9.3 SHLF PROC SP-2 DUAL CPU KIT SEL Spanning BU O365 Base 10001-25000	\$4,911.00 \$22.00	K K	31% 31%	\$3,388.59 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) CIENA) SPANNING
5	O365-10001B-2Y	SEL Spanning BU 2Y O365 Base 10001-25000	\$37.00		31%	\$25.53		\$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		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 0365 EDU Stud 10001+	\$3.00	K	31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	O365-10001ES-2Y	SEL Spanning BU 2Y O365 EDU Stud 10k+	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-10001ES-3Y	SEL Spanning BU 3Y O365 EDU Stud 10k+	\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-10001ES-4Y O365-10001ES-5Y	SEL Spanning BU 4Y O365 EDU Stud 10k+ SEL Spanning BU 5Y O365 EDU Stud 10k+	\$11.00 \$12.00	K	31% 31%	\$7.59 \$8.28		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	O365-10001E-S	SEL Spanning BU 0365 EDU Stud 1001-10k	\$8.00	ĸ	31%	\$5.52		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1001E-S-2Y	SEL Spanning BU 2Y O365 EDU Std 1k-10k	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1001E-S-3Y	SEL Spanning BU 3Y O365 EDU Std 1k-10k	\$18.00	K	31% 31%	\$12.42		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
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 K	31%	\$15.18 \$17.94		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	O365-1B	SEL Spanning BU O365 Base 1-500	\$48.00	K	31%	\$33.12	\$0.00	\$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		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		31% 31%	\$79.35 \$97.98		\$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	ĸ	31%	\$115.92		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1E-A	SEL Spanning BU O365 EDU Adm 1-500	\$18.00	K	31%	\$12.42		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1E-A-2Y O365-1E-A-3Y	SEL Spanning BU 2Y O365 EDU Adm 1-500 SEL Spanning BU 3Y O365 EDU Adm 1-500	\$32.00 \$45.00	K K	31% 31%	\$22.08 \$31.05	\$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-4Y	SEL Spanning BU 4Y O365 EDU Adm 1-500	\$55.00	ĸ	31%	\$37.95		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1E-A-5Y	SEL Spanning BU 5Y O365 EDU Adm 1-500	\$65.00	K	31%	\$44.85		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1E-S O365-1E-S-2Y	SEL Spanning BU 0365 EDU Stud 1-1000 SEL Spanning BU 2Y 0365 EDU Stud 1-1k	\$11.00 \$19.00	K	31% 31%	\$7.59 \$13.11	\$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-3Y	SEL Spanning BU 3Y O365 EDU Stud 1-1k	\$26.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	O365-1E-S-4Y	SEL Spanning BU 4Y O365 EDU Stud 1-1k	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		SPANNING
5 5	O365-1GOV O365-1GOV-2Y	SEL Spanning BU O365 Gov 1-500 SEL Spanning BU 2Y O365 Gov 1-500	\$40.00 \$69.00	K 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-3Y	SEL Spanning BU 3Y O365 Gov 1-500	\$97.00		31%	\$66.93		\$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		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		31% 31%	\$97.98 \$24.15		\$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 \$59.00	K	31%	\$40.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	O365-1NP-3Y	SEL Spanning BU 3Y O365 Non Prof 1-500	\$83.00	K	31%	\$57.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1NP-4Y	SEL Spanning BU 4Y O365 Non Prof 1-500	\$103.00		31%	\$71.07		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1NP-5Y O365-25001B	SEL Spanning BU 5Y O365 Non Prof 1-500 SEL Spanning BU O365 Base 25001+	\$123.00 \$15.00	K K	31% 31%	\$84.87 \$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	O365-25001B	SEL Spanning BU 2Y O365 Base 25001+	\$26.00	ĸ	31%	\$17.94		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B-3Y	SEL Spanning BU 3Y O365 Base 25001+	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-25001B-4Y O365-25001B-5Y	SEL Spanning BU 4Y O365 Base 25001+	\$46.00		31%	\$31.74		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-25001B-5Y O365-5001B	SEL Spanning BU 5Y O365 Base 25001+ SEL Spanning BU O365 Base 5001-10000	\$54.00 \$28.00	K K	31% 31%	\$37.26 \$19.32		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPANNING) SPANNING
5	O365-5001B-2Y	SEL Spanning BU 2Y O365 Base 5001-10000	\$47.00	K	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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 K	31% 31%	\$56.58 \$66.93		\$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 O365 EDU Adm 5001+	\$97.00 \$11.00		31%	\$7.59		\$0.00	\$0.00	\$0.00	\$0.00) SPANNING) 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	\$0.00	SPANNING
5 5	O365-5001E-A-3Y O365-5001E-A-4Y	SEL Spanning BU 3Y O365 EDU Adm 5001+	\$26.00	K	31% 31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPANNING SPANNING
5	O365-5001E-A-4Y O365-5001E-A-5Y	SEL Spanning BU 4Y O365 EDU Adm 5001+ SEL Spanning BU 5Y O365 EDU Adm 5001+	\$32.00 \$38.00	K K	31% 31%	\$22.08 \$26.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00) SPANNING) SPANNING
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Decompose Property						N'	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		1
Company	BAND						NVP LEVEL 1 NET PRICE	ANNUAL	LP MNT ANNUAL	LP MNT ANNUAL	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT PARTNER
Control Cont	-				K									
Management Man				\$62.00								\$0.00	\$0.00	SPANNING
Company														
Company Comp					K K									
Company Comp		O365-5001NP-2Y	SEL Spanning BU 2Y O365 Non Prof 5001+	\$35.00	K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
Colored					K									
Control of the cont					ĸ									
Company Comp														
Company Comp								+						
Control of Control o		O365-501B-4Y	SEL Spanning BU 4Y O365 Base 501-5000	\$109.00		31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
Control of the cont														
Control of the cont														
Constraints		O365-501E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 501-5k	\$35.00	K		\$24.15	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	SPANNING
Control of Control o					K									
Constraints														
Second Control Control		O365-501GOV-2Y	SEL Spanning BU 2Y O365 Gov 501-5000		K									
Company of Company of Company (Company of Company (Company of Company of Co					K									
Controlled Con					ĸ								\$0.00	SPANNING
5 ORSCHAMPS SL, Demony BLT (1700 New Individual St. 1800 1					K									
Control Cont					K									
Control Cont														
Section Continue					K									
Control Active Fig. Section Se					K									
Second Content	5	O365-ARCH-1E-A	SEL Spanning ARCH O365 EDU Adm 1-500	\$5.00		31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
S 000-ABCH-14P0 SEC September Medical Colors Medi														
COM-APICI-SCOTO PS. Comman APIC 1030 Researce 2001 5.00 5.0														
5 ODE-ARCH-SCORPE RES. Sparring ARCH OMSS DIA MORE OF SEA SEA SEA SEA SEA SEA SEA SEA SEA SEA		O365-ARCH-25001B	SEL Spanning ARCH O365 Base 25001+	\$4.00			\$2.76	+	\$0.00			\$0.00	\$0.00	
\$ 0258-ARCH-0910 EL Selement ACC 1000 ED 20 ARCH 000					K									
\$ 006-8-RPC-1905 E.S. Igammy RPC-10085 (S) ammy RPC					K									
S ONE-ARCH-SONEP SEL Signormy ARCH-OSD8 No Prof of 01-0000 \$7.00 K 37% \$4.400 \$0.00					K									
S OCE-14/02-14/02 SEL Designer (106) Internace (NAME) rep of 12,054,00 K 315 Sec. 14 S					K									
S OCH-DIM Select OCH fells and refugated \$12,500.00 K 31% \$8,655.00 \$0.0					K									
5 ODL-1000L 1987 SEL DA COLUM- 1000 \$38.65500 \$ X 31% \$55.628 \$ 0.00 \$ 0														
5 OCH-1006.1-19MT 5 OCH-1006.1 SELD A COLLE 10001 2 min term														
5 ODL-106L-12MT SEL DA COLLE 10000 12 min term					ĸ								\$0.00	VARONIS
5 ODL-1964, SELDA CODILIN-12000 \$128-04-000 \$3194, \$150,0000 \$0.														
5 ODL-196/L-197MT SEL DA ODULe 15000 12 min term														
COL-190.L-12MT SEL DA COLLIs 1500.D 12 min term		ODL-10KL-12MT	SEL DA ODLite 10000 12 mth term	\$87,360.00	K	31%	\$60,278.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
SOL-150KL SEL DA ODLIne 150000 \$2,886,50.00 K 311/4 \$1,977,885.00 \$0.00														
Section Coll-19KL SEL DA ODLIne 15000 S2,000	-													
5 ODL-15KL-12MT SELD A ODLine 15000 12 mmh term \$531,040.00 K 31% \$90,417.60 \$0.00 \$					K									
SOUL-2000L SEL DA ODLILe 2000 SS, 150.00 SS, 150.					K K									
Coll-20KL SEL DA ODILe 20000 SA14960.00 K 31% \$268,522-40 \$0.00		ODL-2000L	SEL DA ODLite 2000		K		\$40,813.50		\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5 ODL-267kL SEL DA ODLLe 2000 12 min term 5 ODL-257kL SEL DA ODLLe 2000 12 min term 5 ODL-257kL SEL DA ODLLe 2000 12 min term 5 ODL-257kL SEL DA ODLLe 2500 12 min term 5 ODL-257kL SEL DA ODLLe 2500 12 min term 5 ODL-250kL SEL DA ODLLe 2500					K									
5 ODL-25KL SEL DA ODLIke 25000 12 mith term														
5 ODL-3000L SEL DA ODLIte 3000 12 mit term		ODL-25KL	SEL DA ODLite 25000	\$518,700.00			\$357,903.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
S ODL-300L-12MT SEL DA ODLie 3000 12 mth term														
S ODL-3SKL SEL DA ODLite 35000 S715,000,00 S 31% S433,350,00 S,000 S													\$0.00	VARONIS
S	-												ψ0.00	774101410
5 ODL-400L 12MT SEL DA ODLite 4000 12 mth term \$43,880.00 K 31% \$30,139.20 \$0.00	-													
5 ODL-50KL 2MT SEL DA ODLite 5000 2 mth term \$8,190.00 K 31% \$5,651.10 \$0.00														
5 ODL-50KL SEL DA ODLie 50000 12 mlh term \$403,000.00 K 31% \$286,775.00 \$0.00														
5 ODL-600L 12MT SEL DA ODLite 6000 12 mh term	5 5				K K									
5 ODL-600L-12MT SEL DA ODLite 6000 12 mth term \$57,876,00 K 31% \$39,934.44 \$0.00	5	ODL-50KL-12MT	SEL DA ODLite 50000 12 mth term	\$403,000.00	K		\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 ODL-750L SEL DA ODLite 750 \$29,250.00 K 31% \$20,182.50 \$0.00	-													
5 ODL-750L-12MT SEL DA ODLIte 750 12 mith term \$11,700.00 K 31% \$8,073.00 \$0.0	-													
5 ODL-8000L-12MT SEL DA ODLite 8000 12 mth term \$72,800.00 K 31% \$50,232.00 \$0	5	ODL-750L-12MT	SEL DA ODLite 750 12 mth term	\$11,700.00	K	31%	\$8,073.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 PCAUS SEL Pwrcrd for RPSS/8/8/X42/X448 - AUS 5 PCAUS SEL Pwrcrd for RPSS/8/8/X42/X448 - AUS 5 PCAUS SEL Pwrcrd for RPSS/8/8/X42/X448 - AUS 5 PCEURO SEL pwrcrd for RPSS/8/9/S EU version 5 PCEURO SEL pwrcrd for RPSS/8/9/S EU version 5 PCEURO SEL pwrcrd for RPSS/8/9/S EU version 6 PCEURO SEL pwrcrd for RPSS/8/9/S EU version 7 PCEURO SEL pwrcrd for RPSS/8/9/S EU version 8 17:00 K 31% 8 11:73 80.00 80.														
5 PCAUS-EPS SEL Pwcrd AUSTRALIA 16A/250V \$75.00 K 31% \$51.75 \$0.00													\$0.00	BROCADE ETHERNET
5 PCEURO-CPS SEL 16A250VCEE 77 EUROP-C191 8MR6 \$75.00 K 31% \$51.75 \$0.00		PCAUS-EPS	SEL Pwrcrd AUSTRALIA 16A/250V	\$75.00		31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 PCINDIA SEL Pwrcrd for RPS2/3/5/9 India version \$40.00 K 31% \$27.60 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BROCADE ETHERNET 5 PCINDIA-EPS SEL Pwrcrd INDIA 16A/250V \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BROCADE ETHERNET 5 PCJAPAN SEL Pwrcrd JAPAN 15A 250V \$75.00 K 31% \$11.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BROCADE ETHERNET 5 PCJAPAN-EPS SEL Pwrcrd JAPAN 15A 250V \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BROCADE ETHERNET														
5 PCJAPAN SEL Pwrcrd for RPS2/3/5/9 Japan version \$17.00 K 31% \$11.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BROCADE ETHERNET 5 PCJAPAN-EPS SEL Pwrcrd JAPAN 15A 250V \$75.00 K 31% \$51.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 BROCADE ETHERNET		PCINDIA	SEL Pwrcrd for RPS2/3/5/9 India version	\$40.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 PCJAPAN-EPS SEL Pwrord JAPAN 15A 250V \$75.00 K 31% \$51.75 \$0.00														
	-													
	5				K									

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL Pwrcrd TAIWAN 16A 250V SEL Pwrcrd for RPS2/3/5/9 UK version	\$68.00 \$17.00	K K	31% 31%	\$46.92 \$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	PCUK-EPS	SEL Pwrcrd UK 13A 250V	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL Pwrord for RPS2/3/5/9 USA NEMA 5-15P SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125V	\$11.00 \$34.00	K K	31% 31%	\$7.59 \$23.46	\$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	PDFO-EVAL	SELECT: 30-DAY EVAL/DEMO LICENSE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CVISION
5		SEL PDF SCHEDULER SEL Puppet Ent 10K- 19999 nodes Prem Sub	\$6,250.00	K	31% 31%	\$4,312.50	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		IGC BRAVA
5 5		SEL Puppet Ent 10k- 1999 nodes Prem Sub SEL Puppet Ent 1K-2499 nodes Prem Sub	\$132.00 \$172.00	K	31%	\$91.08 \$118.68	\$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	\$0.00	PUPPET LABS
5 5		SEL Puppet Ent 20K- 49999 nodes Prem Sub SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$120.00 \$151.00	K 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		SEL Puppet Ent 250-499 nodes Prem Sub	\$208.00	ĸ	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	+	PUPPET LABS
5		SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$146.00	K	31%	\$100.74	\$0.00	\$0.00	\$0.00		\$0.00		PUPPET LABS
5 5		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	PEV12	SEL 12 PATCHRUNNER ENHANCED VERTICAL MGR	\$843.00	K	31%	\$581.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5		SEL 8 PATCHRUNNER ENHANCED VERTICAL MGR SEL-Web Application Firewall Admin Mod	\$741.00 \$5,600.00	K	31% 31%	\$511.29 \$3,864.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT BROCADE ETHERNET
5		SEL-EVAL-WAF Admin Module	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-EVAL-Web App Firewall Decider(/core)	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-Web App Firewall Decider (/core) SEL-EVAL-Web App Firewll Prxy Enfrcr Mod	\$1,200.00 \$0.00	K	31% 31%	\$828.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5		SEL-WAF Proxy Enforcer Mod	\$4,000.00	ĸ	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-WAF Web Server Enforcer Mod	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-EVAL-WAF Web Server Enforcer Module SELECT: PRIMEOCR ANY VERSION	\$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		BROCADE ETHERNET PRIME OCR
5	PR456-000-399	SELECT: PRIMEVERIFYIA ANY VERSION	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5		SEL PRIMEOCR 1 CPU 3 OCR ENG IA5.3 SEL PRIMEOCR 2 CPU 6 OCR ENG IA5.3	\$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		SEL PRIMEOCR 2 CPU 6 OCR ENG 1A5.3 SEL PRIMEOCR 4 CPU 6 OCR ENG 1A5.3	\$55,375.00	K	31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-397	SELECT: PRIMEOCR ASIAN OCR IA5.3	\$20,500.00	K	31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5		SELECT: PRIMEVERIFY IA5.3 SEL PRIMEOCR 1 CPU 6 OCR ENG IA5.3	\$4,875.00 \$24,875.00	K 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		SEL PRIMEOCR 1 CPU 2 OCR ENG IA5.3	\$13,000.00	ĸ	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-100-394	SEL PRIMEOCR 1 CPU 3 OCR ENG IA6	\$16,250.00	K	31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5		SEL PRIMEOCR 2 CPU 6 OCR ENG IA6 SEL PRIMEOCR 4 CPU 6 OCR ENG IA6	\$35,750.00 \$55,375.00	K 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		SELECT: PRIMEOCR ASIAN OCR IA6	\$20,500.00	ĸ	31%	\$14,145.00	\$0.00	\$0.00	\$0.00		\$0.00		PRIME OCR
5		SELECT: PRIMEVERIFY IA6	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5		SEL PRIMEOCR 1 CPU 6 OCR ENG IA6 SELECT: PRIMEOCR RUSSIAN OCR IA6	\$24,875.00 \$20,500.00	K K	31% 31%	\$17,163.75 \$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	PR456-100-539	SEL PRIMEOCR 1 CPU 2 OCR ENG IA6	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5		SELECT: PRIMEOCR 1 CPU 3 OCR ENG V6.5 SELECT: PRIMEOCR 2 CPU 6 OCR ENG V6.5	\$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		SELECT: PRIMEOCR 2 CPU 6 OCR ENG V6.5	\$55,375.00	K	31%	\$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5		SELECT: PRIMEOCR ASIAN OCR V6.5	\$20,500.00	K	31%	\$14,145.00	\$0.00	\$0.00	\$0.00		\$0.00		PRIME OCR
5 5		SELECT: PRIMEVERIFY V6.5 SELECT: PRIMEOCR 1 CPU 6 OCR ENG V6.5	\$4,875.00 \$24,875.00	K 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	\$0.00	PRIME OCR
5 5		SELECT: PRIMEOCR 1 CPU 2 OCR ENG V6.5 SELECT: PRIMEOCR 1 CPU 3 OCR ENG V7.0	\$13,000.00	K	31% 31%	\$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		SELECT: PRIMEOUR 1 CPU 3 OCR ENG V7.0 SELECT: PRIMEOUR 2 CPU 6 OCR ENG V7.0	\$16,250.00 \$35,750.00	K	31%	\$11,212.50 \$24,667.50	\$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		PRIME OCR
5 5		SELECT: PRIMEOCR ASIAN OCR V7.0 SELECT: PRIMEOCR ASIAN OCR LEVEL 6 V7.0	\$20,500.00 \$29,125.00	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		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		SELECT: PRIMEOCR 1 CPU 6 OCR ENG V7.0	\$24,875.00	K	31%	\$17,163.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5		SELECT: PRIMEOCR RUSSIAN OCR V7.0 SELECT: PRIMEOCR 1 CPU 2 OCR ENG V7.0	\$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	PR456-700-599	SELECT: PRIMEVERIFY ASIAN V7.0	\$7,070.00	K	31%	\$4,878.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5		SEL PATCHRNR 12 DUAL HINGE DR FOR 84 RKS SEL: PS-SUPP-ENT-ADDL-F	\$433.00 \$13,200.00	K K	31% 31%	\$298.77 \$9,108.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	PANDUIT CARAHSOFT
5		SEL PV-APAH-LIC-C)	\$13,200.00	K	31%	\$9,108.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		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	\$0.00 \$0.00		VMWARE VMWARE
5	PVAPATCLC-I	SEL PV-APATC-LIC-C)	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		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	\$0.00 \$0.00		VMWARE VMWARE
5		SEL PV-DEVS-G-SUP-C)	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL PV-DEVS-G-SUP-C)	\$2,292.00	K	31%	\$1,581.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL PV-DEVS-LIC-C) SEL PV-DEVS-LIC-C)	\$1.00 \$1.00	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		VMWARE VMWARE
5		SEL PV-DEVS-LIC-C)	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5		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	\$0.00 \$0.00		VMWARE 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	\$0.00	\$0.00	VMWARE
5 5		SEL PV-TCSS-C)	\$2,750.00	K K	31% 31%	\$1,897.50 \$1,076.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5		SEL PV-TCSS-C) SELECT ADD ON POWER SUPPLY FOR SH1050-C	\$2,865.00 \$400.00	K	31%	\$1,976.85 \$276.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE RIVERBED
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	\$0.00	PANDUIT
5 5		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	\$0.00	PANDUIT
5	Q1N2B3J2M30AHA0	SEL Network PDU, VERT, 32A, 1P, 230V, 60309	\$1,567.00	K	31%	\$1,081.23	\$0.00	\$0.00	\$0.00		\$0.00		PANDUIT
5 5		SELECT 1 PORT 4GB PCI EXPRESS SELECT 2 PORT 4GB PCI EXPRESS	\$1,150.00 \$1,700.00	K K	31% 31%	\$793.50 \$1,173.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		QLOGIC QLOGIC
•			ψ.,.σσ.σσ		-170	ψ.,σ.σο	Ψ0.00	\$0.00	ψ0.00	\$0.00	ψ0.00	ψ0.00	-

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND		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)		THIRD PARTY PRODUCT PARTNER
5	QLE2560-E-SP QLE2562-E-SP	SEL 8GBSGL PRTFCHBAX4PCIE LCMULTIMODEOPT SEL 8GBDUALPRTFCHBAX4PCIE LCMULTIMODEOPT	\$1,435.00 \$2,005.00		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	\$0.00	QLOGIC
5	QLE2672-E-SP	SEL 16GBDUAL HBAX4PCIEGEN3LCMULTIMODEOPT	\$2,383.00		31%	\$1,644.27	\$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		31% 31%	\$658.95 \$1,052.25	\$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		31%	\$1,288.92	\$0.00	\$0.00	\$0.00		\$0.00		QLOGIC
5	QLE8142-SR-E	SEL 10GBDULPRT OPTFCOE X8PCIE LC MMOPTIC	\$2,769.00	K	31%	\$1,910.61	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	QLOGIC
5 5	QLE8150-CU-E QLE8152-CU-E	SELECT 10GB SNGL PRT CU FCOE X8 PCIE SELECT 10GB DUL PRT CU FCOE X8 PCIE	\$1,499.00 \$2,012.00		31% 31%	\$1,034.31 \$1,388.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		QLOGIC QLOGIC
5		SEL 10GB SNGL PRT CU FCOE X8 PCIE	\$1,499.00		31%	\$1,034.31	\$0.00	\$0.00	\$0.00		\$0.00		QLOGIC
5	QLE8240-SR-E	SEL 10GB SNGL PRT OPT FCOE X8 PCIE LC MM	\$1,868.00		31%	\$1,288.92	\$0.00	\$0.00	\$0.00		\$0.00		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		31% 31%	\$1,388.28 \$1,910.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		QLOGIC QLOGIC
5		SEL POU Vert 30A 3-DLTA L15-30P 200V JPN	\$2,769.00		31%	\$1,811.94	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00	PANDUIT
5 5		SELECT Collector Each Prod Svr .SEL Ea DCTM Repository - Oracle DB	\$5,000.00 \$9,000.00		31% 31%	\$3,450.00 \$6,210.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		REVEILLE REVEILLE
5		SEL Ea DCTM Repository - Oracle DB	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00	\$0.00		\$0.00		REVEILLE
5	REVCON-CAUC	SELECT CA UNICENTER CONNECTOR	\$7,500.00	K	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5 5	REVCON-HPOV REVCON-IBMTIV	SELECT HP OPENVIEW CONNECTOR SELECT IBM TIVOLI CONNECTOR	\$7,500.00 \$7,500.00		31% 31%	\$5,175.00 \$5,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		REVEILLE REVEILLE
5 5	REVCON-IBM IIV	SELECT MICROSOFT SCOM CONNECTOR	\$7,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00		\$0.00		REVEILLE
5	REVCORE-CPTV	SEL ReveilleCore for Cptv Term Lic	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5		SEL ReveilleCore for Dctm Term Lic	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		REVEILLE
5 5		SEL Distributed; Ea Reveille Platform SELECT Mgmt Console InfoArchive Ea TB	\$10,000.00 \$5,500.00		31% 31%	\$6,900.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		REVEILLE REVEILLE
5		SEL Ea Reveille Base, up to 10 Svrs	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00	\$0.00		\$0.00		REVEILLE
5		SEL 10 Svrs added to Reveille Platform	\$8,000.00		31%	\$5,520.00	\$0.00	\$0.00	\$0.00		\$0.00		REVEILLE
5 5	REVSUBSCR-1SVR RIEDTM	SELECT Annual Subscr Lic Ea DCTM Svr SELECT REDACT-IT ENTERPRISE	\$6,000.00 \$34,125.00		31% 31%	\$4,140.00 \$23,546.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		REVEILLE IGC BRAVA
5	RPS15-E	SEL 6610/50NON-POE250W PSU p-side intake	\$500.00		31%	\$345.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5	RPS15-I	SEL 6610/50 NON-POE 250W PSU p-side exh	\$500.00		31%	\$345.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	RPS16DC-E RPS16DC-I	SEL 510W DC Pwr forlCX6610/50-EXHAUSTair SEL 510W DC Pwr forlCX6610/50-Intakeair	\$1,100.00 \$1,100.00		31% 31%	\$759.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS16-E	SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	RPS16-I	SEL 6610 POE 1000W PSU PORT SIDE EXHAUST	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5	RPS17	SEL-1 Pwr Supp for EPS4000 Shelf; 920W	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	RPS9+E RPS9+I	SEL-500W AC pwr supp w/ exhaust airflow SEL-500W AC pwr supp w/ intake airflow	\$995.00 \$995.00		31% 31%	\$686.55 \$686.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS9DC+E	SEL-500W DC pwr supp w/ exhaust airflow	\$1,250.00	K	31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	RPS9DC+I	SEL-FRU,500WDCPS,INTAKE,ICX7750	\$1,250.00		31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET VMWARE
5 5	S6ADED10UC S6ADED10UC-I	SEL ST6-ADEN-D10-UG-C) SEL ST6-ADEN-D10-UG-C)	\$220.00 \$257.40		31% 31%	\$151.80 \$177.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	S6ADED10UC-K	SEL ST6-ADEN-D10-UG-C)	\$228.29	K	31%	\$157.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL ST6-ADEN-D100-UG-C)	\$2,200.00		31%	\$1,518.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6AEN100UC-I S6AEN100UC-K	SEL ST6-ADEN-D100-UG-C) SEL ST6-ADEN-D100-UG-C)	\$2,574.00 \$2,282.86		31% 31%	\$1,776.06 \$1,575.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	S6SAD100UC	SEL ST6-STAD-D100-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL ST6-STAD-D100-UG-C)	\$6,435.00		31%	\$4,440.15	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6SAD100UC-K S6SEN100UC	SEL ST6-STAD-D100-UG-C) SEL ST6-STEN-D100-UG-C)	\$5,708.93 \$7,700.00		31% 31%	\$3,939.16 \$5,313.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5		SEL ST6-STEN-D100-UG-C)	\$9,009.00		31%	\$6,216.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5		SEL ST6-STEN-D100-UG-C)	\$7,963.47		31%	\$5,494.79	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	S6SEND10UC S6SEND10UC-I	SEL ST6-STEN-D10-UG-C) SEL ST6-STEN-D10-UG-C)	\$770.00 \$900.90		31% 31%	\$531.30 \$621.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	S6SEND10UC-K	SEL ST6-STEN-D10-UG-C)	\$796.35	K	31%	\$549.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	SAF-1000	SEL-Web App Firewall Mod(for VTM Std Ed)	\$8,400.00		31%	\$5,796.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	SAF-2000 SAF-4000	SEL-Web App Firewall Mod(for VTM ENT Ed) SEL-Web App Firewall(VTM ENT Ed 5Gb+)	\$12,400.00 \$20,400.00		31% 31%	\$8,556.00 \$14,076.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SAFPX-1000-H	SEL-WAF Proxy - 5Gbps	\$23,640.00	K	31%	\$16,311.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	SAFPX-1000-L	SEL-WAF Proxy - 200 Mbps	\$9,160.00		31%	\$6,320.40	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	SAFPX-1000-M SAFPX-1000-VH	SEL-WAF Proxy - 1Gbps SEL-WAF Proxy - 10Gbps	\$14,120.00 \$32,360.00		31% 31%	\$9,742.80 \$22,328.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SAFPX-1000-VH-E	SEL-EVAL-WAF Proxy - 10Gbps	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;CAX)	\$18,455.00		31% 31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SB3810-08A8E SB5800V-08A8E	SELECT: SB3810 8/8P SWITCH W/8SFP SELECT: SB5800 8/24P SWITCH W/8SFP	\$3,023.00 \$4,197.00		31%	\$2,085.87 \$2,895.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		QLOGIC QLOGIC
5	SB5800V-08B8E	SELSB5800 8/24PSWTCHW/8SFPREVERSEAIRFLOW	\$4,197.00		31%	\$2,895.93	\$0.00	\$0.00	\$0.00		\$0.00		QLOGIC
5	SB5800V-20A8E	SELECT: SB5800 24/24P HA W/20SFP	\$9,560.00		31%	\$6,596.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	SB5802V-08A8E SB5802V-20A8E	SELECT: SB5802 8/24P HA SW W/8SFP SELECT: SB5802 24/24P HA W/20SFP	\$6,579.00 \$11,109.00		31% 31%	\$4,539.51 \$7,665.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		QLOGIC QLOGIC
5	SB-PS8-FB	SELECT: 5802 POWER SUPPLY FRU	\$731.00		31%	\$504.39	\$0.00	\$0.00	\$0.00		\$0.00		QLOGIC
5	SB-RACKKIT	SANbox 3K/5K RACK KIT	\$211.00		31%	\$145.59	\$0.00	\$0.00	\$0.00		\$0.00		QLOGIC
5 5		SEL 1U8TBBaseSteelCentNetSharkappl2170-C SEL 2U32TB.BaseSteelCentNetShark4170cfg	\$25,846.00 \$89,231.00		31% 31%	\$17,833.74 \$61,569.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL 2UBaseStlCentNetShark6170Creq1SCANSU	\$80,000.00		31%	\$55,200.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	RIVERBED
5	SCAN-SU-48TB	SEL Storage, 48TB SteelCentral NetShark	\$61,538.00	K	31%	\$42,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Storage, 72TB SteelCentral NetShark SELSteelCentral Controller1000 Appliance	\$123,077.00 \$9,963.00		31% 31%	\$84,923.13 \$6,874.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pack (1-4)	\$9,963.00 \$3,077.00		31% 31%	\$6,874.47 \$2,123.13	\$0.00	\$0.00	\$0.00		\$0.00 \$0.00		RIVERBED
5	SCC-HWA-MGT-10-2	SEL SCC Add StHd Mgnt Lic 10-pack (5-19)	\$2,462.00	K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SCC Add StHd Mgnt Lic 10-pk (20-44) SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 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		31% 31%	\$764.52 \$636.87	\$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	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL SteelCentrl Flow Gatewy SCFG2270B010 SEL SteelCentralFlow GatewayVirEd.15KFPM	\$24,609.00		31%	\$16,980.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCFG-VE-F1 SCFG-VE-F10	SEL SteelCentralFlow GatewayVirEd,15KFPM SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$3,686.00 \$129,225.00		31% 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
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					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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	SCFG-VE-F2 SCFG-VE-F3	SEL SteelCentralFlow GatewayVirEd,30KFPM SEL SteelCentralFlow GatewayVirEd,60KFPM	\$7,378.00 \$12,302.00	K K	31% 31%	\$5,090.82 \$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	SCFG-VE-F4	SEL SteelCentralFlow GatewayVirEd,90KFPM	\$18,455.00	K	31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$22,148.00	K K	31%	\$15,282.12	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCFG-VE-F6 SCFG-VE-F7	SEL SteelCentralFlowGatewayVirEd,400KFPM SEL SteelCentralFlowGatewayVirEd,600KFPM	\$40,609.00 \$59,071.00	K K	31% 31%	\$28,020.21 \$40,758.99	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCFG-VE-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00	ĸ	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		RIVERBED
5 5		SEL SteelCentral NetExpress SCNE470-B10C SEL SteelCentralNetExpressVirEdit,15KFPM	\$27,071.00 \$24,609.00	K K	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 \$0.00		RIVERBED 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	\$0.00	RIVERBED
5		SEL SteelCentralNetExpressVirEdit,60KFPM	\$66,455.00	K	31%	\$45,853.95	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentralNetExpressVirEdit,90KFPM SEL SteelCentralNetExpressVirEd.120KFPM	\$91,071.00 \$108,302.00	K K	31% 31%	\$62,838.99 \$74,728.38	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL SteelCentrl NetProfiler SCNP2270B010	\$116,302.00	ĸ	31%	\$80,248.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00		31%	\$80,248.38	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentrlNetProfilrEnterprANModule SEL SteelCentNetProf Ent AnalysisMod Cfg	\$169,471.00 \$169,471.00		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		SEL SteelCentrlNetProfilrEnterprDBModule	\$70,886.00	ĸ	31%	\$48,911.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-4270-DP-B50	SEL SteelCntl Dispatch Enterprise Proflr	\$58,702.00	K	31%	\$40,504.38	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL SteelCentNetProfEntSCNP4270 Exp Mod SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg	\$169,471.00 \$169,471.00		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		SEL SteelCentINetPrintEntSCNP4270ExpMdCrg SEL SteelCentINetProf Ent UI Module	\$52,917.00	K	31%	\$36,512.73	\$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	\$0.00	RIVERBED
5 5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit,2MFPM	\$406,148.00	K K	31%	\$280,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F2 SCNP-VE-F3	SEL SteelCentrlNetProfilerVirEdit,30KFPM SEL SteelCentrlNetProfilerVirEdit,60KFPM	\$22,148.00 \$41,840.00	K	31% 31%	\$15,282.12 \$28,869.60	\$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-F4	SEL SteelCentrlNetProfilerVirEdit,90KFPM	\$60,302.00	K	31%	\$41,608.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00	K	31%	\$63,688.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F6 SCNP-VE-F7	SEL SteelCentralNetProfilerVirEd,400KFPM SEL SteelCentralNetProfilerVirEd,600KFPM	\$135,378.00 \$196,917.00		31% 31%	\$93,410.82 \$135,872.73	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F8	SEL SteelCentralNetProfilerVirEd,800KFPM	\$233,840.00		31%	\$161,349.60	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F9	SEL SteelCentralNetProfilerVirEdit,1MFPM	\$270,763.00		31%	\$186,826.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCPRTL-FNDTN SCPS-001	SEL SteelCentral Portal SEL SCPS on Steelhead 250 Series	\$61,532.00 \$1,225.00	K K	31% 31%	\$42,457.08 \$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-004	SEL SCPS on Steelhead 2050 Series	\$10,455.00	ĸ	31%	\$7,213.95	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-005	SEL SCPS on Steelhead 5050 Series	\$15,378.00	K	31%	\$10,610.82	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCPS-006 SCPS-007	SEL SCPS on Steelhead 6050 Series SEL SCPS on Steelhead 7050 Series	\$30,148.00 \$40,609.00	K K	31% 31%	\$20,802.12 \$28,020.21	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00	K	31%	\$20,020.21	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 Series	\$2,455.00	K	31%	\$1,693.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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 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 Steelhead 250 Series SEL SCPS on Virtual Steelhead 250 Series	\$10,455.00	K	31%	\$7,213.95 \$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	\$0.00	RIVERBED
5 5	SCPS-VSH-003	SEL SCPS on Virtual Steelhd 1050 Series	\$4,302.00	K K	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-004 SCPS-VSH-01A	SEL SCPS on Virtual Steelhd 2050 Series SEL SCPS on Virtual Steelhead 150 Series	\$10,455.00 \$1,225.00	K	31% 31%	\$7,213.95 \$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	SELAO	SEL AObridge	\$49,375.00	K	31%	\$34,068.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5	SELAOS	SEL AObridge Subscription	\$12,344.00		31%	\$8,517.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SELBLOCK SELBLOCKS	SEL BLOCKBRIDGE SEL BLOCKbridge 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	\$0.00 \$0.00	
5	SELBULK	SEL BULKbridge	\$11,875.00		31%	\$8,193.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5		SEL BULKbridge Subscription	\$2,969.00	K	31%	\$2,048.61	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SELCONTENT SELCONTENTS	SEL Content Bridge Add-in SEL Content Bridge Add-in Subscription	\$11,875.00 \$2,969.00	K K	31% 31%	\$8,193.75 \$2,048.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	SELCP	SEL CPbridge	\$49,375.00		31%	\$34,068.75	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	
5	SELDRAW	SEL DRAWbridge	\$1,188.00	K	31%	\$819.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5		SEL DRAWbridge BRAVA for CAD Add-in SEL DRAWbridge BRAVA for CAD A/I Subscr.	\$81.00 \$20.00	K K	31% 31%	\$55.89 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	SELDRAWD2	SEL DRAWBRIDGE FOR D2	\$1,188.00	ĸ	31%	\$819.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELDRAWD2S	SEL DRAWbridge for D2 Subscrption	\$298.00	K	31%	\$205.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5 5	SELDRAWS SELECPS	SEL DRAWbridge Subscription SEL CPbridge Subscription	\$298.00 \$12,344.00	K K	31% 31%	\$205.62 \$8,517.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	SELINDEX	SEL INDEXBRIDGE	\$15,625.00		31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELINDEXS	SEL INDEXbridge Subscription	\$3,906.00	K	31%	\$2,695.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5 5	SELNAVI1499 SELNAVI1999	SEL NAVIbridge 1,000 - 1,499 users SEL NAVIbridge 1,500 - 1,999 users	\$202.50 \$191.25	K K	31% 31%	\$139.73 \$131.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	SELNAVI1999 SELNAVI499	SEL NAVIbridge 1,500 - 1,999 users	\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELNAVI4999	SEL NAVIbridge 2,000 - 4,999 users	\$180.00		31%	\$124.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5	SELNAVI5000	SEL NAVIbridge 5,000+ users	\$157.50	K K	31%	\$108.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELNAVI999 SELRENDER	SEL NAVIbridge 500-999 users SEL RENDERBRIDGE	\$213.75 \$18,750.00		31% 31%	\$147.49 \$12,937.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	SELRENDERS	SEL RENDERbridge Subscription	\$4,688.00	K	31%	\$3,234.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5	SELTAGE	SEL TAGBRIDGE	\$15,625.00	K	31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SELTAGS SE-P-LIC-100	SEL TAGbridge Subscription SEL Splunk Ent Perp Lic 100GB/day US	\$3,906.00 \$173,077.00	K K	31% 31%	\$2,695.14 \$119,423.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK
5	SE-P-LIC-1T	SEL Splunk Ent Perp Lic 1TB/day US	\$1,384,615.00	K	31%	\$955,384.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-P-LIC-200	SEL Splunk Ent Perp Lic 200GB/day US	\$323,077.00	K	31%	\$222,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SE-P-LIC-50 SE-P-LIC-500	SEL Splunk Ent Perp Lic 50GB/day US SEL Splunk Ent Perp Lic 500GB/day US	\$109,615.00 \$750,000.00	K K	31% 31%	\$75,634.35 \$517,500.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-T-LIC-ESUP100	SEL Splunk Ent TermL w/ESUP 100GB/day US	\$92,308.00	K	31%	\$63,692.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-T-LIC-ESUP1T	SEL Splunk Ent TermL w/ESUP 1TB/day US	\$738,462.00	K	31%	\$509,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL w/ESUP 200GB/day US SEL Splunk Ent TermL w/ESUP 50GB/day US	\$172,308.00 \$58,462.00	K K	31% 31%	\$118,892.52 \$40,338.78	\$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-ESUP500	SEL Splunk Ent TermL w/ESUP 500GB/day US	\$400,000.00	K	31%	\$40,338.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-T-LIC-GSUP100	SEL Splunk Ent TermL w/GSUP 100GB/day US	\$103,846.00	K	31%	\$71,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5		SEL Splunk Ent TermL w/GSUP 1TB/day US SEL Splunk Ent TermL w/GSUP 200GB/day US	\$830,769.00 \$193,846.00	K K	31% 31%	\$573,230.61 \$133,753.74	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	3L-1-LIU-U3UP200	SEE SPIGHK EH TEHNE WOSOF 2000B/089 US	φ193,04b.00	r.	3170	φ133,/53./4	φυ.υυ	φ0.00	φυ.00	\$0.00	φ0.00	φυ.υυ	OF LUIVIN

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND		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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL Splunk Ent TermL w/GSUP 500GB/day US SEL SteelFusion Core, SFCR3500	\$450,000.00 \$40,000.00	K K	31% 31%	\$310,500.00 \$27,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK RIVERBED
5	SFCR-3500-B010-C	SEL SteelFusion Core, SFCR3500	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFDC-1 SFDC-1001	SEL Spanning BU Salesforce 1-50 SEL Spanning BU Salesforce 1001-5000	\$48.00 \$28.00	K K	31% 31%	\$33.12 \$19.32	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-2Y	SEL Spanning BU Salesforce 1001-5000	\$48.00	ĸ	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1001-3Y SFDC-1001-4Y	SEL Spanning BU 3Y Salesforce 1001-5000 SEL Spanning BU 4Y Salesforce 1001-5000	\$66.00 \$81.00	K	31% 31%	\$45.54 \$55.89	\$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	ĸ	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning BU EDU Salesforce 1001-5000	\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1001-EDU-21 SFDC-1001-EDU-3Y	SEL Spanning BU ED 2Y Salesforce 1001-5k SEL Spanning BU ED 3Y Salesforce 1001-5k	\$27.00 \$38.00	K K	31% 31%	\$18.63 \$26.22	\$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-EDU-4Y	SEL Spanning BU ED 4Y Salesforce 1001-5k	\$46.00	K	31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5		SEL Spanning BU ED 5Y Salesforce 1001-5k SEL Spanning BU Non Prof SFDC 1001-5000	\$55.00 \$8.00	K K	31% 31%	\$37.95 \$5.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-NP-2Y	SEL Spanning BU 2Y Non Prof SFDC 1001-5k	\$14.00		31%	\$9.66	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5		SEL Spanning BU 3Y Non Prof SFDC 1001-5k	\$19.00		31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5		SEL Spanning BU 4Y Non Prof SFDC 1001-5k SEL Spanning BU 5Y Non Prof SFDC 1001-5k	\$23.00 \$28.00	K K	31% 31%	\$15.87 \$19.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1-2Y	SEL Spanning BU Salesforce 1-50	\$82.00	K	31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1-3Y SFDC-1-4Y	SEL Spanning BU 3Y Salesforce 1-50 SEL Spanning BU 4Y Salesforce 1-50	\$111.00 \$139.00	K K	31% 31%	\$76.59 \$95.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1-5Y	SEL Spanning BU 5Y Salesforce 1-50	\$162.00		31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-EDU-1Y	SEL Spanning BU EDU Salesforce 1-50	\$22.00	K	31%	\$15.18	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1-EDU-2Y SFDC-1-EDU-3Y	SEL Spanning BU EDU 2Y Salesforce 1-50 SEL Spanning BU EDU 3Y Salesforce 1-50	\$38.00 \$51.00	K K	31% 31%	\$26.22 \$35.19	\$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-EDU-4Y	SEL Spanning BU EDU 4Y Salesforce 1-50	\$64.00	K	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1-EDU-5Y SFDC-1-NP-1Y	SEL Spanning BU EDU 5Y Salesforce 1-50 SEL Spanning BU Non Prof SFDC 1-50	\$75.00 \$9.00	K K	31% 31%	\$51.75 \$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	SFDC-1-NP-2Y	SEL Spanning BU 2Y Non Prof SFDC 1-50	\$16.00	K	31%	\$11.04	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-1-NP-3Y	SEL Spanning BU 3Y Non Prof SFDC 1-50	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1-NP-4Y SFDC-1-NP-5Y	SEL Spanning BU 4Y Non Prof SFDC 1-50 SEL Spanning BU 5Y Non Prof SFDC 1-50	\$26.00 \$31.00	K K	31% 31%	\$17.94 \$21.39	\$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	SEL Spanning BU Salesforce 201-1000	\$32.00	K	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-201-2Y SFDC-201-3Y	SEL Spanning BU Salesforce 201-1000 SEL Spanning BU 3Y Salesforce 201-1000	\$54.00 \$77.00	K K	31% 31%	\$37.26 \$53.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-201-4Y	SEL Spanning BU 4Y Salesforce 201-1000	\$93.00	ĸ	31%	\$64.17	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-5Y	SEL Spanning BU 5Y Salesforce 201-1000	\$112.00	K	31%	\$77.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-201-EDU-1Y SFDC-201-EDU-2Y	SEL Spanning BU EDU Salesforce 201-1000 SEL Spanning BU EDU 2Y Salesforce 201-1k	\$18.00 \$30.00	K K	31% 31%	\$12.42 \$20.70	\$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-EDU-3Y	SEL Spanning BU EDU 3Y Salesforce 201-1k	\$43.00		31%	\$29.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5		SEL Spanning BU EDU 4Y Salesforce 201-1k SEL Spanning BU EDU 5Y Salesforce 201-1k	\$52.00 \$63.00	K K	31% 31%	\$35.88 \$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	SFDC-201-NP-1Y	SEL Spanning BU Non Prof SFDC 201-1001	\$8.00	K	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-NP-2Y	SEL Spanning BU 2Y Non Prof SFDC 201-1k	\$14.00	K	31%	\$9.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-201-NP-3Y SFDC-201-NP-4Y	SEL Spanning BU 3Y Non Prof SFDC 201-1k SEL Spanning BU 4Y Non Prof SFDC 201-1k	\$19.00 \$23.00	K K	31% 31%	\$13.11 \$15.87	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-201-NP-5Y	SEL Spanning BU 5Y Non Prof SFDC 201-1k	\$28.00	K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5001 SFDC-5001-2Y	SEL Spanning BU Salesforce 5001+ SEL Spanning BU Salesforce 5001+	\$23.00 \$39.00	K 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	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	\$0.00	SPANNING
5 5	SFDC-5001-4Y SFDC-5001-5Y	SEL Spanning BU 4Y Salesforce 5001+	\$67.00	K K	31% 31%	\$46.23 \$56.58	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5		SEL Spanning BU 5Y Salesforce 5001+ SEL Spanning BU EDU Salesforce 5001+	\$82.00 \$14.00	K	31%	\$9.66	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-5001-EDU-2Y	SEL Spanning BU EDU 2Y Salesforce 5001+	\$24.00	K	31%	\$16.56	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5 5		SEL Spanning BU EDU 3Y Salesforce 5001+ SEL Spanning BU EDU 4Y Salesforce 5001+	\$34.00 \$41.00	K K	31% 31%	\$23.46 \$28.29	\$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-EDU-5Y	SEL Spanning BU EDU 5Y Salesforce 5001+	\$50.00	K	31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning BU Non Prof SFDC 5001+ SEL Spanning BU 2Y Non Prof SFDC 5001+	\$7.00 \$12.00	K	31% 31%	\$4.83 \$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		SEL Spanning BU 3Y Non Prof SFDC 5001+	\$17.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5		SEL Spanning BU 4Y Non Prof SFDC 5001+	\$20.00	K	31%	\$13.80	\$0.00		\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-5001-NP-5Y SFDC-51	SEL Spanning BU 5Y Non Prof SFDC 5001+ SEL Spanning BU Salesforce 51-200	\$25.00 \$37.00	K K	31% 31%	\$17.25 \$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	31%	\$61.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-5Y SFDC-51-EDU-1Y	SEL Spanning BU 5Y Salesforce 51-200 SEL Spanning BU EDU Salesforce 51-200	\$131.00 \$19.00	K K	31% 31%	\$90.39 \$13.11	\$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-EDU-2Y	SEL Spanning BU EDU 2Y Salesforce 51-200	\$32.00	ĸ	31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-51-EDU-3Y	SEL Spanning BU EDU 3Y Salesforce 51-200	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-51-EDU-4Y SFDC-51-EDU-5Y	SEL Spanning BU EDU 4Y Salesforce 51-200 SEL Spanning BU EDU 5Y Salesforce 51-200	\$55.00 \$67.00	K K	31% 31%	\$37.95 \$46.23	\$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-NP-1Y	SEL Spanning BU Non Prof SFDC 51-200	\$8.00	K	31%	\$5.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-2Y SFDC-51-NP-3Y	SEL Spanning BU 2Y Non Prof SFDC 51-200 SEL Spanning BU 3Y Non Prof SFDC 51-200	\$14.00 \$20.00		31% 31%	\$9.66 \$13.80	\$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-NP-4Y	SEL Spanning BU 4Y Non Prof SFDC 51-200	\$24.00	ĸ	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-NP-5Y SFDC-ORG-1Y	SEL Spanning BU 5Y Non Prof SFDC 51-200	\$29.00	K	31%	\$20.01 \$150.220.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING 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	K K	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	\$0.00 \$0.00	SPANNING SPANNING
5	SFDC-ORG-3Y	SEL Spanning BU 3Y Salesforce Org Unlmtd	\$461,538.00	K	31%	\$318,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		31% 31%	\$398,076.87 \$477,692.52	\$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	\$0.00	SPANNING
5	SFDC-ORG-SB-2Y SFDC-ORG-SB-3Y		\$103,847.00		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 Unlimit 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	\$0.00	SPANNING
5 5	SFDC-S1-2Y SFDC-S1-4Y	SEL Spanning BU 2Y Salesforce 51-200 SEL Spanning BU 4Y Salesforce 51-200	\$63.00 \$107.00	K K	31% 31%	\$43.47 \$73.83	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5		SEL SteelFusion Edge SFED 2100	\$19,686.00	ĸ	31%	\$13,583.34	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5		SEL SteelFusion Edge SFED 2100-C SEL SteelFusion Edge SFED 2200	\$19,686.00 \$30,763.00		31% 31%	\$13,583.34 \$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-2200-B010-C	SEL SteelFusion Edge SFED 2200-C	\$30,763.00	K	31%	\$21,226.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SteelFusion Edge SFED 3100 SEL SteelFusion Edge SFED 3100-C	\$49,225.00 \$49,225.00		31% 31%	\$33,965.25 \$33,965.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	ψ0.00	RIVERBED RIVERBED
5		SEL SteelFusion Edge SFED 3100-C	\$73,840.00		31%	\$50,949.60	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SFED-3200-B010-C	SEL SteelFusion Edge SFED 3100-C	\$73,840.00		31%	\$50,949.60	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5		SEL SteelFusion Edge SFED 5100 SEL SteelFusion Edge SFED 5100-C	\$116,917.00 \$116,917.00		31% 31%	\$80,672.73 \$80,672.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFP-003-LR	SEL Long Reach 10GbE SFP+ module	\$1,785.00	K	31%	\$1,231.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFP-004-SR SFP-005-TX	SEL Short Reach 10GbE SFP+ module SEL Copper 1GbE SFP module	\$1,046.00 \$615.00		31% 31%	\$721.74 \$424.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SFP-006-LX	SEL Long haul 1GbE fiber SFP module	\$732.00	K	31%	\$505.08	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00		31%	\$335.34	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	RIVERBED
5 5	SFP8-SW-1PK SFP8-SW-4PK	SELECT: QLOGIC1PCK 8G SWAVE SFP SELECT: QLOGIC 4PCK 8G SWAVE SFP	\$323.00 \$1,294.00		31% 31%	\$222.87 \$892.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		QLOGIC QLOGIC
5	SLP-0-TL-EE	SEL StoragePoint 30 day Trial Eval Copy	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	METALOGIX
5	SLP-1-DR-EE	SEL StoragePoint EE DR Lic	\$7,995.00		31%	\$5,516.55	\$0.00	\$0.00	\$0.00		\$0.00		METALOGIX
5	SLP-1-NP-EE SLP-1-PL1-EE	SEL StoragePoint EE Non-Prod Lic SEL StoragePoint Lic. per WFE (1-5 WFE)	\$2,128.00 \$20,261.00		31% 31%	\$1,468.32 \$13,980.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		METALOGIX METALOGIX
5	SLP-1-PL2-WFE	SEL StoragePoint Lic. per WFE (6+ WFE)	\$17,221.00	K	31%	\$11,882.49	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	METALOGIX
5 5	SM-AMGT-F SMC-U-10-1	SELECT: SERV MGR AST MGT SELECT 10 SH MOBILE USER LIC (0-1)	\$33,000.00 \$2,449.00		31% 31%	\$22,770.00 \$1,689.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT RIVERBED
5	SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (1001-2000)	\$1,452.00		31%	\$1,001.88	\$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		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		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	K	31%	\$1,417.95	\$0.00	\$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		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 (101-100)	\$1,908.00		31%	\$1,316.52	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (201-500)	\$1,538.00		31%	\$1,061.22	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SMC-U-10-9 SM-CUSR-F	SELECT 10 SH MOBILE USER LIC (501-1000) SELECT: SERV MGR CONCUSR	\$1,477.00 \$5,500.00		31% 31%	\$1,019.13 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED CARAHSOFT
5	SMC-VRT-V100	SEL VirtualSMC manage10 concurrent users	\$7,378.00		31%	\$5,090.82	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SM-GND-F SM-IPI F-F	SELECT: SERV MGR FOUND SELECT: SERV MGR INTPLAT	\$11,000.00 \$22,000.00		31% 31%	\$7,590.00 \$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	SM-KMGT-F	SELECT: SERV MGR KNOWMGT	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		CARAHSOFT
5 5	SMOB10001 SM-PORT-F	SEL Synapse Mobility (1 Unit) SELECT: SERV MGR PORTAL	\$1,538.00 \$11,000.00		31% 31%	\$1,061.22 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		TERAMEDICA CARAHSOFT
5	SM-SDSK-F	SELECT: SERV MGR SERVDSK	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	SM-WFLW-F SP-100KL	SELECT: SERV MGR WRKFL SEL DATADSPOINT100000	\$22,000.00 \$3,900,000.00		31% 31%	\$15,180.00 \$2,691,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT VARONIS
5	SP-100KL SP-10KL	SEL DATADSPOINT100000 SEL DATADSPOINT10000	\$436,800.00		31%	\$301,392.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-1500L	SEL DATADSPOINT1500	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SP-150KL SP-15KL	SEL DATADSPOINT150000 SEL DATADSPOINT15000	\$5,733,000.00 \$655,200.00		31% 31%	\$3,955,770.00 \$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SP-1KL	SEL DATADSPOINT1000	\$73,710.00	K	31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SP-20KL SP-2500L	SEL DATADSPOINT20000 SEL DATADSPOINT2500	\$829,920.00 \$141,050.00		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	SP-25KL	SEL DATADSPOINT25000	\$1,037,400.00		31%	\$715,806.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	SP-2KL SP-3500L	SEL DATADSPOINT2000 SEL DATADSPOINT3500	\$118,300.00 \$197,470.00		31% 31%	\$81,627.00 \$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	SP-35KL	SEL DATADSPOINT35000 SEL DATADSPOINT35000	\$1,430,000.00		31%	\$986,700.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	SP-3KL	SEL DATADSPOINT3000	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SP-4500L SP-4KI	SEL DATADSPOINT4500 SEL DATADSPOINT4000	\$245,700.00 \$218,400.00		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	SP-500L	SEL DATADSPOINT500	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$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		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		VARONIS VARONIS
5	SP-6KL	SEL DATADSPOINT6000	\$289,380.00	ĸ	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	SP-750L	SEL DATADSPOINT750	\$58,500.00		31%	\$40,365.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SP-7KL SP-8KL	SEL DATADSPOINT7000 SEL DATADSPOINT8000	\$337,610.00 \$364,000.00		31% 31%	\$232,950.90 \$251.160.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SP-9KL	SEL DATADSPOINT9000	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		ESEL Spanning Backup for Google Apps SEL Spanning Backup for Office 365	\$40.00 \$48.00		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-0365 SPANNING-SFDC	SEL Spanning Backup for Salesforce	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	SPLO-1000L	SEL DA SPOnILite 1000 users	\$36,855.00		31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	SPLO-1000L-12MT SPLO-100KL	SEL DA SPOnLite 1000 12mths SEL DA SPOnlLite 100000 users	\$14,742.00 \$1.950.000.00		31% 31%	\$10,171.98 \$1,345,500.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-100KL-12MT	SEL DA SPOnLite 100000 12mths	\$780,000.00	K	31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SPLO-10KL SPLO-10KL-12MT	SEL DA SPOnILite 10000 users SEL DA SPOnLite 10000 12mths	\$218,400.00		31%	\$150,696.00 \$60,278.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5 5	SPLO-1500L	SEL DA SPOnILite 1500 users	\$87,360.00 \$49,140.00		31% 31%	\$33,906.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	SPLO-1500L-12MT	SEL DA SPOnLite 1500 12mths	\$19,656.00	K	31%	\$13,562.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SPLO-150KL SPLO-150KL-12MT	SEL DA SPOnILite 150000 users SEL DA SPOnLite 150000 12mths	\$2,866,500.00 \$1,146,600.00		31% 31%	\$1,977,885.00 \$791,154.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	SPLO-15KL	SEL DA SPOnILite 15000 users	\$327,600.00	K	31%	\$226,044.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DA SPONLite 15000 12mths	\$131,040.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SPLO-2000L SPLO-2000L-12MT	SEL DA SPOnILite 2000 users SEL DA SPOnLite 2000 12mths	\$59,150.00 \$23,660.00		31% 31%	\$40,813.50 \$16,325.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	VARONIS VARONIS
5	SPLO-20KL	SEL DA SPOnILite 20000 users	\$414,960.00	K	31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SPLO-20KL-12MT SPLO-25KL	SEL DA SPOnLite 20000 12mths SEL DA SPOnlLite 25000 users	\$165,984.00 \$518,700.00		31% 31%	\$114,528.96 \$357,903.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-25KL-12MT	SEL DA SPOnLite 25000 12mths	\$207,480.00	K	31%	\$143,161.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SPLO-3000L	SEL DA SPOnILite 3000 users SEL DA SPOnLite 3000 12mths	\$84,630.00		31% 31%	\$58,394.70 \$23,357.88	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS VARONIS
5	3FLU-3000L-12M1	SEE DA SPONERE 3000 12000	\$33,852.00	r.	31%	\$23,357.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VANOINIO

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	SPLO-35KL SPLO-35KL-12MT	SEL DA SPOnILite 35000 users SEL DA SPOnLite 35000 12mths	\$715,000.00 \$286,000.00		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	SPLO-4000L	SEL DA SPOnlLite 4000 users	\$109,200.00	K	31%	\$75,348.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SPLO-4000L-12MT SPLO-500L	SEL DA SPOnLite 4000 12mths SEL DA SPOnILite 500 users	\$43,680.00 \$20,475.00		31% 31%	\$30,139.20 \$14,127.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-500L-12MT	SEL DA SPOnLite 500 12mths	\$8,190.00	K	31%	\$5,651.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SPLO-50KL SPLO-50KL-12MT	SEL DA SPOnILite 50000 users SEL DA SPOnLite 50000 12mths	\$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		VARONIS VARONIS
5	SPLO-6000L	SEL DA SPOnlLite 6000 users	\$144,690.00		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	\$57,876.00		31% 31%	\$39,934.44	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5		SEL DA SPOnILite 750 users SEL DA SPOnLite 750 12mths	\$29,250.00 \$11,700.00		31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS
5	SPLO-8000L	SEL DA SPOnILite 8000 users	\$182,000.00		31%	\$125,580.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	SPLO-8000L-12MT SPPCREDITC	SEL DA SPOnLite 8000 12mths SEL SPP-CREDIT-C)	\$72,800.00 \$100.00		31% 31%	\$50,232.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VMWARE
5	SPPCREDITC-I	SEL SPP-CREDIT-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	SPPCREDITCL1 SPPCREDITCL1-I	SEL SPP-CREDIT-C-L1) SEL SPP-CREDIT-C-L1)	\$100.00 \$100.00		31% 31%	\$69.00 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITCL2	SEL SPP-CREDIT-C-L2)	\$98.00		31%	\$67.62	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	SPPCREDITCL2-I SPPCREDITCI 3	SEL SPP-CREDIT-C-L2) SEL SPP-CREDIT-C-L3)	\$98.00 \$97.00	K	31% 31%	\$67.62 \$66.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	SPPCREDITCL3	SEL SPP-CREDIT-C-L3)	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	SPPCREDITCL4	SEL SPP-CREDIT-C-L4)	\$96.00		31%	\$66.24	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	SPPCREDITCL4-I SPTM-1000-H	SEL SPP-CREDIT-C-L4) SEL-UPG-WAP(1Gbps)>VTM Std Ed(1Gbps)	\$96.00 \$3,600.00		31% 31%	\$66.24 \$2,484.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE BROCADE ETHERNET
5	SPTM-1000-L	SEL-UPG-WAP(10Mbps)>VTM Std Ed(10Mbps)	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	SPTM-1000-M SPTM-2000-L	SEL-UPG-WAP(200Mbps)>VTM Std Ed(200Mbps) SEL-UPG-WAP(1Gbps)>VTM ENT Ed(1Gbps)	\$2,800.00 \$9,200.00		31% 31%	\$1,932.00 \$6,348.00	\$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	SPTM-2000-M	SEL-UPG-WAP(2Gbps)>VTM ENT Ed(2Gbps)	\$12,400.00	K	31%	\$8,556.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	SPTM-4000-H SPTM-4000-L	SEL-UPG-WAP(20Gbps)>VTM ENT Ed(20Gbps) SEL-UPG-WAP(5Gbps)>VTM ENT Ed(5Gbps)	\$20,400.00 \$18,800.00		31% 31%	\$14,076.00 \$12,972.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SPTM-4000-L	SEL-UPG-WAP(10Gbps)>VTM ENT Ed(10Gbps)	\$19,600.00		31%	\$13,524.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5	ST6ADC	SEL ST6-AD-C)	\$3,995.00		31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6ADC-I ST6ADC-K	SEL ST6-AD-C) SEL ST6-AD-C)	\$4,674.15 \$4,151.62		31% 31%	\$3,225.16 \$2,864.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADD100C	SEL ST6-AD-D100-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6ADD100C-I ST6ADD100C-K	SEL ST6-AD-D100-C) SEL ST6-AD-D100-C)	\$11,700.00 \$10,370.21		31% 31%	\$8,073.00 \$7,155.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADD10C	SEL ST6-AD-D10-C)	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6ADD10C-I ST6ADD10C-K	SEL ST6-AD-D10-C) SEL ST6-AD-D10-C)	\$1,170.00 \$1,037.02		31% 31%	\$807.30 \$715.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6ADENUGC	SEL ST6-AD-EN-UG-C)	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ST6ADENUGC-I ST6ADENUGC-K	SEL ST6-AD-EN-UG-C)	\$1,930.50		31% 31%	\$1,332.05 \$1,184.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6-ADVD100-F	SEL ST6-AD-EN-UG-C) SEL: ST6-ADVD100-F	\$1,716.57 \$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: ST6-ADVD100-F-L1	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: ST6-ADVD100-F-L2 SEL: ST6-ADVD100-F-L3	\$10,230.00 \$9,900.00		31% 31%	\$7,058.70 \$6,831.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: ST6-ADVD100-F-L4	\$9,570.00		31%	\$6,603.30	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	ST6-ADVD10-F ST6-ADVD10-F-I 1	SEL: ST6-ADVD10-F SEL: ST6-ADVD10-F-L1	\$1,100.00 \$1,045.00		31% 31%	\$759.00 \$721.05	\$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-L2	SEL: ST6-ADVD10-F-L2	\$1,023.00	K	31%	\$705.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: ST6-ADVD10-F-L3 SEL: ST6-ADVD10-F-L4	\$990.00 \$957.00		31% 31%	\$683.10 \$660.33	\$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	SEL: ST6-ADV-F	\$4,395.00	K	31%	\$3,032.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6-ADV-F-L1 ST6-ADV-F-L2	SEL: ST6-ADV-F-L1 SEL: ST6-ADV-F-L2	\$4,175.00 \$4,087.00		31% 31%	\$2,880.75 \$2,820.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADV-F-L3	SEL: ST6-ADV-F-L3	\$3,955.00	K	31%	\$2,728.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6-ADV-F-L4 ST6-ADV-FPRO	SEL: ST6-ADV-F-L4 SEL: ST6-ADV-FPRO	\$3,823.00 \$3,516.00		31% 31%	\$2,637.87 \$2,426.04	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6ENC	SEL ST6-ADV-FPRO SEL ST6-EN-C)	\$5,495.00		31%	\$3,791.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	ST6ENC-I ST6ENC-K	SEL ST6-EN-C) SEL ST6-EN-C)	\$6,429.15 \$5,708.93	K	31% 31%	\$4,436.11 \$3,939.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5	ST6END100C	SEL ST6-EN-D100-C)	\$5,708.93 \$12,000.00		31%	\$8,280.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE VMWARE
5	ST6END100C-I	SEL ST6-EN-D100-C)	\$14,040.00	K	31%	\$9,687.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6END100C-K ST6END100GC-I	SEL ST6-EN-D100-C) SEL ST6-EN-D100-G-SSS-C)	\$12,493.81 \$2,948.40		31% 31%	\$8,620.73 \$2,034.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6END10C	SEL ST6-EN-D10-C)	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6END10C-I ST6END10C-K	SEL ST6-EN-D10-C) SEL ST6-EN-D10-C)	\$1,404.00 \$1,249.38		31% 31%	\$968.76 \$862.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ST6RB25VMC	SEL ST6-RB-25VM-C)	\$12,500.00	K	31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6RB25VMC-I ST6RB25VMC-K	SEL ST6-RB-25VM-C) SEL ST6-RB-25VM-C)	\$14,625.00 \$12,989.31		31% 31%	\$10,091.25 \$8,962.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6-RB-25VM-F	SEL: ST6-RB-25VM-F	\$13,750.00	K	31%	\$9,487.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: ST6-RB-25VM-F-L1 SEL: ST6-RB-25VM-F-L2	\$13,063.00 \$12,788.00		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	ST6-RB-25VM-F-L3	SEL: ST6-RB-25VM-F-L3	\$12,788.00 \$12,375.00		31%	\$8,823.72 \$8,538.75	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	ST6-RB-25VM-F-L4	SEL: ST6-RB-25VM-F-L4	\$11,963.00	K	31% 31%	\$8,254.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL ST6-STAD-D10-UG-C) SEL ST6-STAD-D10-UG-C)	\$550.00 \$643.50		31% 31%	\$379.50 \$444.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6STADD10UC-K	SEL ST6-STAD-D10-UG-C)	\$570.89	K	31%	\$393.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ST6STADUC ST6STADUC-I	SEL ST6-ST-AD-UG-C) SEL ST6-ST-AD-UG-C)	\$1,650.00 \$1,930.50		31% 31%	\$1,138.50 \$1,332.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	ST6STADUC-K	SEL ST6-ST-AD-UG-C)	\$1,716.57	K	31%	\$1,184.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		. SEL: ST6-STDADVD100UGF-L1 .:SEL: ST6-STDADVD100UGF-L2	\$5,748.00 \$5,627.00		31% 31%	\$3,966.12 \$3,882.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STDAD100UGFL	: SEL: ST6-STDADVD100UGF-L3	\$5,445.00	K	31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		· SEL: ST6-STDADVD100UGF-L4 SEL: ST6-STDADV-D10UGF-L1	\$5,264.00 \$575.00		31% 31%	\$3,632.16 \$396.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
b	STOSTDADTOUGFL	GEE. GTG-GTDADV-D100GI-ET	\$373.00	r.	3170	\$390.75	φυ.υυ	\$U.UU	φυ.00	φυ.00	φυ.00	φυ.00	UNIXALIGOT I

						N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
E	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)		THIRD PARTY PRODUCT PARTNER
	5 5		SEL: ST6-STDADV-D10UGF-L2 SEL: ST6-STDADV-D10UGF-L3	\$563.00 \$545.00		31% 31%	\$388.47 \$376.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	5 5		SEL: ST6-STDADV-D10UGF-L4	\$526.00 \$6,050.00		31% 31%	\$362.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	5		SEL: ST6-STDADV-D100-UG-F SEL: ST6-STDADV-D10-UG-F	\$6,050.00		31%	\$4,174.50 \$417.45	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		CARAHSOFT
	5		SEL: ST6-STD-ADV-UG-F	\$1,815.00		31%	\$1,252.35	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	5 5		ISEL: ST6-STD-ADV-UG-F-L1 PSEL: ST6-STD-ADV-UG-F-L2	\$1,724.00 \$1,688.00		31% 31%	\$1,189.56 \$1,164.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	5		SEL: ST6-STD-ADV-UG-F-L3	\$1,634.00		31%	\$1,127.46	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	5		ISEL: ST6-STD-ADV-UG-F-L4 (SEL: ST6-STD-ADV-UG-FPRO	\$1,579.00 \$1,452.00		31% 31%	\$1,089.51 \$1,001.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	5	ST6STENUC	SEL ST6-ST-EN-UG-C)	\$3,300.00		31%	\$2,277.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
	5 5		SEL ST6-ST-EN-UG-C) SEL ST6-ST-EN-UG-C)	\$3,861.00 \$3,429.60		31% 31%	\$2,664.09 \$2,366.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
	5	ST6VSANC	SEL ST6-VSAN-C)	\$2,495.00		31%	\$1,721.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
	5 5	ST6VSANC-I ST6VSANC-K	SEL ST6-VSAN-C) SEL ST6-VSAN-C)	\$2,919.15 \$2,594.32		31% 31%	\$2,014.21 \$1,790.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
	5		SEL ST6-VSDT100-C)	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE VMWARE
	5 5		SEL ST6-VSDT100-C) SEL ST6-VSDT100-C)	\$5,850.00 \$5,192.19		31% 31%	\$4,036.50 \$3,582.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
	5 5		SEL ST6-VSDT10-C)	\$500.00		31%	\$345.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
	5	ST6VSDT10C-I ST6VSDT10C-K	SEL ST6-VSDT10-C) SEL ST6-VSDT10-C)	\$585.00 \$519.22		31% 31%	\$403.65 \$358.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
	5	STM-1000-H	SEL-Virtual Traffic Mgr Std Ed-1Gbps	\$11,600.00		31% 31%	\$8,004.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
	5 5	STM-1000-H1 STM-1000-L	SEL-Virtual Traffic Mgr Std Ed-5Gbps SEL-Virtual Traffic Mgr Std Ed-10 Mbps	\$18,800.00 \$4,400.00		31%	\$12,972.00 \$3,036.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5	STM-1000-M	SEL-Virtual Traffic Mgr Std Ed-200 Mbps	\$7,600.00		31%	\$5,244.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
	5 5	STM-2000-L STM-2000-M	SEL-Virtual Traffic Mgr Ent Ed - 1Gbps SEL-Virtual Traffic Mgr Ent Ed - 2Gbps	\$17,200.00 \$23,600.00		31% 31%	\$11,868.00 \$16,284.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5	STM-4000-H	SEL-Virtual Traffic Mgr Ent Ed - 20Gbps	\$45,200.00		31%	\$31,188.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
	5 5	STM-4000-L STM-4000-M	SEL-Virtual Traffic Mgr Ent Ed - 5Gbps SEL-Virtual Traffic Mgr Ent Ed - 10Gbps	\$32,400.00 \$39,600.00		31% 31%	\$22,356.00 \$27,324.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00	BROCADE ETHERNET BROCADE ETHERNET
	5		SEL-Virtual Traffic Mgr Ent Ed-Unlimited SEL- EVAL-VTM ENT Edition (all options)	\$50,800.00	K	31%	\$35,052.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
	5 5		SEL-EVAL-VTM ENT Edition (all options) SEL-NFR for acc prtnrs-VTM ENT Ed-UnImtd	\$0.00 \$0.00		31% 31%	\$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	STM-B-200	SEL-vTM bulk pkg SD - Adv LBw/SSL-5Gbps	\$35,500.00		31% 31%	\$24,495.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
	5 5	STM-B-300 STM-B-300-L	SEL-vTM Standard Edition for SD - 5Gbps SEL-vTM Standard Edition for SD - 2Gbps	\$55,500.00 \$38,850.00		31%	\$38,295.00 \$26,806.50	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5	STM-B-400	SEL-vTM EntEd for SD - 5Gbps	\$75,500.00	K	31%	\$52,095.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
	5 5	STM-B-400-L STM-B-ADD-FIPS	SEL-vTM EntEd for SD - 2Gbps SEL-FIPS add-on for SD - 5Gbps	\$52,850.00 \$7,550.00		31% 31%	\$36,466.50 \$5,209.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5	STM-B-ADD-FIPS-L	SEL-FIPS add-on for SD - 2Gbps	\$5,285.00	K	31%	\$3,646.65	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
	5 5		SEL-vWeb App FW add-on for SD - 5Gbps SEL-vWeb App FW add-on for SD - 2Gbps	\$50,000.00 \$35,000.00		31% 31%	\$34,500.00 \$24,150.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5	STM-B-ADD-WEBAC	SEL-Web Acc add-on for SD - 5Gbps	\$37,000.00	K	31% 31%	\$25,530.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00	BROCADE ETHERNET
	5 5		.SEL-Web Acc add-on for SD - 2Gbps SEL-vWeb Appl Firewall Proxy SD - 5Gbps	\$25,900.00 \$61,100.00		31%	\$17,871.00 \$42,159.00	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5		SEL-SD, EntEd	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
	5 5		SEL-Evaluation - SD, EntEd SEL-FIPS Add-On Mod (for VTM Std Ed)	\$0.00 \$1,160.00		31% 31%	\$0.00 \$800.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5 5		SEL-FIPS Add-On Mod (for VTM ENT Ed) SEL-FIPS Mod(VTM ENT 5Gb+)FIPS140-2 Lvl1	\$2,360.00 \$5,080.00		31% 31%	\$1,628.40 \$3,505.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
	5		SEL StorageX DFS Mgmt 3 Yrs < 500 Users	\$61,538.00		31%	\$42,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	DATA DYNAMICS
	5 5		SEL StorageX DFS Mgmt 3Yrs 501-1000Users SEL StorageX DFS Mgmt 3Yrs 1001-2000User	\$123,077.00 \$246,154.00		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		SEL StorageX DFS Mgmt 3 Yrs 2000 Users+	\$492,308.00		31%	\$339,692.52	\$0.00	\$0.00	\$0.00		\$0.00		DATA DYNAMICS
	5 5	STORAGEX-77-EMM	SEL StorageX Migration Annual Unlimited SEL StorageX Migration Priced per TB	\$615,385.00 \$615.00		31% 31%	\$424,615.65 \$424.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		DATA DYNAMICS DATA DYNAMICS
	5	STX-APT	SEL-Web Accel EXP Add-On Mod (for VTM)	\$3,200.00	K	31%	\$2,208.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
	5 5	STX-STD SUB-AOC	SEL-Web Accel Std Add-On Mod (for VTM) SEL Subscription Brava for Asset Ops	\$14,800.00 \$74.00		31% 31%	\$10,212.00 \$51.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET IGC BRAVA
	5	SUB-BLEDTM	SEL Subsription BLAZON	\$3,075.00	K	31%	\$2,121.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
	5 5	SUB-CPC SUB-D2C	SEL Subscription Brava for Capital Prj SEL Subscription Brava for D2	\$74.00 \$74.00		31% 31%	\$51.06 \$51.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA IGC BRAVA
	5	SUB-DCTMC	SEL Subscription Brava for Webtop	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
	5 5	SUB-DCTMS SUB-RIEDTM	SEL Subscription Add'l Brava Server SEL Subscription REDACT-IT	\$1,538.00 \$14,350.00		31% 31%	\$1,061.22 \$9,901.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		IGC BRAVA IGC BRAVA
	5	SUB-XCPC	SEL Subscription Brava for xCP	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
	5 5	SVCXT10001 SVD10001	SEL Synapse VNA Connext (1 Unit) SEL Synapse VNA DICOM (1 Unit)	\$1,538.00 \$1,538.00		31% 31%	\$1,061.22 \$1,061.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		TERAMEDICA TERAMEDICA
	5	SVDND10001	SEL Synapse VNA Non-DICOM (1 Unit)	\$1,538.00	K	31%	\$1,061.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	TERAMEDICA
	5 5		SEL Sync EE CLD Storage 100GB 1 yr SEL Sync EE CLD Storage 100GB 2 yr	\$206.00 \$392.00		31% 31%	\$142.14 \$270.48	\$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	\$0.00	SYNCPLICITY
	5 5	SYNC-EE-T1-1Y SYNC-EE-T1-2Y	SEL Sync EE 25-1,000 sts 1 yr SEL Sync EE 25-1,000 sts 2 yr	\$150.00 \$286.00		31% 31%	\$103.50 \$197.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
	5	SYNC-EE-T1-3Y	SEL Sync EE 25-1,000 sts 3 yr	\$405.00	K	31%	\$279.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
	5 5		SEL Sync EE 1,001-5,000 sts 1 yr SEL Sync EE 1,001-5,000 sts 2 yr	\$120.00 \$228.00		31% 31%	\$82.80 \$157.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
	5	SYNC-EE-T2-3Y	SEL Sync EE 1,001-5,000 sts 3 yr	\$324.00	K	31%	\$223.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
	5 5		SEL Sync EE 5,001-10,000 sts 1 yr SEL Sync EE 5,001-10,000 sts 2 yr	\$96.00 \$182.00		31% 31%	\$66.24 \$125.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
	5	SYNC-EE-T3-3Y	SEL Sync EE 5,001-10,000 sts 3 yr	\$258.00	K	31%	\$178.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
	5 5		SEL Sync EE 10,001+ sts 1 yr SEL Sync EE 10,001+ sts 2 yr	\$85.00 \$160.00		31% 31%	\$58.65 \$110.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
	5	SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 3 yr	\$225.00	K	31%	\$155.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
	5 5		SEL Sync DE 1-10TB 1 yr SEL Sync DE 1-10TB 2 yr	\$9,500.00 \$18,100.00		31% 31%	\$6,555.00 \$12,489.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
	5		SEL Sync DE 1-101B 2 yr	\$25,900.00		31%	\$17,871.00	\$0.00	\$0.00	\$0.00		\$0.00		SYNCPLICITY

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	1		1		N	/P LEVEL 1	LP MNT	NVP MAINTENA	LP MNT	RRANIT UPGRADE	NET PRICE		
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	THIRD PARTY PRODUCT PARTNER
	SYNC-S1-EE-1Y	SEL Sync EE 1-10TB 1 yr		CODE	1	£49,006,0E	(PREMIUM)	. ,	(BASIC)	. ,		\$0.00	EVALORI ICITY
5 5	SYNC-S1-EE-11 SYNC-S1-EE-2Y	SEL Sync EE 1-101B 1 yr SEL Sync EE 1-10TB 2 yr	\$26,125.00 \$49,775.00	K	31% 31%	\$18,026.25 \$34,344.75	\$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-EE-3Y	SEL Sync EE 1-10TB 3 yr	\$71,225.00	K	31%	\$49,145.25	\$0.00	\$0.00	\$0.00		\$0.00		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	\$0.00	SYNCPLICITY
5	SYNC-S2-EE-1Y SYNC-S2-EE-2Y	SEL Sync EE 11-25TB 1 yr SEL Sync EE 11-25TB 2 yr	\$21,175.00 \$40,425.00	K	31% 31%	\$14,610.75 \$27,893.25	\$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-3Y	SEL Sync EE 11-25TB 3 yr	\$57,750.00	K	31%	\$39,847.50	\$0.00	\$0.00	\$0.00		\$0.00		SYNCPLICITY
5 5	SYNC-S3-DE-1Y	SEL Sync DE 26-50TB 1 yr	\$7,200.00	K K	31%	\$4,968.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
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	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	\$19,800.00	K	31%	\$13,662.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-S3-EE-2Y SYNC-S3-EE-3Y	SEL Sync EE 26-50TB 2 yr SEL Sync EE 26-50TB 3 yr	\$37,950.00 \$54,175.00	K	31% 31%	\$26,185.50 \$37,380.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S4-DE-1Y	SEL Sync DE 51TB + 1 yr	\$6,600.00	ĸ	31%	\$4,554.00	\$0.00	\$0.00	\$0.00		\$0.00		SYNCPLICITY
5	SYNC-S4-DE-2Y	SEL Sync DE 51TB + 2 yr	\$12,700.00	K	31%	\$8,763.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	SYNC-S4-DE-3Y SYNC-S4-FF-1Y	SEL Sync DE 51TB + 3 yr SEL Sync EE 51TB + 1 yr	\$18,100.00 \$18,150.00	K K	31% 31%	\$12,489.00 \$12,523.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-S4-EE-2Y	SEL Sync EE 51TB + 2yr	\$34,925.00	K	31%	\$24,098.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SYNCPLICITY
5 5	SYNC-S4-EE-3Y SYNC-T1-DE-1Y	SEL Sync EE 51TB + 3yr SEL Sync DE 1 yr	\$49,775.00 \$60.00	K K	31% 31%	\$34,344.75 \$41.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SYNCPLICITY SYNCPLICITY
5	SYNC-T1-DE-TY	SEL Sync DE 2 yr	\$114.00	K	31%	\$78.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5	SYNC-T1-DE-3Y	SEL Sync DE 3 yr	\$162.00	K	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SYNCPLICITY
5 5	T120-6-H-A-2-30 T120-6HA-2-50	SEL: T120BUNDLE 2 LTO-6 HH SAS 30S SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$37,890.00 \$39,198.00	K	31% 31%	\$26,144.10 \$27,046.62	\$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-3-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S	\$50,019.00	ĸ	31%	\$34,513.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-6HA-4-50	SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S	\$61,788.00	K	31%	\$42,633.72	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	T120-6-H-F-2-30 T120-6HF-2-50	SEL: T120BUNDLE 2 LTO-6 HH FC 30S SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$43,088.00 \$44,396.00	K	31% 31%	\$29,730.72 \$30,633.24	\$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-3-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S	\$56,198.00	ĸ	31%	\$38,776.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T120-6HF-4-50	SEL: T120BUNDLE,4 LTO-6,HH,FC,50S	\$68,556.00	K	31%	\$47,303.64	\$0.00	\$0.00	\$0.00		\$0.00		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 \$39,885.00	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 \$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	\$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		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		SPECTRALOGIC
5	T120-7-H-F-3-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S	\$58,192.00	K	31%	\$40,152.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T120-7-H-F-4-50 T200-DBA-1	SEL: T120BUNDLE,4 LTO-7,HH,FC,50S SEL: T200:BASE UNIT W- 1 DBA	\$70,485.00 \$47,574.00	K	31% 31%	\$48,634.65 \$32,826.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	SPECTRALOGIC SPECTRALOGIC
5	T200-DBA-1	SEL: T200;BASE UNIT W-1 DBA	\$54,112.00	K	31%	\$37,337.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T380-DBA-1	SEL: T380;BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T380-DBA-2 T380-DBA-3	SEL: T380;BASE UNIT W- 2 DBA SEL: T380;BASE UNIT W- 3 DBA	\$73,074.00 \$78,958.00	K K	31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00	\$0.00 \$0.00	\$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	ĸ	31%	\$46,360.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T380-J-DBA-2 T380-J-DBA-3	SEL: T380 ENT,BASE UNIT W-2 DBA	\$73,074.00	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	T50E-7-H-A-1-10	SEL: T380 ENT,BASE UNIT W- 3 DBA SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$78,958.00 \$16,346.00	K	31%	\$11,278.74	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	T50E-7-H-A-2-25	SEL: T50E,LTO-7,HH,SAS,2DR,25S	\$24,715.00	K	31%	\$17,053.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T50E-7-H-F-1-10 T50E-7-H-F-2-25	SEL: T50E,LTO-7,HH,FIBRE,1DR,10S SEL: T50E,LTO-7,HH,FIBRE,2DR,25S	\$20,269.00 \$28,769.00	K	31% 31%	\$13,985.61 \$19,850.61	\$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-1	SEL: T680;BASE UNIT W- 1 DBA	\$102,366.00	ĸ	31%	\$70,632.54	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	T680-DBA-2	SEL: T680;BASE UNIT W- 2 DBA	\$108,251.00	K	31%	\$74,693.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	T680-DBA-3 T9502FRMEXP	SEL: T680;BASE UNIT W- 3 DBA SEL: T950 2 FRAME HAX EXPANSION KIT	\$114,135.00 \$0.00	K K	31% 31%	\$78,753.15 \$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	T9503FRMEXP	SEL: T950 3 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 5	T9504FRMEXP T9505FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T9508FRMEXP	SEL: T950 8 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	T950B1D T950B3D3T	SEL: T950B WITH 1 DBA SEL: T950 W-3 DBA'S & 3 TBA'S	\$112,658.00 \$112,658.00	K K	31% 31%	\$77,734.02 \$77,734.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B3D3TDVXP	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02 \$42,671.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	T950B6D0DVXP T950B6D0T	SEL: T950 DRV EXP 6D 0T SEL: T950 W- 6 DBA'S & 0 TBA'S	\$63,292.00 \$128,808.00	K K	31% 31%	\$43,671.48 \$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	T950B6D0TDX-F	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950B-J-1D T950B-J-3D	SEL: T950B ENT 1 DBA SEL: T950B ENT 3 DBA	\$112,658.00 \$112,658.00	K K	31% 31%	\$77,734.02 \$77,734.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950B-J3DDVXP	SEL: T950B ENT DRV EXP 3DBA	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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		SPECTRALOGIC SPECTRALOGIC
5	T950BJ6DDVXPF	SEL: FRU,T950B ENT DRV EXP 6DBA	\$63,292.00	ĸ	31%	\$43,671.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950B-JMEDEXF T950B-JMEDIAEX	SEL: FRU,T950 ENT MEDIA EXP FRAME	\$26,023.00	K	31% 31%	\$17,955.87	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	T950BJMEDIAEX T950BJMULTI1D	SEL: T950B ENT MEDIA EXP SEL: T950B ENT.MULTI,1 DBA	\$26,023.00 \$112,658.00	K K	31% 31%	\$17,955.87 \$77,734.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BJMULTI3D	SEL: T950B ENT,MULTI,3 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950BJMULTI6D	SEL: T950B ENT,MULTI,6 DBA SEL: T950B ENT BULK TAP	\$128,808.00 \$45,769.00	K	31% 31%	\$88,877.52 \$31,580.61	\$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	T950BMEDBLJ-F T950BMEDBLK-F	SEL: T950, LEFT, MED, EX, FR, W-BULK, UPG	\$45,769.00 \$45,769.00	K	31%	\$31,580.61	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		\$0.00		SPECTRALOGIC
5	T950BMEDBULK	SEL: T950,LEFT,MED,EX,FRAME,W-BULK	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	T950BMEDEX-F T950BMEDIAEXP	SEL: T950 MEDIA ONLY EXPANSN FRAME SEL: T950 MEDIA ONLY EXPANSN FRAME	\$26,023.00 \$26,023.00	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	T950BMEDLBLKJ	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BMULT1D	SEL: T950,MULTI,WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	T950BMULT3D3T T950BMULT6D0T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S SEL: T950,MULTI,W-6DBA'S & 0TBA'S	\$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		SPECTRALOGIC SPECTRALOGIC
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					N'	VP 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 (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	TFIN3D3T TFIN3D3TDVX-F	SEL: TFIN W- 3 DBA'S & 3 TBA'S SEL: TFIN;UPG;DRV EXP 3D 3T	\$122,923.00 \$57,538.00	K K	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3TDVXP	SEL: TFIN DRV EXP 3D 3T	\$57,538.00	ĸ	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFIN6D0T TFIN6D0TDVX-F	SEL: TFIN W- 6 DBA'S & 0 TBA'S SEL: TFIN;UPG;DRV EXP 6D 0T	\$142,538.00 \$73,231.00	K	31% 31%	\$98,351.22 \$50,529.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5		SEL: TFIN DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5		SEL: TFIN BULK SERV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5 5	TFINBSBLFT-F TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;LEFT SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00 \$58,846.00	K K	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	TFIN-BSB-RIGHT	SEL: TFIN BULK SERV BAY, RIGHT WITH ROBOT	\$91,538.00	K	31%	\$63,161.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFIN-J3D3S TFINJ3D3SDVXP	SEL: TFIN ENT 3D 3S SEL: TFIN ENT DRV EXP 3D 3S	\$122,923.00 \$57,538.00	K K	31% 31%	\$84,816.87 \$39,701.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5		SEL: FRU:TFIN ENT DRV EXP 3D 3S	\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S	\$142,538.00	K	31%	\$98,351.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5		SEL: TFIN ENT DRV EXP 6D 0S SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00 \$73,231.00	K K	31% 31%	\$50,529.39 \$50,529.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00	ĸ	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5		SEL: FRU;TFIN ENT BULK SV BAY;LEFT	\$58,846.00	K	31%	\$40,603.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5		SEL: FRU;TFIN ENT BULK SV BAY;RIGHT SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT	\$58,846.00 \$91,538.00	K	31% 31%	\$40,603.74 \$63,161.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJMEDEX-F	SEL: FRU;TFIN ENT MEDIA EXP FRAME	\$26,154.00	K	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINJMEDIAEXP TFINJSBLEFT	SEL: TFIN ENT MEDIA EXP SEL: TFIN ENT SERV BAY;LEFT	\$26,154.00 \$45,769.00	K	31% 31%	\$18,046.26 \$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		SEL: FRU;TFIN ENT SERV BAY;LEFT	\$45,769.00	ĸ	31%	\$31,580.61	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC
5		SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN-J-SB-RIGHT TFINMEDEX-F	SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT SEL: TFIN;UPG;MEDIA EXP	\$78,462.00 \$26,154.00	K K	31% 31%	\$54,138.78 \$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	TFINMEDIAEXP	SEL: TFIN MEDIA EXP	\$26,154.00	ĸ	31%	\$18,046.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5		SEL: TFIN SERV BAY;LEFT	\$45,769.00	K K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
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	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	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5		SEL THIN5-100PK-C) SEL THIN5-100PK-C)	\$1,900.00 \$1,985.50	K K	31% 31%	\$1,311.00 \$1,370.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL THIN5-100PK-C)	\$1,879.38	ĸ	31%	\$1,296.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	THIN5-STE-C	SEL THIN5-STE-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL THIN5-STE-C) SEL THIN5-STE-C)	\$5,225.00 \$4,951.51	K	31% 31%	\$3,605.25 \$3,416.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	TLNS-2101-D00	SEL Tbolt 2 to 10Gb Ethernet (1) SFP+mod	\$1,745.00	ĸ	31%	\$1,204.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	ATTO
5 5	TLNS-2102-D01 TRC-1-SFP-LX-C	SEL Tbolt 2 to 10Gb Ethernet (2)SFP+ mod	\$2,045.00	K	31% 31%	\$1,411.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
5		SEL SFP - 1GbE LX SEL 10GbE DAC Twinax	\$277.00 \$302.00	K	31%	\$191.13 \$208.38	\$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		SEL SFP+ - 10GbE LR	\$1,471.00	K	31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL SFP+ - 10GbE LR SEL SFP+ - 10GbE SR	\$1,471.00 \$855.00	K K	31% 31%	\$1,014.99 \$589.95	\$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-SR-C	SEL SFP+ - 10GbE SR	\$855.00	ĸ	31%	\$589.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	TRC-1-SFP-SX-C T-REVSVRD	SEL SFP - 1GbE SX SELECT RMCD TRIAL	\$240.00 \$0.00	K	31% 31%	\$165.60 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED REVEILLE
5		SELECT RMCCI TRIAL SELECT RMCCI TRIAL	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		REVEILLE
5	TRF100KPPY	SEL: Trapeze Forms for Captiva 100K PPY	\$20,790.00	K	31%	\$14,345.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5 5	TRF10MPPY TRF1MPPY	SEL: Trapeze Forms for Captiva 10M PPY SEL: Trapeze Forms for Captiva 1M PPY	\$423,141.00 \$69,424.00	K K	31% 31%	\$291,967.29 \$47,902.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION CVISION
5	TRF20MPPY	SEL: Trapeze Forms for Captiva 20M PPY	\$688,500.00	K	31%	\$475,065.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5 5	TRF40MPPY UEMCCU100C	SEL: Trapeze Forms for Captiva 40M PPY SEL UEM-CCU-100-C)	\$1,118,813.00 \$5,000.00	K	31% 31%	\$771,980.97 \$3,450.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CVISION VMWARE
5		SEL UEM-CCU-100-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL UEM-CCU-100-C)	\$5,001.06	K	31%	\$3,450.73	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	UEMCCU10C UEMCCU10C-I	SEL UEM-CCU-10-C) SEL UEM-CCU-10-C)	\$500.00 \$550.00	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	K	31%	\$345.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	UEMNU100C UEMNU100C-I	SEL UEM-NU-100-C) SEL UEM-NU-100-C)	\$3,000.00 \$3,300.00	K K	31% 31%	\$2,070.00 \$2,277.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMNU100C-K	SEL UEM-NU-100-C)	\$2,997.81	K	31%	\$2,068.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	UEMNU10C	SEL UEM-NU-10-C)	\$300.00	K	31%	\$207.00	\$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	\$0.00	VMWARE VMWARE
5	UPG-SAF-1K-2K	SEL-UPG Web App Firewall-VTM (STD>ENT)	\$4,600.00	K	31%	\$3,174.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG Web App Firewall-VTM(STD>ENT5gb) SEL-UPG Web App Firewall-VTM(ENT>ENT5gb)	\$13,800.00 \$9,200.00	K	31% 31%	\$9,522.00 \$6.348.00	\$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		SEL-Upg - vTM w/ vWeb App FW 300 to 400	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-WAF Proxy SAFPX-1K-H>SAFPX-1K-VH	\$10,028.00	K	31%	\$6,919.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-H SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-M	\$16,652.00 \$5,704.00	K K	31% 31%	\$11,489.88 \$3,935.76	\$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	UPG-SAFPX-1K-LVH	SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-VH	\$26,680.00	K	31%	\$18,409.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-WAF Proxy SAFPX-1K-M>SAFPX-1K-H -SEL-UPG-WAF Proxy SAFPX-1K-M>SAFPX-1K-VH	\$10,948.00 \$20,976.00	K K	31% 31%	\$7,554.12 \$14,473.44	\$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		ISEL-UPG-VTM Std Ed(5Gbps)>Ent(20Gbps)	\$30,360.00	K	31%	\$20,948.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-1KH1-4KL	SEL-UPG-VTM Std Ed(5Gbps)>Ent(5Gbps)	\$15,640.00	K	31%	\$10,791.60	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(5Gbps)>Ent(10Gbps) -SEL-UPG-VTM Std Ed(5Gbps)>Ent Unlimited	\$23,920.00 \$36,800.00	K K	31% 31%	\$16,504.80 \$25,392.00	\$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	UPG-STM-1KH-2KL	SEL-UPG-VTM Std Ed(1Gbps)>Ent(1Gbps)	\$6,440.00	K	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(1Gbps)>Ent(2Gbps) SEL-UPG-VTM Std Ed(1Gbps)>Ent(20Gbps)	\$13,800.00 \$38,640.00	K K	31% 31%	\$9,522.00 \$26,661.60	\$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	UPG-STM-1KH-4KL	SEL-UPG-VTM Std Ed(1Gbps)>Ent(5Gbps)	\$23,920.00	K	31%	\$16,504.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(1Gbps)>Ent(10Gbps)	\$32,200.00	K	31%	\$22,218.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(1Gbps)>Ent Unlimited SEL-UPG-VTM Std Ed(1Gbps)up to(5Gbps)	\$45,080.00 \$8,280.00	K K	31% 31%	\$31,105.20 \$5,713.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1KL-2KL	SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(1Gbps)	\$14,720.00	K	31%	\$10,156.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-STM-1KL-2KM	SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(2Gbps)	\$22,080.00	K	31%	\$15,235.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET

					N\	/P LEVEL 1		NVP MAINTENAI	NCF AND WAI	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG		
BAND	sku	DESCRIPTION	LIST PRICE USD	CODE	DISCOUNT %	NVP LEVEL 1 NET PRICE	ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5		SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(20Gbps)	\$46,920.00	K	31%	\$32,374.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(5Gbps) SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(10Gbps)	\$32,200.00 \$40,480.00	K K	31% 31%	\$22,218.00 \$27,931.20	\$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	UPG-STM-1KL-4KVH	SEL-UPG-VTM Std Ed(10Mbps)>Ent Unlimited	\$53,360.00	K	31%	\$36,818.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(10Mbps)up to(1Gbps) SEL-UPG-VTM Std Ed(10Mbps)up to(5Gbps)	\$8,280.00 \$16,560.00	K K	31% 31%	\$5,713.20 \$11,426.40	\$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	UPG-STM-1K-L-M	SEL-UPG-VTM Std Ed(10Mbps)up to(200Mbps)	\$3,680.00	K	31%	\$2,539.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(1Gbps) SEL-UPG-VTM Std Ed(200Mbps)>Ent(2Gbps)	\$11,040.00 \$18,400.00	K K	31% 31%	\$7,617.60 \$12,696.00	\$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		SEL-UPG-VTM Std Ed(200Mbps)>Ent(20Gbps)	\$43,240.00	K	31%	\$29,835.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(5Gbps)	\$28,520.00	K	31%	\$19,678.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(200Mbps)>Ent(10Gbps) SEL-UPG-VTM Std Ed(200Mbps)>Ent Unlimitd	\$36,800.00 \$49,680.00	K K	31% 31%	\$25,392.00 \$34,279.20	\$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	UPG-STM-1K-M-H	SEL-UPG-VTM Std Ed(200Mbps)up to(1Gbps)	\$4,600.00	K	31%	\$3,174.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-VTM Std Ed(200Mbps)up to(5Gbps) SEL-UPG-VTM ENT Ed(1Gbps)>Ent(20Gbps)	\$12,880.00 \$32,200.00	K K	31% 31%	\$8,887.20 \$22,218.00	\$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		SEL-UPG-VTM ENT Ed(1Gbps)>Ent(2GGbps)	\$17,480.00	K	31%	\$12,061.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(1Gbps)>Ent(10Gbps)	\$25,760.00	K	31%	\$17,774.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM ENT Ed(1Gbps)>Ent Unlimited SEL-UPG-VTM ENT Ed(1Gbps)up to(2Gbps)	\$38,640.00 \$7,360.00	K K	31% 31%	\$26,661.60 \$5,078.40	\$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	UPG-STM-2KM-4KH	SEL-UPG-VTM ENT Ed(2Gbps)>Ent(20Gbps)	\$24,840.00	K	31%	\$17,139.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-VTM ENT Ed(2Gbps)>Ent(5Gbps) SEL-UPG-VTM ENT Ed(2Gbps)>Ent(10Gbps)	\$10,120.00 \$18.400.00	K K	31% 31%	\$6,982.80 \$12,696.00	\$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		SEL-UPG-VTM ENT Ed(2Gbps)>Ent Unlimited	\$31,280.00	K	31%	\$21,583.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(20Gbps)up to unlimitd	\$6,440.00	K	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM ENT Ed(5Gbps)up to(20Gbps) SEL-UPG-VTM ENT Ed(5Gbps)up to(10Gbps)	\$14,720.00 \$8,280.00	K K	31% 31%	\$10,156.80 \$5,713.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-4K-L-VH	SEL-UPG-VTM ENT Ed(5Gbps)up to unlimited	\$21,160.00	ĸ	31%	\$14,600.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5		SEL-UPG-VTM ENT Ed(10Gbps)up to(20Gbps)	\$6,440.00	K	31%	\$4,443.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-VTM ENT Ed(10Gbps)up to unlimitd SEL-UPG-STM-B-200 > vTM Ent Ed SD-5Gbps	\$12,880.00 \$50,000.00	K K	31% 31%	\$8,887.20 \$34,500.00	\$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	UPG-STM-B200O300	SEL-UPG-STM-B-200 > vTM Std Ed SD-5Gbps	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-Upg - vTM Std Ed to EntEd SD-5Gbps SEL-Upg - vTM Std Ed to EntEd SD-2Gbps	\$25,000.00 \$17,500.00	K K	31% 31%	\$17,250.00 \$12,075.00	\$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		SEL-UPG-FIPS for VTM(Std Ed>ENT Ed)	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-FPS1K-4K	SEL-UPG-FIPS for VTM(Std Ed>ENT 5Gb)	\$3,920.00	K	31%	\$2,704.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-FIPS for VTM(ENT Ed>ENT 5Gb) SEL-UPG-Web Accel Exp Mod > Std Mod	\$2,720.00 \$14,500.00	K K	31% 31%	\$1,876.80 \$10,005.00	\$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		SEL-UPG-App Firewall(ZeusTM 1GB)>SAF-2K	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5		SEL-UPG-App Firewall(ZeusTM 2GB)>SAF-2K	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-App Firewall(ZeusTM 5GB)>SAF-4K SEL-UPG-App Firewall(ZeusTM UnL)>SAF-4K	\$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		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-ZLB>STM1KH	SEL-UPG-Zeus Load Balancer > STM-1000-H	\$2,400.00	K	31%	\$1,656.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5		SEL-UPG-Zeus TM (1 Gbits) > STM-2000-L SEL-UPG-Zeus TM (2 Gbits) > STM-2000-M	\$4,000.00 \$4,000.00	K K	31% 31%	\$2,760.00 \$2,760.00	\$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		SEL-UPG-Zeus TM (2 Gbits) > STM-2000-M SEL-UPG-Zeus TM (5 Gbits) > STM-4000-L	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-ZTMD>STM4KV	SEL-UPG-Zeus TM (unlimtd) > STM-4000-VH	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5		SEL-UPG-Zeus TM(purch<=09/09)>STM-2000-L SEL Upgrade LIC-SFCR-03500-C1 to C2	\$4,000.00 \$11,323.00	K K	31% 31%	\$2,760.00 \$7,812.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C1 to C3	\$42,462.00	ĸ	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFCR-03500-C2 to C3	\$31,138.00	K	31%	\$21,485.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5		SEL Upgrade LIC-SFED-02100-W1 to W2 SEL Upgrade LIC-SFED-02100-W1 to W3	\$11,323.00 \$28,308.00	K K	31% 31%	\$7,812.87 \$19,532.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED2100-W2-W3	SEL Upgrade LIC-SFED-02100-W2 to W3	\$16,985.00	K	31%	\$11,719.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Upgrade LIC-SFED-02200-W1 to W2 SEL Upgrade LIC-SFED-02200-W1 to W3	\$7,077.00 \$28,308.00	K K	31% 31%	\$4,883.13 \$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		SEL Upgrade LIC-SFED-02200-W2 to W3	\$21,231.00	ĸ	31%	\$14,649.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5		SEL Upgrade LIC-SFED-03100-W0 to W1	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	U-SFED3100-W0-W2	SEL Upgrade LIC-SFED-03100-W0 to W2 SEL Upgrade LIC-SFED-03100-W0 to W3	\$28,308.00 \$38,923.00	K K	31% 31%	\$19,532.52 \$26,856.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED3100-W1-W2	SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL Upgrade LIC-SFED-03100-W1 to W3	\$24,769.00	K K	31% 31%	\$17,090.61 \$7,324.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03100-W2 to W3 SEL Upgrade LIC-SFED-03200-W0 to W1	\$10,615.00 \$11,323.00	K K	31% 31%	\$7,324.35 \$7,812.87	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	RIVERBED
5 5		SEL Upgrade LIC-SFED-03200-W0 to W3 SEL Upgrade LIC-SFED-03200-W1 to W2	\$45,292.00 \$19,815.00	K K	31% 31%	\$31,251.48 \$13,672.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL Upgrade LIC-SFED-03200-W1 to W3	\$33,969.00	ĸ	31%	\$23,438.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 RIVERBED
5 5		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
5	U-SFED5100-W1-W2	SEL Upgrade LIC-SFED-05100-W1 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5		SEL DATADVANTAGE UNIX FOR 100000 USERS SEL DATADVANTAGE UNIX FOR 10000 USERS	\$3,900,000.00 \$436.800.00	K	31% 31%	\$2,691,000.00 \$301.392.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5		SEL DATADVANTAGE UNIX FOR 10000 USERS SEL DATADVANTAGE UNIX FOR 1500 USERS	\$98,280.00	K	31%	\$301,392.00 \$67,813.20	\$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	\$0.00	VARONIS
5 5		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%	\$50,659.90 \$572,644.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATADVANTAGE UNIX FOR 2500 USERS	\$141,050.00	K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5		SEL DATADVANTAGE UNIX FOR 25000 USERS SEL DATADVANTAGE UNIX FOR 2000 USERS	\$1,037,400.00 \$118,300.00	K 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	UX-3500L	SEL DATADVANTAGE UNIX FOR 3500 USERS	\$197,470.00	ĸ	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5		SEL DATADVANTAGE UNIX FOR 35000 USERS	\$1,430,000.00	K K	31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VARONIS
5 5		SEL DATADVANTAGE UNIX FOR 3000 USERS SEL DATADVANTAGE UNIX FOR 4500 USERS	\$169,260.00 \$245,700.00	K 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		VARONIS VARONIS
5	UX-4KL	SEL DATADVANTAGE UNIX FOR 4000 USERS	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5		SEL DATADVANTAGE UNIX FOR 500 USERS SEL DATADVANTAGE UNIX FOR 50000 USERS	\$40,950.00 \$2,015,000.00	K K	31% 31%	\$28,255.50 \$1,390,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
3	SA-JUNE	SEE STATE THAT OF SHALL ON SOURS SOURS	Ψ2,010,000.00	Λ.	5176	φ1,350,330.00	φυ.υυ	φυ.υυ	φυ.υυ	9 0.00	φυ.00	φυ.υυ	,,,,,,,,,,,

					N	VP 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)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	UX-5KL UX-6KL	SEL DATADVANTAGE UNIX FOR 5000 USERS SEL DATADVANTAGE UNIX FOR 6000 USERS	\$273,000.00 \$289,380.00		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	\$0.00	VARONIS
5 5	UX-7KL UX-8KL	SEL DATADVANTAGE UNIX FOR 7000 USERS SEL DATADVANTAGE UNIX FOR 8000 USERS	\$337,610.00 \$364,000.00		31% 31%	\$232,950.90 \$251,160.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	UX-9KL	SEL DATADVANTAGE UNIX FOR 8000 USERS SEL DATADVANTAGE UNIX FOR 9000 USERS	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	V7ADENUC	SEL VR7-ADV-ENT-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	V7ADENUC-I V7ADENUC-K	SEL VR7-ADV-ENT-UG-C) SEL VR7-ADV-ENT-UG-C)	\$1,930.50 \$1,716.57	K	31% 31%	\$1,332.05 \$1,184.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7ADENUC-K V7ATA25CV2-K	SEL VR7-ATAD25-C)	\$7,114.04	K	31%	\$4,908.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ATATEUCV2-K	SEL VR7-ATAD-ATEN-UG-C)	\$5,708.93	K	31%	\$3,939.16	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	V7ATE25CV2-K V7BCCAVUC	SEL VR7-ATEN25-C) SEL VR7-BCLC-ADV-UG-C)	\$12,352.23 \$3,570.00		31% 31%	\$8,523.04 \$2,463.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7BCCAVUC-I	SEL VR7-BCLC-ADV-UG-C)	\$4,176.90		31%	\$2,882.06	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7BCCAVUC-K	SEL VR7-BCLC-ADV-UG-C)	\$3,705.67		31%	\$2,556.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7BCCETUC V7BCCETUC-I	SEL VR7-BCLC-ENT-UG-C) SEL VR7-BCLC-ENT-UG-C)	\$5,220.00 \$6,107.40		31% 31%	\$3,601.80 \$4,214.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7BCCETUC-K	SEL VR7-BCLC-ENT-UG-C)	\$5,418.70		31%	\$3,738.90	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7LI3CAVUC	SEL VR7-LIS3C-ADV-UG-C)	\$5,220.00		31%	\$3,601.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7LI3CAVUC-I V7LI3CAVUC-K	SEL VR7-LIS3C-ADV-UG-C) SEL VR7-LIS3C-ADV-UG-C)	\$6,107.40 \$5,418.70		31% 31%	\$4,214.11 \$3,738.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7LI3CENUC	SEL VR7-LIS3C-ENT-UG-C)	\$6,870.00	K	31%	\$4,740.30	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	V7LI3CENUC-I	SEL VR7-LIS3C-ENT-UG-C)	\$8,037.90		31%	\$5,546.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7LI3CENUC-K V7LI3CSDUC	SEL VR7-LIS3C-ENT-UG-C) SEL VR7-LIS3C-STD-UG-C)	\$7,114.04 \$2,470.00		31% 31%	\$4,908.69 \$1,704.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7LI3CSDUC-I	SEL VR7-LIS3C-STD-UG-C)	\$2,889.90		31%	\$1,994.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	V7LI3CSDUC-K	SEL VR7-LIS3C-STD-UG-C)	\$2,566.01	K	31% 31%	\$1,770.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OISADUC V7OISADUC-I	SEL VR7-OIST-ADV-UG-C) SEL VR7-OIST-ADV-UG-C)	\$4,670.00 \$5,463.90		31%	\$3,222.30 \$3,770.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OISADUC-K	SEL VR7-OIST-ADV-UG-C)	\$4,852.41		31%	\$3,348.16	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7OISENUC V7OISENUC-I	SEL VR7-OIST-ENT-UG-C) SEL VR7-OIST-ENT-UG-C)	\$6,320.00 \$7,394.40		31% 31%	\$4,360.80 \$5,102.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	V7OISENUC-K	SEL VR7-OIST-ENT-UG-C)	\$6,565.44		31%	\$4,530.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OISSDUC	SEL VR7-OIST-STD-UG-C)	\$1,920.00		31%	\$1,324.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7OISSDUC-I V7OISSDUC-K	SEL VR7-OIST-STD-UG-C) SEL VR7-OIST-STD-UG-C)	\$2,246.40 \$1,992.64		31% 31%	\$1,550.02 \$1,374.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTCADUC	SEL VR7-OSTDC-ADV-UG-C)	\$6,045.00		31%	\$4,171.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	V7OSTCADUC-I	SEL VR7-OSTDC-ADV-UG-C)	\$7,072.65		31%	\$4,880.13	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7OSTCADUC-K V7OSTCENUC	SEL VR7-OSTDC-ADV-UG-C) SEL VR7-OSTDC-ENT-UG-C)	\$6,275.22 \$6,995.00		31% 31%	\$4,329.90 \$4,826.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTCENUC-I	SEL VR7-OSTDC-ENT-UG-C)	\$8,184.15	K	31%	\$5,647.06	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	V7OSTCENUC-K V7OSTCSTUC	SEL VR7-OSTDC-ENT-UG-C) SEL VR7-OSTDC-STD-UG-C)	\$7,255.61 \$3,295.00		31% 31%	\$5,006.37 \$2,273.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	V7OSTCSTUC-I	SEL VR7-OSTDC-STD-UG-C)	\$3,295.00 \$3,855.15		31%	\$2,660.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTCSTUC-K	SEL VR7-OSTDC-STD-UG-C)	\$3,422.52	K	31%	\$2,361.54	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	V7STENUC V7STENUC-I	SEL VR7-STD-ENT-UG-C) SEL VR7-STD-ENT-UG-C)	\$4,400.00 \$5,148.00		31% 31%	\$3,036.00 \$3,552.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7STENUC-K	SEL VR7-STD-ENT-UG-C)	\$4,569.26		31%	\$3,152.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VARONIS-30DAY	SEL VARONIS DATADVANTAGE 30DAY FREETRIAL	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	VAWTPLDEVC VAWTPLDEVC-K	SEL V-AWT-PL-DEV-C) SEL V-AWT-PL-DEV-C)	\$20.00 \$17.24		31% 31%	\$13.80 \$11.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VAWTPLVCV2-I	SEL V-AWT-PL-DEV-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VC56STD25C VC56STD25C-I	SEL VC56-STD25-C) SEL VC56-STD25-C)	\$3,125.00 \$3,438.00		31% 31%	\$2,156.25 \$2,372.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VC56STD25C-I	SEL VC56-STD25-C)	\$4,190.00		31%	\$2,891.10	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VC-ADM-F	SELECT: VC APDISCMGR INS	\$22,000.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VC-ADMS-F VC-CM-F	SELECT: VC APDISCMGR SRV SELECT: VC CFG MGR INST	\$270.00 \$22,000.00		31% 31%	\$186.30 \$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	VC-CMSL-F	SELECT: VC CFG MGR SRV-L	\$875.00		31%	\$603.75	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	VC-CMSW-F VC-CMW-C	SELECT: VC CFG MGR SRV-W	\$875.00		31% 31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VC-CMW-C-I	SEL VC-CMW-C) SEL VC-CMW-C)	\$40.00 \$44.00	K	31%	\$27.60 \$30.36	\$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-K	SEL VC-CMS-3P-SSS-C)	\$32.74		31%	\$22.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VC-CMWW-F VCS6FNDC	SELECT: VC CFG MGR WS-W SEL VCS6-FND-C)	\$44.00 \$1,495.00		31% 31%	\$30.36 \$1,031.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT VMWARE
5	VCS6FNDC-I	SEL VCS6-FND-C)	\$1,749.15	K	31%	\$1,206.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCS6FNDC-K	SEL VCS6-FND-C)	\$1,553.76		31%	\$1,072.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL VCS6-FND-STD-UG-C) SEL VCS6-FND-STD-UG-C)	\$4,950.00 \$5,791.50		31% 31%	\$3,415.50 \$3,996.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNSTUCV2-K	SEL VCS6-FND-STD-UG-C)	\$5,390.39		31%	\$3,719.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCS6STDC-I	SEL VCS6-STD-C) SEL VCS6-STD-C)	\$7,014.15	K	31%	\$4,839.76	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VCS6STDCV2 VCS6STDCV2-K	SEL VCS6-STD-C)	\$5,995.00 \$6,522.97		31% 31%	\$4,136.55 \$4,500.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625EC	SEL VC-SRM6-25E-C)	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM625EC-I VCSRM625EC-K	SEL VC-SRM6-25E-C) SEL VC-SRM6-25E-C)	\$14,478.75 \$12,847.74		31% 31%	\$9,990.34 \$8,864.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625EUGC	SEL VC-SRM6-25E-UG-C)	\$8,250.00		31%	\$8,864.94 \$5,692.50	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VCSRM625EUGC-I	SEL VC-SRM6-25E-UG-C)	\$9,652.50	K	31%	\$6,660.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM625EUGC-K VCSRM625SC	SEL VC-SRM6-25E-UG-C) SEL VC-SRM6-25S-C)	\$8,600.55 \$4,875.00		31% 31%	\$5,934.38 \$3,363.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625SC-I	SEL VC-SRM6-25S-C)	\$5,703.75	K	31%	\$3,935.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VCSRM625SC-K	SEL VC-SRM6-25S-C)	\$5,064.77		31%	\$3,494.69	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VCX-1555-H VCX-1555-L	SEL Virtual Steelhead 1555 High SEL Virtual Steelhead 1555 Low	\$42,825.00 \$29,778.00		31% 31%	\$29,549.25 \$20,546.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-1555-M	SEL Virtual Steelhead 1555 Mid	\$38,394.00	K	31%	\$26,491.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VCX-5055-H VCX-5055-M	SEL Virtual Steelhead 5055 High SEL Virtual Steelhead 5055 Mid	\$113,225.00 \$73,594.00		31% 31%	\$78,125.25 \$50,779.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-555-H	SEL Virtual Steelhead 555 High	\$12,917.00		31%	\$8,912.73	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00		31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

					N	VP 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)		THIRD PARTY PRODUCT PARTNER
5 5	VCX-7055-L VCX-7055-M	SEL Virtual Steelhead 7055 Low SEL Virtual Steelhead 7055 Mid	\$147,194.00 \$203,809.00		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	K	31%	\$15,706.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VCX-755-L VCX-755-M	SEL Virtual Steelhead 755 Low SEL Virtual Steelhead 755 Mid	\$14,517.00 \$16,978.00		31% 31%	\$10,016.73 \$11,714.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5		SEL: V-ECSBDCL-DEV1Y-F	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: V-ECSBOP-DEV1Y-F	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: V-ECSBSCL-DEV1Y-F SEL VF-ADPRV25-G-SSS-C)	\$26.00 \$1,315.00	K	31% 31%	\$17.94 \$907.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT VMWARE
5	VFADPR25GSC-I	SEL VF-ADPRV25-G-SSS-C)	\$1,447.00	K	31%	\$998.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VFADPR25PSC VFADPR25PSC-I	SEL VF-ADPRV25-P-SSS-C) SEL VF-ADPRV25-P-SSS-C)	\$1,565.00 \$1,722.00		31% 31%	\$1,079.85 \$1,188.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5		SEL VF-ADRAU25-P-SSS-C)	\$2,345.00		31%	\$1,618.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VFADRA25PSC-I	SEL VF-ADRAU25-P-SSS-C)	\$2,580.00	K	31%	\$1,780.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VF-ADRAU25-G-SSS-C) SEL VF-ADRAU25-G-SSS-C)	\$1,970.00 \$2,167.00		31% 31%	\$1,359.30 \$1,495.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5		SEL VF-DD2-25VM-C)	\$19,501.66		31%	\$13,456.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VF-DD2-25VM-C)	\$18,750.00		31%	\$12,937.50	\$0.00	\$0.00	\$0.00		\$0.00		CIENA
5 5	VFDD225VMC-I VFDEVLICC	SEL VF-DD2-25VM-C) SEL VF-DEV-LIC-C)	\$21,937.50 \$1.00		31% 31%	\$15,136.88 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VFHYPM5C	SEL VF-HYPM5-C)	\$360.00	K	31%	\$248.40	\$0.00	\$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		31% 31%	\$273.24 \$201.96	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VGC-1000-L	SEL Virtual SteelFusion Core VGC 1000-L	\$17,225.00		31%	\$11,885.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-M	\$23,378.00		31%	\$16,130.82	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	VGC-1000-U VGC-1500-L	SEL Virtual SteelFusion Core VGC 1000-U SEL Virtual SteelFusion Core VGC 1500-L	\$9,840.00 \$29,532.00		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 SteelFusion Core VGC 1500-M	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5		SEL: V-GS-OMSBDCL-DEV1Y-F SEL V-MAM-PL-SD-AW-C)	\$109.00 \$10.00		31% 31%	\$75.21 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT VMWARE
5		SEL V-MAM-PL-SD-AW-C)	\$10.00		31%	\$17.25	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL: V-MAM-MF-SD-F	\$5.00		31%	\$3.45	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL V-MAM-PL-SD-AW-C) SEL V-MAM-PL-SD-AW-C)	\$10.00 \$8.60		31% 31%	\$6.90 \$5.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMAMPLSDC	SEL V-MAM-PL-SD-C)	\$25.00		31%	\$17.25	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5		SEL V-MAM-PL-SD-C) SEL: V-MAM-PL-SD-F	\$21.55 \$28.00		31% 31%	\$14.87 \$19.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE CARAHSOFT
5		SEL V-MAM-PL-SD-P SEL V-MBM-PL-AWB-C)	\$20.00		31%	\$19.32 \$13.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL: V-MBM-MF-AWB-F	\$4.00		31%	\$2.76	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL V-MBM-PL-AWB-C) SEL V-MBM-PL-AWB-C)	\$20.00 \$17.24		31% 31%	\$13.80 \$11.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	V-MBM-PL-AWB-F	SEL: V-MBM-PL-AWB-F	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL V-MBSBDCL-DEV1Y-C) SEL V-MBSBDCL-DEV1Y-C)	\$36.00 \$36.00		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		SEL V-MBSBDCL-DEV1Y-C)	\$30.97		31%	\$24.04 \$21.37	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	T INDIVITION / LEG !	SEL: V-MDM-MF-AEC-F	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: V-MDM-PL-AEC-F SEL V-MASBSCL-DEV1Y-C)	\$22.00 \$6.00		31% 31%	\$15.18 \$4.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT VMWARE
5	VMSBSCL1YCV2-I	SEL V-MASBSCL-DEV1Y-C)	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL V-MASBSCL-DEV1Y-C) SEL V-MASBDCL-DEV1Y-C)	\$5.17 \$6.00		31% 31%	\$3.57 \$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		SEL V-MASBDCL-DEV1Y-C)	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL V-MASBDCL-DEV1Y-C)	\$5.17		31%	\$3.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL V-MBSBSCL-DEV1Y-C) SEL V-MBSBSCL-DEV1Y-C)	\$24.00 \$24.00		31% 31%	\$16.56 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE 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	\$0.00	VMWARE
5 5		SEL V-OMS-MF-3USR-F SEL V-OMS-PL-3USR-F	\$31.00 \$154.00		31% 31%	\$21.39 \$106.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL V-OMS-PL-DEV-C)	\$70.00		31%	\$48.30	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5		SEL V-OMS-PL-DEV-C)	\$60.27		31%	\$41.59	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VOMSPLVCV2-I V-PM-MF-F	SEL V-OMS-PL-DEV-C) SEL: V-PM-MF-F	\$70.00 \$5.00		31% 31%	\$48.30 \$3.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE 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	\$0.00	CARAHSOFT
5 5	VPSAWTCV2-I VPSAWTSPC	SEL V-PS-AWT-SP-C) SEL V-PS-AWT-SP-C)	\$500.00 \$500.00		31% 31%	\$345.00 \$345.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VPSAWTSPC-K	SEL V-PS-AWT-SP-C)	\$430.74	K	31%	\$297.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL: V-PS-CERT-TCP-F SEL: V-PS-CERT-TOPE-F	\$1,100.00 \$1,100.00		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 5		SEL: V-PS-CERT-TOPE-F SEL: V-PS-CERT-TP-F	\$1,100.00		31%	\$759.00 \$759.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	V-PS-CONNECT-1-F	SEL: V-PS-CONNECT-1-F	\$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: V-PS-GLD-CLD-SP-F SEL: V-PS-GLD-OP-SP-F	\$41,250.00 \$55,000.00		31% 31%	\$28,462.50 \$37,950.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: V-PS-GSOMDCL-OS-SP-F	\$5,060.00		31%	\$3,491.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL: V-PS-GS-OMS-DCL-SP-F	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: V-PS-MBM-SP-F SEL: V-PS-MCM-CLD-SP-F	\$1,100.00 \$2,750.00	K 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-MCM-OP-SP-F	SEL: V-PS-MCM-OP-SP-F	\$3,850.00	K	31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: V-PS-MIG-ADV-SP-F SEL: V-PS-MIG-BASIC-SP-F	\$8,250.00 \$2,750.00		31% 31%	\$5,692.50 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-SLV-CLD-SPF	SEL: V-PS-SLV-CLD-SP-F	\$2,750.00		31%	\$15,180.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5		SEL: V-PS-SLV-OP-SP-F	\$27,500.00		31%	\$18,975.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: V-PS-SUPP-INC-F SEL: V-PS-TRN-BTCMP-F	\$1,100.00 \$2,750.00		31% 31%	\$759.00 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-TRN-EXP-F	SEL: V-PS-TRN-EXP-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: V-PS-TRN-GRP-F SEL: V-PS-TRN-PRO-AW-F	\$16,500.00 \$1,100.00		31% 31%	\$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL: V-PS-TRN-PRO-AW-F SEL: V-PS-TRN-PU-BTCMP-F	\$1,100.00 \$2,750.00		31%	\$759.00 \$1,897.50	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	V-PS-TRNPUTCPAW	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	\$0.00	CARAHSOFT
5	v-PS-TRN-PUTCPF	SEL: V-PS-TRN-PU-TCP-F	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

				Ì	N.	/P LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET DDICE		
	1		1		+	VP LEVEL I	LP MNT		LP MNT				
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	THIRD PARTY PRODUCT PARTNER
5	V-PS-TRNPUTOPAW	L / SEL: V-PS-TRN-PU-TOP-AW-F	\$1,100.00	K	31%	\$759.00	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-PS-TRN-PUTPAWE	SEL: V-PS-TRN-PU-TP-AW-F SEL: V-PS-TRN-PU-TP-F	\$1,100.00 \$2,200.00	K K	31% 31%	\$759.00 \$1,518.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT CARAHSOFT
5		SEL V-PS-IRIV-PU-IP-P SEL V-PS-UPG-GM-OM-SP-F	\$2,200.00 \$550.00	K	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5		SEL V-PS-UPG-LI-OMS-SP-F	\$1,375.00	K	31%	\$948.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5		SEL: V-PS-VMW-WKS-SP-F SEL VR6-VU100-C)	\$27,500.00 \$7,500.00	K K	31% 31%	\$18,975.00 \$5,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT VMWARE
5	VR6VU100C-I	SEL VR6-VU100-C)	\$8,775.00	K	31%	\$6,054.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR6-VU100-C) SEL VR6-VU10-C)	\$7,821.90 \$750.00	K K	31% 31%	\$5,397.11 \$517.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU10C-I	SEL VR6-VU10-C)	\$877.50	ĸ	31%	\$605.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR6VU10C-K VR7ADVC	SEL VR6-VU10-C) SEL VR7-ADV-C)	\$782.19 \$6,245.00	K	31% 31%	\$539.71 \$4,309.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ADVC-I	SEL VR7-ADV-C)	\$7,306.65	K	31%	\$5,041.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR7-ADV-C)	\$6,487.58	K	31%	\$4,476.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL VR7-ATAD25-C) SEL VR7-ATAD25-C)	\$6,875.00 \$8,043.75	K	31% 31%	\$4,743.75 \$5,550.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR7-ATAD-ATEN-UG-C)	\$5,500.00	K	31%	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL VR7-ATAD-ATEN-UG-C) SEL VR7-ATEN25-C)	\$6,435.00 \$11,875.00	K K	31% 31%	\$4,440.15 \$8,193.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ATEN25CV2-I	SEL VR7-ATEN25-C)	\$13,893.75	K	31%	\$9,586.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR7-AUTDT25-C) SEL VR7-AUTDT25-C)	\$3,325.00 \$3,890.25	K	31% 31%	\$2,294.25 \$2,684.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR7-AUTDT25-C)	\$3,450.84	K	31%	\$2,381.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR7ENTC VR7ENTC-I	SEL VR7-ENT-C)	\$7,745.00	K K	31% 31%	\$5,344.05 \$6,353.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VMWARE
5	VR7ENTC-K	SEL VR7-ENT-C) SEL VR7-ENT-C)	\$9,061.65 \$8,034.26	K	31%	\$6,252.54 \$5,543.64	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7STDC	SEL VR7-STD-C) SEL VR7-STD-C)	\$3,745.00	K	31%	\$2,584.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VR7STDC-I VR7STDC-K	SEL VR7-STD-C)	\$4,381.65 \$3,889.71	K	31% 31%	\$3,023.34 \$2,683.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR-BCLADVC-C) SEL VR-BCLADVC-C)	\$3,510.00 \$3,118.14	K K	31% 31%	\$2,421.90 \$2,151.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VRBCLADVO25C	SEL VR-BCLADVO-25-C)	\$5,000.00	ĸ	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,850.00 \$5,192.19	K K	31% 31%	\$4,036.50 \$3,582.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR-CODE2C-C)	\$5,450.00	ĸ	31%	\$3,760.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR-CODE2C-C)	\$6,376.50	K	31%	\$4,399.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL VR-CODE2C-C) SEL VR-CODE2O-C)	\$5,659.38 \$545.00	K K	31% 31%	\$3,904.97 \$376.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR-CODE2O-C)	\$637.65	K	31%	\$439.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VRCODE2OC-K VROADV25C	SEL VR-CODE2O-C) SEL VR6-OADV25-C)	\$565.94 \$6,875.00	K K	31% 31%	\$390.50 \$4,743.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR6-OADV25-C)	\$8,043.75	K	31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR6-OADV25-C) SEL VR6-OADV-OENT-UG-C)	\$7,114.04 \$11,550.00	K	31% 31%	\$4,908.69 \$7,969.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VROADVOENTUGC-	SEL VR6-OADV-OENT-UG-C)	\$13,513.50	ĸ	31%	\$9,324.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		ISEL VR6-OADV-OENT-UG-C) SEL VR6-OENT25-C)	\$11,998.30 \$17,375.00	K	31% 31%	\$8,278.83 \$11,988.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR6-OENT25-C)	\$20,328.75	K	31%	\$14,026.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VROENT25C-K VROSTD25C	SEL VR6-OENT25-C) SEL VR6-OSTD25-C)	\$18,015.15	K	31% 31%	\$12,430.45 \$2,156.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL VR6-OSTD25-C)	\$3,125.00 \$3,656.25	K	31%	\$2,130.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL VR6-OSTD25-C)	\$3,245.56	K	31%	\$2,239.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL VR6-OSTD-OADV-UG-C) SEL VR6-OSTD-OADV-UG-C)	\$4,125.00 \$4,826.25	K K	31% 31%	\$2,846.25 \$3,330.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VROSTDOADVUGC-	ISEL VR6-OSTD-OADV-UG-C)	\$4,286.12	K	31%	\$2,957.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5		SEL VR6-OSTD-OENT-UG-C) ISEL VR6-OSTD-OENT-UG-C)	\$15,675.00 \$18,339.75	K K	31% 31%	\$10,815.75 \$12,654.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VROSTDOENTUGC-	ISEL VR6-OSTD-OENT-UG-C)	\$16,245.49	K	31%	\$11,209.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 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		RIVERBED
5 5		SEL: V-TCSBDCL-3US1Y-F SEL: V-TCSBSCL-3US1Y-F	\$53.00 \$26.00	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	VTSDCL1YCV2-I	SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5		SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL V-TCSBDCL-DEV1Y-C) SEL V-TCSBSCL-DEV1Y-C)	\$20.63 \$12.00	K	31% 31%	\$14.23 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5		SEL V-TCSBSCL-DEV1Y-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5		SEL V-TCSBSCL-DEV1Y-C) SEL: V-UPG-OM2-PL-BMS-F	\$10.30 \$24.00	K K	31% 31%	\$7.11 \$16.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE CARAHSOFT
5	VUPGOM2PLYMSF	SEL: V-UPG-OM2-PL-YMS-F	\$73.00	K	31%	\$50.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: V-UPG-OM2-SB-CLBMS-F SEL: V-UPG-OM2-SB-CLYMS-F	\$18.00 \$61.00	K 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	VUPGOM2SBOPBMS	SEL: V-UPG-OM2-SB-OPBMS-F	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: V-UPG-OM2-SB-OPYMS-F SEL V-UPG-OMS-DC-US-F	\$61.00 \$87.00		31% 31%	\$42.09 \$60.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5		SEL V-UPG-OMS-DC-US-F SEL V-UPG-OMS-MF-US-F	\$87.00 \$17.00		31%	\$11.73	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	V-UPG-OMS-PL-USF	SEL V-UPG-OMS-PL-US-F	\$85.00	K	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL V-UPG-OMS-SC-US-F SEL: WS12-PLAY6-7-UGF	\$74.00 \$88.00	K K	31% 31%	\$51.06 \$60.72	\$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	SEL: WS12-PLAY-F	\$165.00	K	31%	\$113.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5		SEL: WS12-PLAY-UG-FE (SEL: WS-PLAY-SUP-1PAK	\$110.00 \$33.00		31% 31%	\$75.90 \$22.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	WS-PLAY-SUP-3PAK	SEL: WS-PLAY-SUP-3PAK	\$88.00	K	31%	\$60.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5		SEL: WS-PLAY-SUP-5PAK	\$134.00		31%	\$92.46	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5		SEL: 1-60TB managed:Tiering+Sync SEL: 61-120TB managed:Tiering+Sync	\$1,667.00 \$1,500.00		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
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EMC WSCA Contract MNWNC-109 Price List Effective May 1, 2016

					N	NVP 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	THIRD PARTY PRODUCT PARTNER
5	XAFS-LIC-240	SEL: 121-240TB managed:Tiering+Sync	\$1,347.00	K	31%	\$929.43	\$0.00	\$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	\$0.00	SEVEN10
5	XAFS-LIC-500	SEL: 361-500 managed:Tiering+Sync	\$1,093.00		31%	\$754.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	XAFS-LIC-CLD	SEL: Cloud Archiving Gateway - 1Tier	\$1,000.00	K	31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		SEVEN10
5	XBR-000195	SEL FIPS SECURITY SEAL	\$499.00	K	31%	\$344.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-R000030	SEL-Serial Cable (RJ-45 Connector)	\$50.00	K	31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-R000291	SEL-6510-6505-6710-6740 4 P RCK MNT KIT	\$175.00		31%	\$120.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-R000292	SEL-6510-6505-6710-6740 MID-MOUNT KIT	\$175.00	K	31%	\$120.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-R000293	SEL-FLUSH MOUNT KIT 6710 6740	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-R000294	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KIT	\$315.00	K	31%	\$217.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE
5	XBR-R000295	SEL-FRU,UNIV RCK MNT,4 POST 24"-32	\$430.00	K	31%	\$296.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XFP-001-LR	SEL Long Reach 10GbE fiber XFP module	\$1,662.00		31%	\$1,146.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	XFP-002-SR	SEL Short Reach 10GbE fiber XFP module	\$1,169.00		31%	\$806.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	XPAK-COPP-03	SELECT: 10GB 3 CU STACKING CABLE	\$376.00		31%	\$259.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	XPAK-COPP-09	SELECT: 10GB 9 CU STACKING CABLE	\$376.00		31%	\$259.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	XPAK-COPP-78	SELECT: 10GB 78 CUSTACKING CABLE	\$516.00		31%	\$356.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	XPAK-LW-01	SELECT: (1) 10G 1310NM XPAK OPTIC	\$4,571.00	K	31%	\$3,153.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	XPAK-SW-01	SELECT: (1) 10G 850NM XPAK OPTIC	\$2,637.00	K	31%	\$1,819.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC