						NVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	E 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	AEXP-0600000-DS	SEL Adlib Compression Add-on Non-Prod	\$18,750.00	K	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00			ADLIB
5 5	AEXP-0600000-US AEXP-3000000-DS	SEL Adlib Compression Add-on Prod SEL Adlib CAD Add-on Non-Prod	\$37,500.00 \$12,500.00	K	31% 31%	\$25,875.00 \$8,625.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ADLIB ADLIB
5	AEXP-3000000-DS	SEL Adlib CAD Add-on Prod	\$25,000.00	K	31%	\$17,250.00		\$0.00	\$0.00	\$0.00		\$0.00	ADLIB
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	ADLIB
5	EMC1-0000000-DS	SEL Adlib Adv Rendering DCTM Non-Prod	\$18,750.00	K	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00			ADLIB
5 5	EMC1-0000000-PS ARNDR4DUSERPERP	SEL Adlib Adv Rendering for DCTM Prod SEL ARNDR User PERP	\$37,500.00 \$63.00	K K	31% 31%	\$25,875.00 \$43.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ADLIB AEROW
5	ARNDR4DUSERSUB	SEL ARNDR USER PERP SEL ARNDR USER SUB	\$28.00	K	31%	\$43.47 \$19.32		\$0.00	\$0.00	\$0.00			AEROW
5		SEL ARNDR PRODserver SUB	\$21,875.00	K	31%	\$15,093.75	\$0.00	\$0.00	\$0.00	\$0.00			AEROW
5		SEL ARNDR TESTserver SUB	\$10,938.00	K	31%	\$7,547.22		\$0.00	\$0.00	\$0.00			AEROW
5	MIFD-CLT0001	SEL myInsight CLIENT 1-50 USERS PER SEAT	\$91.00	K	31%	\$62.79		\$0.00	\$0.00	\$0.00			AMPLEXOR
5 5	MIFD-CLT0051 MIFD-CLT0201	SEL myInsightCLIENT 51-200 USERS PERSEAT SEL myInsightCLIENT 201-500USERS PERSEAT	\$62.00 \$56.00	K K	31% 31%	\$42.78 \$38.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			AMPLEXOR AMPLEXOR
5	MIFD-CLT0501	SEL myInsightCLIENT501-1250USERS PERSEAT	\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		AMPLEXOR
5	MIFD-CLT1251	SEL myInsight CLIENT 1250+USERS PER SEAT	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	AMPLEXOR
5	MIFD-FLT00001	SEL mylnsight 1-50 USR FLOAT 1YR LEASE	\$41.00	K	31%	\$28.29		\$0.00	\$0.00	\$0.00			AMPLEXOR
5 5	MIFD-FLT00051 MIFD-FLT00201	SEL mylnsight 51-200USR FLOAT 1YRLEASE SEL mylnsight 201-500 USR FLOAT 1YRLEASE	\$28.00 \$25.00	K	31% 31%	\$19.32 \$17.25		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			AMPLEXOR AMPLEXOR
5	MIFD-FLT00201	SEL mylnsight 501-1250USR FLOAT 1TRLEASE	\$25.00	K	31%	\$17.25 \$15.18		\$0.00	\$0.00	\$0.00			AMPLEXOR
5	MIFD-FLT01251	SEL mylnsight 1251+ USR FLOAT 1YR LEASE	\$17.00	K	31%	\$11.73		\$0.00	\$0.00	\$0.00			AMPLEXOR
5	MIFDLS-CSM	SEL myInsight for DCTM LS ConsumerASL=UA	\$38.00	K	31%	\$26.22		\$0.00	\$0.00	\$0.00			AMPLEXOR
5	MIFDLS-CTB	SEL myInsight forDCTM LS ContributASL=UA	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00			AMPLEXOR
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	K K	31% 31%	\$99,360.00 \$33,120.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5	CS155HA-ISLN	SEL Aspera Cnct Svr-155 Mbps-HA-ISLN	\$66,000.00	ĸ	31%	\$45,540.00	\$0.00	\$0.00	\$0.00	\$0.00			ASPERA
5	CS2400HA-ISLN	SEL Aspera Cnct Svr-2.4 Gbps-HA-ISLN	\$192,000.00	K	31%	\$132,480.00	\$0.00	\$0.00	\$0.00	\$0.00			ASPERA
5	CS450HA-ISLN	SEL Aspera Cnct Svr-450 Mbps-HA-ISLN	\$108,000.00	K	31%	\$74,520.00		\$0.00	\$0.00	\$0.00			ASPERA
5 5	CS45HA-ISLN CS5000HA-ISLN	SEL Aspera Cnct Svr-45 Mbps-HA-ISLN SEL Aspera Cnct Svr-5 Gbps-HA-ISLN	\$30,000.00 \$240,000.00	K K	31% 31%	\$20,700.00 \$165,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5 5	ES1000HA-ISLN	SEL Aspera Crici SVI-3 Gbps-HA-ISLN	\$96,000.00	K	31%	\$66,240.00	\$0.00	\$0.00	\$0.00	\$0.00			ASPERA
5	ES100HA-ISLN	SEL Aspera Entrp Svr-100 Mbps-HA-ISLN	\$32,000.00	K	31%	\$22,080.00	\$0.00	\$0.00	\$0.00	\$0.00			ASPERA
5	ES155HA-ISLN	SEL Aspera Entrp Svr-155 Mbps-HA-ISLN	\$44,000.00	K	31%	\$30,360.00	\$0.00	\$0.00	\$0.00	\$0.00			ASPERA
5	ES2400HA-ISLN ES450HA-ISLN	SEL Aspera Entrp Svr-2.4 Gbps-HA-ISLN	\$128,000.00	K	31%	\$88,320.00		\$0.00	\$0.00	\$0.00			ASPERA
5 5	ES450HA-ISLN ES45HA-ISLN	SEL Aspera Entrp Svr-450 Mbps-HA-ISLN SEL Aspera Entrp Svr-45 Mbps-HA-ISLN	\$72,000.00 \$20,000.00	K	31% 31%	\$49,680.00 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			ASPERA ASPERA
5	ES5000HA-ISLN	SEL Aspera Entrp Svr-5 Gbps-HA-ISLN	\$160,000.00	ĸ	31%	\$110,400.00		\$0.00	\$0.00	\$0.00			ASPERA
5	EMC-SEL-BTPE-1YR	SEL BlueTalon Policy Engine FBDL Only 1Y	\$346,154.00	K	31%	\$238,846.26	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	BLUE TALON
5	EMC-SEL-BTPE-2YR	SEL BlueTalon Policy Engine FBDL Only 2Y	\$641,026.00	K	31%	\$442,307.94	\$0.00	\$0.00	\$0.00	\$0.00			BLUE TALON
5 5	EMC-SEL-BTPE-3YR BR-AMP-UPG-01	SEL BlueTalon Policy Engine FBDL Only 3Y SEL ANALYTICS MONITORING PLATFORM,24 SFP	\$769,231.00	K	31% 31%	\$530,769.39	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BLUE TALON
5 5	EM-1010-0010	SEL SINGLE PORT CNA (OPT)	\$499,800.00 \$2,252.00	K	31%	\$344,862.00 \$1,553.88	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00			BROCADE BROCADE
5	EM-1010-1010	SEL SINGLE PORT CNA (COP)	\$1,523.00	K	31%	\$1,050.87	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE
5	EM-1020-0010	SEL DUAL PORT CNA (OPT)	\$3,350.00	K	31%	\$2,311.50		\$0.00	\$0.00	\$0.00			BROCADE
5	EM-1020-1010 EM-1860-1C00	SEL DUAL PORT CNA (COP)	\$2,086.00	K	31% 31%	\$1,439.34	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE
5 5	EM-1860-1C00 EM-1860-1F00	SEL 1860-1C 1PORT NO SFP SEL 1860-1F 1PORT 16GB SFP	\$1,466.00 \$2,001.00	K K	31%	\$1,011.54 \$1,380.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE BROCADE
5	EM-1860-1P00	SEL 1860-1P 1PORT 10GB SFP	\$1,784.00	ĸ	31%	\$1,230.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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			BROCADE
5	EM-1860-2F00	SEL 1860-2F 2PORTS 16GB SFPS	\$3,123.00	K	31%	\$2,154.87	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE
5 5	EM-1860-2P00 EM-415-0010	SEL 1860-2P 2PORTS 10GB SFPS SEL 415 FC HBA SINGLE PORT 4GBPS	\$2,689.00 \$1,150.00	K	31% 31%	\$1,855.41 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE BROCADE
5	EM-425-0010	SEL 425 FC HBA DUAL PORT 4GBPS	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE
5	EM-815-0010	SEL 815 FC HBA SINGLE PORT 8GBPS	\$1,450.00	K	31%	\$1,000.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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			BROCADE
5	XBR-R000294 10GE-SFPPAOC0701	SEL 2 POST MID MOUNT KIT/FLUSH MOUNT KIT SEL-10GE SFP+ TwinAx Active Optic Cbl,7m	\$315.00 \$360.00	K	31% 31%	\$217.35 \$248.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE BROCADE ETHERNET
5	10GE-SFPPAOC1001	SEL-10GE SFP+ TwinAx Optical Cable, 10m	\$410.00	ĸ	31%	\$282.90	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	10G-SFPP-LRM	SEL 10GBASE-LRM 1310NM SFP+ (LC) TAR	\$1,495.00	K	31%	\$1,031.55		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	10G-SFPP-TWX0101	SEL DIRECT ATTACH SFPP COPPERIMI-PACK	\$150.00	K	31%	\$103.50		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	10G-SFPP-TWX0301 10G-SFPP-TWX0308	SEL DIRECT ATTACH SFPP COPPER3M1-PACK SEL DIRECT ATTACH SFPP COPPER3M8-PACK	\$210.00 \$1,512.00	K K	31% 31%	\$144.90 \$1,043.28		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	10G-SFPP-TWX0508	SEL DIRECT ATTACH SFPP COPPERSM8-PACK	\$1,872.00	K	31%	\$1,291.68		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	10G-SFPP-ZR	SEL-10GBASE-ZR SFP+ optic 80km SMF	\$15,995.00	K	31%	\$11,036.55	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	10GSFP-TWX-11	SEL DIRECT ATTACH SFPP COPPERIMI-PACK	\$136.00	K	31%	\$93.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	10GSFP-TWX-18 10GSFP-TWX-31	SEL DIRECT ATTACH SFPP COPPER1M8-PACK SEL DIRECT ATTACH SFPP COPPER3M1-PACK	\$979.00 \$190.00	K K	31% 31%	\$675.51 \$131.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	10GSFP-TWX-38	SEL DIRECT ATTACH SFPP COPPERSM8-PACK	\$1,370.00	K	31%	\$945.30		\$0.00	\$0.00	\$0.00			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	BROCADE ETHERNET
5	10GSFP-TWX-58	SEL DIRECT ATTACH SFPP COPPER5M8-PACK	\$1,697.00	K	31%	\$1,170.93		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	1G-SFP-TWX-0101 1G-SFP-TWX-0501	SEL D-ATTACH 1G SFP COPPER 1M S-CABLE SEL 5M DIR ATTACH 1G SFP COPPER STCK CBL	\$150.00 \$260.00	K	31% 31%	\$103.50 \$179.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-4C-0101	SEL-4x10G D-ATTACH QSFP/4 SFP CBL1M 1PK	\$650.00	K	31%	\$179.40 \$448.50	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	40G-QSFP-4C-0301	SEL-4x10G D-ATTACH QSFP/4 SFP CBL3M 1PK	\$800.00	K	31%	\$552.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	40G-QSFP-4C-0501	SEL-4x10G D-ATTACH QSFP/4 SFP CBL5M 1PK	\$950.00	K	31%	\$655.50	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	BROCADE ETHERNET
5	40G-QSFP-C-00501	SEL-40GE QSFP TwinAx Cable, 0.5m	\$150.00	K	31%	\$103.50		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	40G-QSFP-C-00508 40G-QSFP-C-0101	SEL-40GE QSFP TwinAx 0.5M, 8-PACK, SEL 1x40GE QSFP D/A Copper Cbl 1m	\$1,080.00 \$288.00	K K	31% 31%	\$745.20 \$198.72		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	40G-QSFP-Q-0101	SEL-40GE TWINAX QSFP+ cable, 1m	\$500.00	K	31%	\$345.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	40G-QSFP-Q-0301	SEL-40GE TWINAX QSFP+ cable, 3m	\$650.00	K	31%	\$448.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	40G-QSFP-Q-0501	SEL-40GE TWINAX QSFP+ cable, 5m	\$800.00	K	31%	\$552.00		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5 5	BR-5410-PERP-1C BR-5410-PERP-5C	SEL-Perp(1 License), Bare Mtl 1-4 Cores SEL-Perp(1 License). Bare Metal 5+ Cores	\$3,365.00 \$6,585.00	K	31%	\$2,321.85 \$4,543.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5 5	BR-5410-PERP-5C BR-5415-PERP-VM	SEL-Perp(1 License), Virtual Machine	\$6,585.00 \$2,375.00	ĸ	31% 31%	\$4,543.65 \$1,638.75		\$0.00	\$0.00	\$0.00 \$0.00			BROCADE ETHERNET
5	BR-5600P-1V	SEL-5600 vRTR Perp(1 Lic)w/1 vCPU DP Lic	\$1,049.00	ĸ	31%	\$723.81	\$0.00	\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	BR-BFO-SML	SEL Flow Optimize-Lic 20G traffic mgmt	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	CC-MINIUSB-RJ45	SEL-Cons cable, male mini-USB/male RJ-45	\$75.00	K	31%	\$51.75		\$0.00	\$0.00	\$0.00			BROCADE ETHERNET
5	E1MG100FXIROM E1MG100FXLROM	SEL 100Base-FX IR 15km SMF LC SFP OMC SEL 100Base-FX 40km LR SMF SFP optic OMC	\$345.00 \$455.00	K	31% 31%	\$238.05 \$313.95		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			BROCADE ETHERNET BROCADE ETHERNET
5	- INIO 1001 ALNOW	OLE 100 Base 1 /4 TOKITI ER OWIT OF TOPIC ONIO	φ+υυ.00	Α.	31/0	φ313.95	φυ.00	φυ.00	φυ.υυ	φυ.00	φυ.00	φυ.υυ	SHOOME ETHENNET

					N\	/P 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)	(STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	E1MG-100FX-OM E1MG-100FX-OM-8	SEL 100Base-FX SFP optic MMF LC OMC SEL 8x100Base-FX SFP optic MMF(LC)(OMC)	\$195.00 \$1,404.00	K K	31% 31%	\$134.55 \$968.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-BXD	SEL 1000Base-BXD SFP SMF to E1MG-BXU	\$1,315.00	K	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	E1MG-BXU E1MG-FX-IR-OM	SEL 1000Base-BXU SFP SMF to E1MG-BXD SEL 100Base-FX IR 15km SMF LC SFP OMC	\$1,315.00 \$313.00		31% 31%	\$907.35 \$215.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-FX-LR-OM	SEL 100Base-FX 40km LR SMF SFP optic OMC	\$412.00	K	31%	\$284.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	E1MG-FX-OM E1MG-FX-OM8	SEL 100Base-FX SFP optic MMF LC OMC SEL 100Base-FX SFP optic MMF 8PK LC OMC	\$177.00 \$1,272.00	K	31% 31%	\$122.13 \$877.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-LHA-OM	SEL 1000Base-LHA SFP optic SMF LC OMC	\$3,995.00	ĸ	31%	\$2,756.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	E1MG-LHA-OM-T E1MG-LHB	SEL-1000Base-LHA SFP optic, SMF SEL 1000Base-LHB SFPopticSMF(LC)<=150km	\$4,400.00 \$5,495.00	K K	31% 31%	\$3,036.00 \$3,791.55	\$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	E1MG-LX-OM	SEL 1000Base-LX SFP optic SMF LC OMC	\$1,100.00		31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	E1MG-LX-OM-8	SEL 1000Base-LX SFP optic 8PK SMF LC OMC	\$8,280.00		31%	\$5,713.20	\$0.00	\$0.00	\$0.00		\$0.00		BROCADE ETHERNET
5 5	E1MG-SX-OM E1MG-SX-OM-8	SEL 1000Base-SX SFP optic MMF LC OMC SEL 1000Base-SX SFP optic 8PK MMF LC OMC	\$525.00 \$3,780.00		31% 31%	\$362.25 \$2,608.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	E1MG-TX	SEL 1000BASE-TX SFP Copper RJ-45Conn	\$325.00	K	31%	\$224.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX6400-C12-MGNT ICX6400-C12-RMK	SEL-6430/-C12 Magnet Mount Kit SEL-6430/-C12 2-Post Mount Kit	\$40.00 \$40.00		31% 31%	\$27.60 \$27.60	\$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	ICX6400-EPS1500	SEL ICX6430/50 1500W Ext Pwr-RPS/EPS	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX6400-RMK ICX6430-24	SEL ICX6430/6450 2 Post Rck Kit Spare SEL 24p 1G 4x1G SFP U/S Ports Fanless	\$50.00 \$1,295.00	K K	31% 31%	\$34.50 \$893.55	\$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	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	\$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	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX6430-C12	SEL-12-port 1G Compact Switch (4 PoE+)	\$1,095.00	ĸ	31%	\$755.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX64502X10GLPOD ICX6450-C12-PD	SEL 6450 CapLic UPG 1G U/S Prts(+1G/10G)	\$1,000.00 \$1,595.00	K	31% 31%	\$690.00 \$1.100.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5	ICX6450-C12-PD	SEL-12-port 1G Compact Switch (4 PoE+)PD SEL ICX 6450 PREMIUM SOFTWARE LICENSE	\$800.00	K	31%	\$1,100.55 \$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7000-RMK	SEL-RACK MOUNT KIT,2 POST,ICX7750/7450	\$85.00		31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7250-24 ICX7250-24-2X10G	SEL-24-port 1 GbE switch with 8x1GbE SFP SEL-24prt 1 G bundle 2x1GbE/10GbE+6x1GbE	\$2,100.00 \$2,650.00		31% 31%	\$1,449.00 \$1,828.50	\$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	ICX7250-24G	SEL-24-port 1 GbE 4x1GbE SFP	\$2,000.00	K	31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7250-24P ICX7250-24P2X10G	SEL-24-prt 1 GbE switch PoE+ 360W SEL-24-prt 1 GbE switch PoE+ 360W bundle	\$2,650.00 \$3,200.00		31% 31%	\$1,828.50 \$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	ICX7250-2X10GPOD	SEL-7250 Upgrd uplnk prts to 2x1GE/10GE	\$1,400.00	K	31%	\$966.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7250-48 ICX7250-48-2X10G	SEL-48-prt 1 GbE switch with 8x1GbE SFP+ SEL-48-prt 1 GbE switch bundle	\$3,200.00 \$3,900.00		31% 31%	\$2,208.00 \$2,691.00	\$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	ICX7250-48P	SEL-48-prt 1 GbE switch PoE+ 720W	\$4,600.00		31%	\$3,174.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7250-48P2X10G ICX7250-8X10GPOD	SEL-48-prt 1 GbE switch PoE+ 720W bundle SEL-ICX7250 Upgrd to 8x1GbE/10GbE uplnk	\$5,300.00 \$1,000.00		31% 31%	\$3,657.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7250-8X10GPOD ICX7250-PREM-LIC	SEL-ICX7250 Opgrd to 8x1GbE/10GbE upink SEL-ICX7250 Layer 3 Premium Software	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX7400-1X40GQ	SEL-ICX 7450 1-port 40GbE QSFP+ Module SEL-ICX 7450 4-port 1/10GbE 10GBase-T	\$800.00		31%	\$552.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	ICX7400-4X10GC ICX7400-4X10GF	SEL-ICX 7450 4-port 1/10GbE 10GBase-1 SEL-ICX 7450 4-port 1/10GbE SFP+ Module	\$1,200.00 \$1,000.00	K K	31% 31%	\$828.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7400-4X1GF	SEL-ICX 7450 4-port 100M/1GbE SFP Module	\$400.00		31%	\$276.00	\$0.00	\$0.00	\$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		31%	\$2,411.55	\$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	\$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 \$11,995.00	K K	31% 31%	\$6,896.55 \$8,276.55	\$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	ICX7450-48P	SEL-48-port 1 GbE swch PoE+, 3 mod slots	\$6,795.00	K	31%	\$4,688.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7450-48P-E ICX7450-48PSTK-E	SEL-48-port 1 GbE switch PoE+ bundle SEL-48-port 1 GbE switch PoE+ bundle	\$9,995.00 \$9,195.00	K	31% 31%	\$6,896.55 \$6,344.55	\$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-PREM-LIC	SEL-ICX 7450 LAYER 3 PREM SOFTWARE LIC	\$1,200.00		31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7750-26Q ICX7750-48C	SEL-7750 w/26 40GbE prts 1 mod slot. SEL-7750 w/48 40GbE prts 1 mod slot.	\$21,500.00 \$23,900.00	K	31% 31%	\$14,835.00 \$16,491.00	\$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	ICX7750-48F	SEL-7750w/48 10GbE SFP+ prts, 6 10/40GbE	\$21,500.00	ĸ	31%	\$14,835.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7750-6Q ICX7750-FAN-E	SEL-ICX7750 six port 40GbE QSFP+ module SEL-(4) 7750 Fans prt side air intake	\$5,995.00 \$1,495.00		31% 31%	\$4,136.55 \$1,031.55	\$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	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	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7750-FAN-I ICX7750-FAN-I-1	SEL-(4) 7750 Fan assys prt side air exh SEL- (1) 7750 Fan assy port side air exh	\$1,495.00 \$575.00		31% 31%	\$1,031.55 \$396.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	ICX7750-L3-COE	SEL-7750 PREMIUM LAYER3 FEATURES	\$6,495.00	K	31%	\$4,481.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	ICX7750-RMK ICX-EPS4000CBL01	SEL-FRU,RCK MNT KIT,2 POST, 7750/7450 SEL-EPS4000 Cable Direct; 1 EPS4000	\$85.00 \$150.00		31% 31%	\$58.65 \$103.50	\$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	ICX-EPS4000CBL01	SEL-EPS4000 Cable Dilect, 1 EPS4000 SEL-EPS4000 Cble Spli; 1 EPS4000 to 2	\$300.00		31%	\$207.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	ICX-EPS4000SHELF ICX-FAN10-F	SEL-EPS4000 Shelf with 4 bays	\$2,000.00		31%	\$1,380.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5 5	ICX-FAN10-E	SEL-7450 exhaust airflow fan, FTB SEL-7450 intake airflow fan, BTF	\$250.00 \$250.00		31% 31%	\$172.50 \$172.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCAUS	SEL Pwrcrd for RPS5/8/9/X424/X448 - AUS	\$48.00		31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	PCAUS-EPS PC-C13C14	SEL Pwrcrd AUSTRALIA 16A/250V SEL-C13/C14 15A Power Cord	\$75.00 \$75.00		31% 31%	\$51.75 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCEURO	SEL Pwrcrd for RPS2/3/5/9 EU version	\$17.00	K	31%	\$11.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	PCEURO-EPS PCINDIA	SEL 16A250VCEE 7/7 EUROP-C191.8MR6 SEL Pwrcrd for RPS2/3/5/9 India version	\$75.00 \$40.00	K K	31% 31%	\$51.75 \$27.60	\$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	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	BROCADE ETHERNET
5 5	PCJAPAN PCJAPAN-EPS	SEL Pwrcrd for RPS2/3/5/9 Japan version SEL Pwrcrd JAPAN 15A 250V	\$17.00 \$75.00		31% 31%	\$11.73 \$51.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PCSWISS-C1312GHF	SEL-PWR CRD, SWISS TO C13,10A,250V	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	PCTAIWAN-EPS PCUK	SEL Pwrcrd TAIWAN 16A 250V SEL Pwrcrd for RPS2/3/5/9 UK version	\$68.00 \$17.00		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	PCUSA PCUSA2	SEL-PWR CRD-RPS2/3/5/9 USA vers 9'10" SEL-PWR CRD,USA,NEMA5-15/C13, 13A, 125V	\$11.00 \$34.00		31% 31%	\$7.59 \$23.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	PL-WAF-ADMIN	SEL-Web Application Firewall Admin Mod	\$5,600.00	K	31%	\$3,864.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	PL-WAF-DEC-CORE	SEL-Web App Firewall Decider (/core)	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET

					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)		THIRD PARTY PRODUCT PARTNER
5 5	PL-WAF-PROXYENF PL-WAF-WEBENF	SEL-WAF Proxy Enforcer Mod SEL-WAF Web Server Enforcer Mod	\$4,000.00 \$1,000.00	K K	31% 31%	\$2,760.00 \$690.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS15-E	SEL 6610/50NON-POE250W PSU p-side intake	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	RPS15-I	SEL 6610/50 NON-POE 250W PSU p-side exh	\$500.00	K	31%	\$345.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	RPS16DC-E RPS16DC-I	SEL 510W DC Pwr forICX6610/50-EXHAUSTair SEL 510W DC Pwr forICX6610/50-Intakeair	\$1,100.00 \$1,100.00	K K	31% 31%	\$759.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS16-E	SEL 1000W Pwr-ICX6610 PoE-Exhaustairflow	\$1,000.00	ĸ	31%	\$690.00	\$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 5	RPS17 RPS9+E	SEL-1 Pwr Supp for EPS4000 Shelf; 920W SEL-500W AC pwr supp w/ exhaust airflow	\$1,500.00 \$995.00	K K	31% 31%	\$1,035.00 \$686.55	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	RPS9+I	SEL-500W AC pwr supp w/ intake airflow	\$995.00	K	31%	\$686.55	\$0.00	\$0.00			\$0.00		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	K	31%	\$862.50	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	SAF-1000 SAF-2000	SEL-Web App Firewall Mod(for VTM Std Ed) SEL-Web App Firewall Mod(for VTM ENT Ed)	\$8,400.00 \$12,400.00	K K	31% 31%	\$5,796.00 \$8,556.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SAF-4000	SEL-Web App Firewall(VTM ENT Ed 5Gb+)	\$20,400.00	ĸ	31%	\$14,076.00	\$0.00	\$0.00		\$0.00	\$0.00		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	BROCADE ETHERNET
5	SAFPX-1000-L SAFPX-1000-M	SEL-WAF Proxy - 200 Mbps	\$9,160.00	K	31%	\$6,320.40	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5 5	SAFPX-1000-W SAFPX-1000-VH	SEL-WAF Proxy - 1Gbps SEL-WAF Proxy - 10Gbps	\$14,120.00 \$32,360.00	K K	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	SPTM-1000-H	SEL-UPG-WAP(1Gbps)>VTM Std Ed(1Gbps)	\$3,600.00	ĸ	31%	\$2,484.00	\$0.00	\$0.00		\$0.00	\$0.00		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		BROCADE ETHERNET
5 5	SPTM-1000-M	SEL-UPG-WAP(200Mbps)>VTM Std Ed(200Mbps)	\$2,800.00	K K	31%	\$1,932.00	\$0.00	\$0.00		\$0.00 \$0.00	\$0.00		BROCADE ETHERNET
5	SPTM-2000-L SPTM-2000-M	SEL-UPG-WAP(1Gbps)>VTM ENT Ed(1Gbps) SEL-UPG-WAP(2Gbps)>VTM ENT Ed(2Gbps)	\$9,200.00 \$12,400.00	K	31% 31%	\$6,348.00 \$8,556.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	SPTM-4000-H	SEL-UPG-WAP(20Gbps)>VTM ENT Ed(20Gbps)	\$20,400.00	K	31%	\$14,076.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	SPTM-4000-L	SEL-UPG-WAP(5Gbps)>VTM ENT Ed(5Gbps)	\$18,800.00	K	31%	\$12,972.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	SPTM-4000-M STM-1000-H	SEL-UPG-WAP(10Gbps)>VTM ENT Ed(10Gbps) SEL-Virtual Traffic Mgr Std Ed-1Gbps	\$19,600.00 \$11,600.00	K K	31% 31%	\$13,524.00 \$8,004.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	STM-1000-H1	SEL-Virtual Traffic Mgr Std Ed-1Gbps	\$18,800.00	K	31%	\$12,972.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	STM-1000-L	SEL-Virtual Traffic Mgr Std Ed-10 Mbps	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5	STM-1000-M	SEL-Virtual Traffic Mgr Std Ed-200 Mbps	\$7,600.00	K	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	K K	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 SEL-Virtual Traffic Mgr Ent Ed - 20Gbps	\$45,200.00	K	31%	\$31,188.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	STM-4000-L	SEL-Virtual Traffic Mgr Ent Ed - 5Gbps	\$32,400.00	K	31%	\$22,356.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	STM-4000-M	SEL-Virtual Traffic Mgr Ent Ed - 10Gbps	\$39,600.00	K	31%	\$27,324.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	STM-4000-VH STM-B-200	SEL-Virtual Traffic Mgr Ent Ed-Unlimited SEL-vTM bulk pkg SD - Adv LBw/SSL-5Gbps	\$50,800.00 \$35,500.00	K K	31% 31%	\$35,052.00 \$24,495.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	STM-B-300	SEL-vTM Standard Edition for SD - 5Gbps	\$55,500.00	ĸ	31%	\$38,295.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	STM-B-300-L	SEL-vTM Standard Edition for SD - 2Gbps	\$38,850.00	K	31%	\$26,806.50	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	STM-B-400 STM-B-400-L	SEL-vTM EntEd for SD - 5Gbps SEL-vTM EntEd for SD - 2Gbps	\$75,500.00 \$52,850.00	K K	31% 31%	\$52,095.00 \$36,466.50	\$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	SEL-FIPS add-on for SD - 5Gbps	\$7,550.00	K	31%	\$5,209.50	\$0.00	\$0.00			\$0.00		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	\$0.00	BROCADE ETHERNET
5	STM-B-ADD-WAF	SEL-vWeb App FW add-on for SD - 5Gbps	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	STM-B-ADD-WAF-L STM-B-ADD-WEBACC	SEL-vWeb App FW add-on for SD - 2Gbps SEL-Web Acc add-on for SD - 5Gbps	\$35,000.00 \$37,000.00	K K	31% 31%	\$24,150.00 \$25,530.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	STM-B-ADD-WEBA-L	SEL-Web Acc add-on for SD - 3Gbps	\$25,900.00	ĸ	31%	\$17,871.00	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
5	STM-B-WAFPROXY	SEL-vWeb Appl Firewall Proxy SD - 5Gbps	\$61,100.00	K	31%	\$42,159.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	BROCADE ETHERNET
5 5	STM-FIPS-1000 STM-FIPS-2000	SEL-FIPS Add-On Mod (for VTM Std Ed)	\$1,160.00	K K	31% 31%	\$800.40 \$1,628.40	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	STM-FIPS-2000 STM-FIPS-4000	SEL-FIPS Add-On Mod (for VTM ENT Ed) SEL-FIPS Mod(VTM ENT 5Gb+)FIPS140-2 Lvl1	\$2,360.00 \$5,080.00	K	31%	\$3,505.20	\$0.00	\$0.00		\$0.00	\$0.00		BROCADE ETHERNET
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		BROCADE ETHERNET
5	STX-STD	SEL-Web Accel Std Add-On Mod (for VTM)	\$14,800.00	K	31%	\$10,212.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	UPG-SAF-1K-2K UPG-SAF-1K-4K	SEL-UPG Web App Firewall-VTM (STD>ENT) SEL-UPG Web App Firewall-VTM(STD>ENT5gb)	\$4,600.00 \$13,800.00	K K	31% 31%	\$3,174.00 \$9,522.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-SAF-2K-4K	SEL-UPG Web App Firewall-VTM(ENT>ENT5gb)	\$9,200.00	ĸ	31%	\$6,348.00	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	UPG-SAFB300FB400	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	\$0.00	BROCADE ETHERNET
5 5	UPG-SAFPX-1K-HVH	SEL-UPG-WAF Proxy SAFPX-1K-H>SAFPX-1K-VH SEL-UPG-WAF Proxy SAFPX-1K-L>SAFPX-1K-H	\$10,028.00 \$16,652.00	K K	31%	\$6,919.32 \$11.489.88	\$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-SAFPX-1K-LH UPG-SAFPX-1K-LM	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	31% 31%	\$11,489.88 \$3,935.76	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00		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	BROCADE ETHERNET
5	UPG-SAFPX-1K-MH	SEL-UPG-WAF Proxy SAFPX-1K-M>SAFPX-1K-H	\$10,948.00	K	31%	\$7,554.12	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	UPG-SAFPX-1K-MVH UPG-STM-1KH1-4KH	SEL-UPG-WAF Proxy SAFPX-1K-M>SAFPX-1K-VH SEL-UPG-VTM Std Ed(5Gbps)>Ent(20Gbps)	\$20,976.00 \$30,360.00	K K	31% 31%	\$14,473.44 \$20,948.40	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1KH1-4KL	SEL-UPG-VTM Std Ed(5Gbps)>Ent(5Gbps)	\$15,640.00	ĸ	31%	\$10,791.60	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	UPG-STM-1KH1-4KM	SEL-UPG-VTM Std Ed(5Gbps)>Ent(10Gbps)	\$23,920.00	K	31%	\$16,504.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5 5	UPG-STM1KH1-4KVH	SEL-UPG-VTM Std Ed(5Gbps)>Ent Unlimited SEL-UPG-VTM Std Ed(1Gbps)>Ent(1Gbps)	\$36,800.00	K K	31%	\$25,392.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-1KH-2KL UPG-STM-1KH-2KM	SEL-UPG-VTM Std Ed(1Gbps)>Ent(1Gbps) SEL-UPG-VTM Std Ed(1Gbps)>Ent(2Gbps)	\$6,440.00 \$13,800.00	K K	31% 31%	\$4,443.60 \$9,522.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1KH-4KH	SEL-UPG-VTM Std Ed(1Gbps)>Ent(20Gbps)	\$38,640.00	K	31%	\$26,661.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		BROCADE ETHERNET
5 5	UPG-STM-1KH-4KM UPG-STM-1KH-4KVH	SEL-UPG-VTM Std Ed(1Gbps)>Ent(10Gbps) SEL-UPG-VTM Std Ed(1Gbps)>Ent Unlimited	\$32,200.00 \$45,080.00	K K	31% 31%	\$22,218.00 \$31,105.20	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1KH-4KVH	SEL-UPG-VTM Std Ed(1Gbps)/selft Offillifilled SEL-UPG-VTM Std Ed(1Gbps)/up to(5Gbps)	\$8,280.00	K	31%	\$5,713.20	\$0.00	\$0.00			\$0.00		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 UPG-STM-1KL-4KH	SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(2Gbps) SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(20Gbps)	\$22,080.00	K	31%	\$15,235.20	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5 5	UPG-STM-1KL-4KH UPG-STM-1KL-4KL	SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(20Gbps) SEL-UPG-VTM Std Ed(10Mbps)>Ent Ed(5Gbps)	\$46,920.00 \$32,200.00	K K	31% 31%	\$32,374.80 \$22,218.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1KL-4KL	SEL-UPG-VTM Std Ed(10Mbp)>Ent Ed(30bps)	\$40,480.00	ĸ	31%	\$27,931.20	\$0.00	\$0.00			\$0.00		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		BROCADE ETHERNET
5 5	UPG-STM-1K-L-H UPG-STM-1K-L-H1	SEL-UPG-VTM Std Ed(10Mbps)up to(1Gbps)	\$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		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1K-L-H1 UPG-STM-1K-L-M	SEL-UPG-VTM Std Ed(10Mbps)up to(5Gbps) SEL-UPG-VTM Std Ed(10Mbps)up to(200Mbps)	\$16,560.00 \$3,680.00	K K	31% 31%	\$11,426.40 \$2,539.20	\$0.00	\$0.00			\$0.00		BROCADE ETHERNET
5	UPG-STM-1KM-2KL	SEL-UPG-VTM Std Ed(200Mbps)>Ent(1Gbps)	\$11,040.00	K	31%	\$7,617.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BROCADE ETHERNET
5	UPG-STM-1KM-2KM	SEL-UPG-VTM Std Ed(200Mbps)>Ent(2Gbps)	\$18,400.00	K	31%	\$12,696.00	\$0.00	\$0.00			\$0.00	\$0.00	BROCADE ETHERNET
5 5	UPG-STM-1KM-4KH	SEL-UPG-VTM Std Ed(200Mbps)>Ent(20Gbps)	\$43,240.00	K K	31% 31%	\$29,835.60	\$0.00	\$0.00			\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-STM-1KM-4KL	SEL-UPG-VTM Std Ed(200Mbps)>Ent(5Gbps)	\$28,520.00	r.	3170	\$19,678.80	\$0.00	\$0.00	φυ.00	\$ 0.00	φ0.00	φυ.υυ	BROGADE ETHERNET

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	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 (PREMIUM)	LP MNT ANNUAL (STANDARD)	ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	UPG-STM-1KM-4KM	SEL-UPG-VTM Std Ed(200Mbps)>Ent(10Gbps)	\$36,800.00	K	31%	\$25,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-STM-1KM-4KVH UPG-STM-1K-M-H	SEL-UPG-VTM Std Ed(200Mbps)>Ent Unlimitd SEL-UPG-VTM Std Ed(200Mbps)up to(1Gbps)	\$49,680.00 \$4,600.00	K K	31% 31%	\$34,279.20 \$3,174.00	\$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-1K-M-H1	SEL-UPG-VTM Std Ed(200Mbps)up to(5Gbps)	\$12,880.00	ĸ	31%	\$8,887.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-2KL-4KH	SEL-UPG-VTM ENT Ed(1Gbps)>Ent(20Gbps)	\$32,200.00	K	31%	\$22,218.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-STM-2KL-4KL UPG-STM-2KL-4KM	SEL-UPG-VTM ENT Ed(1Gbps)>Ent(5Gbps) SEL-UPG-VTM ENT Ed(1Gbps)>Ent(10Gbps)	\$17,480.00 \$25,760.00	K K	31% 31%	\$12,061.20 \$17,774.40	\$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-2KL-4KVH	SEL-UPG-VTM ENT Ed(1Gbps)>Ent Unlimited	\$38,640.00	ĸ	31%	\$26,661.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-2K-L-M	SEL-UPG-VTM ENT Ed(1Gbps)up to(2Gbps)	\$7,360.00	K	31%	\$5,078.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-STM-2KM-4KH UPG-STM-2KM-4KL	SEL-UPG-VTM ENT Ed(2Gbps)>Ent(20Gbps) SEL-UPG-VTM ENT Ed(2Gbps)>Ent(5Gbps)	\$24,840.00 \$10,120.00	ĸ	31% 31%	\$17,139.60 \$6,982.80	\$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-4KM	SEL-UPG-VTM ENT Ed(2Gbps)>Ent(10Gbps)	\$18,400.00	ĸ	31%	\$12,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-2KM-4KVH	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 5	UPG-STM-4K-H-VH UPG-STM-4K-L-H	SEL-UPG-VTM ENT Ed(20Gbps)up to unlimitd SEL-UPG-VTM ENT Ed(5Gbps)up to(20Gbps)	\$6,440.00 \$14,720.00	K	31% 31%	\$4,443.60 \$10,156.80	\$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-M	SEL-UPG-VTM ENT Ed(3Gbps)up to(10Gbps)	\$8,280.00	K	31%	\$5,713.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-STM-4K-L-VH	SEL-UPG-VTM ENT Ed(5Gbps)up to unlimited	\$21,160.00	K	31%	\$14,600.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-STM-4K-M-H UPG-STM-4K-M-VH	SEL-UPG-VTM ENT Ed(10Gbps)up to(20Gbps) SEL-UPG-VTM ENT Ed(10Gbps)up to unlimitd	\$6,440.00 \$12,880.00	K	31% 31%	\$4,443.60 \$8,887.20	\$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-B200400	SEL-UPG-STM-B-200 > vTM Ent Ed SD-5Gbps	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	UPG-STM-B300400	SEL-Upg - vTM Std Ed to EntEd SD-5Gbps	\$25,000.00	K	31%	\$17,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-STMB300L400L UPG-STM-FPS1K-2K	SEL-Upg - vTM Std Ed to EntEd SD-2Gbps SEL-UPG-FIPS for VTM(Std Ed>ENT Ed)	\$17,500.00 \$1,200.00	K K	31% 31%	\$12,075.00 \$828.00	\$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-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	UPG-STM-FPS2K-4K	SEL-UPG-FIPS for VTM(ENT Ed>ENT 5Gb)	\$2,720.00	K K	31% 31%	\$1,876.80	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET
5 5	UPG-STX-APT-STD UPG-ZAFM-A>SAF2K	SEL-UPG-Web Accel Exp Mod > Std Mod SEL-UPG-App Firewall(ZeusTM 1GB)>SAF-2K	\$14,500.00 \$0.00	K K	31%	\$10,005.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	UPG-ZAFM-B>SAF2K	SEL-UPG-App Firewall(ZeusTM 2GB)>SAF-2K	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-ZAFM-C>SAF4K	SEL-UPG-App Firewall(ZeusTM 5GB)>SAF-4K	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-ZAFM-D>SAF4K UPG-ZLB>STM1KH	SEL-UPG-App Firewall(ZeusTM UnL)>SAF-4K SEL-UPG-Zeus Load Balancer > STM-1000-H	\$0.00 \$2,400.00	ĸ	31% 31%	\$0.00 \$1,656.00	\$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-ZTM-A>STM2KL	SEL-UPG-Zeus TM (1 Gbits) > STM-2000-L	\$4,000.00	ĸ	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	UPG-ZTM-B>STM2KM	SEL-UPG-Zeus TM (2 Gbits) > STM-2000-M	\$4,000.00	K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	UPG-ZTM-C>STM4KL UPG-ZTMD>STM4KVH	SEL-UPG-Zeus TM (5 Gbits) > STM-4000-L SEL-UPG-Zeus TM (unlimtd) > STM-4000-VH	\$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	UPG-ZXTM>STM2KL	SEL-UPG-Zeus TM(purch<=09/09)>STM-2000-L	\$4,000.00	ĸ	31%	\$2,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5	XBR-000195	SEL-FIPS SECURITY SEAL FOR SYSTEM	\$499.00	K	31%	\$344.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		BROCADE ETHERNET
5 5	XBR-R000030 XBR-R000291	SEL-Serial Cable (RJ-45 Connector) SEL-6510-6505-6710-6740 4 P RCK MNT KIT	\$50.00 \$175.00	K K	31% 31%	\$34.50 \$120.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		BROCADE ETHERNET BROCADE ETHERNET
5	XBR-R000291	SEL-6510-6505-6710-6740 4 F RCK WINT 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 5	XBR-R000295 XBR-R000296	SEL-FRU,UNIV RCK MNT,4 POST 24"-32 SEL FRU,UNIVERSAL RACK MOUNT KIT,4 POST	\$430.00 \$430.00	K K	31% 31%	\$296.70 \$296.70	\$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	SELAO	SEL AObridge	\$49,375.00	K	31%	\$34,068.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELBLOCK	SEL BLOCKBRIDGE	\$15,625.00	K	31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	BTM
5 5	SELBULK SELCONTENT	SEL BULKbridge	\$11,875.00 \$11,875.00	K	31% 31%	\$8,193.75 \$8,193.75	\$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	SELCONTENT	SEL Content Bridge Add-in SEL CPbridge	\$49,375.00	K	31%	\$34,068.75	\$0.00	\$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	BTM
5 5	SELDRAWBRAVA	SEL DRAWbridge BRAVA for CAD Add-in SEL DRAWBRIDGE FOR D2	\$81.00	K K	31% 31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SELDRAWD2 SELINDEX	SEL INDEXBRIDGE SEL INDEXBRIDGE	\$1,188.00 \$15,625.00	K K	31%	\$819.72 \$10,781.25	\$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	SELNAVI1499	SEL NAVIbridge 1,000 - 1,499 users	\$202.50	K	31%	\$139.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELNAVI1999 SELNAVI499	SEL NAVIbridge 1,500 - 1,999 users	\$191.25	K	31%	\$131.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SELNAVI499 SELNAVI4999	SEL NAVIbridge 25-499 users SEL NAVIbridge 2,000 - 4,999 users	\$225.00 \$180.00	K K	31% 31%	\$155.25 \$124.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	
5	SELNAVI5000	SEL NAVIbridge 5,000+ users	\$157.50	ĸ	31%	\$108.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	SELNAVI999	SEL NAVIbridge 500-999 users	\$213.75	K	31%	\$147.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 5	SELNAVIBATCH SELRENDER	SEL NAVIbridge Batch SEL RENDERBRIDGE	\$49,375.00 \$18,750.00	ĸ	31% 31%	\$34,068.75 \$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 \$0.00	
5	SELTAG	SEL TAGBRIDGE	\$15,625.00	ĸ	31%	\$10,781.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5	11-1782-LIC	SEL ItbmS1 Std& VCLDS 5 Ent Promo Bun	\$25,289.00	K	31%	\$17,449.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1783-LIC 11-1827-LIC	SEL Itbm S1 Std&Vcac 6 Ent Promobun SEL Vsan 5 With Dp Bun Promo	\$21,313.00 \$3,163.00	ĸ	31% 31%	\$14,705.97 \$2,182.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1829-LIC	SEL Hor Adv: 10P Ccu	\$4,400.00	ĸ	31%	\$3,036.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1829-LIC-L1	SEL Tppl1 Hor Adv: 10P Ccu	\$4,180.00	K	31%	\$2,884.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1829-LIC-L2 11-1829-LIC-L3	SEL Tppl2 Hor Adv: 10P Ccu SEL Tppl3 Hor Adv: 10P Ccu	\$4,092.00 \$3,960.00	K	31% 31%	\$2,823.48 \$2,732.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1829-LIC-L4	SEL Tppl4 Hor Adv: 10P Ccu	\$3,828.00	ĸ	31%	\$2,641.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1829-LIC-L5	SEL Tppl5 Hor Adv: 10P (Ccu	\$3,652.00	K	31%	\$2,519.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
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	K	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-L1	SEL Topi2 Hor Adv: 100P Ccu	\$40,920.00	K	31%	\$28,234.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1830-LIC-L3	SEL Tppl3 Hor Adv: 100P Ccu	\$39,600.00	K	31%	\$27,324.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1830-LIC-L4 11-1830-LIC-L5	SEL TppI4 Hor Adv: 100P Ccu	\$38,280.00 \$36,520.00	K K	31% 31%	\$26,413.20	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1830-LIC-L5 11-1831-LIC	SEL Tppl5 Hor Adv: 100P Ccu SEL Hor Adv: 10P (Nus)	\$36,520.00	K K	31%	\$25,198.80 \$1,897.50	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1831-LIC-L1	SEL Tppl1 Hor Adv: 10P (Nus)	\$2,613.00	ĸ	31%	\$1,802.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1831-LIC-L2	SEL Topl2 Hor Adv: 10P (Nus)	\$2,558.00 \$2,475.00	K	31%	\$1,765.02 \$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1831-LIC-L3 11-1831-LIC-L4	SEL Tppl3 Hor Adv: 10P (Nus) SEL Tppl4 Hor Adv: 10P (Nus)	\$2,475.00 \$2,393.00	K K	31% 31%	\$1,707.75 \$1,651.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1831-LIC-L5	SEL Tppl5 Hor Adv: 10P (Nus)	\$2,283.00	ĸ	31%	\$1,575.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1832-LIC	SEL Hor Adv: 100P (Nus)	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1832-LIC-L1 11-1832-LIC-L2	SEL Tppl1 Hor Adv: 100P (Nus) SEL Tppl2 Hor Adv: 100P (Nus)	\$26,125.00 \$25,575.00	K K	31% 31%	\$18,026.25 \$17,646.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1832-LIC-L3	SEL Tppl3 Hor Adv: 100P (Nus)	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1832-LIC-L4	SEL Tppl4 Hor Adv: 100P (Nus)	\$23,925.00	K	31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1832-LIC-L5	SEL Tppl5 Hor Adv: 100P (Nus)	\$22,825.00	K	31%	\$15,749.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAN	D 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	11-1833-LIC 11-1833-LIC-L1	SEL Ent: 10P Ccu SEL Tppl1 Ent: 10P Ccu	\$6,325.00 \$6,009.00	K K	31% 31%	\$4,364.25 \$4,146.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1833-LIC-L2	SEL Tppl2 Ent: 10P Ccu	\$5,882.00	K	31%	\$4,058.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1833-LIC-L3	SEL Tppl3 Ent: 10P Ccu	\$5,693.00	K	31%	\$3,928.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1833-LIC-L4 11-1834-LIC	SEL Tppl4 Ent: 10P Ccu SEL Ent: 100P Ccu	\$5,503.00 \$63,250.00	K K	31% 31%	\$3,797.07 \$43,642.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$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	\$0.00	CARAHSOFT
5	11-1834-LIC-L2	SEL Topi2 Ent: 100P Ccu	\$58,823.00	K	31%	\$40,587.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1834-LIC-L3 11-1834-LIC-L4	SEL Tppl3 Ent: 100P Ccu SEL Tppl4 Ent: 100P Ccu	\$56,925.00 \$55,028.00	K K	31% 31%	\$39,278.25 \$37,969.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1835-LIC	SEL Ent: 10P (Nus)	\$3,850.00	K	31%	\$2,656.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1835-LIC-L1	SEL Topl1 Ent: 10P (Nus)	\$3,658.00	K K	31% 31%	\$2,524.02	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1835-LIC-L2 11-1835-LIC-L3	SEL Tppl2 Ent: 10P (Nus) SEL Tppl3 Ent: 10P (Nus)	\$3,581.00 \$3,465.00	K	31%	\$2,470.89 \$2,390.85	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1835-LIC-L4	SEL Tppl4 Ent: 10P (Nus)	\$3,350.00	K	31%	\$2,311.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1836-LIC 11-1836-LIC-L1	SEL Ent: 100P (Nus) SEL Tppl1 Ent: 100P (Nus)	\$38,500.00 \$36,575.00	K K	31% 31%	\$26,565.00 \$25,236.75	\$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	11-1836-LIC-L2	SEL Tpp/2 Ent. 100P (Nus)	\$35,805.00	K	31%	\$24,705.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1836-LIC-L3	SEL Tppl3 Ent: 100P (Nus)	\$34,650.00	K	31%	\$23,908.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1836-LIC-L4 11-1837-LIC	SEL Tppl4 Ent: 100P (Nus) SEL Upg: Mirage To Adv: 10P (Nus)	\$33,495.00 \$1,210.00	K K	31% 31%	\$23,111.55 \$834.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1837-LIC-L1	SEL L1 Upg Mirage To Adv 10P Nus	\$1,150.00	ĸ	31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1837-LIC-L2	SEL L2 Upg Mirage To Adv 10P Nus	\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1837-LIC-L3 11-1837-LIC-L4	SEL L3 Upg Mirage To Adv 10P Nus SEL L4 Upg Mirage To Adv 10P Nus	\$1,089.00 \$1,053.00	K	31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1837-LIC-L5	SEL L5 Upg Mirage To Adv 10P Nus	\$1,004.00	ĸ	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1838-LIC	SEL Upg: Mirage To Adv 100P Nus	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1838-LIC-L1 11-1838-LIC-L2	SEL L1 Upg Mirage To Adv 100P Nus SEL L2 Upg Mirage To Adv 100P Nus	\$11,495.00 \$11,253.00	K 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	11-1838-LIC-L3	SEL L3 Upg Mirage To Adv 100P Nus	\$10,890.00	K	31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1838-LIC-L4 11-1838-LIC-L5	SEL L4 Upg Mirage To Adv 100P Nus SEL L5 Upg Mirage To Adv 100P Nus	\$10,527.00 \$10,043.00	K K	31% 31%	\$7,263.63 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1839-LIC	SEL Upg View Std 10P Ccu To Adv 20P Nus	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1839-LIC-L1	SEL L1 Ug View Std 10P Ccu To Adv 20P Nu	\$2,874.00	K	31%	\$1,983.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1839-LIC-L2 11-1839-LIC-L3	SEL L2 Ug View Std 10P Ccu To Adv 20P Nu SEL L3 Ug View Std 10P Ccu To Adv 20P NU	\$2,813.00 \$2,723.00	K K	31% 31%	\$1,940.97 \$1,878.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1839-LIC-L4	SEL L4 Ug View Std 10P Ccu To Adv 20P NU	\$2,632.00	ĸ	31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1839-LIC-L5	SEL L5 Ug View Std 10P Ccu To Adv 20P NU	\$2,511.00	K	31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1840-LIC 11-1840-LIC-L1	SEL UG View Std 100 Ccu To Adv 200 NU SEL L1 UG View Std 100 Ccu To Adv 200 NU	\$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	11-1840-LIC-L2	SEL L2 UG View Std 100 Ccu To Adv 200 NU	\$28,133.00	ĸ	31%	\$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1840-LIC-L3	SEL L3 UG View Std 100 Ccu To Adv 200 NU	\$27,225.00	K	31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1840-LIC-L4 11-1840-LIC-L5	SEL L4 UG View Std 100 Ccu To Adv 200 NU SEL L5 UG View Std 100 Ccu To Adv 200 NU	\$26,318.00 \$25,108.00	K K	31% 31%	\$18,159.42 \$17,324.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1841-LIC	SEL Upg View Std 10P Ccu To Ent 20P Nus	\$4,235.00	K	31%	\$2,922.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1841-LIC-L1 11-1841-LIC-L2	SEL L1 Upg View Std 10 Ccu To Ent 20 Nus SEL L2 Upg View Std 10 Ccu To Ent 20 Nus	\$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	11-1841-LIC-L2 11-1841-LIC-L3	SEL L3 Upg View Std 10 Ccu To Ent 20 Nus	\$3,812.00	K	31%	\$2,717.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1841-LIC-L4	SEL L4 Upg View Std 10 Ccu To Ent 20 Nus	\$3,684.00	K	31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1842-LIC 11-1842-LIC-L1	SEL UG View Std 100 Ccu To Ent 200 NU SEL L1 UG View Std 100 Ccu To Ent 200 NU	\$42,350.00 \$40,233.00	K K	31% 31%	\$29,221.50 \$27,760.77	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1842-LIC-L2	SEL L2 UG View Std 100 Ccu To Ent 200 NU	\$39,386.00	ĸ	31%	\$27,176.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		CARAHSOFT
5 5	11-1842-LIC-L4 11-1843-LIC	SEL L4 UG View Std 100 Ccu To Ent 200 NU SEL Upg View Std Ccu To Adv 10P Ccu	\$36,845.00 \$1,815.00	K K	31% 31%	\$25,423.05 \$1,252.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1843-LIC-L1	SEL L1 Upg View Std Ccu To Adv 10P Ccu	\$1,724.00	K	31%	\$1,189.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1843-LIC-L2 11-1843-LIC-L3	SEL L2 Upg View Std Ccu To Adv 10P Ccu SEL L3 Upg View Std Ccu To Adv 10P Ccu	\$1,688.00 \$1,634.00	K K	31% 31%	\$1,164.72 \$1,127.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1843-LIC-L4	SEL L4 Upg View Std Ccu To Adv 10P Ccu	\$1,579.00	K	31%	\$1,089.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 5	11-1844-LIC 11-1844-LIC-L1	SEL Upg View Std Ccu To Adv 100P Ccu SEL L1 Upg View Std Ccu To Adv 100P Ccu	\$18,150.00 \$17,243.00	K K	31% 31%	\$12,523.50 \$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	11-1844-LIC-L2	SEL L2 Upg View Std Ccu To Adv 100P Ccu	\$16,880.00	ĸ	31%	\$11,647.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1844-LIC-L3	SEL L3 Upg View Std Ccu To Adv 100P Ccu	\$16,335.00	K	31%	\$11,271.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1844-LIC-L4 11-1844-LIC-L5	SEL L4 Upg View Std Ccu To Adv 100P Ccu SEL L5 Upg View Std Ccu To Adv 100P Ccu	\$15,791.00 \$15,065.00	K K	31% 31%	\$10,895.79 \$10,394.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1845-LIC	SEL Upg View Std Ccu To Ent 10P Ccu	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1845-LIC-L1 11-1845-LIC-L2	SEL L1 Upg View Std Ccu To Ent 10P Ccu SEL L2 Upg View Std Ccu To Ent 10P Ccu	\$2,874.00 \$2,813.00	K K	31% 31%	\$1,983.06 \$1,940.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1845-LIC-L2	SEL L3 Upg View Std Ccu To Ent 10P Ccu	\$2,723.00	K	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1845-LIC-L4	SEL L4 Upg View Std Ccu To Ent 10P Ccu	\$2,632.00	K	31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
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	ĸ	31%	\$19,411.77	\$0.00	\$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	\$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	\$0.00	CARAHSOFT
5 5	11-1847-LIC-L2 11-1847-LIC-L3	SEL L2 Upg Adv To Ent 10P Nus SEL L3 Upg Adv To Ent 10P Nus	\$563.00 \$545.00	K K	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	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		CARAHSOFT
5	11-1848-LIC	SEL Upg Adv Nus To Ent 100P Nus	\$6,050.00	K	31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1848-LIC-L1 11-1848-LIC-L2	SEL L1 Upg Adv Nus To Ent 100P Nus SEL L2 Upg Adv Nus To Ent 100P Nus	\$5,748.00 \$5,627.00	K K	31% 31%	\$3,966.12 \$3,882.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1848-LIC-L3	SEL L3 Upg Adv Nus To Ent 100P Nus	\$5,445.00	K	31%	\$3,757.05	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-1848-LIC-L4	SEL L4 Upg Adv Nus To Ent 100P Nus	\$5,264.00	K	31%	\$3,632.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1849-LIC 11-1849-LIC-L1	SEL Upg Adv To Ent 10P Ccu SEL L1 Upg Adv To Ent 10P Ccu	\$1,210.00 \$1,150.00	K K	31% 31%	\$834.90 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1849-LIC-L2	SEL L2 Upg Adv To Ent 10P Ccu	\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT

					1	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	11-1849-LIC-L3 11-1849-LIC-L4	SEL L3 Upg Adv To Ent 10P Ccu	\$1,089.00 \$1,053.00		31% 31%	\$751.41 \$726.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1850-LIC	SEL L4 Upg Adv To Ent 10P Ccu SEL Upg Adv Ccu To Ent 100P Ccu	\$12,100.00		31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1850-LIC-L1	SEL L1 Upg Adv Ccu To Ent 100P Ccu	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1850-LIC-L2 11-1850-LIC-L3	SEL L2 Upg Adv Ccu To Ent 100P Ccu SEL L3 Upg Adv Ccu To Ent 100P Ccu	\$11,253.00 \$10,890.00		31% 31%	\$7,764.57 \$7,514.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1850-LIC-L3	SEL L4 Upg Adv Ccu To Ent 100P Ccu	\$10,527.00		31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC	SEL Upg View Std 250 Ccu To Adv 500 Nu	\$75,625.00	K	31%	\$52,181.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1851-LIC-L1	SEL L1 UG View Std 250 Ccu To Adv 500 Nu	\$71,844.00		31%	\$49,572.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1851-LIC-L2 11-1851-LIC-L3	SEL L2 UG View Std 250 Ccu To Adv 500 Nu SEL L3 UG View Std 250 Ccu To Adv 500 Nu	\$70,331.00 \$68,063.00		31% 31%	\$48,528.39 \$46,963.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1851-LIC-L4	SEL L4 UG View Std 250 Ccu To Adv 500 Nu	\$65,794.00		31%	\$45,397.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1851-LIC-L5	SEL L5 UG View Std 250 Ccu To Adv 500 Nu	\$62,769.00		31%	\$43,310.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1852-LIC 11-1852-LIC-L1	SEL Upg View Std 500 Ccu To Adv 1000 Nu SEL L1 UG View S 500 Ccu To Adv 1000 Nu	\$151,250.00 \$143,688.00		31% 31%	\$104,362.50 \$99,144.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1852-LIC-L1	SEL L2 UG View S 500 Ccu To Adv 1000 Nu	\$140,663.00		31%	\$97,057.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1852-LIC-L3	SEL L3 UG View S 500 Ccu To Adv 1000 Nu	\$136,125.00	K	31%	\$93,926.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1852-LIC-L4	SEL L4 UG View S 500 Ccu To Adv 1000 Nu	\$131,588.00		31%	\$90,795.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1852-LIC-L5 11-1853-LIC	SEL L5 UG View S 500 Ccu To Adv 1000 Nu SEL Upg View Std 250 Ccu To Adv 250 Ccu	\$125,538.00 \$45,375.00		31% 31%	\$86,621.22 \$31,308.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1853-LIC-L1	SEL L1 UG View S 250 Ccu To Adv 250 Ccu	\$43,106.00		31%	\$29,743.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1853-LIC-L2	SEL L2 UG View S 250 Ccu To Adv 250 Ccu	\$42,199.00		31%	\$29,117.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1853-LIC-L3 11-1853-LIC-L4	SEL L3 UG View S 250 Ccu To Adv 250 Ccu SEL L4 UG View S 250 Ccu To Adv 250 Ccu	\$40,838.00 \$39,476.00	K K	31% 31%	\$28,178.22 \$27,238.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1853-LIC-L4 11-1853-LIC-L5	SEL L5 UG View S 250 Ccu To Adv 250 Ccu SEL L5 UG View S 250 Ccu To Adv 250 Ccu	\$37,661.00		31%	\$27,236.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1854-LIC	SEL Upg View Std 500 Ccu To Adv 500 Ccu	\$90,750.00	K	31%	\$62,617.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1854-LIC-L1	SEL L1 UG View S 500 Ccu To Adv 500 Ccu	\$86,213.00		31%	\$59,486.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1854-LIC-L2 11-1854-LIC-L3	SEL L2 UG View S 500 Ccu To Adv 500 Ccu SEL L3 UG View S 500 Ccu To Adv 500 Ccu	\$84,398.00 \$81,675.00		31% 31%	\$58,234.62 \$56,355.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1854-LIC-L4	SEL L4 UG View S 500 Ccu To Adv 500 Ccu	\$78,953.00		31%	\$54,477.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1854-LIC-L5	SEL L5 UG View S 500 Ccu To Adv 500 Ccu	\$75,323.00		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		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		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		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		31%	\$63,556.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1856-LIC	SEL Upg View Std 500 Ccu To Ent 1000 Nu	\$211,750.00		31%	\$146,107.50	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1856-LIC-L1 11-1856-LIC-L2	SEL L1 UG View S 500 Ccu To Ent 1000 Nu SEL L2 UG View S 500 Ccu To Ent 1000 Nu	\$201,163.00 \$196,928.00	K	31% 31%	\$138,802.47 \$135,880.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1856-LIC-L3	SEL L3 UG View S 500 Ccu To Ent 1000 Nu	\$190,575.00		31%	\$131,496.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1856-LIC-L4	SEL L4 UG View S 500 Ccu To Ent 1000 Nu	\$184,223.00		31%	\$127,113.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1857-LIC 11-1857-LIC-L1	SEL Upg View Std 250 Ccu To Ent 250 Ccu SEL L1 UG View S 250 Ccu To Ent 250 Ccu	\$75,625.00 \$71,844.00		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	11-1857-LIC-L2	SEL L2 UG View S 250 Ccu To Ent 250 Ccu	\$70,331.00		31%	\$48,528.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1857-LIC-L3	SEL L3 UG View S 250 Ccu To Ent 250 Ccu	\$68,063.00		31%	\$46,963.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1857-LIC-L4 11-1858-LIC	SEL L4 UG View S 250 Ccu To Ent 250 Ccu	\$65,794.00 \$151,250.00		31% 31%	\$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-L1	SEL Upg View Std 500 Ccu To Ent 500 Ccu SEL L1 Upg View S 500 Ccu To Ent 500 Ccu	\$143,688.00		31%	\$104,362.50 \$99,144.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1858-LIC-L2	SEL L2 Upg View S 500 Ccu To Ent 500 Ccu	\$140,663.00		31%	\$97,057.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1858-LIC-L3	SEL L3 Upg View S 500 Ccu To Ent 500 Ccu	\$136,125.00		31%	\$93,926.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1858-LIC-L4 11-1865-LIC	SEL L4 Upg View S 500 Ccu To Ent 500 Ccu SEL Upg Vs Stg App To Vsan 5 Bun Promo	\$131,588.00 \$10,098.00		31% 31%	\$90,795.72 \$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	11-1866-LIC	SEL View Std 10P Ccu	\$2,750.00		31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1866-LIC-L1	SEL L1 View Std 10P Ccu	\$2,613.00		31%	\$1,802.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1866-LIC-L2 11-1866-LIC-L3	SEL L2 View Std 10P Ccu SEL L3 View Std 10P Ccu	\$2,558.00 \$2,475.00		31% 31%	\$1,765.02 \$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	11-1866-LIC-L4	SEL L4 View Std 10P Ccu	\$2,393.00	ĸ	31%	\$1,651.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1866-LIC-L5	SEL L5 View Std 10P Ccu	\$2,283.00		31%	\$1,575.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1867-LIC 11-1867-LIC-L1	SEL View Std 100P Ccu SEL L1 View Std 100P Ccu	\$27,500.00 \$26,125.00		31% 31%	\$18,975.00 \$18,026.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1867-LIC-L1	SEL L2 View Std 100P Ccu	\$25,575.00		31%	\$17,646.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1867-LIC-L3	SEL L3 View Std 100P Ccu	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1867-LIC-L4	SEL L4 View Std 100P Ccu	\$23,925.00		31%	\$16,508.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1867-LIC-L5 11-1868-LIC	SEL L5 View Std 100P Ccu SEL View Std Add 10P Ccu	\$22,825.00 \$2,090.00		31% 31%	\$15,749.25 \$1,442.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1868-LIC-L1	SEL L1 View Std Add 10P Ccu	\$1,986.00		31%	\$1,370.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1868-LIC-L2	SEL L2 View Std Add 10P Ccu	\$1,944.00		31%	\$1,341.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1868-LIC-L3 11-1868-LIC-L4	SEL L3 View Std Add 10P Ccu SEL L4 View Std Add 10P Ccu	\$1,881.00 \$1,818.00		31% 31%	\$1,297.89 \$1,254.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1868-LIC-L5	SEL L5 View Std Add 10P Ccu	\$1,735.00		31%	\$1,197.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1869-LIC	SEL View Std Add 100P Ccu	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1869-LIC-L1	SEL L1 View Std Add 100P Ccu	\$19,855.00		31%	\$13,699.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-1869-LIC-L2 11-1869-LIC-L3	SEL L2 View Std Add 100P Ccu SEL L3 View Std Add 100P Ccu	\$19,437.00 \$18,810.00	K K	31% 31%	\$13,411.53 \$12.978.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-1869-LIC-L4	SEL L4 View Std Add 100P Ccu	\$18,183.00	K	31%	\$12,546.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1869-LIC-L5	SEL L5 View Std Add 100P Ccu	\$17,347.00		31%	\$11,969.43		\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1870-LIC 11-1870-LIC-L1	SEL Upg Thinapp 5 Suite To View Std 100P SEL L1 Upg TA 5 Suite To View Std 100	\$22,000.00 \$20,900.00		31% 31%	\$15,180.00 \$14,421.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1870-LIC-L1	SEL L2 Upg TA 5 Suite To View Std 100 SEL L2 Upg TA 5 Suite To View Std 100	\$20,460.00		31%	\$14,421.00		\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-1870-LIC-L3	SEL L3 Upg TA 5 Suite To View Std 100	\$19,800.00	K	31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1870-LIC-L4	SEL L4 Upg TA 5 Suite To View Std 100	\$19,140.00		31%	\$13,206.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1870-LIC-L5 11-1871-LIC	SEL L5 Upg TA 5 Suite To View Std 100 SEL Upg Thinapp Ny Bundle To View Std 10	\$18,260.00 \$2,310.00		31% 31%	\$12,599.40 \$1,593.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	CARAHSOFT CARAHSOFT
5	11-1871-LIC-L1	SEL L1 Upg TA Ny Bundle To View Std 10	\$2,195.00	K	31%	\$1,514.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1871-LIC-L2	SEL L2 Upg TA Ny Bundle To View Std 10	\$2,148.00		31%	\$1,482.12		\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1871-LIC-L3 11-1871-LIC-L4	SEL L3 Upg TA Ny Bundle To View Std 10 SEL L4 Upg TA Ny Bundle To View Std 10	\$2,079.00 \$2,010.00		31% 31%	\$1,434.51 \$1,386.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1871-LIC-L5	SEL L5 Upg TA Ny Bundle To View Std 10	\$1,917.00	K	31%	\$1,322.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1872-LIC	SEL Upg View 5 Ent 10 To View Std 10	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	11-1872-LIC-L1 11-1872-LIC-L2	SEL L1 Upg View 5 Ent 10 To View Std 10 SEL L2 Upg View 5 Ent 10 To View Std 10	\$1,045.00 \$1,023.00	K K	31% 31%	\$721.05 \$705.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	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	\$0.00	\$0.00	CARAHSOFT
5 5	11-1872-LIC-L4 11-1872-LIC-L5	SEL L4 Upg View 5 Ent 10 To View Std 10 SEL L5 Upg View 5 Ent 10 To View Std 10	\$957.00 \$913.00	K K	31% 31%	\$660.33 \$629.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1873-LIC	SEL Upg View 5 Ent 100 To View Std 100	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1873-LIC-L1	SEL L1 Upg View 5 Ent 100 To View S 100	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1873-LIC-L2 11-1873-LIC-L3	SEL L2 Upg View 5 Ent 100 To View S 100 SEL L3 Upg View 5 Ent 100 To View S 100	\$10,230.00 \$9,900.00	K K	31% 31%	\$7,058.70 \$6,831.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1873-LIC-L4	SEL L4 Upg View 5 Ent 100 To View S 100	\$9,570.00	ĸ	31%	\$6,603.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1873-LIC-L5 11-1874-LIC	SEL L5 Upg View 5 Ent 100 To View S 100 SEL Upg View S Add 10 To View S 10 Ccu	\$9,130.00 \$770.00	K K	31% 31%	\$6,299.70 \$531.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1874-LIC-L1	SEL L1 Upg View S Add 10 To View S 10 Ccu	\$770.00	K	31%	\$505.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1874-LIC-L2	SEL L2 Upg View S Add 10 To View S 10	\$716.00	K	31%	\$494.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1874-LIC-L3 11-1874-LIC-L4	SEL L3 Upg View S Add 10 To View S 10 SEL L4 Upg View S Add 10 To View S 10	\$693.00 \$670.00	K K	31% 31%	\$478.17 \$462.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1874-LIC-L5	SEL L5 Upg View S Add 10 To View S 10	\$639.00	ĸ	31%	\$440.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1875-LIC	SEL Upg View S Add 100 To View S 100	\$7,700.00	K	31%	\$5,313.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1875-LIC-L1 11-1875-LIC-L2	SEL L1 Upg View S Add 100 To View S 100 SEL L2 Upg View S Add 100 To View S 100	\$7,315.00 \$7,161.00	K K	31% 31%	\$5,047.35 \$4,941.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1875-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	11-1875-LIC-L4	SEL L4 Upg View S Add 100 To View S 100	\$6,699.00	K	31%	\$4,622.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1875-LIC-L5 11-1876-LIC	SEL L5 Upg View S Add 100 To View S 100 SEL Upg Thinapp Cl To View Std Add 10	\$6,391.00 \$1,870.00	K K	31% 31%	\$4,409.79 \$1,290.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1876-LIC-L1	SEL L1 Upg Thinapp Cl To View Std Add 10	\$1,777.00	K	31%	\$1,226.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1876-LIC-L2 11-1876-LIC-L3	SEL L2 Upg Thinapp CI To View Std Add 10 SEL L3 Upg Thinapp CI To View Std Add 10	\$1,739.00 \$1,683.00	K K	31% 31%	\$1,199.91 \$1,161.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1876-LIC-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		CARAHSOFT
5	11-1876-LIC-L5	SEL L5 Upg Thinapp Cl To View Std Add 10	\$1,552.00	K	31%	\$1,070.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1879-LIC 11-1879-LIC-L1	SEL Upg Ent Add To View Std 10 Promo SEL L1 Upg Ent Add To View Std 10 Ccu	\$1,925.00 \$1,829.00	K K	31% 31%	\$1,328.25 \$1,262.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1879-LIC-L2	SEL L2 Upg Ent Add To View Std 10 Ccu	\$1,790.00	K	31%	\$1,235.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1879-LIC-L3	SEL L3 Upg Ent Add To View Std 10 Ccu	\$1,733.00	K	31%	\$1,195.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1879-LIC-L4 11-1879-LIC-L5	SEL L4 Upg Ent Add To View Std 10 Ccu SEL L5 Upg Ent Add To View Std 10 Ccu	\$1,675.00 \$1,598.00	K K	31% 31%	\$1,155.75 \$1,102.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1880-LIC	SEL Ug Ent Add To View S 100 Ccu Promo	\$19,250.00	K	31%	\$13,282.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1880-LIC-L1	SEL L1 Upg Ent Add To View Std 100 Ccu	\$18,288.00 \$17,903.00	K K	31% 31%	\$12,618.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5 5	11-1880-LIC-L2 11-1880-LIC-L3	SEL L2 Upg Ent Add To View Std 100 Ccu SEL L3 Upg Ent Add To View Std 100 Ccu	\$17,903.00	K	31%	\$12,353.07 \$11,954.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-1880-LIC-L4	SEL L4 Upg Ent Add To View Std 100 Ccu	\$16,748.00	K	31%	\$11,556.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1880-LIC-L5 11-1881-LIC	SEL L5 Upg Ent Add To View Std 100 Ccu SEL Usfederal Upg Mirage 5 To Adv 10 Ccu	\$15,978.00 \$3,025.00	K K	31% 31%	\$11,024.82 \$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	11-1881-LIC-L1	SEL L1 Upg Mirage 5 To Adv 10 Ccu	\$2,874.00	ĸ	31%	\$1,983.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1881-LIC-L2	SEL L2 Upg Mirage 5 To Adv 10 Ccu	\$2,813.00	K	31%	\$1,940.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1881-LIC-L3 11-1881-LIC-L4	SEL L3 Upg Mirage 5 To Adv 10 Ccu SEL L4 Upg Mirage 5 To Adv 10 Ccu	\$2,723.00 \$2,632.00	K K	31% 31%	\$1,878.87 \$1,816.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1881-LIC-L5	SEL L5 Upg Mirage 5 To Adv 10 Ccu	\$2,511.00	K	31%	\$1,732.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1882-LIC 11-1882-LIC-L1	SEL Usfederal Ug Mirage 5 To Adv 100 Ccu SEL L1 Upg Mirage 5 To Adv 100 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	11-1882-LIC-L2	SEL L2 Upg Mirage 5 To Adv 100 Ccu	\$28,133.00	ĸ	31%	\$19,411.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1882-LIC-L3	SEL L3 Upg Mirage 5 To Adv 100 Ccu	\$27,225.00	K	31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1882-LIC-L4 11-1882-LIC-L5	SEL L4 Upg Mirage 5 To Adv 100 Ccu SEL L5 Upg Mirage 5 To Adv 100 Ccu	\$26,318.00 \$25,108.00	K K	31% 31%	\$18,159.42 \$17,324.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1883-LIC	SEL Usfederal Upg View Add To Adv 10 Ccu	\$2,530.00	K	31%	\$1,745.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1883-LIC-L1 11-1883-LIC-L2	SEL L1 Upg View Add To Adv 10 Ccu SEL L2 Upg View Add To Adv 10 Ccu	\$2,404.00 \$2,353.00	K	31% 31%	\$1,658.76 \$1,623.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1883-LIC-L3	SEL L3 Upg View Add To Adv 10 Ccu	\$2,277.00	ĸ	31%	\$1,571.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1883-LIC-L4	SEL L4 Upg View Add To Adv 10 Ccu	\$2,201.00	K	31%	\$1,518.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1883-LIC-L5 11-1884-LIC	SEL L5 Upg View Add To Adv 10 Ccu SEL Usfederal Ug View Add To Adv 100 Ccu	\$2,100.00 \$25,300.00	K K	31% 31%	\$1,449.00 \$17,457.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1884-LIC-L1	SEL L1 Upg View Add To Adv 100 Ccu	\$24,035.00	K	31%	\$16,584.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1884-LIC-L2 11-1884-LIC-L3	SEL L2 Upg View Add To Adv 100 Ccu SEL L3 Upg View Add To Adv 100 Ccu	\$23,529.00 \$22,770.00	K K	31% 31%	\$16,235.01 \$15,711.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1884-LIC-L4	SEL L4 Upg View Add To Adv 100 Ccu	\$22,011.00	ĸ	31%	\$15,187.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1884-LIC-L5	SEL L5 Upg View Add To Adv 100 Ccu	\$20,999.00	K	31%	\$14,489.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1885-LIC 11-1885-LIC-L1	SEL Usfederal Upg View Add To Ent 10 Ccu SEL L1 Upg View Add To Ent 10 Ccu	\$3,740.00 \$3,553.00	K K	31% 31%	\$2,580.60 \$2,451.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1885-LIC-L2	SEL L2 Upg View Add To Ent 10 Ccu	\$3,478.00	K	31%	\$2,399.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1885-LIC-L3 11-1885-LIC-L4	SEL L3 Upg View Add To Ent 10 Ccu SEL L4 Upg View Add To Ent 10 Ccu	\$3,366.00 \$3,254.00	K K	31% 31%	\$2,322.54 \$2,245.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1886-LIC	SEL Usfederal Ug View Add To Ent 100 Ccu	\$37,400.00	ĸ	31%	\$25,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1886-LIC-L1	SEL L1 Upg View Add To Ent 100P Ccu	\$35,530.00	K	31%	\$24,515.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1886-LIC-L2 11-1886-LIC-L3	SEL L2 Upg View Add To Ent 100P Ccu SEL L3 Upg View Add To Ent 100P Ccu	\$34,782.00 \$33,660.00	K	31% 31%	\$23,999.58 \$23,225.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1886-LIC-L4	SEL L4 Upg View Add To Ent 100P Ccu	\$32,538.00	ĸ	31%	\$22,451.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1889-LIC 11-1889-LIC-L1	SEL Upg Workspace To Adv 10P Nus SEL L1 Upg Workspace To Adv 10P Nus	\$1,210.00	K K	31% 31%	\$834.90 \$801.78		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT CARAHSOFT
5	11-1889-LIC-L1 11-1889-LIC-L2	SEL L1 Upg Workspace To Adv 10P Nus SEL L2 Upg Workspace To Adv 10P Nus	\$1,162.00 \$1,137.00	K K	31% 31%	\$801.78 \$784.53		\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	\$0.00	CARAHSOFT
5	11-1889-LIC-L3	SEL L3 Upg Workspace To Adv 10P Nus	\$1,101.00	K	31%	\$759.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1889-LIC-L4 11-1889-LIC-L5	SEL L4 Upg Workspace To Adv 10P Nus SEL L5 Upg Workspace To Adv 10P Nus	\$1,065.00 \$1,004.00	K K	31% 31%	\$734.85 \$692.76		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1890-LIC	SEL Upg Workspace To Adv 100P Nus	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1890-LIC-L1	SEL L1 Upg Workspace To Adv 100P Nus	\$11,616.00	K	31%	\$8,015.04	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-1890-LIC-L2 11-1890-LIC-L3	SEL L2 Upg Workspace To Adv 100P Nus SEL L3 Upg Workspace To Adv 100P Nus	\$11,374.00 \$11,011.00	K K	31% 31%	\$7,848.06 \$7,597.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1890-LIC-L4	SEL L4 Upg Workspace To Adv 100P Nus	\$10,648.00	K	31%	\$7,347.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1890-LIC-L5 11-1909-LIC	SEL L5 Upg Workspace To Adv 100P Nus SEL Mrg Win/ Hw Mig 1 Dev TI 6M Min 10	\$10,043.00 \$55.00	K K	31% 31%	\$6,929.67 \$37.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1971-LIC-L1	SEL: VR-ATADV-ENT-UG-F-L1	\$5,606.00	K	31%	\$3,868.14		\$0.00	\$0.00		\$0.00		CARAHSOFT

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sкu	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)		RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	11-1971-LIC-L2	SEL: VR-ATADV-ENT-UG-F-L2	\$5,488.00	K K	31%	\$3,786.72		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1971-LIC-L3 11-1971-LIC-L4	SEL: VR-ATADV-ENT-UG-F-L3 SEL: VR-ATADV-ENT-UG-F-L4	\$5,311.00 \$5,134.00		31% 31%	\$3,664.59 \$3,542.46		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1971-LIC-L5	SEL: VR-ATADV-ENT-UG-F-L5	\$4,898.00	K	31%	\$3,379.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1976-LIC-M1G	SEL: PV-WBS-CPU-G-TLSS-F	\$550.00		31%	\$379.50		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1976-LIC-M1P 11-1976-LIC-M2G	SEL: PV-WBS-CPU-P-TLSS-F SEL: PV-WBS-CPU-2G-TLSS-F	\$825.00 \$1,100.00		31% 31%	\$569.25 \$759.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1976-LIC-M2P	SEL: PV-WBS-CPU-2P-TLSS-F	\$1,650.00		31%	\$1,138.50		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1976-LIC-M3G	SEL: PV-WBS-CPU-3G-TLSS-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1976-LIC-M3P 11-1977-LIC	SEL: PV-WBS-CPU-3P-TLSS-F SEL: PV-GFXD-CPU-F	\$2,475.00 \$2,750.00		31% 31%	\$1,707.75 \$1,897.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1977-LIC 11-1980-LIC	SEL: VR6-OSTD25-F	\$3,438.00		31%	\$2,372.22		\$0.00	\$0.00	\$0.00	\$0.00		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	K	31%	\$2,205.93	\$0.00	\$0.00	\$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	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1980-LIC-L5	SEL: VR6-OSTD25-F-L5	\$2,853.00		31%	\$1,968.57		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1981-LIC	SEL: VR6-OADV25-F	\$7,563.00	K	31%	\$5,218.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1981-LIC-L1	SEL: VR6-OADV25-F-L1	\$7,184.00		31%	\$4,956.96		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1981-LIC-L2 11-1981-LIC-L3	SEL: VR6-OADV25-F-L2 SEL: VR6-OADV25-F-L3	\$7,033.00 \$6,806.00		31% 31%	\$4,852.77 \$4,696.14		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1981-LIC-L4	SEL: VR6-OADV25-F-L4	\$6,579.00		31%	\$4,539.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1981-LIC-L5	SEL: VR6-OADV25-F-L5	\$6,277.00	K	31%	\$4,331.13		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1982-LIC	SEL: VR6-OENT25-F	\$19,113.00	K K	31%	\$13,187.97		\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		CARAHSOFT
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		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		CARAHSOFT
5	11-1982-LIC-L4	SEL: VR6-OENT25-F-L4	\$16,628.00		31%	\$11,473.32		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1982-LIC-L5 11-1983-LIC	SEL: VR6-OENT25-F-L5 SEL: VR6-OSTD-OADV-UG-F	\$15,863.00 \$4,538.00		31% 31%	\$10,945.47 \$3,131.22		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1983-LIC-L1	SEL: VR6-OSTDOADV-UG-F-L1	\$4,311.00		31%	\$2,974.59		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1983-LIC-L2	SEL: VR6-OSTDOADV-UG-F-L2	\$4,220.00	K	31%	\$2,911.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1983-LIC-L3 11-1983-LIC-L4	SEL: VR6-OSTDOADV-UG-F-L3 SEL: VR6-OSTDOADV-UG-F-L4	\$4,084.00 \$3,948.00		31% 31%	\$2,817.96 \$2,724.12		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1983-LIC-L5	SEL: VR6-OSTDOADV-UG-F-L4 SEL: VR6-OSTDOADV-UG-F-L5	\$3,766.00		31%	\$2,724.12		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1984-LIC	SEL: VR6-OSTD-OENT-UG-F	\$17,243.00		31%	\$11,897.67		\$0.00	\$0.00	\$0.00	\$0.00		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 5	11-1984-LIC-L2 11-1984-LIC-L3	SEL: VR6-OSTDOENT-UG-F-L2 SEL: VR6-OSTDOENT-UG-F-L3	\$16,036.00 \$15,518.00	K K	31% 31%	\$11,064.84 \$10,707.42		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1984-LIC-L4	SEL: VR6-OSTDOENT-UG-F-L4	\$15,001.00	K	31%	\$10,707.42		\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	CARAHSOFT
5	11-1985-LIC	SEL: VR6-OADV-OENT-UG-F	\$12,705.00	K	31% 31%	\$8,766.45		\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1985-LIC-L1 11-1985-LIC-L2	SEL: VR6-OADVOENT-UG-F-L1 SEL: VR6-OADVOENT-UG-F-L2	\$12,070.00 \$11,816.00		31%	\$8,328.30 \$8,153.04		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1985-LIC-L3	SEL: VR6-OADVOENT-UG-F-L3	\$11,435.00	ĸ	31%	\$7,890.15		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1985-LIC-L4	SEL: VR6-OADVOENT-UG-F-L4	\$11,053.00		31%	\$7,626.57		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1985-LIC-L5 11-1987-LIC	SEL: VR6-OADVOENT-UG-F-L5 SEL: VR6-PCADV25-F	\$10,545.00 \$5,500.00		31% 31%	\$7,276.05 \$3,795.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1987-LIC-L1	SEL: VR6-PCADV25-F-L1	\$5,225.00	ĸ	31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1987-LIC-L2	SEL: VR6-PCADV25-F-L2	\$5,115.00		31%	\$3,529.35		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1987-LIC-L3 11-1987-LIC-L4	SEL: VR6-PCADV25-F-L3 SEL: VR6-PCADV25-F-L4	\$4,950.00 \$4,785.00		31% 31%	\$3,415.50 \$3,301.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1987-LIC-L4 11-1987-LIC-L5	SEL: VR6-PCADV25-F-L4 SEL: VR6-PCADV25-F-L5	\$4,765.00	K	31%	\$3,149.85		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1988-LIC	SEL: VR6-PCENT25-F	\$10,863.00		31%	\$7,495.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1988-LIC-L1	SEL: VR6-PCENT25-F-L1	\$10,319.00		31%	\$7,120.11		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 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	K K	31% 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	11-1988-LIC-L4	SEL: VR6-PCENT25-F-L4	\$9,450.00	K	31%	\$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		31%	\$6,221.04		\$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	K K	31% 31%	\$4,072.38 \$3,868.14		\$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		CARAHSOFT
5	11-1989-LIC-L3	SEL: VR6-PCADVENT-UG-F-L3	\$5,311.00	K	31%	\$3,664.59	\$0.00	\$0.00	\$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	11-1989-LIC-L5 11-1993-LIC-M2P	SEL: PV-APSTE-2P-TLSS-F	\$4,898.00 \$1,100.00		31%	\$3,379.62 \$759.00		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1994-LIC	SEL: CV-CCU-10-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1994-LIC-L1	SEL: CV-CCU-10-F-L1	\$1,568.00		31%	\$1,081.92		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1994-LIC-L2 11-1994-LIC-L3	SEL: CV-CCU-10-F-L2 SEL: CV-CCU-10-F-L3	\$1,535.00 \$1,485.00	K	31% 31%	\$1,059.15 \$1,024.65		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1994-LIC-L4	SEL: CV-CCU-10-F-L4	\$1,436.00		31%	\$990.84		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1994-LIC-L5	SEL: CV-CCU-10-F-L5	\$1,370.00	K	31%	\$945.30		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1995-LIC 11-1995-LIC-L1	SEL: CV-CCU-100-F SEL: CV-CCU-100-F-L1	\$16,500.00 \$15,675.00	K	31% 31%	\$11,385.00 \$10,815.75		\$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 SEL: CV-CCU-100-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1995-LIC-L3	SEL: CV-CCU-100-F-L3	\$14,850.00		31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1995-LIC-L4	SEL: CV-CCU-100-F-L4	\$14,355.00		31%	\$9,904.95		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1995-LIC-L5 11-1996-LIC	SEL: CV-CCU-100-F-L5 SEL: HZ-APV-ENTC-10-UG-F	\$13,695.00 \$4,235.00		31% 31%	\$9,449.55 \$2,922.15		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1996-LIC-L1	SEL: HZ-APVENTC10-UG-F-L1	\$4,023.00		31%	\$2,922.15		\$0.00	\$0.00	\$0.00	\$0.00		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	11-1996-LIC-L3	SEL: HZ-APVENTC10-UG-F-L3	\$3,812.00		31%	\$2,630.28		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1996-LIC-L4 11-1997-LIC	SEL: HZ-APVENTC10-UG-F-L4 SEL: HZ-APV-ENTC-100-UG-F	\$3,684.00 \$42,350.00		31% 31%	\$2,541.96 \$29,221.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1997-LIC-L1	SEL: HZ-APVENTC100UG-F-L1	\$40,233.00		31%	\$27,760.77		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1997-LIC-L2	SEL: HZ-APVENTC100UG-F-L2	\$39,386.00		31%	\$27,176.34		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1997-LIC-L3 11-1997-LIC-L4	SEL: HZ-APVENTC100UG-F-L3 SEL: HZ-APVENTC100UG-F-L4	\$38,115.00 \$44,740.00		31% 31%	\$26,299.35 \$30,870.60		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1997-LIC-L4 11-1998-LIC	SEL: VR6-VU10-F	\$825.00		31%	\$569.25		\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
-	*		+			Ţ.30.20	+1.50	‡ 1.00	+1.50	+00	+00	+=.50	

						IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		
BAND	sки	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)		RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	11-1998-LIC-L1	SEL: VR6-VU10-F-L1	\$784.00		31%	\$540.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1998-LIC-L2 11-1998-LIC-L3	SEL: VR6-VU10-F-L2 SEL: VR6-VU10-F-L3	\$767.00 \$743.00		31% 31%	\$529.23 \$512.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1998-LIC-L4	SEL: VR6-VU10-F-L4	\$718.00	K	31%	\$495.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-1998-LIC-L5	SEL: VR6-VU10-F-L5	\$685.00		31%	\$472.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-1999-LIC 11-1999-LIC-L1	SEL: VR6-VU100-F SEL: VR6-VU100-F-L1	\$8,250.00 \$7,838.00	K K	31% 31%	\$5,692.50 \$5,408.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-1999-LIC-L2	SEL: VR6-VU100-F-L2	\$7,673.00		31%	\$5,294.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-1999-LIC-L3	SEL: VR6-VU100-F-L3	\$7,425.00	K	31%	\$5,123.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-1999-LIC-L4 11-1999-LIC-L5	SEL: VR6-VU100-F-L4 SEL: VR6-VU100-F-L5	\$7,178.00 \$6,848.00	K K	31% 31%	\$4,952.82	\$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-L5 11-2000-LIC	SEL: V-PS-TRN-PKG-PRO-F	\$1,100.00		31%	\$4,725.12 \$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2003-LIC	SEL: WS11-LW-FE	\$275.00		31%	\$189.75	\$0.00	\$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	\$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	K K	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	11-2006-LIC-L2	SEL: VR6-BSTD-F-L2	\$1,535.00	K	31%	\$1,059.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2006-LIC-L3	SEL: VR6-BSTD-F-L3	\$1,485.00		31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2006-LIC-L4 11-2006-LIC-L5	SEL: VR6-BSTD-F-L4 SEL: VR6-BSTD-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	11-2007-LIC	SEL: VR6-BADV-F	\$2,475.00	ĸ	31%	\$1,707.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2007-LIC-L1	SEL: VR6-BADV-F-L1	\$2,351.00	K	31%	\$1,622.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2007-LIC-L2 11-2007-LIC-L3	SEL: VR6-BADV-F-L2 SEL: VR6-BADV-F-L3	\$2,302.00 \$2,228.00	K K	31% 31%	\$1,588.38 \$1,537.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2007-LIC-L3	SEL: VR6-BADV-F-L4	\$2,153.00	K	31%	\$1,485.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2007-LIC-L5	SEL: VR6-BADV-F-L5	\$2,054.00		31%	\$1,417.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2008-LIC	SEL: VR6-BENT-F	\$3,713.00	K K	31%	\$2,561.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2008-LIC-L1 11-2008-LIC-L2	SEL: VR6-BENT-F-L1 SEL: VR6-BENT-F-L2	\$3,527.00 \$3,453.00		31% 31%	\$2,433.63 \$2,382.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2008-LIC-L3	SEL: VR6-BENT-F-L3	\$3,341.00	K	31%	\$2,305.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2008-LIC-L4	SEL: VR6-BENT-F-L4	\$3,230.00	K	31%	\$2,228.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2008-LIC-L5 11-2009-LIC	SEL: VR6-BENT-F-L5 SEL: VR6-BSTD25-F	\$3,081.00 \$5,500.00		31% 31%	\$2,125.89 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2009-LIC-L1	SEL: VR6-BSTD25-F-L1	\$5,225.00		31%	\$3,605.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2009-LIC-L2	SEL: VR6-BSTD25-F-L2	\$5,115.00		31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2009-LIC-L3 11-2009-LIC-L4	SEL: VR6-BSTD25-F-L3 SEL: VR6-BSTD25-F-L4	\$4,950.00 \$4,785.00		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	11-2009-LIC-L5	SEL: VR6-BSTD25-F-L5	\$4,565.00	K	31%	\$3,149.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 5	11-2011-LIC	SEL: VR6-BSTD-BENT-UG-F	\$2,272.00	K K	31%	\$1,567.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2012-LIC 11-2013-LIC	SEL: VR6-BADV-BENT-UG-F SEL: VR-CODE-OSI-F	\$1,364.00 \$1,375.00		31% 31%	\$941.16 \$948.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2013-LIC-L1	SEL: VR-CODE-OSI-F-L1	\$1,306.00	K	31%	\$901.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2013-LIC-L2	SEL: VR-CODE-OSI-F-L2	\$1,279.00 \$1,238.00	K K	31%	\$882.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5 5	11-2013-LIC-L3 11-2013-LIC-L4	SEL: VR-CODE-OSI-F-L3 SEL: VR-CODE-OSI-F-L4	\$1,196.00		31% 31%	\$854.22 \$825.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	11-2013-LIC-L5	SEL: VR-CODE-OSI-F-L5	\$1,141.00	K	31%	\$787.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2014-LIC	SEL: VR-CODE-CPU-F	\$8,250.00	K K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2014-LIC-L1 11-2014-LIC-L2	SEL: VR-CODE-CPU-F-L1 SEL: VR-CODE-CPU-F-L2	\$7,838.00 \$7,673.00		31% 31%	\$5,408.22 \$5,294.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2014-LIC-L3	SEL: VR-CODE-CPU-F-L3	\$7,425.00	K	31%	\$5,123.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2014-LIC-L4	SEL: VR-CODE-CPU-F-L4	\$7,178.00	K K	31%	\$4,952.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2014-LIC-L5 11-2015-LIC	SEL: VR-CODE-CPU-F-L5 SEL: HZ-FLX-10-F	\$6,848.00 \$2,750.00	K	31% 31%	\$4,725.12 \$1.897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2015-LIC-L1	SEL: HZ-FLX-10-F-L1	\$2,613.00	K	31%	\$1,802.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2015-LIC-L2	SEL: HZ-FLX-10-F-L2	\$2,558.00	K	31%	\$1,765.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2015-LIC-L3 11-2015-LIC-L4	SEL: HZ-FLX-10-F-L3 SEL: HZ-FLX-10-F-L4	\$2,475.00 \$2,393.00		31% 31%	\$1,707.75 \$1,651.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2015-LIC-L5	SEL: HZ-FLX-10-F-L5	\$2,283.00	K	31%	\$1,575.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2016-LIC	SEL: HZ-FUSPL7-FLX-UG-F	\$110.00		31%	\$75.90	\$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	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2016-LIC-L3	SEL: HZ-FUSPL7-FLX-UG-F-L3	\$99.00	ĸ	31%	\$68.31	\$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		31%	\$66.24	\$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		31%	\$129.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2017-LIC-L2	SEL: HZ-FUS56-FLX-UG-F-L2	\$184.00		31%	\$126.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2017-LIC-L3 11-2017-LIC-L4	SEL: HZ-FUS56-FLX-UG-F-L3 SEL: HZ-FUS56-FLX-UG-F-L4	\$178.00 \$172.00		31% 31%	\$122.82 \$118.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2017-LIC-L5	SEL: HZ-FUS56-FLX-UG-F-L5	\$164.00		31%	\$113.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2019-M1G-LIC	SEL: VR8-ADV-XC-G-SAAS-F	\$57,200.00		31%	\$39,468.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		CARAHSOFT
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	K K	31% 31%	\$74,199.84 \$77,053.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2019-M3G-LIC	SEL: VR8-ADV-XC-3G-SAAS-F	\$151,008.00	K	31%	\$104,195.52	\$0.00	\$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	\$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
	11-2020-M1P-LIC	SEL: VR8-ENT-XC-2G-SAAS-F	\$107,536.00		31%	\$74,199.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2020-M2P-LIC	SEL: VR8-ENT-XC-2P-SAAS-F	\$111,672.00	K	31%	\$77,053.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2020-M3G-LIC 11-2020-M3P-LIC	SEL: VR8-ENT-XC-3G-SAAS-F SEL: VR8-ENT-XC-3P-SAAS-F	\$151,008.00		31% 31%	\$104,195.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2020-M3P-LIC 11-2021-M1G-LIC	SEL: VR8-ENT-XC-3P-SAAS-F SEL: VR8-ADV-ST-G-SAAS-F	\$156,816.00 \$7,150.00		31% 31%	\$108,203.04 \$4,933.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2021-M1P-LIC	SEL: VR8-ADV-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	11-2021-M2G-LIC 11-2021-M2P-LIC	SEL: VR8-ADV-ST-2G-SAAS-F SEL: VR8-ADV-ST-2P-SAAS-F	\$13,442.00 \$13,856.00		31%	\$9,274.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	11-2021-M2P-LIC 11-2021-M3G-LIC	SEL: VR8-ADV-ST-2P-SAAS-F SEL: VR8-ADV-ST-3G-SAAS-F	\$13,856.00		31% 31%	\$9,560.64 \$13,024.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
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1	5	11-2024-LIC	SEL: EDU-SRMICM58-OS-F	\$15,125.00	K	31%	\$10,436.25	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	CARAHSOFT
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5 11-2054-LLC-LLS SEL-VR-LOSTED-PAYUGF-LLS \$12,000 K 31% \$8,004 \$0.00 \$0				\$13,653.00	K									
5 11-2054-LC-LC SEL-VR-LISTER/AV-UGF-LL SEL-VR-LISTER/														
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5 11-2055-LIC-L1 SEL WR-CADVETRADVIGF-L1 \$7,765.00 K 31% \$5,64.45 \$0.00														
5 11-2055-LIC-L2 SEL-VR-CAN/STRADVIG-FL2 \$37,78.00 K 311/6 \$3.53.91 \$0.00 \$0.0														
6 11-2055-10-13 SEL-VR-CADVISTEADVUGF-13 ST,480.0 K 31% S5,167.4 S0.0														
6 11-2055-LIC-L4 SEL-WR-CADYSTEADVUGF-L4 \$7,240.0 K 311/k \$4,995.60 \$0.00 \$0														
5 11-2056-LIC_L SEL_VR-GOTD-STEADVUGF-L \$15,600.0 X 31% \$11,400.2 X 50.0 \$0.0														
\$ 11-2056-LIC-L1 SEL: VR-GSTISTEADVUGF-L2 \$15,473.0 K 31% \$10,906.14 \$0.00 \$0.														
5 11-2006-LIC-L2 SEL VP-GOTISTEADVIGF-L2 \$15,473.00 K 31% \$10,076.37 \$3.00 \$0.00 \$														
\$ 11-2964-LC-L3 SEL VR-OSTIDSTEADVUG-F-L3 \$14,974.00 K 31% \$10,332.06 \$0.00 \$0														
5 11-205-LICL5 SEL:VR-OAD/STEADVUGF-FL5 \$13,899.00 K 31% \$9,226.21 \$0.00	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 11-2057-LICC SEL VR-OADVSTEADVLG-FL1 \$12,90.00 K 31% \$8,349.00 \$0.00 \$														
5 11-2057-LIC-L1 SEL WR-OADVSTEADVUGF-L1 \$11,495.00 K 31% \$7,391.55 \$0.00 \$0.0														
5 11-2697-LIC-L2 SEL: WR-OADVSTEADVUG-F-L2 \$11,253.00 K 31% \$7,784.57 \$0,00 \$0.00 \$0														
5 11-2057-LIC-L4 SEL VR-OADVSTEADVUG-F-L4 \$10,527.00 K 31% \$7,268.63 \$0.00 \$0.														
5 11-2057-LC-L5 SEL: NR-OADNSTEADV-UG-F-L5 \$10,043.00 K 31% \$6,929.67 \$0.00														
5 11-2058-LICL SEL: VR.STD.STEADV-LIG-F-L1 SEL: VR.STD.STEADV-LIG-F-L2 SEL: VR.STD.STEADV-LIG-F-L3 SEL: VR.STD.STEADV-LIG-F-L3 SEL: VR.STD.STEADV-LIG-F-L3 SEL: VR.STD.STEADV-LIG-F-L4 SEL: VR.STD.STEADV-LIG-F-L5 SEL: VR.STD.STD.STD.STD.STD.STD.STD.STD.STD.STD														
5 11-2058-LIC-L2 SEL: VR-STDSTEADV-LIG-F-L2 \$16,179.00 K 31% \$11,163.51 \$0.00														
\$ 11-2058-LIC-L3 SEL: VR.STDSTEADV-UG-F-L3 \$15.00 K 31% \$10,803.33 \$0.00														
5 11-2088-LIC-L4 SEL: VR-STDSTEADV-LIG-F-L4 \$15,135.00 K 31% \$10,433.15 \$0.00														
\$ 11-2089-LIC-LS SEL: VR-SDTSTEADV-UGF-L5 \$14,439.00 K 31% \$9,96.21 \$0.00 \$0.0														
5 11-2099-LIC-L1 SEL: VR-RADVSTEENTUG-F-L1 S9,002.00 K 31% S6,241.38 S0.00 S0.														
5 11-2059-LIC-L2 SEL: VR-RADVSTEENTUG-F-L2 \$9,002.00 K 31% \$6,211.38 \$0.00			SEL: VR-RADV-STEENT-UG-F											CARAHSOFT
\$ 11-2099-LIC-L4 SEL: VR-RADVSTEENTUGF-L3 \$8,422.00 K 31% \$6,012.8 \$0.00													\$0.00	CARAHSOFT
5 11-2095-LIC-L4 SEL: VR-RADVSTEENTUGF-L4 \$8,422.00 K 31% \$5,811.18 \$0.00 \$0.0														
5 11-2080-LIC-L5 SEL: VR-RADVSTEENTUGF-L5 SEL: VR-RADVSTEENTUGF-L5 SEL: VR-RADVSTEENTUGF-L5 SEL: VR-RADVSTEADV-LG-F S12,100.00 K 31% S8,349.00 \$0.00 \$	5	11-2059-LIC-L4			K								\$0.00	CARAHSOFT
5 11-2080-LIC-L1 SEL: VR-RADVSTEADVUGF-L1 \$11,495.00 K 31% \$7,391.55 \$0.00 \$0.	5	11-2059-LIC-L5	SEL: VR-RADVSTEENTUG-F-L5	\$8,034.00	K		\$5,543.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 11-2080-LIC-12 SEL: VR-RADVSTEADVUGF-L2 \$11,253.00 K 31% \$7,764.57 \$0.00 \$0.														
5 11-2060-LIC-L3 SEL: VR-RADVSTEADVUGF-L3 \$10,890.0 K 31% \$7,514.10 \$0.0														
5 11-2061-LIC-L4 SEL: VR-RADVSTEADVUGF-L4 \$10,527.00 K 31% \$7,263.63 \$0.00 \$0.														
5 11-2061-LIC SEL: VR-BOSTD-STEADV-UG-F \$14,372.00 K 31% \$9,916.68 \$0.00	5	11-2060-LIC-L4	SEL: VR-RADVSTEADVUG-F-L4	\$10,527.00	K	31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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 \$0.00 \$0.00 \$0.00 CARAHSOFT 5 11-2061-LIC-L2 SEL: VR-BOSTDSTEADVUGF-L2 \$13,365.00 K 31% \$9,221.85 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT														
5 11-2061-LIC-L2 SEL: VR-BOSTDSTEADVUGF-L2 \$13,365.00 K 31% \$9,221.85 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 CARAHSOFT														
	5	11-2061-LIC-L3	SEL: VR-BOSTDSTEADVUGF-L3	\$12,934.00	K	31%	\$8,924.46	\$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)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	11-2061-LIC-L4 11-2061-LIC-L5	SEL: VR-BOSTDSTEADVUGF-L4 SEL: VR-BOSTDSTEADVUGF-L5	\$12,503.00 \$11,928.00	K K	31% 31%	\$8,627.07 \$8,230.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2062-LIC	SEL: VR-RSTD-STEADV-UG-F	\$16,638.00	K	31%	\$11,480.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		CARAHSOFT
5 5	11-2062-LIC-L2 11-2062-LIC-L3	SEL: VR-RSTDSTEADVUG-F-L2 SEL: VR-RSTDSTEADVUG-F-L3	\$15,473.00 \$14,974.00	K K	31% 31%	\$10,676.37 \$10,332.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2062-LIC-L4	SEL: VR-RSTDSTEADVUG-F-L4	\$14,475.00	ĸ	31%	\$9,987.75	\$0.00	\$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	\$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	ĸ	31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2063-LIC-L3	SEL: HZ-PRA50STD100UGF-L3	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2063-LIC-L4 11-2063-LIC-L5	SEL: HZ-PRA50STD100UGF-L4 SEL: HZ-PRA50STD100UGF-L5	\$11,963.00 \$11,413.00	K K	31% 31%	\$8,254.47 \$7,874.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2063-LIC-LS 11-2064-LIC	SEL: EDU-VCOPICM6-OS-F	\$41,525.00	K	31%	\$28,652.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2065-LIC	SEL: EDU-VCOPICM6-OE-F	\$4,945.00	K	31%	\$3,412.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2066-LIC	SEL: EDU-VCOPICM6-XP-F	\$4,153.00	K	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	K K	31% 31%	\$1,138.50 \$1,081.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2067-LIC-L2	SEL: MGP-10-F-L2	\$1,535.00	K	31%	\$1,059.15	\$0.00	\$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		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	K K	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	ĸ	31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L1	SEL: MGP-100-F-L1	\$15,675.00	K	31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2068-LIC-L2 11-2068-LIC-L3	SEL: MGP-100-F-L2 SEL: MGP-100-F-L3	\$15,345.00 \$14,850.00	K K	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	11-2068-LIC-L4	SEL: MGP-100-F-L4	\$14,355.00	K	31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2068-LIC-L5	SEL: MGP-100-F-L5	\$13,695.00	K	31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2069-LIC 11-2069-LIC-L1	SEL: MW-MGP-10-F SEL: MW-MGP-10-F-L1	\$1,210.00 \$1,150.00	K K	31% 31%	\$834.90 \$793.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2069-LIC-L2	SEL: MW-MGP-10-F-L2	\$1,125.00	K	31%	\$776.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2069-LIC-L3	SEL: MW-MGP-10-F-L3	\$1,089.00	K	31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2069-LIC-L4 11-2069-LIC-L5	SEL: MW-MGP-10-F-L4	\$1,053.00	K	31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
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	K K	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	\$0.00	CARAHSOFT
5	11-2070-LIC-L2	SEL: MW-MGP-100-F-L2	\$10,803.00	K	31%	\$7,454.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2070-LIC-L3 11-2070-LIC-L4	SEL: MW-MGP-100-F-L3 SEL: MW-MGP-100-F-L4	\$10,454.00 \$10,106.00	K K	31% 31%	\$7,213.26 \$6,973.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2070-LIC-L5	SEL: MW-MGP-100-F-L5	\$9,641.00	ĸ	31%	\$6,652.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2071-LIC	SEL: HZ-MGP-ADVC-10-UG-F	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2071-LIC-L1 11-2071-LIC-L2	SEL: HZ-MGP-ADVC10UG-F-L1 SEL: HZ-MGP-ADVC10UG-F-L2	\$2,874.00 \$2.813.00	K K	31% 31%	\$1,983.06 \$1,940.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2071-LIC-L3	SEL: HZ-MGP-ADVC10UG-F-L3	\$2,723.00	K	31%	\$1,878.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2071-LIC-L4	SEL: HZ-MGP-ADVC10UG-F-L4	\$2,632.00	K	31%	\$1,816.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2071-LIC-L5 11-2072-LIC	SEL: HZ-MGP-ADVC10UG-F-L5 SEL: HZ-MGP-ADVC-100-UG-F	\$2,511.00	K K	31% 31%	\$1,732.59 \$20,872.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2072-LIC 11-2072-LIC-L1	SEL: HZ-MGP-ADVC100UGF-L1	\$30,250.00 \$28,738.00	K	31%	\$20,672.50 \$19,829.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	11-2072-LIC-L3	SEL: HZ-MGP-ADVC100UGF-L3	\$27,225.00	K	31%	\$18,785.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2072-LIC-L4 11-2072-LIC-L5	SEL: HZ-MGP-ADVC100UGF-L4 SEL: HZ-MGP-ADVC100UGF-L5	\$26,318.00 \$25,108.00	K K	31% 31%	\$18,159.42 \$17,324.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2073-LIC	SEL: HZ-MGP-ADVN-10-UG-F	\$1,210.00	ĸ	31%	\$834.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2073-LIC-L1	SEL: HZ-MGPADVN10-UG-F-L1	\$1,150.00	K	31%	\$793.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2073-LIC-L2 11-2073-LIC-L3	SEL: HZ-MGPADVN10-UG-F-L2 SEL: HZ-MGPADVN10-UG-F-L3	\$1,125.00 \$1,089.00	K K	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	11-2073-LIC-L4	SEL: HZ-MGPADVN10-UG-F-L4	\$1,053.00	ĸ	31%	\$726.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2073-LIC-L5	SEL: HZ-MGPADVN10-UG-F-L5	\$1,004.00	K	31%	\$692.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2074-LIC 11-2074-LIC-L1	SEL: HZ-MGP-ADVN-100-UG-F SEL: HZ-MGPADVN100UG-F-L1	\$12,100.00 \$11,495.00	K K	31% 31%	\$8,349.00 \$7,931.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2074-LIC-L2	SEL: HZ-MGPADVN100UG-F-L2	\$11,253.00	ĸ	31%	\$7,764.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2074-LIC-L3	SEL: HZ-MGPADVN100UG-F-L3	\$10,890.00	K	31%	\$7,514.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2074-LIC-L4 11-2074-LIC-L5	SEL: HZ-MGPADVN100UG-F-L4 SEL: HZ-MGPADVN100UG-F-L5	\$10,527.00 \$10,043.00	K K	31% 31%	\$7,263.63 \$6,929.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2075-LIC	SEL: WSP-STE-10-F	\$5,390.00	ĸ	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	\$53,900.00	K	31%	\$37,191.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2112-LIC 11-2112-LIC-L1	SEL: ST6-VSAN-F SEL: ST6-VSAN-F-L1	\$2,745.00 \$2,607.00	K K	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		CARAHSOFT CARAHSOFT
5	11-2112-LIC-L2	SEL: ST6-VSAN-F-L2	\$2,552.00	K	31%	\$1,760.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	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
5	11-2112-LIC-L4 11-2113-LIC	SEL: ST6-VSAN-F-L4	\$2,388.00 \$12,623.00	K K	31% 31%	\$1,647.72 \$8,709.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2113-LIC-L1	SEL: ST6-VSA-VSAN-UG-F SEL: ST6-VSA-VSAN-UG-F-L1	\$12,623.00	K	31%	\$8,273.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2113-LIC-L2	SEL: ST6-VSA-VSAN-UG-F-L2	\$11,739.00	K	31%	\$8,099.91	\$0.00	\$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%	\$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% 31%	\$7,577.58 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2114-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	\$0.00	CARAHSOFT
5	11-2114-LIC-L2	SEL: ST6-VSDT100-F-L2	\$5,115.00	K	31%	\$3,529.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2114-LIC-L3 11-2114-LIC-L4	SEL: ST6-VSDT100-F-L3 SEL: ST6-VSDT100-F-L4	\$4,950.00 \$4,785.00	K K	31% 31%	\$3,415.50 \$3,301.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2115-LIC	SEL: ST6-VSDT100-F-L4 SEL: ST6-VSDT10-F	\$550.00	K	31%	\$3,301.65	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2115-LIC-L1	SEL: ST6-VSDT10-F-L1	\$523.00	K	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2115-LIC-L2 11-2115-LIC-L3	SEL: ST6-VSDT10-F-L2 SEL: ST6-VSDT10-F-L3	\$512.00 \$495.00	K K	31% 31%	\$353.28 \$341.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2115-LIC-L3 11-2115-LIC-L4	SEL: ST6-VSDT10-F-L3 SEL: ST6-VSDT10-F-L4	\$479.00	K	31%	\$341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2116-LIC	SEL: VCS6-FND-F	\$1,645.00	K	31%	\$1,135.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2116-LIC-L1	SEL: VCS6-FND-F-L1	\$1,562.00	K	31%	\$1,077.78	\$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	11-2116-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
	11-2116-LIC-L4	SEL: VCS6-FND-F-L4	\$1,431.00	K	31%	\$987.39	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2117-LIC	SEL: VCS6-FND-STD-UG-F	\$4,235.00		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		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
	11-2117-LIC-L3	SEL: VCS6-FND-STD-UG-F-L3	\$3,812.00		31%	\$2,630.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2117-LIC-L4	SEL: VCS6-FND-STD-UG-F-L4	\$3,684.00	K	31%	\$2,541.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2118-LIC 11-2118-LIC-L1	SEL: VCS6-STD-F SEL: VCS6-STD-F-L1	\$5,495.00 \$5,220.00	K K	31% 31%	\$3,791.55 \$3,601.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2118-LIC-L2	SEL: VCS6-STD-F-L2	\$5,220.00		31%	\$3,525.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2118-LIC-L3	SEL: VCS6-STD-F-L3	\$4,945.00	K	31%	\$3,412.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2118-LIC-L4	SEL: VCS6-STD-F-L4	\$4,780.00		31%	\$3,298.20	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2119-LIC 11-2119-LIC-L1	SEL: VC-SRM6-25E-F SEL: VC-SRM6-25E-F-L1	\$13,613.00 \$12,932.00		31% 31%	\$9,392.97 \$8,923.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2119-LIC-L2	SEL: VC-SRM6-25E-F-L2	\$12,660.00		31%	\$8,735.40	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2119-LIC-L3	SEL: VC-SRM6-25E-F-L3	\$12,251.00		31%	\$8,453.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	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 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
	11-2120-LIC-L1	SEL: VC-SRM6-25E-UG-F-L1	\$8,621.00		31%	\$5,948.49	\$0.00	\$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	\$0.00	CARAHSOFT
5	11-2120-LIC-L3	SEL: VC-SRM6-25E-UG-F-L3	\$8,168.00		31%	\$5,635.92	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2120-LIC-L4 11-2121-LIC	SEL: VC-SRM6-25E-UG-F-L4 SEL: VC-SRM6-25S-F	\$7,895.00 \$5,363.00	K K	31% 31%	\$5,447.55 \$3,700.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2121-LIC-L1	SEL: VC-SRM6-25S-F-L1	\$5,094.00	ĸ	31%	\$3,514.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2121-LIC-L2	SEL: VC-SRM6-25S-F-L2	\$4,987.00	K	31%	\$3,441.03	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2121-LIC-L3 11-2121-LIC-L4	SEL: VC-SRM6-25S-F-L3 SEL: VC-SRM6-25S-F-L4	\$4,826.00 \$4,665.00	K K	31% 31%	\$3,329.94 \$3,218.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2177-LIC	SEL: V-SC-PL-3USR-F	\$99.00		31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2178-LIC	SEL: V-SC-MF-3USR-F	\$20.00		31%	\$13.80	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2179-LIC	SEL: V-SCSSCL-3US1Y-F	\$33.00		31%	\$22.77	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT CARAHSOFT
5 5	11-2180-LIC 11-2181-LIC	SEL: V-SCSDCL-3US1Y-F SEL: V-VCB-PL-3USR-F	\$46.00 \$220.00		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
	11-2182-LIC	SEL: V-VCB-MF-3USR-F	\$44.00	K	31%	\$30.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2183-LIC	SEL: V-VCBSSCL-3US1Y-F	\$99.00		31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2184-LIC 11-2197-LIC	SEL: V-VCBSDCL-3US1Y-F SEL: V-TCSBSCL-DEV1Y-F	\$132.00 \$13.00		31% 31%	\$91.08 \$8.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2198-LIC	SEL: V-TCSBDCL-DEV1Y-F	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2199-LIC	SEL: V-TCSBOP-DEV1Y-F	\$13.00		31%	\$8.97	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2200-LIC	SEL: V-PS-AWT-SP-F	\$550.00		31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2202-LIC 11-2202-LIC-L1	SEL: UEM-CCU-10-F SEL: UEM-CCU-10-F-L1	\$550.00 \$523.00		31% 31%	\$379.50 \$360.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2202-LIC-L2	SEL: UEM-CCU-10-F-L2	\$512.00	K	31%	\$353.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5 5	11-2202-LIC-L3 11-2202-LIC-L4	SEL: UEM-CCU-10-F-L3 SEL: UEM-CCU-10-F-L4	\$495.00 \$479.00	K K	31% 31%	\$341.55 \$330.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2203-LIC	SEL: UEM-CCU-100-F	\$5,500.00		31%	\$3,795.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2203-LIC-L1	SEL: UEM-CCU-100-F-L1	\$5,225.00		31%	\$3,605.25	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2203-LIC-L2	SEL: UEM-CCU-100-F-L2	\$5,115.00		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		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 5	11-2204-LIC-L1	SEL: UEM-NU-10-F-L1	\$314.00 \$307.00		31%	\$216.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2204-LIC-L2 11-2204-LIC-L3	SEL: UEM-NU-10-F-L2 SEL: UEM-NU-10-F-L3	\$297.00		31% 31%	\$211.83 \$204.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2204-LIC-L4	SEL: UEM-NU-10-F-L4	\$287.00	K	31%	\$198.03	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2205-LIC	SEL: UEM-NU-100-F	\$3,300.00		31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2205-LIC-L1 11-2205-LIC-L2	SEL: UEM-NU-100-F-L1 SEL: UEM-NU-100-F-L2	\$3,135.00 \$3,069.00	K K	31% 31%	\$2,163.15 \$2,117.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2205-LIC-L3	SEL: UEM-NU-100-F-L3	\$2,970.00	K	31%	\$2,049.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2205-LIC-L4	SEL: UEM-NU-100-F-L4	\$2,871.00	K	31%	\$1,980.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2206-LIC 11-2206-LIC-L1	SEL: HZ-UEM-ENTC-10-UG-F SEL: HZ-UMENTC-10-UGF-L1	\$5,775.00 \$5,486.00	K K	31% 31%	\$3,984.75 \$3,785.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2206-LIC-L2	SEL: HZ-UMENTC-10-UGF-L2	\$5,371.00		31%	\$3,705.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2206-LIC-L3	SEL: HZ-UMENTC-10-UGF-L3	\$5,198.00		31%	\$3,586.62	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 5	11-2206-LIC-L4 11-2207-LIC	SEL: HZ-UMENTC-10-UGF-L4 SEL: HZ-UEM-ENTC-100-UG-F	\$5,024.00 \$57,750.00		31% 31%	\$3,466.56 \$39,847.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2207-LIC-L1	SEL: HZ-UMENTC-100-UGF-L1	\$54,863.00	ĸ	31%	\$37,855.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2207-LIC-L2	SEL: HZ-UMENTC-100-UGF-L2	\$53,708.00		31%	\$37,058.52	\$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	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2208-LIC	SEL: HZ-UEM-ENTN-10-UG-F	\$3,520.00		31%	\$2,428.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2208-LIC-L1	SEL: HZ-UMENTN-10-UGF-L1	\$3,344.00		31%	\$2,307.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2208-LIC-L2	SEL: HZ-UMENTN-10-UGF-L2	\$3,274.00	K	31%	\$2,259.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2208-LIC-L3 11-2208-LIC-L4	SEL: HZ-UMENTN-10-UGF-L3 SEL: HZ-UMENTN-10-UGF-L4	\$3,168.00 \$3,062.00	K	31% 31%	\$2,185.92 \$2,112.78	\$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
	11-2209-LIC	SEL: HZ-UEM-ENTN-100-UG-F	\$35,200.00	ĸ	31%	\$24,288.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2209-LIC-L1	SEL: HZ-UMENTN-100-UGF-L1	\$33,440.00	K	31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2209-LIC-L2 11-2209-LIC-L3	SEL: HZ-UMENTN-100-UGF-L2 SEL: HZ-UMENTN-100-UGF-L3	\$32,736.00 \$31,680.00		31% 31%	\$22,587.84 \$21,859.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2209-LIC-L3	SEL: HZ-UMENTN-100-0GF-L3 SEL: HZ-UMENTN-100-UGF-L4	\$30,624.00		31%	\$21,039.20	\$0.00	\$0.00	\$0.00		\$0.00		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
	11-2210-LIC-L1	SEL: HZ-APMC-10-F-L1 SEL: HZ-APMC-10-F-L2	\$1,881.00 \$1,841.00		31% 31%	\$1,297.89	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2210-LIC-L2 11-2210-LIC-L3	SEL: HZ-APMC-10-F-L2 SEL: HZ-APMC-10-F-L3	\$1,841.00 \$1,782.00		31% 31%	\$1,270.29 \$1,229.58	\$0.00 \$0.00	\$0.00	\$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
	11-2211-LIC	SEL: HZ-APMC-100-F	\$19,800.00		31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2211-LIC-L1 11-2211-LIC-L2	SEL: HZ-APMC-100-F-L1 SEL: HZ-APMC-100-F-L2	\$18,810.00 \$18,414.00		31% 31%	\$12,978.90 \$12,705.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	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

					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
	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	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2212-LIC-L1	SEL: HZ-APMN-10-F-L1	\$1,254.00		31%	\$865.26	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2212-LIC-L2	SEL: HZ-APMN-10-F-L2	\$1,228.00		31%	\$847.32	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2212-LIC-L3 11-2212-LIC-L4	SEL: HZ-APMN-10-F-L3 SEL: HZ-APMN-10-F-L4	\$1,188.00 \$1,148.00		31% 31%	\$819.72 \$792.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2213-LIC	SEL: HZ-APMN-100-F	\$13,200.00		31%	\$9,108.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2213-LIC-L1	SEL: HZ-APMN-100-F-L1	\$12,540.00	K	31%	\$8,652.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2213-LIC-L2 11-2213-LIC-L3	SEL: HZ-APMN-100-F-L2 SEL: HZ-APMN-100-F-L3	\$12,276.00 \$11,880.00		31% 31%	\$8,470.44 \$8,197.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2213-LIC-L4	SEL: HZ-APMN-100-F-L4	\$11,484.00		31%	\$7,923.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2214-LIC	SEL: HZ-APM-ENTN-10-UG-F	\$2,783.00	K	31%	\$1,920.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	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	\$0.00		CARAHSOFT
	11-2214-LIC-L2 11-2214-LIC-L3	SEL: HZ-APMENTN-10-UGF-L2 SEL: HZ-APMENTN-10-UGF-L3	\$2,588.00 \$2,505.00		31% 31%	\$1,785.72 \$1,728.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2214-LIC-L4	SEL: HZ-APMENTN-10-UGF-L4	\$2,421.00	K	31%	\$1,670.49	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2215-LIC	SEL: HZ-APM-ENTN-100-UG-F	\$27,830.00		31%	\$19,202.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	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		31% 31%	\$18,242.91 \$17,858.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2215-LIC-L3	SEL: HZ-AMENTN-100-0G1-L2 SEL: HZ-AMENTN-100-UGF-L3	\$25,047.00		31%	\$17,282.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2215-LIC-L4	SEL: HZ-AMENTN-100-UGF-L4	\$24,212.00	K	31%	\$16,706.28	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
	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
	11-2216-LIC-L1 11-2216-LIC-L2	SEL: HZ-APMENTC-10-0GF-L1 SEL: HZ-APMENTC-10-UGF-L2	\$4,541.00 \$4,445.00		31%	\$3,133.29 \$3,067.05	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2216-LIC-L3	SEL: HZ-APMENTC-10-UGF-L3	\$4,302.00	K	31%	\$2,968.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2216-LIC-L4	SEL: HZ-APMENTC-10-UGF-L4	\$4,158.00		31%	\$2,869.02	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2217-LIC 11-2217-LIC-L1	SEL: HZ-APM-ENTC-100-UG-F SEL: HZ-AMENTC-100-UGF-L1	\$47,795.00 \$45,405.00		31% 31%	\$32,978.55 \$31,329.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2217-LIC-L2	SEL: HZ-AMENTC-100-UGF-L2	\$44,449.00		31%	\$30,669.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2217-LIC-L3	SEL: HZ-AMENTC-100-UGF-L3	\$43,016.00		31%	\$29,681.04	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2217-LIC-L4 11-2218-LIC	SEL: HZ-AMENTC-100-UGF-L4 SEL: CN-ABD-F	\$41,582.00 \$99,000.00		31% 31%	\$28,691.58 \$68,310.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2218-LIC-L1	SEL: CN-ABD-F-L1	\$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	K	31%	\$63,528.30	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2218-LIC-L3 11-2218-LIC-L4	SEL: CN-ABD-F-L3 SEL: CN-ABD-F-L4	\$89,100.00 \$86,130.00		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
	11-2219-LIC	SEL: CN-CP-F	\$33,000.00		31%	\$22,770.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2219-LIC-L1	SEL: CN-CP-F-L1	\$31,350.00	K	31%	\$21,631.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2219-LIC-L2	SEL: CN-CP-F-L2	\$30,690.00		31%	\$21,176.10	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2219-LIC-L3 11-2219-LIC-L4	SEL: CN-CP-F-L3 SEL: CN-CP-F-L4	\$29,700.00 \$28,710.00		31% 31%	\$20,493.00 \$19,809.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2220-LIC	SEL: CN-DR-F	\$16,500.00		31%	\$11,385.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2220-LIC-L1	SEL: CN-DR-F-L1 SEL: CN-DR-F-L2	\$15,675.00		31%	\$10,815.75	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2220-LIC-L2 11-2220-LIC-L3	SEL: CN-DR-F-L2 SEL: CN-DR-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	11-2220-LIC-L4	SEL: CN-DR-F-L4	\$14,355.00	K	31%	\$9,904.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2221-LIC	SEL: CN-RP-F	\$33,000.00		31%	\$22,770.00	\$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 \$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		CARAHSOFT CARAHSOFT
5	11-2221-LIC-L3	SEL: CN-RP-F-L3	\$29,700.00	K	31%	\$20,493.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2221-LIC-L4	SEL: CN-RP-F-L4 SEL: CN-ABD-3P-TLSS-F	\$28,710.00		31% 31%	\$19,809.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2222-LIC 11-2223-LIC	SEL: CN-ABD-3F-1LSS-F	\$87,120.00 \$33,000.00		31%	\$60,112.80 \$22,770.00	\$0.00	\$0.00	\$0.00		\$0.00		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
	11-2225-LIC	SEL: CN-CP-P-TLSS-F	\$11,000.00		31%	\$7,590.00	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5 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		31% 31%	\$10,018.80 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2228-LIC	SEL: CN-RP-3P-TLSS-F	\$29,040.00	K	31%	\$20,037.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2229-LIC 11-2231-LIC	SEL: CN-RP-P-TLSS-F SEL: CON-HZN-PILOT-F	\$11,000.00		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
	11-2231-LIC 11-2236-LIC	SEL: WSP-ADVN-10-UG-F	\$81,818.00 \$1,980.00		31%	\$1,366.20	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2237-LIC	SEL: WSP-ADVN-100-UG-F	\$19,800.00	K	31%	\$13,662.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2238-LIC 11-2239-LIC	SEL: WSP-STD-20-UG-F SEL: WSP-STD-200-UG-F	\$8,470.00 \$84,700.00		31% 31%	\$5,844.30 \$58,443.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2239-LIC 11-2240-LIC	SEL: WSP-S1D-200-0G-F SEL: WSP-ENTC-20-UG-F	\$4,510.00		31%	\$30,443.00 \$3.111.90	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2241-LIC	SEL: WSP-ENTC-200-UG-F	\$45,100.00	K	31%	\$31,119.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2244-LIC	SEL: HZ-LXC-10-F	\$1,650.00		31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2244-LIC-L1 11-2244-LIC-L2	SEL: HZ-LXC-10-F-L1 SEL: HZ-LXC-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		CARAHSOFT CARAHSOFT
	11-2244-LIC-L3	SEL: HZ-LXC-10-F-L3	\$1,485.00	K	31%	\$1,024.65	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2244-LIC-L4	SEL: HZ-LXC-10-F-L4	\$1,436.00		31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	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
	11-2245-LIC-L2	SEL: HZ-LXC-100-F-L2	\$15,345.00		31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2245-LIC-L3	SEL: HZ-LXC-100-F-L3	\$14,850.00		31%	\$10,246.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2245-LIC-L4 11-2246-LIC	SEL: HZ-LXC-100-F-L4 SEL: HZ-LXC-ENTC-10-UG-F	\$14,355.00 \$5,143.00		31% 31%	\$9,904.95 \$3,548.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
	11-2246-LIC-L1	SEL: HZ-LXCENTC-10-0G-F	\$4,885.00		31%	\$3,370.65	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
5	11-2246-LIC-L2	SEL: HZ-LXCENTC-10-UGF-L2	\$4,783.00	K	31%	\$3,300.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
	11-2246-LIC-L3	SEL: HZ-LXCENTC-10-UGF-L3	\$4,628.00		31%	\$3,193.32	\$0.00	\$0.00	\$0.00		\$0.00		CARAHSOFT
	11-2246-LIC-L4 11-2247-LIC	SEL: HZ-LXCENTC-10-UGF-L4 SEL: HZ-LXC-ENTC-100-UG-F	\$4,474.00 \$51,425.00		31% 31%	\$3,087.06 \$35,483.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2247-LIC-L1	SEL: HZ-LXCENTC-100-UGF-L1	\$48,854.00	K	31%	\$33,709.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	11-2247-LIC-L2	SEL: HZ-LXCENTC-100-UGF-L2	\$47,825.00	K	31%	\$32,999.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
	11-2247-LIC-L3 11-2247-LIC-L4	SEL: HZ-LXCENTC-100-UGF-L3 SEL: HZ-LXCENTC-100-UGF-L4	\$46,283.00 \$44,740.00		31% 31%	\$31,935.27 \$30,870.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2248-LIC	SEL: VR6-MEDI-F	\$66,000.00	K	31%	\$45,540.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	CARAHSOFT
5	11-2248-LIC-L1	SEL: VR6-MEDI-F-L1	\$62,700.00	K	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	\$0.00	CARAHSOFT

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	1	1				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
5	11-2248-LIC-L3	SEL: VR6-MEDI-F-L3	\$59,400.00	K	31%	\$40,986.00	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2248-LIC-L4 11-2251-LIC	SEL: VR6-MEDI-F-L4 SEL HZ-APMNE-10-FPRO	\$57,420.00 \$1,122.00	K K	31% 31%	\$39,619.80 \$774.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2251-LIC-L1	SEL HZ-APMNE-10-FPRO-L1	\$1,066.00	K	31%	\$735.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2251-LIC-L2 11-2251-LIC-L3	SEL HZ-APMNE-10-FPRO-L2 SEL HZ-APMNE-10-FPRO-L3	\$1,043.00 \$1,010.00	K K	31% 31%	\$719.67 \$696.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	CARAHSOFT CARAHSOFT
5	11-2251-LIC-L4	SEL HZ-APMNE-10-FPRO-L4	\$976.00	K	31%	\$673.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	11-2251-LIC-L5	SEL HZ-APMNE-10-FPRO-L5	\$931.00	K	31%	\$642.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	11-2252-LIC 11-2252-LIC-L1	SEL HZ-APMNE-100-FPRO SEL HZ-APMNE-100-FPRO-L1	\$11,220.00 \$10,659.00	K K	31% 31%	\$7,741.80 \$7,354.71	\$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-L2	SEL HZ-APMNE-100-FPRO-L2	\$10,435.00	K	31%	\$7,200.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	11-2252-LIC-L3 11-2252-LIC-L4	SEL HZ-APMNE-100-FPRO-L3 SEL HZ-APMNE-100-FPRO-L4	\$10,098.00 \$9,761.00	K K	31% 31%	\$6,967.62 \$6,735.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	11-2252-LIC-L4 11-2252-LIC-L5	SEL HZ-APMNE-100-FPRO-L4 SEL HZ-APMNE-100-FPRO-L5	\$9,761.00	K	31%	\$6,425.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	1601-LIC-L5	SEL 1601-LIC-L5 HZ-MRG-10-F-L5	\$1,370.00	K	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	2063-LIC 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	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	2063-LIC-L3 2063-LIC-L4	SEL HZ-PRA50STD100UGF-L3 SEL HZ-PRA50STD100UGF-L4	\$12,375.00 \$11,963.00	K K	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	2063-LIC-L5	SEL HZ-PRA50STD1000GF-L5	\$11,413.00	K	31%	\$7,874.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	PS-SUPP-ENTADDLF	SEL: PS-SUPP-ENT-ADDL-F	\$13,200.00	K	31%	\$9,108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	SM-AMGT-F SM-CUSR-F	SELECT: SERV MGR AST MGT SELECT: SERV MGR CONCUSR	\$33,000.00 \$5,500.00	K K	31% 31%	\$22,770.00 \$3,795.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	SM-GND-F	SELECT: SERV MGR FOUND	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	SM-IPLF-F SM-KMGT-F	SELECT: SERV MGR INTPLAT SELECT: SERV MGR KNOWMGT	\$22,000.00 \$11,000.00	K K	31% 31%	\$15,180.00 \$7,590.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	SM-NUSR-F	SELECT: SERV MGR NNOWMGT SELECT: SERV MGR NMUSR	\$1,650.00	ĸ	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	SM-PORT-F	SELECT: SERV MGR PORTAL	\$11,000.00	K	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	SM-SDSK-F SM-WFLW-F	SELECT: SERV MGR SERVDSK SELECT: SERV MGR WRKFL	\$11,000.00 \$22,000.00	K K	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	ST6-ADVD100-F	SEL: ST6-ADVD100-F	\$11,000.00	ĸ	31%	\$7,590.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADVD100-F-L1	SEL: ST6-ADVD100-F-L1	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	ST6-ADVD100-F-L2 ST6-ADVD100-F-L3	SEL: ST6-ADVD100-F-L2 SEL: ST6-ADVD100-F-L3	\$10,230.00 \$9,900.00	K K	31% 31%	\$7,058.70 \$6,831.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADVD100-F-L4	SEL: ST6-ADVD100-F-L4	\$9,570.00	K	31%	\$6,603.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6-ADVD10-F ST6-ADVD10-F-L1	SEL: ST6-ADVD10-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADVD10-F-L1 ST6-ADVD10-F-L2	SEL: ST6-ADVD10-F-L1 SEL: ST6-ADVD10-F-L2	\$1,045.00 \$1,023.00	K K	31% 31%	\$721.05 \$705.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT
5	ST6-ADVD10-F-L3	SEL: ST6-ADVD10-F-L3	\$990.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6-ADVD10-F-L4 ST6-ADV-F	SEL: ST6-ADVD10-F-L4 SEL: ST6-ADV-F	\$957.00 \$4,395.00	K K	31% 31%	\$660.33 \$3,032.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADV-F-L1	SEL: ST6-ADV-F-L1	\$4,175.00	ĸ	31%	\$2,880.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-ADV-F-L2	SEL: ST6-ADV-F-L2	\$4,087.00	K	31%	\$2,820.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6-ADV-F-L3 ST6-ADV-F-L4	SEL: ST6-ADV-F-L3 SEL: ST6-ADV-F-L4	\$3,955.00 \$3,823.00	K K	31% 31%	\$2,728.95 \$2,637.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6-ADV-FPRO	SEL: ST6-ADV-FPRO	\$3,516.00	K	31%	\$2,426.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6-RB-25VM-F ST6-RB-25VM-F-L1	SEL: ST6-RB-25VM-F SEL: ST6-RB-25VM-F-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 5	ST6-RB-25VM-F-L1	SEL: ST6-RB-25VM-F-L1 SEL: ST6-RB-25VM-F-L2	\$13,063.00	ĸ	31%	\$8,823.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6-RB-25VM-F-L3	SEL: ST6-RB-25VM-F-L3	\$12,375.00	K	31%	\$8,538.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6-RB-25VM-F-L4 ST6STDAD100UGFL1	SEL: ST6-RB-25VM-F-L4 SEL: ST6-STDADVD100UGF-L1	\$11,963.00 \$5,748.00	K K	31% 31%	\$8,254.47 \$3,966.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STDAD100UGFL2	SEL: ST6-STDADVD100UGF-L2	\$5,627.00	ĸ	31%	\$3,882.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6STDAD100UGFL3	SEL: ST6-STDADVD100UGF-L3	\$5,445.00	K	31%	\$3,757.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6STDAD100UGFL4 ST6STDAD10UGFL1	SEL: ST6-STDADVD100UGF-L4 SEL: ST6-STDADV-D10UGF-L1	\$5,264.00 \$575.00	K K	31% 31%	\$3,632.16 \$396.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STDAD10UGFL2	SEL: ST6-STDADV-D10UGF-L2	\$563.00	K	31%	\$388.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	ST6STDAD10UGFL3 ST6STDAD10UGFL4	SEL: ST6-STDADV-D10UGF-L3 SEL: ST6-STDADV-D10UGF-L4	\$545.00 \$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	ST6STDADVD100UGF	SEL: ST6-STDADV-D100-UG-F	\$6,050.00	ĸ	31%	\$4,174.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	ST6STDADVD10UGF	SEL: ST6-STDADV-D10-UG-F	\$605.00	K	31%	\$417.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	ST6-STD-ADV-UG-F ST6STD-ADV-UGFL1	SEL: ST6-STD-ADV-UG-F SEL: ST6-STD-ADV-UG-F-L1	\$1,815.00 \$1,724.00	K K	31% 31%	\$1,252.35 \$1,189.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STD-ADV-UGFL2	SEL: ST6-STD-ADV-UG-F-L2	\$1,688.00	K	31%	\$1,164.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	ST6STD-ADV-UGFL3 ST6STD-ADV-UGFL4	SEL: ST6-STD-ADV-UG-F-L3 SEL: ST6-STD-ADV-UG-F-L4	\$1,634.00 \$1,579.00	K K	31% 31%	\$1,127.46 \$1,089.51	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	ST6STD-ADV-UGFL4 ST6STDADVUGFPRO	SEL: ST6-STD-ADV-UG-F-L4 SEL: ST6-STD-ADV-UG-FPRO	\$1,579.00 \$1,452.00	K	31%	\$1,001.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VC-ADM-F	SELECT: VC APDISCMGR INS	\$22,000.00	K	31%	\$15,180.00	\$0.00	\$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	K K	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	ĸ	31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	VC-CMSW-F	SELECT: VC CFG MGR SRV-W	\$875.00	K	31%	\$603.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5 5	VC-CMWW-F V-ECSBDCL-DEV1YF	SELECT: VC CFG MGR WS-W SEL: V-ECSBDCL-DEV1Y-F	\$44.00 \$40.00	K K	31% 31%	\$30.36 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-ECSBOP-DEV1Y-F	SEL: V-ECSBOP-DEV1Y-F	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-ECSBSCL-DEV1YF	SEL: V-ECSBSCL-DEV1Y-F SEL: V-GS-OMSBDCL-DEV1Y-F	\$26.00 \$109.00	K K	31% 31%	\$17.94 \$75.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-MAM-MF-SD-F	SEL: V-MAM-MF-SD-F	\$109.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT
5	V-MAM-PL-SD-F	SEL: V-MAM-PL-SD-F	\$28.00	K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-MBM-MF-AWB-F V-MBM-PL-AWB-F	SEL: V-MBM-MF-AWB-F SEL: V-MBM-PL-AWB-F	\$4.00 \$22.00	K K	31% 31%	\$2.76 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-MDM-MF-AEC-F	SEL: V-MDM-HF-AWB-F SEL: V-MDM-MF-AEC-F	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	V-MDM-PL-AEC-F	SEL: V-MDM-PL-AEC-F	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-OMS-MF-3USR-F V-OMS-PL-3USR-F	SEL V-OMS-MF-3USR-F SEL V-OMS-PL-3USR-F	\$31.00 \$154.00	K K	31% 31%	\$21.39 \$106.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PM-MF-F	SEL: V-PM-MF-F	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	V-PM-PL-F V-PS-CERT-TCP-F	SEL: V-PM-PL-F SEL: V-PS-CERT-TCP-F	\$28.00	K K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CARAHSOFT CARAHSOFT
5	V-F-0-0ENT-10F-F	OLE. V-1 O-OER/ITIOF-I	\$1,100.00	r\	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φυ.00	Onion IOOF I

					N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RANTY UPGRADE	E NET PRICE		Ī
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	V-PS-CERT-TOPE-F V-PS-CERT-TP-F	SEL: V-PS-CERT-TOPE-F SEL: V-PS-CERT-TP-F	\$1,100.00 \$1,100.00	K	31% 31%	\$759.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		CARAHSOFT CARAHSOFT
5	V-PS-CONNECT-1-F	SEL: V-PS-CONNECT-1-F	\$550.00	ĸ	31%	\$379.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-PS-GLD-CLD-SPF V-PS-GLD-OP-SP-F	SEL: V-PS-GLD-CLD-SP-F SEL: V-PS-GLD-OP-SP-F	\$41,250.00 \$55,000.00	K K	31% 31%	\$28,462.50 \$37,950.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	VPSGSOMDCLOSSPF	SEL: V-PS-GSOMDCL-OS-SP-F	\$5,060.00	K	31%	\$37,950.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	VPSGSOMSDCLSPF	SEL: V-PS-GS-OMS-DCL-SP-F	\$3,025.00	K	31%	\$2,087.25	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	V-PS-MBM-SP-F V-PS-MCM-CLDSPF	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			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	V-PS-MIG-ADVSPF V-PS-MIGBASICSPF	SEL: V-PS-MIG-ADV-SP-F SEL: V-PS-MIG-BASIC-SP-F	\$8,250.00 \$2,750.00	K K	31% 31%	\$5,692.50 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	V-PS-SLV-CLD-SPF	SEL: V-PS-SLV-CLD-SP-F	\$2,000.00	K	31%	\$15,180.00	\$0.00	\$0.00		\$0.00	+		CARAHSOFT
5	V-PS-SLV-OP-SP-F	SEL: V-PS-SLV-OP-SP-F	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	V-PS-SUPP-INC-F V-PS-TRN-BTCMP-F	SEL: V-PS-SUPP-INC-F SEL: V-PS-TRN-BTCMP-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			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	V-PS-TRN-GRP-F V-PS-TRN-PROAWF	SEL: V-PS-TRN-GRP-F SEL: V-PS-TRN-PRO-AW-F	\$16,500.00 \$1,100.00	K	31% 31%	\$11,385.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	V-PS-TRNPUBTCMPF	SEL: V-PS-TRN-PU-BTCMP-F	\$2,750.00	K	31%	\$759.00 \$1,897.50	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	V-PS-TRNPUTCPAWF	SEL: V-PS-TRN-PU-TCP-AW-F	\$1,100.00	K	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00			CARAHSOFT
5 5	V-PS-TRN-PUTCPF V-PS-TRNPUTOPAWF	SEL: V-PS-TRN-PU-TCP-F SEL: V-PS-TRN-PU-TOP-AW-F	\$2,200.00 \$1,100.00	K	31% 31%	\$1,518.00 \$759.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	V-PS-TRN-PUTPAWF	SEL: V-PS-TRN-PU-TP-AW-F	\$1,100.00	ĸ	31%	\$759.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5	V-PS-TRN-PU-TP-F	SEL: V-PS-TRN-PU-TP-F	\$2,200.00	K	31%	\$1,518.00	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	VPSUPGGMOMSPF VPSUPGLIOMSSPF	SEL V-PS-UPG-GM-OM-SP-F SEL V-PS-UPG-LI-OMS-SP-F	\$550.00 \$1,375.00	K	31% 31%	\$379.50 \$948.75	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	V-PS-VMW-WKS-SPF	SEL: V-PS-VMW-WKS-SP-F	\$27,500.00	K	31%	\$18,975.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-TCSBDCL-3US1YF V-TCSBSCL-3US1YF	SEL: V-TCSBDCL-3US1Y-F SEL: V-TCSBSCL-3US1Y-F	\$53.00 \$26.00	K K	31% 31%	\$36.57 \$17.94	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	VUPGOM2PLBMSF	SEL: V-103B3CL-30311-F SEL: V-UPG-OM2-PL-BMS-F	\$24.00	K	31%	\$17.94 \$16.56	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	VUPGOM2PLYMSF	SEL: V-UPG-OM2-PL-YMS-F	\$73.00	K	31%	\$50.37	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	VUPGOM2SBCLBMSF VUPGOM2SBCLYMSF	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			CARAHSOFT CARAHSOFT
5	VUPGOM2SBOPBMSF	SEL: V-UPG-OM2-SB-OPBMS-F	\$18.00	ĸ	31%	\$12.42	\$0.00	\$0.00		\$0.00			CARAHSOFT
5	VUPGOM2SBOPYMSF	SEL: V-UPG-OM2-SB-OPYMS-F	\$61.00 \$87.00		31% 31%	\$42.09	\$0.00	\$0.00		\$0.00			CARAHSOFT CARAHSOFT
5 5	V-UPG-OMS-DC-USF V-UPG-OMS-MF-USF	SEL V-UPG-OMS-DC-US-F SEL V-UPG-OMS-MF-US-F	\$87.00 \$17.00	K K	31%	\$60.03 \$11.73	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT
5	V-UPG-OMS-PL-USF	SEL V-UPG-OMS-PL-US-F	\$85.00	ĸ	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	V-UPG-OMS-SC-USF	SEL V-UPG-OMS-SC-US-F SEL: WS12-PLAY6-7-UGF	\$74.00	K	31% 31%	\$51.06	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	WS12-PLAY6-7-UGF WS12-PLAY-F	SEL: WS12-PLAY-F	\$88.00 \$165.00	K	31%	\$60.72 \$113.85	\$0.00	\$0.00 \$0.00		\$0.00			CARAHSOFT
5	WS12-PLAY-UG-FE	SEL: WS12-PLAY-UG-FE	\$110.00	K	31%	\$75.90	\$0.00	\$0.00		\$0.00			CARAHSOFT
5 5	WS-PLAY-SUP-1PAK WS-PLAY-SUP-3PAK	SEL: WS-PLAY-SUP-1PAK SEL: WS-PLAY-SUP-3PAK	\$33.00 \$88.00	K	31% 31%	\$22.77 \$60.72	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CARAHSOFT CARAHSOFT
5	WS-PLAY-SUP-5PAK	SEL: WS-PLAY-SUP-5PAK	\$134.00	ĸ	31%	\$92.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CARAHSOFT
5 5	B218-0020-000 NTTP04CD	SELECT CN-FLASH - COMPACT FLASH SEL 155M 622M IR 1310NM IR-1 X	\$74.00 \$486.00	K	31% 31%	\$51.06 \$335.34	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) CIENA) CIENA
5	NTZF06JB	SEL 65K 9.1 SP-2 DUAL CPU 7/14/32 SLOT	\$4,911.00	K	31%	\$3,388.59	\$0.00	\$0.00		\$0.00) CIENA
5	NTZF06JG	SEL 65K 9.3 SHLF PROC SP-2 DUAL CPU KIT	\$4,911.00	K	31%	\$3,388.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CIENA
5	VFDD225VMC CEADN-BRNZ	SEL VF-DD2-25VM-C) SEL Cloudera Analytic Brnz Node (10 min)	\$18,750.00 \$7,876.92	K	31% 31%	\$12,937.50 \$5,435.07	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) CIENA) CLOUDERA
5	CEADN-GOLD	SEL Cloudera Analytic Gold Node (10 min)	\$9,846.15	ĸ	31%	\$6,793.84	\$0.00	\$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	K	31% 31%	\$1,358.77 \$1,698.46	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) CLOUDERA) CLOUDERA
5	CEDEN-GOLD-I	SEL Cloudera Basic Gold Node (10 min) SEL Cloudera Data Eng Brnz Node (10 min)	\$2,461.54	K	31%	\$1,698.46 \$2,717.54	\$0.00	\$0.00		\$0.00) CLOUDERA) CLOUDERA
5	CEDEN-GOLD	SEL Cloudera Data Eng Gold Node (10 min)	\$4,923.08	K	31%	\$3,396.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CLOUDERA
5 5	CEDHN-BRNZ CEDHN-GOLD	SEL Cloudera EDHub Bronze Node (10 min) SEL Cloudera EDHub Gold Node (10 min)	\$9,846.15 \$12,307.69	K	31% 31%	\$6,793.84 \$8,492.31	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) CLOUDERA) CLOUDERA
5	CEODN-BRNZ	SEL Cloudera Operatril Brnz Node (10 min)	\$5,907.69	ĸ	31%	\$4,076.31	\$0.00	\$0.00		\$0.00) CLOUDERA
5	CEODN-GOLD	SEL Cloudera Operatni Gold Node (10 min)	\$7,384.62	K	31% 31%	\$5,095.39	\$0.00 \$132.25	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			CLOUDERA
5 5	456-111-342 456-111-343	Secure VM SecVM 1yr Term 25-99=IB Secure VM SecVM 1yr Term 100-499=IB	\$575.00 \$470.00	K K	31% 31%	\$396.75 \$324.30	\$132.25 \$108.10	\$0.00 \$0.00		\$0.00			CLOUDLINK CLOUDLINK
5	456-111-344	Secure VM SecVM 1yr Term 500-999=IB	\$405.00	K	31%	\$279.45	\$93.15	\$0.00	\$0.00	\$0.00	\$0.00	\$93.15	CLOUDLINK
5 5	456-111-345 456-111-346	Secure VM SecVM 1yr Term 1000+=IB Secure VM SecVM Perpetual 25-99=IB	\$310.00 \$1,425.00	K K	31% 31%	\$213.90 \$983.25	\$71.30 \$327.75	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	456-111-347	Secure VM SecVM Perpetual 20-99=IB	\$1,175.00	K	31%	\$810.75	\$270.25	\$0.00		\$0.00			CLOUDLINK
5	456-111-348	Secure VM SecVM Perpetual 500-999=IB	\$1,010.00	K	31%	\$696.90	\$232.30	\$0.00		\$0.00			CLOUDLINK
5 5	456-111-349 456-111-895	Secure VM SecVM Perpetual 1000+=IB Secure VM SVM for CPSD HW per VM=IB	\$775.00 \$500.00	K K	31% 31%	\$534.75 \$345.00	\$178.25 \$115.00	\$0.00 \$0.00		\$0.00 \$0.00			CLOUDLINK CLOUDLINK
5	456-111-896	Secure VM SVM for CPSD HW per socket=ZC	\$5,000.00	ĸ	31%	\$3,450.00	\$1,150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,150.00) CLOUDLINK
5	458-000-999 458-001-000	Secure VM SecVM Term Secure VM SecVM Perpetual	\$0.00 \$0.00	K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) CLOUDLINK) CLOUDLINK
5	458-001-880	Secure VM SecVM for CPD HW Perpetual	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) CLOUDLINK
5	AMS-PA-D	SEL PRO Archiver Developer	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00		\$0.00		\$0.00	CRAWFORD TECH
5 5	AMS-PADSS-NP AMS-PADSS-P	SEL PRO Archiver DigiSig Svr Non-Prod SEL PRO Archiver DigiSig Svr Prod	\$7,813.00 \$31,250.00	K	31% 31%	\$5,390.97 \$21,562.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CRAWFORD TECH CRAWFORD TECH
5	AMS-PA-MS	SEL PRO Archiver Mig Svr Mthly Rental	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CRAWFORD TECH
5	AMS-PAPS-DM-NP	SEL PRO Archiver for DM Pro Svr Non-Prod	\$48,438.00	K	31%	\$33,422.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		CRAWFORD TECH CRAWFORD TECH
5 5	AMS-PAPS-DM-P AMS-PAPS-IA-NP	SEL PRO Archiver for DM Prc Svr Prod SEL PRO Archiver for IA Prc Svr Non-Prod	\$193,750.00 \$48,438.00		31% 31%	\$133,687.50 \$33,422.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CRAWFORD TECH CRAWFORD TECH
5	AMS-PAPS-IA-P	SEL PRO Archiver for IA Prc Svr Prod	\$193,750.00	K	31%	\$133,687.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CRAWFORD TECH
5 5	AMS-PARES-NP AMS-PARES-P	SEL PRO Archiver Redaction Svr Non-Prod SEL PRO Archiver Redaction Svr Prod	\$3,125.00 \$12,500.00		31% 31%	\$2,156.25 \$8,625.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CRAWFORD TECH CRAWFORD TECH
5	AMS-PARPS-NP	SEL PRO Archiver Redaction Svr Prod SEL PRO Archiver Reprint Svr Non-Prod	\$12,500.00 \$12,500.00		31%	\$8,625.00	\$0.00	\$0.00		\$0.00			CRAWFORD TECH
5	AMS-PARPS-P	SEL PRO Archiver Reprint Svr Prod	\$50,000.00	K	31%	\$34,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CRAWFORD TECH
5 5	AMS-PARS-DM-NP AMS-PARS-DM-P	SEL PRO Archiver for DM Ret Svr Non-Prod SEL PRO Archiver for DM Ret Svr Prod	\$16,406.00 \$65,625.00		31% 31%	\$11,320.14 \$45,281.25	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			CRAWFORD TECH CRAWFORD TECH
5	AMS-PARS-IA-NP	SEL PRO Archiver for IA Ret Svr Non-Prod	\$16,406.00		31%	\$11,320.14	\$0.00	\$0.00		\$0.00			CRAWFORD TECH

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ВА	ND	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 PART
	5	AMS-PARS-IA-P	SEL PRO Archiver for IA Ret Svr Prod	\$65,625.00	K	31%	\$45,281.25	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	, ,	\$0.00	\$0.00	CRAWFORD TECH
5	5	AMS-PAUAS-NP	SEL PRO Archiver PDF/UA Svr Non-Prod	\$14,063.00	K	31%	\$9,703.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CRAWFORD TECH
5		AMS-PAUAS-P IA100KPPY	SEL PRO Archiver PDF/UA Svr Prod SEL: PDFOPTIMIZER 100k PPY	\$56,250.00 \$1.875.00	K K	31% 31%	\$38,812.50 \$1,293.75		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CRAWFORD TECH CVISION
5		IA100KPPYO	SEL: PDFOPTIMIZER 100K PPY SEL: PDFOPTIMIZER 100K PPY W/OCR	\$2,250.00	K	31%	\$1,293.75		\$0.00	\$0.00		\$0.00		CVISION
5	5	IA10MPPY	SEL: PDFOPTIMIZER 10M PPY	\$42,500.00	K	31%	\$29,325.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5		IA10MPPYO IA1MPPY	SEL: PDFOPTIMIZER 10M PPY W/OCR SEL: PDFOPTIMIZER 1M PPY	\$46,875.00 \$8.500.00	K K	31% 31%	\$32,343.75 \$5,865.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		IA1MPPYO	SEL: PDFOPTIMIZER 1M PPY SEL: PDFOPTIMIZER 1M PPY W/OCR	\$9,375.00	K	31%	\$5,865.00 \$6.468.75	\$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	CVISION
5		IA1Y100KO	SEL:PDFOPTIMIZER 1YR -100K PGS W/OCR	\$450.00	K	31%	\$310.50		\$0.00	\$0.00		\$0.00		CVISION CVISION
5		IA20MPPY IA20MPPYO	SEL: PDFOPTIMIZER 20M PPY SEL: PDFOPTIMIZER 20M PPY W/OCR	\$80,000.00 \$86,250.00	K K	31% 31%	\$55,200.00 \$59,512.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION
5		IA40MPPY	SEL: PDFOPTIMIZER 40M PPY	\$113,750.00	ĸ	31%	\$78,487.50	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		IA40MPPYO	SEL: PDFOPTIMIZER 40M PPY W/OCR	\$123,750.00	K	31%	\$85,387.50	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		IASTE100KPPY IASTE10MPPY	SEL: PDF OPTIMIZATION SUITE 100k PPY SEL: PDF OPTIMIZATION SUITE 10M PPY	\$3,825.00 \$79.688.00	K K	31% 31%	\$2,639.25 \$54,984.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
Ę		IASTE1MPPY	SEL: PDF OPTIMIZATION SUITE 1M PPY	\$15,938.00	ĸ	31%	\$10,997.22	\$0.00	\$0.00	\$0.00		\$0.00	+	CVISION
5		IASTE1Y100K	SEL:PDF OPTIMIZATION SUITE 1YR-100k PGS	\$765.00	K	31%	\$527.85	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		IASTE20MPPY IASTE40MPPY	SEL: PDF OPTIMIZATION SUITE 20M PPY SEL: PDF OPTIMIZATION SUITE 40M PPY	\$146,625.00 \$210,375.00	K K	31% 31%	\$101,171.25 \$145,158.75		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		IASTEVP100K	SEL:PDF OPTIMIZATION SOITE 40W FFT SEL:PDF OPTIMIZ SUITE VOL PACK 100k PGS	\$2,125.00	K	31%	\$1,466.25		\$0.00	\$0.00		\$0.00		CVISION
5	5	IAVP100K	SEL: PDFOPTIMIZER VOL PACK; 100k PGS	\$1,031.00	K	31%	\$711.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5		IAVP100KO IOS100KPPY	SEL:PDFOPTIMIZER VOL PACK 100k PGS W/OCR SEL: IMAGEOPTIMIZATION SERVICES 100K PPY	\$1,250.00	K K	31% 31%	\$862.50 \$17,163.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		IOS100KPP1	SEL: IMAGEOPTIMIZATION SERVICES 100R PPY	\$24,875.00 \$67,375.00	K	31%	\$17,163.75 \$46.488.75	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5	5	IOS1MPPY	SEL: IMAGEOPTIMIZATION SERVICES 1M PPY	\$37,375.00	K	31%	\$25,788.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5	5	IOS20MPPY	SEL: IMAGEOPTIMIZATION SERVICES 20M PPY	\$124,875.00	K	31%	\$86,163.75		\$0.00	\$0.00		\$0.00		CVISION
5	5	IOS40MPPY IOSSTE100KPPY	SEL: IMAGEOPTIMIZATION SERVICES 40M PPY SEL: IO SVS w/PDF Optimiz Suite 100k PPY	\$178,625.00 \$42,288.00	ĸ	31% 31%	\$123,251.25 \$29,178.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		IOSSTE10MPPY	SEL: IO SVS w/PDF Optimiz Suite 10M PPY	\$114,538.00	ĸ	31%	\$79,031.22	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		IOSSTE1MPPY	SEL: IO SVS w/PDF Optimiz Suite 1M PPY	\$63,538.00	K	31%	\$43,841.22		\$0.00	\$0.00		\$0.00		CVISION
5		IOSSTE20MPPY IOSSTE40MPPY	SEL: IO SVS w/PDF Optimiz Ste 20M PPY SEL IO SVS w/PDF Optimiz Ste 40M PPY	\$212,288.00 \$303,663.00	K	31% 31%	\$146,478.72 \$209,527.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		IOSSTEVP100M	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		IOSSTEVP10M	SEL IO SVS w/PDF Optimiz Ste VOL PK 10M	\$43,988.00	K	31%	\$30,351.72		\$0.00	\$0.00		\$0.00	\$0.00	CVISION
5	-	IOSSTEVP200M	SEL IO SVS w/PDF Optimiz Ste VOL PK 200M	\$364,119.00	K	31%	\$251,242.11	\$0.00	\$0.00	\$0.00		\$0.00		CVISION CVISION
5		IOSSTEVP25M IOSSTEVP500M	SEL IO SVS w/PDF Optimiz Ste VOL PK 25M SEL IO SVS w/PDF Optimiz Ste VOL PK 500M	\$63,538.00 \$706,244.00	K K	31% 31%	\$43,841.22 \$487,308.36		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION
5	5	IOSSTEVP50M	SEL IO SVS w/PDF Optimiz Ste VOL PK 50M	\$90,419.00	K	31%	\$62,389.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	CVISION
5		IOSVP100M	SEL IMAGEOPTIMIZATION SVC VOL PACK 100M	\$93,438.00	K	31%	\$64,472.22		\$0.00	\$0.00		\$0.00		CVISION
		IOSVP10M IOSVP200M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 10M SEL IMAGEOPTIMIZATION SVC VOL PACK 200M	\$25,875.00 \$214,188.00	K K	31% 31%	\$17,853.75 \$147,789.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		IOSVP25M	SEL: IMAGEOPTIMIZATION SVC VOL PACK 25M	\$37,375.00	ĸ	31%	\$25,788.75		\$0.00	\$0.00		\$0.00		CVISION
5		IOSVP500M	SEL IMAGEOPTIMIZATION SVC VOL PACK 500M	\$415,438.00	K	31%	\$286,652.22		\$0.00	\$0.00		\$0.00		CVISION
5		IOSVP50M PDFO-EVAL	SEL: IMAGEOPTIMIZATION SVC VOL PACK 50M SELECT: 30-DAY EVAL/DEMO LICENSE	\$53,188.00 \$0.00	K K	31% 31%	\$36,699.72 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		TRF100KPPY	SEL: Trapeze Forms for Captiva 100K PPY	\$20,790.00	ĸ	31%	\$14,345.10	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		TRF10MPPY	SEL: Trapeze Forms for Captiva 10M PPY	\$423,141.00	K	31%	\$291,967.29	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		TRF1MPPY TRF20MPPY	SEL: Trapeze Forms for Captiva 1M PPY SEL: Trapeze Forms for Captiva 20M PPY	\$69,424.00 \$688,500.00	K K	31% 31%	\$47,902.56 \$475,065.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		CVISION CVISION
5		TRF40MPPY	SEL: Trapeze Forms for Captiva 40M PPY	\$1,118,813.00	ĸ	31%	\$771,980.97	\$0.00	\$0.00	\$0.00		\$0.00		CVISION
5		DBMC-LIC-007	SEL DOBIMINER LICENSE COMMERCIAL EDITION	\$231.00	K	31%	\$159.39	\$0.00	\$0.00	\$0.00		\$0.00		DATA DOBI
5		DBMC-LIC-008 DBMC-LIC-009	SEL DOBIMINER LICENSE DR EDITION SEL DOBIMINER LICENSE COMPLIANCE EDITION	\$308.00 \$462.00	K K	31% 31%	\$212.52 \$318.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		DATA DOBI DATA DOBI
Ę		DBMC-LIC-010	SEL DOBIMINER LICENSE ENTERPRISE EDITION	\$538.00	ĸ	31%	\$371.22		\$0.00	\$0.00		\$0.00		DATA DOBI
5		DBMI-LIC-002	SEL Tier 2: 9TB-12TB Node capacity	\$1,047.00	K	31%	\$722.43		\$0.00	\$0.00		\$0.00		DATA DOBI
5		DBMI-LIC-003 DBMI-LIC-004	SEL Tier 3: 13TB-108TB Node Capacity SEL Tier 4: 109TB-144TB Node Capacity	\$5,963.00 \$12,519.00	K K	31% 31%	\$4,114.47 \$8,638.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		DATA DOBI DATA DOBI
		DBMI-LIC-005	SEL Tier 5: 145TB-216TB Node Capacity	\$17,882.00	ĸ	31%	\$12,338.58	\$0.00	\$0.00	\$0.00		\$0.00		DATA DOBI
5		DBMI-LIC-006	SEL Tier6 >216TB (236-354) Node Capacity	\$29,305.00	K	31%	\$20,220.45		\$0.00	\$0.00		\$0.00		DATA DOBI
5		DBMI-MCD-020 DBMI-MCD-021	SEL Migrate NAS-to-Isilon Initial 50 SEL Migrate NAS-to-Isilon Addl 10	\$42,348.00 \$6,489.00	K	31% 31%	\$29,220.12 \$4,477.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		DATA DOBI DATA DOBI
5		DBMVNX-MCD-020	SEL Migrate NAS-to-VNX/Unity Initial 50	\$42,348.00	ĸ	31%	\$29,220.12		\$0.00	\$0.00		\$0.00		DATA DOBI
5		DBMVNX-MCD-021	SEL Migrate NAS-to-VNX/Unity AddI 10	\$6,489.00	K	31%	\$4,477.41	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	DATA DOBI
5		LPE12000-E LPE12000-E-G	SELECT SINGLE-PORT 8GB FC PCI EXPRESS SEL SINGLE-PORT; 8GB FC; PCI-E; FED GOVT	\$1,245.00 \$1,245.00	K K	31% 31%	\$859.05 \$859.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		EMULEX EMULEX
5	-	LPE12000-E-G	SELECT DUAL-PORT 8GB FC PCI EXPRESS	\$1,660.00	K	31%	\$1,145.40		\$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		EMULEX
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
f		LPE16000B-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS	\$1,670.00	K	31%	\$1,152.30		\$0.00	\$0.00		\$0.00		FMULEX
5		LPE16002B-E	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	LPE31000-M6-E	SEL SINGLE-PORT 16GB FC PCI EXPRESS - G6	\$1,670.00	K	31%	\$1,152.30	\$0.00	\$0.00	\$0.00		\$0.00		EMULEX
5		LPE31002-M6-E OCE14102B-UM-E	SEL DUAL-PORT 16GB FC PCI EXPRESS - G6 SEL DualPort 10Gb Universal CNA/NIC wOpt	\$2,199.00 \$2,054.00	K K	31% 31%	\$1,517.31 \$1,417.26		\$0.00 \$0.00			\$0.00 \$0.00		EMULEX EMULEX
5	5	OCE14102B-UX-E	SEL DualPort 10Gb Univers CNA/NIC No Opt	\$1,344.00	K	31%	\$927.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	EMULEX
5		CYASRFN-DIM1	CYA FN Data Integrity Module	\$5,000.00	K	31%	\$3,450.00		\$0.00			\$0.00		ENCHOICE
5		CYASREN-EXT1	CYA FN Extender SEL CYA SmartRecovery FileNet Granular	\$10,000.00 \$12,500.00	K	31% 31%	\$6,900.00 \$8,625.00		\$0.00 \$0.00			\$0.00 \$0.00		ENCHOICE 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	ENCHOICE
5		CYASRFN-HBPE	SEL CYA SR HOT Point-N-Time Bkup PE Db	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5		CYASRFN-RRM1 CYASRFN-TBR1	CYA FN Records Retention Module CYA FN Time Based Recovery Module	\$5,000.00	K K	31% 31%	\$3,450.00 \$8,625.00		\$0.00 \$0.00			\$0.00 \$0.00		ENCHOICE ENCHOICE
5			SEL CYA HOTBackup DCTM Repository Lic	\$12,500.00 \$12,500.00	K K	31% 31%	\$8,625.00 \$8,625.00		\$0.00 \$0.00			\$0.00		ENCHOICE
5	5	CYHB-SRV	SEL CYA HOTBackup Server	\$18,750.00	K	31%	\$12,937.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5		CYHB-SRVDEV	SEL CYA HOTBackup Server for Development	\$5,000.00	K	31%	\$3,450.00		\$0.00			\$0.00		ENCHOICE
5		CYSR-CONN2 CYSR-DIM2	CYA Connector for DCTM CYA Data Integrity Module	\$10,000.00 \$5,000.00	K K	31% 31%	\$6,900.00 \$3,450.00		\$0.00 \$0.00			\$0.00 \$0.00		ENCHOICE ENCHOICE
,				ψο,οσο.οσ		5.70	ψο, 130.00	ψ5.50	\$3.00	ψ0.00	\$0.00	ψ3.00	ψ0.00	

						IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		•
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)		RENEWAL	THIRD PARTY PRODUCT PARTNER
5	CYSR-EXT2	CYA Extender	\$10,000.00		31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYSR-GRANULAR CYSR-RRM2	SEL CYA SmartRecovery DCTM Granular CYA Records Retention Module	\$12,500.00 \$5,000.00		31% 31%	\$8,625.00 \$3,450.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-SMBDBASE1	CYA SmartRecovery SMB Repository	\$2,500.00		31%	\$1,725.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYSR-SRV100-1	CYA SmartRecovery Server 100U/50GB	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ENCHOICE
5	CYSR-SRV250-1	CYA SmartRecovery Server 250U/100GB	\$25,000.00	K	31%	\$17,250.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYSR-SRV-4 CYSR-SRV-4PLUS	SEL CYA SMARTRECOVERY SERVER (1-4 CPU) SEL CYA SmartRec SRV Stand-alone >4 CPU	\$50,000.00 \$90,000.00	K K	31% 31%	\$34,500.00 \$62,100.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE ENCHOICE
5	CYSR-SRV500-1	CYA SmartRecovery Server 500U/50GB	\$30,000.00		31%	\$20,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYSR-SRVHA-4	SEL CYA SmartRec SRV HA/Cluster <4CPU	\$45,000.00		31%	\$31,050.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5	CYSR-SRVHA-4PLUS	SEL CYA SmartRec SRV HA/Cluster >4CPU	\$65,000.00		31%	\$44,850.00		\$0.00	\$0.00	\$0.00	\$0.00		ENCHOICE
5 5	CYSR-TBR2 HIPPO-CNTENT-REP	CYA Time Based Recovery Module SEL HIPPO EMC CONTENT REPLICATION AM	\$12,500.00 \$14,844.00		31% 31%	\$8,625.00 \$10,242.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		ENCHOICE HIPPO
5	HIPPO-EMC-XP-PCK	SEL HIPPO EMC EXPERIENCE AM	\$129,719.00		31%	\$89,506.11		\$0.00	\$0.00	\$0.00	\$0.00		HIPPO
5	HIPPO-ENTR-FORMS	SEL HIPPO EMC ENTRPRISE FORM AM	\$14,844.00		31%	\$10,242.36		\$0.00	\$0.00	\$0.00	\$0.00		HIPPO
5	HIPPO-QA-ESNTILS	SEL HIPPO EMC QA ESSENTIALS AM	\$11,875.00		31%	\$8,193.75		\$0.00	\$0.00	\$0.00	\$0.00		HIPPO
5 5	HIPPO-XP-SERVER HDF-EDG-1Y	SEL HIPPO EMC EXP SERVER AM SEL HWX DataFlow Edge Pack 100 Devices	\$18,750.00 \$230,769.00		31% 31%	\$12,937.50 \$159,230.61		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HIPPO HORTONWORKS
5	HDF-ENT-1Y	SEL- HWX DataFlow Ent 16 cores	\$55,385.00		31%	\$38,215.65		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	HDF-JSS-6M	SEL HDF Jumpstart Sub 32Cores-10 Edge 6M	\$46,154.00	K	31%	\$31,846.26		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	HDP-ENT-1Y HDP-EPL-1Y	SEL HDP Ent. 4 Nodes or 50TB Raw Stor SEL HDP Ent.+ 4 Nodes or 50TB Raw Stor	\$12,308.00 \$22,154.00	K K	31% 31%	\$8,492.52		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		HORTONWORKS HORTONWORKS
5 5	HDP-JSS-6M	SEL HDP Jumpstart Sub. 200TB-6M sub.	\$46,154.00	K	31%	\$15,286.26 \$31,846.26		\$0.00	\$0.00	\$0.00	\$0.00		HORTONWORKS
5	BLEDTM	SEL BLAZON ENTERPRISE	\$7,500.00	ĸ	31%	\$5,175.00		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOC-A	SEL BRAVA FOR CAD ASSET OPS 25-499	\$180.00	K	31%	\$124.20		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-AOC-B BP-AOC-C	SEL BRAVA FOR CAD ASSET OPS 500-999 SEL BRAVA FOR CAD ASSET OPS 1000-1499	\$171.00 \$162.00	K K	31% 31%	\$117.99 \$111.78		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-AOC-D	SEL BRAVA FOR CAD ASSET OPS 1000-1499 SEL BRAVA FOR CAD ASSET OPS 1500-1999	\$162.00 \$153.00		31%	\$111.78 \$105.57		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOC-E	SEL BRAVA FOR CAD ASSET OPS 2000-4999	\$144.00	K	31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-AOC-F	SEL BRAVA FOR CAD ASSET OPS 5000+	\$126.00		31%	\$86.94		\$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		IGC BRAVA IGC BRAVA
5	BP-AOI-C	SEL BRAVA FOR DOCS ASSET OF 3 300-939 SEL BRAVA FOR DOCS ASSET OPS 1000-1499	\$68.00	K	31%	\$46.92		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-AOI-D	SEL BRAVA FOR DOCS ASSET OPS 1500-1999	\$64.00	K	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-AOI-E	SEL BRAVA FOR DOCS ASSET OPS 2000-4999	\$60.00		31%	\$41.40		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-AOI-F BP-CPC-A	SEL BRAVA FOR DOCS ASSET OPS 5000+ SEL BRAVA FOR CAD CAPITAL PRJ 25-499	\$53.00 \$180.00		31% 31%	\$36.57 \$124.20		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPC-B	SEL BRAVA FOR CAD CAPITAL PRJ 500-999	\$171.00		31%	\$117.99		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-CPC-C	SEL BRAVA FOR CAD CAPITAL PRJ 1000-1499	\$162.00	K	31%	\$111.78	\$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		31%	\$105.57		\$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		IGC BRAVA IGC BRAVA
5	BP-CPI-A	SEL BRAVA FOR CAD CAPITAL PRJ 35007	\$75.00	K	31%	\$51.75		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-CPI-B	SEL BRAVA FOR DOCS CAPITAL PRJ 500-999	\$71.00		31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-CPI-C	SEL BRAVA FOR DOCS CAPITAL PRJ 1000-1499	\$68.00		31%	\$46.92		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-CPI-D BP-CPI-E	SEL BRAVA FOR DOCS CAPITAL PRJ 1500-1999 SEL BRAVA FOR DOCS CAPITAL PRJ 2000-4999	\$64.00 \$60.00		31% 31%	\$44.16 \$41.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-CPI-F	SEL BRAVA FOR DOCS CAPITAL PRJ 5000+	\$53.00		31%	\$36.57		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2C-A	SEL BRAVA FOR CAD D2 25-499	\$180.00		31%	\$124.20		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-D2C-B BP-D2C-C	SEL BRAVA FOR CAD D2 500-999 SEL BRAVA FOR CAD D2 1000-1499	\$171.00 \$162.00	K K	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	BP-D2C-D	SEL BRAVA FOR CAD D2 1000-1499 SEL BRAVA FOR CAD D2 1500-1999	\$162.00 \$153.00		31%	\$111.76		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2C-E	SEL BRAVA FOR CAD D2 2000-4999	\$144.00		31%	\$99.36		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2C-F	SEL BRAVA FOR CAD D2 5000PLUS	\$126.00		31%	\$86.94		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-D2I-A BP-D2I-B	SEL BRAVA FOR DOCS D2 25-499 SEL BRAVA FOR DOCS D2 500-999	\$75.00 \$71.00	K K	31% 31%	\$51.75 \$48.99		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-D2I-C	SEL BRAVA FOR DOCS D2 1000-1499	\$68.00	K	31%	\$46.92		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-D2I-D	SEL BRAVA FOR DOCS D2 1500-1999	\$64.00	K	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		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-B	SEL Brava for CAD Webtop 500-999	\$171.00	K	31%	\$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		31%	\$111.78		\$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		IGC BRAVA IGC BRAVA
5	BP-DCTMC-E BP-DCTMC-F	SEL Brava for CAD Webtop 2000-4999 SEL Brava for CAD Webtop 5000+	\$144.00 \$126.00		31%	\$99.36 \$86.94		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-DCTMI-A	SEL Brava for Docs Webtop 25-499	\$75.00	K	31%	\$51.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-DCTMI-B	SEL Brava for Docs Webtop 500-999	\$71.00	K	31%	\$48.99		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-DCTMI-C BP-DCTMI-D	SEL Brava for Docs Webtop 1000-1499 SEL Brava for Docs Webtop 1500-1999	\$68.00 \$64.00		31% 31%	\$46.92 \$44.16		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-DCTMI-E	SEL Brava for Docs Webtop 2000-4999	\$60.00		31%	\$41.40		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-DCTMI-F	SEL Brava for Documents Webtop 5000+	\$53.00	K	31%	\$36.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-DCTMS	SELECT ADDITIONAL BRAVA SERVER	\$3,750.00	K	31%	\$2,587.50		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-SPDTMC-A BP-SPDTMC-B	SEL Brava for CAD SharePoint25-499 SEL Brava for CAD SharePoint 500-999	\$180.00 \$171.00	ĸ	31% 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-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	IGC BRAVA
5	BP-SPDTMC-D	SEL Brava for CAD SharePoint 1500-1999	\$153.00	K	31%	\$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-SPDTMC-E	SEL Brava for CAD SharePoint 2000-4999	\$144.00		31%	\$99.36		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	BP-SPDTMC-F BP-SPDTMI-A	SEL Brava for CAD SharePoint 5000+ SEL Brava for Docs SharePoint 25-499	\$126.00 \$75.00		31% 31%	\$86.94 \$51.75		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	IGC BRAVA IGC BRAVA
5	BP-SPDTMI-B	SEL Brava for Docs SharePoint 20-499 SEL Brava for Docs SharePoint 500-999	\$75.00 \$71.00		31%	\$48.99		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		IGC BRAVA
5	BP-SPDTMI-D	SEL Brava for Docs SharePoint 1500-1999	\$64.00		31%	\$44.16		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5 5	BP-SPDTMI-E BP-SPDTMI-F	SEL Brava for Docs SharePoint 2000-4999 SEL Brava for Docs SharePoint 5000+	\$60.00 \$53.00		31% 31%	\$41.40 \$36.57		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	BP-XCPC-A	SEL Brava for CAD xCP 25-499	\$180.00		31%	\$124.20		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-XCPC-B	SEL Brava for CAD xCP 500-999	\$171.00	K	31%	\$117.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC BRAVA
5	BP-XCPC-C	SEL Brava for CAD xCP 1000-1499	\$162.00		31%	\$111.78		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA IGC BRAVA
5	BP-XCPC-D	SEL Brava for CAD xCP 1500-1999	\$153.00	K	31%	\$105.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IGC DRAVA

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		[
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)		RENEWAL	THIRD PARTY PRODUCT PARTNER
5	BP-XCPC-E	SEL Brava for CAD xCP 2000-4999	\$144.00		31%	\$99.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-XCPC-F	SEL Brava for CAD xCP 5000+	\$126.00		31%	\$86.94		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-XCPI-A BP-XCPI-B	SEL Brava for Docs xCP 25-499 SEL Brava for Docs xCP 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-XCPI-C	SEL Brava for Docs xCP 1000-1499	\$68.00		31%	\$46.92		\$0.00	\$0.00		\$0.00		IGC BRAVA
5	BP-XCPI-D	SEL Brava for Docs xCP 1500-1999	\$64.00		31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-XCPI-E	SEL Brava for Docs xCP 2000-4999	\$60.00		31%	\$41.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	BP-XCPI-F	SEL Brava for Docs xCP 5000+	\$53.00		31%	\$36.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	OCRDTM	Select OCR for Blazon or Redact-It	\$12,500.00		31%	\$8,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5 5	PDFSCH RIEDTM	SEL PDF SCHEDULER SELECT REDACT-IT ENTERPRISE	\$6,250.00 \$34,125.00		31% 31%	\$4,312.50 \$23,546.25	\$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	SUB-AOC	SEL Subscription Brava for Asset Ops	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	SUB-BLEDTM	SEL Subsription BLAZON	\$3,075.00		31%	\$2,121.75		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	SUB-CPC	SEL Subscription Brava for Capital Prj	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	SUB-D2C	SEL Subscription Brava for D2	\$74.00		31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	SUB-DCTMC	SEL Subscription Brava for Webtop	\$74.00		31%	\$51.06	\$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	\$0.00 \$0.00		IGC BRAVA IGC BRAVA
5	SUB-XCPC	SEL Subscription Brava for xCP	\$14,350.00		31%	\$9,901.50		\$0.00	\$0.00	\$0.00	\$0.00		IGC BRAVA
5	CSITDVAX1002	SEL Dev ImageTrust for AppXtender	\$625.00		31%	\$431.25		\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITDVCC1002	SEL Dev ImageTrust Client	\$1,563.00		31%	\$1,078.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITDVD21002	SEL Dev ImageTrust for D2	\$1,563.00		31%	\$1,078.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITDVHV1002	SEL Dev HV ImageTrust Client(-170ppm)	\$5,625.00		31%	\$3,881.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5 5	CSITDVOS1002	SEL Dev ImageTrust OCR Server	\$3,125.00		31% 31%	\$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
5	CSITDVSR1002 CSITDVTC1002	SEL Dev ImageTrust Server SEL Dev ImageTrust-Transactional Client	\$1,250.00 \$1,563.00		31% 31%	\$862.50 \$1,078.47	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS IMAGE ACCESS
5	CSITDVTC1002 CSITDVXC1002	SEL Dev Image rust for xCP	\$1,563.00		31%	\$1,078.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITPRAX1002	SEL ImageTrust for AppXtender	\$1,250.00	K	31%	\$862.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IMAGE ACCESS
5	CSITPRCC1002	SEL ImageTrust Client	\$3,125.00		31%	\$2,156.25		\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITPRD21002	SEL ImageTrust for D2	\$3,125.00		31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5 5	CSITPRHV1002 CSITPRMO1002	SEL HV ImageTrust Client(-170ppm) SEL ImageTrust Mobile (iOS, Android)	\$11,250.00 \$100.00		31% 31%	\$7,762.50 \$69.00	\$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	CSITPROC1002	SEL ImageTrust OCR Server (non SaaS/BPO)	\$6,250.00		31%	\$4,312.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITPROS1002	SEL ImageTrust OCR Server (SaaS/BPO)	\$16,250.00		31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITPRSR1002	SEL ImageTrust Server	\$2,500.00		31%	\$1,725.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITPRTC1002	SEL ImageTrust-Transactional Client	\$3,125.00		31%	\$2,156.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	CSITPRXC1002	SEL ImageTrust for xCP	\$3,125.00		31%	\$2,156.25		\$0.00	\$0.00	\$0.00	\$0.00		IMAGE ACCESS
5	1YR-ENT-BUNDLE	SEL Catalog/Data Mgmt Starter for ENT	\$38,461.54		31% 31%	\$26,538.46	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		INDEX ENGINES
5 5	1YR-MIB-0000500 1YR-MIB-00002000	SEL 1 Yr 500-1999 Tape Services Bundle SEL 1 Yr 2000-3999 Tape Services Bundl	\$231.00 \$169.00		31%	\$159.39 \$116.61	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5	1YR-MIB-00004000	SEL 1 Yr 4000-5999 Tape services Bundl	\$131.00		31%	\$90.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-MIB-00006000	SEL 1 Yr 6000-7999 Tape Services Bundl	\$115.00		31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-MIB-00008000	SEL 1 Yr 8000-9999 Tape Services Bundl	\$108.00	K	31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	1YR-MM-BUNDLE	SEL Catalog/Data Mgmt Starter for MM	\$15,384.62		31%	\$10,615.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-MSB-00000500	SEL 1 Yr 500-1999 Tape Assurance Bundl	\$185.00		31%	\$127.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	1YR-MSB-00002000 1YR-MSB-00004000	SEL 1 Yr 2000-3999 Tape Assurance Bund SEL 1 Yr 4000-5999 Tape Assurance Bund	\$138.00 \$108.00		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	1YR-MSB-00006000	SEL 1 Yr 6000-7999 Tape Assurance Bund	\$92.00		31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	1YR-MSB-00008000	SEL 1 Yr 8000-9999 Tape Assurance Bund	\$85.00		31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	30DAY-CC-PROMO	SEL IE Workshop 30 Day Single Server	\$0.00		31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	6MONTH-CC-PROMO	SEL IE Workshop Promo Single Server	\$15,385.00		31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	ADU-1YR-00000001 ADU-1YR-00000010	SEL 1YR 1-9 Admin User Login SEL 1YR 10-99 Admin User Login	\$2,307.69 \$1,923.08		31% 31%	\$1,592.31 \$1,326.93	\$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	ADU-3YR-00000010	SEL 3YR 1-9 Admin User Login	\$6,230.77		31%	\$4,299.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	ADU-3YR-00000010	SEL 3YR 10-99 Admin User Login	\$5,192.31	K	31%	\$3,582.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	ADU-5YR-00000001	SEL 5YR 1-9 Admin User Login	\$9,230.77	K	31%	\$6,369.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	ADU-5YR-00000010	SEL 5YR 10-99 Admin User Login	\$7,692.31	K	31%	\$5,307.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	FMI-1YR-00000025 FMI-1YR-00000050	SEL 1YR 25-49TB File MetaData Index SEL 1YR 50-99TB File MetaData Index	\$769.23 \$634.62		31% 31%	\$530.77 \$437.89	\$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	FMI-1YR-00000100	SEL 1YR 30-991B File MetaData Index SEL 1YR 100-249TB File MetaData Index	\$519.23		31%	\$457.69 \$358.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-1YR-00000250	SEL 1YR 250-499TB File MetaData Index	\$384.62		31%	\$265.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-1YR-00000500	SEL 1YR 500-999TB File MetaData Index	\$326.92	K	31%	\$225.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	FMI-1YR-00001000	SEL 1YR 1000-1999TB File MetaData Inde	\$269.23		31%	\$185.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-3YR-00000025	SEL 3YR 25-49TB File MetaData Index	\$2,076.92		31%	\$1,433.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	FMI-3YR-00000050 FMI-3YR-00000100	SEL 3YR 50-99TB File MetaData Index SEL 3YR 100-249TB File MetaData Index	\$1,713.46 \$1,401.92		31% 31%	\$1,182.29 \$967.32	\$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	FMI-3YR-00000100	SEL 3YR 100-2491B File MetaData Index SEL 3YR 250-499TB File MetaData Index	\$1,401.92		31%	\$716.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-3YR-00000500	SEL 3YR 500-999TB File MetaData Index	\$882.69		31%	\$609.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-3YR-00001000	SEL 3YR 1000-1999TB File MetaData Inde	\$726.92		31%	\$501.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	FMI-5YR-00000025	SEL 5YR 25-49TB File MetaData Index	\$3,076.92		31%	\$2,123.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	FMI-5YR-00000050	SEL 5YR 50-99TB File MetaData Index	\$2,538.46	K	31%	\$1,751.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	FMI-5YR-00000100 FMI-5YR-00000250	SEL 5YR 100-249TB File MetaData Index SEL 5YR 250-499TB File MetaData Index	\$2,076.92 \$1,538.46		31% 31%	\$1,433.07 \$1,061.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		INDEX ENGINES INDEX ENGINES
5 5	FMI-5YR-00000250	SEL 5YR 250-4991B File MetaData Index SEL 5YR 500-999TB File MetaData Index	\$1,538.46 \$1,307.69		31%	\$1,061.5 4 \$902.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	FMI-5YR-00001000	SEL 5YR 1000-1999TB File MetaData Inde	\$1,076.92	K	31%	\$743.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCI-1YR-00001000	SEL 1YR 1000-1999 Tape Catalog Ingest	\$12.08		31%	\$8.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	TCI-1YR-00002000	SEL 1YR 2000-4999 Tape Catalog Ingest	\$9.77		31%	\$6.74		\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-1YR-00005000	SEL 1YR 5000-9999 Tape Catalog Ingest	\$7.46		31%	\$5.15		\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5 5	TCI-1YR-00010000 TCI-1YR-00020000	SEL 1YR 10000-19999 Tape Catalog Inges SEL 1YR 20000-49999 Tape Catalog Inges	\$6.08 \$4.92		31% 31%	\$4.20 \$3.39	\$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	TCI-1YR-00020000 TCI-1YR-00050000	SEL 1YR 20000-49999 Tape Catalog Inges SEL 1YR 50000-99999 Tape Catalog Inges	\$4.92 \$3.77		31%	\$3.39 \$2.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES INDEX ENGINES
5	TCI-3YR-00001000	SEL 3YR 1000-1999 Tape Catalog Ingest	\$24.15		31%	\$16.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	TCI-3YR-00002000	SEL 3YR 2000-4999 Tape Catalog Ingest	\$19.54	K	31%	\$13.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5	TCI-3YR-00005000	SEL 3YR 5000-9999 Tape Catalog Ingest	\$14.92		31%	\$10.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		INDEX ENGINES
5	TCI-3YR-00010000	SEL 3YR 10000-19999 Tape Catalog Inges	\$12.15		31%	\$8.38	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5 5	TCI-3YR-00020000 TCI-3YR-00050000	SEL 3YR 20000-49999 Tape Catalog Inges SEL 3YR 50000-99999 Tape Catalog Inges	\$9.85 \$7.54		31% 31%	\$6.80 \$5.20	\$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	TCI-5YR-00050000	SEL 5YR 50000-99999 Tape Catalog Inges SEL 5YR 1000-1999 Tape Catalog Ingest	\$36.23		31%	\$25.00	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
5	TCI-5YR-00002000	SEL 5YR 2000-4999 Tape Catalog Ingest	\$29.31	ĸ	31%	\$20.22	\$0.00	\$0.00	\$0.00		\$0.00		INDEX ENGINES
		·											

March Sect						N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
1 100	BAND			LIST PRICE USD		DISCOUNT %		ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)		
1 10 10 10 10 10 10 10	-													
1 1 1 1 1 1 1 1 1 1	5	TCI-5YR-00050000	SEL 5YR 50000-99999 Tape Catalog Inges	\$11.31	K	31%	\$7.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
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Column													\$0.00	INDEX ENGINES
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1	5	TCR-1YR-00001000	SEL 1YR 1000-1999 Tape Catalog Rebuild	\$24.15		31%	\$16.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
1														
5 0.50 4.0	-							+						
Company														
1 15 15 15 15 15 15 15														
1		TCR-3YR-00000100	SEL 3YR 100-249 Tape Catalog Rebuild	\$72.12	K	31%	\$49.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
1	5													
5 10.5	5													
1 15 15 15 15 15 15 15	-	TCR-3YR-00002000	SEL 3YR 2000-4999 Tape Catalog Rebuild	\$29.31	K		\$20.22	\$0.00	\$0.00	\$0.00			\$0.00	INDEX ENGINES
The content of the														
Transfer control Transfer co			SEL 3YR 25000-49999 Tape Catalog Rebui											
5 TCD-679-6000000 Ed. 17 TCD-679-600000 Ed. 17 TCD-679-6000000 Ed. 17 TCD-679-600000 Ed. 17 TCD-679-600000 Ed. 17 TCD-679-600000 Ed. 17 TCD-679-600000 Ed. 17 TCD-679-60000 Ed. 17 TCD-679-600000 Ed. 17 TCD-679-60000 Ed. 17 TCD-	-		SEL 5YR 10-49 Tape Catalog Rebuild											
1 1 1 1 1 1 1 1 1 1														
\$ 700 KPH-0000000 SH, 170 KPH-00000000 SH, 170 KPH-000000000 SH, 170 KPH-0000000000 SH, 170 KPH-000000000000000000000000000000000000		TCR-5YR-00000250		\$76.92	K	31%	\$53.07		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
\$ 170.00000000000000000000000000000000000	-													
5 TCR 978 A0000000 SEC 978 TORS OF THE PROCESSOR SEC 978 A00000000 SEC 978 A00000000 SEC 978 A000000000 SEC 978 A0000000000 SEC 978 A0000000000 SEC 978 A00000000000 SEC 978 A000000000000000000000000000000000000														
5 TTL-176-076-00000 55, 177-0000-40000 Frage-Change Status			SEL 5YR 5000-9999 Tape Catalog Rebuild	\$29.85	K	31%	\$20.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
\$ 70.14-75-0000010 51,171 1-10-25 1-20-2	-		SEL 5YR 10000-24999 Tape Catalog Rebui											
5 Th 1-17-0000100 SE, 17-18 100-2-4 Tagen Marchine Index	5													
\$ 1111-1176-0000000 SEL 1778 200-0-0-0 Tigen Membroon index														
5 Th 11-176-0000000 St. 17-18 00-000000 per dependence mere 11-02-1 K 19-0000000 per dependence mere 15-00-000000 per dependence mere 15-00-0000000 per dependence mere 15-00-000000 per dependence mere 15-00-0000000 per dependence mere 15-00-000000 per dependence mere 15-0000000 per dependence mere 15-0000000 per dependence mere 15-0000000 per dependence mere 15-00000000 per dependence mere 15-000000000 per dependence mere 15-000000000000000000000000000000000000	-													
5 Th-17F-COUCCOUNTS SEL, TYPE 2000-49890 Flags Mean Index \$10.0 kg \$1.0 kg \$2.0 kg	-													
S TH-17% COCCOUNTS SEL FLY RECOGNISHE (See Methods) rock Sec Supplement Sec Suppl														
STATEMENT CONTINUES SHAPE														
State Content Conten	5		SEL 1YR 10000-24999 Tape MetaData Inde				\$33.55	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	INDEX ENGINES
ST TH-SYR-00000500 SEL YN 50-96 Tipe Membes Index S20,00 K 31% S20,00 K 31% S17,500 S0,00	5													
5 TM-57Y-00000200 SEL-27Y R20-949 Tipe MetaData Index														
TM SYPK 00000000 SEL SYPK 200000000 SEL SYPK 20000000000 SEL SYPK 200000000000000000000000000000000000														
THI-LYNE OLDOCATION Set. 17% 1000-1099 Tape MetaData index \$100.00 K 311% \$100.00 \$0.00														
TM-SYP-00005000 SEL SYP-0000-0990P Tiple MetaData Index S7-00 K 311/4 S53.54 30.00 S.00 S.00 S.00 S.00 S.00 S.00 S.0		TMI-3YR-00001000	SEL 3YR 1000-1999 Tape MetaData Index	\$125.60	K	31%	\$86.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
TMI-SYP-00020000 SEL SYR 10000-24990 Tape Memblash index	5													
TMI-SPY-RO0000501 SEL SYR 10-94 Tipes Methicibate index SAF 50 K 31% SAF 50 SAF	5													
Thi-FYR-00000000 SEL SYF 50-999 Tape MetaData index \$387.50 K 31% \$267.58 \$0.00	-													
TMI-SYR-0000010 SEL SYR 100-0249 Tape Memblas Index \$298.08 K 31% \$206.68 \$0.00														
5 TMI-67R-0000000 SEL 57R 300-999 Tape MetaData Index			SEL 5YR 100-249 Tape MetaData Index	\$298.08		31%	\$205.68	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
5 TMI-SYR-00001000 SEL SYR 1000-1999 Tape Metalbalts Index 512.14 K 31% \$83.94 \$0.00	-													
5 TMI-SYR-00005000 SEL SYR 5000-9999 Tage MetalData Index														
5 TMI-SYR-00010000 SEL SYR 1000-24999 Tape Metalbata Inde 5 TMI-SYR-00010000 SEL SYR 1000-04999 Tape Metalbata Inde 5 STAS SYR 1000-1999 Tape Catalog Renew 5 12.08 K 31% \$83.49 \$0.00 \$0.														
5 TML-9YR-00002500 SEL 1YR 12000-19999 Tape Catalog Renew \$1.20 K 31% \$39.4 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0	-													
5 TRR-IYR-00002000 SEL 1YR 2000-9999 Tape Catalog Renew \$7.46 K 31% \$5.15 \$0.00 \$0.0	5	TMI-5YR-00025000	SEL 5YR 25000-49999 Tape MetaData Inde	\$57.23	K	31%	\$39.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	INDEX ENGINES
5 TRR-1YR-00005000 SEL 1YR 5000-9999 Tape Catalog Renew \$6.08 K 31% \$4.20 \$0.0														
5 TRR-1YR-00010000 SEL 1YR 10000-19999 Tape Catalog Renew \$ \$.0.8 K 31% \$ \$4.0 S 0.0 NDE NENINES S 1 TRR-1YR-0002000 SEL 1YR 50000-49999 Tape Catalog Renew \$ \$4.92 K 31% \$ \$3.39 S 0.0 S			SEL 1YR 5000-9999 Tape Catalog Renew											
5 TRR-1YR-00050000 SEL 1YR 50000-99999 Tape Catalaig Renew \$3.77 K 31% \$2.60 \$0.00 \$	5													
5 IOM-SWIY-10-10 SEL IOMART SWI Y 10-10 SEL IOMART SWI Y 1001+ SEL IOMART SWI Y 11-50 SEL I	5 5													
S IOM-SWIY-1-15-00 SEL IOMARTS WI Y 11-5-00 S431.00 K 31% \$297.39 \$0.00 \$0.0		IOM-SW1Y-0-10	SEL IOMART SW 1Y 0-10	\$538.00	K	31%	\$371.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
S IOM-SWIY-161-250 SEL IOMART SW 1Y 151-250 S22.80 K 31% S22.87 S0.00	5													
5 IOM-SWYY-251-400 SEL IOMARTS WI Y 251-400 \$299,00 K 31% \$185.61 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SWYY-61-600 SEL IOMART SWI Y 401-600 \$215.00 K 31% \$148.35 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SWYY-61-150 \$10M-SWYY-61-150 \$10M-SWYY-61-160 \$194.00 K 31% \$138.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SWYY-61-160 \$10M-SWYY-61-160 \$10M-SWYY-61-160 \$10M-SWYY-61-160 \$10M-SWYY-61-160 \$10M-SWYY-161-160 \$10M-SWYY	5				K									
5 IOM-SWYY-51-150 SEL IOMART SW 17 51-150 SEL IOMART SW 17 10-14 SEL IOMART SW 17 11-50 SEL IOMART SW 17 11-	-		SEL IOMART SW 1Y 251-400	\$269.00									\$0.00	IOMART
5 IOM-SWYY-601-1K SEL IOMART SW 1Y 601-1000 \$194.00 K 31% \$133.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SW2Y-0014 SEL IOMART SW 2Y 0014 \$1.00 K 31% \$13.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SW2Y-10014 SEL IOMART SW 2Y 10014 \$1.00 K 31% \$11.00 K 31% \$10M-SW2Y-10014 \$1.00 K 31% \$10M-SW2Y-10014 \$1.00 K 31% \$10M-SW2Y-1014														
5 IOM-SW2Y-101+ SEL IOMART SW 2Y 1001+ S11.00 K 311,00 K 315,00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 IOMART S IOM-SW2Y-11-50 SEL IOMART SW 2Y 11-50 SEL IOMART SW 2Y 11-50 SEL IOMART SW 2Y 151-250 SEL IOMART SW 2Y 401-600 SEL IOMART SW 2Y 401-600 SEL IOMART SW 2Y 401-600 SEL IOMART SW 2Y 51-150 SEL IOMART SW 2	5	IOM-SW1Y-601-1K	SEL IOMART SW 1Y 601-1000	\$194.00	K	31%	\$133.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 IOM-SW2Y-11-50 SEL IOMART SW 2Y 11-50 \$51.00M-ST 32.00 K 31% \$50.08 \$0.00 \$0		IOM-SW2Y-0-10	SEL IOMART SW 2Y 0-10	\$915.00		31%	\$631.35		\$0.00	\$0.00			\$0.00	IOMART
5 IOM-SW2Y-151-250 SEL IOMART SW 2Y 151-250 S549.00 K 31% S378.81 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 S0.00 IOMART 5 IOM-SW2Y-251-400 SEL IOMART SW 2Y 251-400 S486.00 K 31% S316.02 S0.00														
5 IOM-SW2Y-401-600 SEL IOMART SW 2Y 401-600 \$366.00 K 31% \$252.54 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SW2Y-51-150 SEL IOMART SW 2Y 51-150 \$5 IOM-SW2Y-601-1K SEL IOMART SW 2Y 601-1000 \$330.00 K 31% \$227.70 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$10M-SW2Y-601-1K SEL IOMART SW 2Y 601-1000 \$330.00 K 31% \$227.70 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$1.282.00 K 31% \$891.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$1.282.00 K 31% \$300.00 K 31% \$300.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$1.282.00 K 31% \$300.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$1.282.00 K 31% \$300.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART \$1.282.00 K 31% \$300.00 \$0.0	5	IOM-SW2Y-151-250	SEL IOMART SW 2Y 151-250	\$549.00	K	31%	\$378.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	IOMART
5 IOM-SW2Y-51-150 SEL IOMART SW 2Y 51-150 \$641.00 K 31% \$442.29 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART 5 IOM-SW2Y-601-1K SEL IOMART SW 2Y 601-1000 \$330.00 K 31% \$227.70 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART 5 IOM-SW3Y-0-10 SEL IOMART SW 2Y 001-1000 K 31% \$891.48 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART 5 IOM-SW3Y-1001+ SEL IOMART SW 3Y 1001+ \$439.00 K 31% \$302.91 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART	-													
5 IOM-SW2Y-601-1K SEL IOMART SW 2Y 601-1000 \$33.000 K 31% \$227.70 \$0.00														
5 IOM-SW3Y-1001+ SEL IOMART SW 3Y 1001+ \$439.00 K 31% \$302.91 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 IOMART		IOM-SW2Y-601-1K					\$227.70							
	-													
	5													

					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)		THIRD PARTY PRODUCT PARTNER
5	IOM-SW3Y-151-250 IOM-SW3Y-251-400	SEL IOMART SW 3Y 151-250 SEL IOMART SW 3Y 251-400	\$775.00 \$646.00	K K	31% 31%	\$534.75 \$445.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART 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 5	IOM-SW3Y-51-150 IOM-SW3Y-601-1K	SEL IOMART SW 3Y 51-150 SEL IOMART SW 3Y 601-1000	\$905.00 \$465.00	K K	31% 31%	\$624.45 \$320.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		IOMART IOMART
5	34585	STORCENTER IX4-100 6TB	\$1,875.00	K	31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		IOMEGA
5	HCC-FT-B-C1	SEL Blended Fill the Tank LIC 5	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5 5	HCC-FT-B-C2 HCC-FT-B-C3	SEL Blended Fill the Tank LIC 100 SEL Blended Fill the Tank LIC 1k	\$75.00 \$750.00	K K	31% 31%	\$51.75 \$517.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-FT-B-C4	SEL Blended Fill the Tank LIC 10k	\$7,500.00	ĸ	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5 5	HCC-FT-L-C1 HCC-FT-L-C2	SEL FILL THE TANK LIC 50K STY SEL FILL THE TANK LIC 100K STY	\$103,655.00 \$185,098.00	K K	31% 31%	\$71,521.95 \$127,717.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-FT-L-C3	SEL FILL THE TANK LIC 100K STY	\$362,791.00	K	31%	\$250,325.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 5	HCC-FT-L-C5 HCC-FT-L-C6	SEL FILL THE TANK LIC 750K STY SEL FILL THE TANK LIC 1M STY	\$807,026.00 \$973,614.00	K K	31% 31%	\$556,847.94 \$671,793.66	\$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-C7	SEL FILL THE TANK LIC 2M STY	\$1,380,829.00	K	31%	\$952,772.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5 5	HCC-FT-L-C8 HCC-OTC-L-C1	SEL FILL THE TANK LIC 5M STY SEL OTC LIC UP TO 50K STY P.A.	\$2,491,414.00	K K	31% 31%	\$1,719,075.66 \$55.016.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-OTC-L-C1	SEL OTC LIC UP TO 50K STY P.A. SEL OTC LIC UP TO 100K STY P.A.	\$79,734.00 \$142,383.00	K	31%	\$55,016.46 \$98,244.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE J4CARE
5	HCC-OTC-L-C3	SEL OTC LIC UP TO 250K STY P.A.	\$279,070.00	K	31%	\$192,558.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	J4CARE
5 5	HCC-OTC-L-C4 HCC-OTC-L-C5	SEL OTC LIC UP TO 500K STY P.A. SEL OTC LIC UP TO 750K STY P.A.	\$464,168.00 \$620,789.00	K K	31% 31%	\$320,275.92 \$428.344.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-OTC-L-C6	SEL OTO LIC UP TO 1M STY P.A.	\$748,934.00	ĸ	31%	\$516,764.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-OTC-L-C7	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 5	HCC-OTC-L-C8 HCC-PS-C1	SEL OTC LIC UP TO 5M STY P.A. SEL APA LIC P1KSTY UP TO 50K STY P.A.	\$1,916,473.00 \$600.00	K K	31% 31%	\$1,322,366.37 \$414.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5	HCC-PS-C2	SEL apa LIC p1kSTY 51k to 100k STY p.a.	\$475.00	ĸ	31%	\$327.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		J4CARE
5	HCC-PS-C3	SEL apa LIC p1kSTY 101k to 250k STY p.a.	\$350.00	K	31%	\$241.50	\$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 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	\$0.00	J4CARE
5	HCC-PS-C7 HCC-PS-C8	SEL apa LIC p1kSTY 1.001m-1.25m STY p.a. SEL apa LIC p1kSTY above 1.251m STY p.a.	\$150.00 \$100.00	K K	31% 31%	\$103.50 \$69.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		J4CARE J4CARE
5 5	90PCPSQLL1001	SEL PC Perp SQL License 1 Unit	\$882.00	K	31%	\$608.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1002	SEL PC Perp SQL License 2-5 Units	\$815.00	K	31%	\$562.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1003 90PCPSQLL1004	SEL PC Perp SQL License 6-10 Units SEL PC Perp SQL License 11-20 Units	\$681.00 \$513.00	K K	31% 31%	\$469.89 \$353.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1004 90PCPSQLL1005	SEL PC Perp SQL License 11-20 Units SEL PC Perp SQL License 21-35 Units	\$373.00	ĸ	31%	\$353.97 \$257.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1006	SEL PC Perp SQL License 36-50 Units	\$301.00	K	31%	\$207.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5 5	90PCPSQLL1007 90PCPSQLL1008	SEL PC Perp SQL License 51-100 Units SEL PC Perp SQL License 101-200 Units	\$196.00 \$147.00	K K	31% 31%	\$135.24 \$101.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1009	SEL PC Perp SQL License 201-300 Units	\$121.00	ĸ	31%	\$83.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCPSQLL1010	SEL PC Perp SQL License 301-400 Units	\$105.00	K	31%	\$72.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	K K	31% 31%	\$66.24 \$60.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1013	SEL PC Perp SQL License 601-700 Units	\$81.00	ĸ	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCPSQLL1014	SEL PC Perp SQL License 701-800 Units	\$77.00 \$71.00	K	31% 31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	90PCPSQLL1015 90PCPSQLL1016	SEL PC Perp SQL License 801-900 Units SEL PC Perp SQL License 901-1000 Units	\$67.00	K K	31%	\$48.99 \$46.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCPSQLL1017	SEL PC Perp SQL License 1001+ Units	\$58.00	K	31%	\$40.02	\$0.00	\$0.00	\$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	K K	31% 31%	\$476.79 \$1,239.93	\$0.00 \$0.00	\$0.00 \$0.00	\$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	ĸ	31%	\$723.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCREX3650U	PC Perp EXPP License 36-50 Units	\$520.00	K	31%	\$358.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCREX51U 90PCRSP1035URBS	PC Perp EXPP License 51+ Units SEL PC Perp SP+RBS Lic 11-35 TBs	\$439.00 \$1,988.00	K K	31% 31%	\$302.91 \$1,371.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCRSP1URBS	SEL PC Perp SP+RBS Lic 1 TB	\$4,055.00	K	31%	\$2,797.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	KROLL
5	90PCRSP210URBS 90PCRSP3650URBS	SEL PC Perp SP+RBS Lic 2-10 TBs SEL PC Perp SP+RBS Lic 36-50 TBs	\$2,839.00 \$1,391.00	K K	31% 31%	\$1,958.91 \$959.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		KROLL KROLL
5	90PCRSP51URBS	SEL PC Perp SP+RBS Lic 50+30 FBS	\$1,113.00	ĸ	31%	\$767.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5	90PCRTRIAL	PC Trial License	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		KROLL
5 5	NSS-AC-L NSS-AC-YF	SEL ADDED CAPACITY 5TB SEL ADDED CAPACITY 5TB YRLY FEE LIC &SUP	\$5,077.00 \$2,308.00	K K	31% 31%	\$3,503.13 \$1,592.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE NORTHERN PARKLIFE
5	NSS-AS-L	SEL Added Site 1	\$5,385.00	ĸ	31%	\$3,715.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5	NSS-AS-YF NSS-AU-YF	SEL Added Site 1 1yr Lic & Sup	\$2,046.00	K	31% 31%	\$1,411.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NORTHERN PARKLIFE
5 5	NSS-BL-L	SEL ADDED USERS 1K 1YR LIC & SUP SEL Base Lic10TB/1K users/1 site/8hrs PS	\$1,538.00 \$31,250.00	K K	31%	\$1,061.22 \$21,562.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE NORTHERN PARKLIFE
5	NSS-BL-YF	SEL BASE LIC-YRLY FEE LIC & SUP	\$15,385.00	K	31%	\$10,615.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NORTHERN PARKLIFE
5 5	NSS-MC-L NSS-MC-YF	SEL MULTI-COMPANY LIC SEL MULTI-COMPANY LIC-YRLY FEE LIC & SUP	\$156,250.00 \$93,750.00	K K	31% 31%	\$107,812.50 \$64,687.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NORTHERN PARKLIFE NORTHERN PARKLIFE
5	NSS-TRIAL	SELECT NSS Trial Software	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 5	EMCMAEVAL EMCQFSEVAL	SEL 30Day Free Trial of NTP Software M-A SEL 30Day Free Trial of NTP Software QFS	\$0.00 \$0.00	K K	31% 31%	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSECSB11TB	SELECT ECS Archiving Svc 10-80TB Lic	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5	NTPSECSB12TB	SELECT ECS Archiving Svc 81-240TB Lic	\$466.67	K	31%	\$322.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSECSB13TB NTPSECSB14TB	SELECT ECS Archiving Svc 241-500TB Lic SELECT ECS Archiving Svc 501-750TB Lic	\$436.00 \$404.00	K K	31% 31%	\$300.84 \$278.76	\$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	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	NTPSFAB1TB NTPSFAB2TB	SELECT NTPS FA 10-80TB License	\$601.33	K	31%	\$414.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSFAB21B NTPSFAB3TB	SELECT NTPS FA 81-240TB License SELECT NTPS FA 241-500TB License	\$570.67 \$540.00	K K	31% 31%	\$393.76 \$372.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSFAB4TB	SELECT NTPS FA 501-750TB License	\$509.33	K	31%	\$351.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSFAB5TB NTPSFILEMGNT	SELECT NTPS FA 751-1024TB License SELECT NTPS FILE MGNT PROD	\$476.00 \$120.00	K K	31% 31%	\$328.44 \$82.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE NTP SOFTWARE
5	NTPSFRB1TB	SELECT NTPS FILE MIGNT PROD SELECT NTPS FR 10-80TB License	\$601.33	K	31%	\$414.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	NTP SOFTWARE
5	NTPSFRB2TB	SELECT NTPS FR 81-240TB License	\$570.67	K	31%	\$393.76	\$0.00	\$0.00	\$0.00		\$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	\$0.00	\$0.00	NTP SOFTWARE

			I		N	VP LEVEL 1		NVP MAINTENA	NCF AND WA	RRANTY UPGRADE	NET PRICE		
	1	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
5	NTPSFRB4TB	SELECT NTPS FR 501-750TB License	\$509.33	K	31%	\$351.44	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		NTP SOFTWARE
5 5	NTPSFRB5TB NTPSQFSB1TB	SELECT NTPS FR 751-1024TB License SELECT NTPS QFS 10-80TB License	\$476.00 \$601.33		31% 31%	\$328.44 \$414.92	\$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	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 NTPSQFSB4TB	SELECT NTPS QFS 241-500TB License SELECT NTPS QFS 501-750TB License	\$540.00 \$509.33		31% 31%	\$372.60 \$351.44	\$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	NTPSQFSB5TB	SELECT NTPS QFS 751-1024TB License	\$476.00	K	31%	\$328.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 5	NTPSVFMB6TB NTPSVFMB7TB	SELECT NTPS VFM 10-80TB License SELECT NTPS VFM 81-240TB License	\$741.33 \$710.67	K K	31% 31%	\$511.52 \$490.36	\$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	NTPSVFMB8TB	SELECT NTPS VFM 241-500TB License	\$680.00	K	31%	\$469.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	NTP SOFTWARE
5 5	NTPSVFMB9TB CQBEMC679	SELECT NTPS VFM 501-750TB License SEL VSPEX Branded Dyn Cab 600x1200	\$646.67 \$3,569.00	K K	31% 31%	\$446.20 \$2,462.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		NTP SOFTWARE PANDUIT
5	CQSBEMC679	SEL VSPEX Branded Dyn Cab 600x1200	\$4,496.00	K	31%	\$3,102.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSE1679	SEL VSPEX Branded 300VM 1 Dyn600x1200 1	\$11,545.00	K	31%	\$7,966.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CQSE1G679 CQSE1GM679	SEL VSPEX Branded 300VM 1 Dyn600x1200 G SEL VSPEX Branded 300VM 1 Dyn600x1200 M	\$11,596.00 \$11,099.00	K K	31% 31%	\$8,001.24 \$7,658.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSE22679	SEL VSPEX Branded 600VM 2 Dyn600x1200 2	\$19,695.00	K	31%	\$13,589.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	CQSE2679 CQSE2G679	SEL VSPEX Branded 300VM 1 Dyn600x1200 2 SEL VSPEX Branded 600VM 2 Dyn600x1200 G	\$12,824.00 \$19,807.00	K K	31% 31%	\$8,848.56 \$13,666.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSE4679	SEL VSPEX Branded 1000VM 2 Dyn600x1200	\$21,830.00	K	31%	\$15,062.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCLB679	SEL VSPEX Branded 250VM BH 600x1200 Dyn	\$7,582.00		31% 31%	\$5,231.58	\$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 Dyn	\$7,582.00 \$10,648.00	K K	31%	\$5,231.58 \$7,347.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		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 CQSEMCM679	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	ĸ	31%	\$5,068.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5	CQSEMCMB679I CQSEMCMC679	SEL VSPEX 100VM BROCADEIBM 600X1200 DYN	\$7,345.00	K	31% 31%	\$5,068.05	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT
5 5	CQSEMCMDBH679	SEL VSPEX Branded 100VM CH 600x1200 Dyn SEL VSPEX 1000VDI BROCADEHP 600X1200 DYN	\$8,942.00 \$12,183.00	K K	31%	\$6,169.98 \$8,406.27	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		PANDUIT PANDUIT
5	CQSEMCMDCC679	SEL VSPEX CISCO 1000VDI 600X1200 DYN SOL	\$11,139.00	K	31%	\$7,685.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CQSEMCMP679 CQSEMCMPB679	SEL VSPEX Branded 125VM 600x1200 Dyn Sol SEL VSPEX Branded 125VM BH 600x1200 Dyn	\$8,867.00 \$7,493.00	K K	31% 31%	\$6,118.23 \$5,170.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCMPB679I	SEL VSPEX 125VM BROCADEIBM 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	CQSEMCMPC679 CQSEMCS6079	SEL VSPEX Branded 125VM CH 600x1200 Dyn SEL VSPEX Branded 50VM 600x1070 Dyn Sol	\$9,207.00 \$7,631.00	K K	31% 31%	\$6,352.83 \$5,265.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	CQSEMCSC6079	SEL VSPEX Branded 50VM 000x1070 Dyn	\$7,775.00	K	31%	\$5,364.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	CQSEMCSDBH679	SEL VSPEX 500VDI BROCADEHP 600X1200 DYN	\$10,842.00	K	31%	\$7,480.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	CQSEMCSDCC679 CVPDUB	SEL VSPEX CISCO 500VDI 600X1200 DYN SOL SEL SERVER CABINET PDU BRACKET KIT	\$9,417.00 \$150.00	K K	31% 31%	\$6,497.73 \$103.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	N8222BDPABTBY19	SEL NType 42RU SIDE PNLS POU BKT CSTRS	\$8,576.00	K	31%	\$5,917.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	PEV12 PEV8	SEL 12 PATCHRUNNER ENHANCED VERTICAL MGR SEL 8 PATCHRUNNER ENHANCED VERTICAL MGR	\$843.00 \$741.00	K K	31% 31%	\$581.67 \$511.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	PRD12	SEL PATCHRON 12 DUAL HINGE DR FOR 84 RKS	\$433.00	K	31%	\$298.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5	Q1N2B1L2N30AHA0	SEL Network PDU, VERT, 30A, 1P, 208V, L6-30P	\$1,717.00	K	31%	\$1,184.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PANDUIT
5 5	Q1N2B1N3N30AHA0 Q1N2B1P3N30AHA0	SEL POU Vert 30A 3-Delta L15-30P 208V SEL Network PDU,VERT,30A,3P,208V,L21-30P	\$1,832.00 \$1,858.00	K K	31% 31%	\$1,264.08 \$1,282.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	Q1N2B2P6M30AHA0	SEL POU Vert 32A 3-WYE IEC60309	\$3,819.00	K	31%	\$2,635.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	Q1N2B3J2M30AHA0 QZ1B1N3BN30P1J	SEL Network PDU, VERT, 32A, 1P, 230V, 60309 SEL POU Vert 30A 3-DLTA L15-30P 200V JPN	\$1,567.00 \$2,626.00	K K	31% 31%	\$1,081.23 \$1,811.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PANDUIT PANDUIT
5	R4P36	SEL 36 DEEP 4 POST RACK	\$1,500.00	K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PANDUIT
5 5	PR456-000-001 PR456-000-399	SELECT: PRIMEOCR ANY VERSION SELECT: PRIMEVERIFYIA 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		PRIME OCR PRIME OCR
5	PR456-000-399 PR456-010-394	SEL PRIMEOCR 1 CPU 3 OCR ENG IA5.3	\$16,250.00		31%	\$11,212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-010-395	SEL PRIMEOCR 2 CPU 6 OCR ENG IA5.3	\$35,750.00	K	31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5	PR456-010-396 PR456-010-397	SEL PRIMEOCR 4 CPU 6 OCR ENG IA5.3 SELECT: PRIMEOCR ASIAN OCR IA5.3	\$55,375.00 \$20,500.00	K K	31% 31%	\$38,208.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-010-399	SELECT: PRIMEVERIFY IA5.3	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5	PR456-010-400 PR456-010-539	SEL PRIMEOCR 1 CPU 6 OCR ENG IA5.3 SEL PRIMEOCR 1 CPU 2 OCR ENG IA5.3	\$24,875.00 \$13,000.00	K K	31% 31%	\$17,163.75 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-100-339	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	PR456-100-395	SEL PRIMEOCR 2 CPU 6 OCR ENG IA6	\$35,750.00	K	31%	\$24,667.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5 5	PR456-100-396 PR456-100-397	SEL PRIMEOCR 4 CPU 6 OCR ENG IA6 SELECT: PRIMEOCR ASIAN OCR IA6	\$55,375.00 \$20,500.00	K K	31% 31%	\$38,208.75 \$14,145.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-100-399	SELECT: PRIMEVERIFY IA6	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5	PR456-100-400 PR456-100-401	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	ĸ	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5	PR456-650-394 PR456-650-395	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	PR456-650-395 PR456-650-396	SELECT: PRIMEOUR 2 CPU 6 OCR ENG V6.5 SELECT: PRIMEOUR 4 CPU 6 OCR ENG V6.5	\$35,750.00 \$55.375.00	K K	31%	\$24,667.50 \$38,208.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		PRIME OCR
5	PR456-650-397	SELECT: PRIMEOCR ASIAN OCR V6.5	\$20,500.00	K	31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5	PR456-650-399 PR456-650-400	SELECT: PRIMEVERIFY V6.5 SELECT: PRIMEOCR 1 CPU 6 OCR ENG V6.5	\$4,875.00 \$24,875.00	K 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	ψ0.00	PRIME OCR PRIME OCR
5	PR456-650-401	SELECT: PRIMEOCR RUSSIAN OCR V6.5	\$20,500.00	K	31%	\$14,145.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5	PR456-650-539 PR456-700-394	SELECT: PRIMEOCR 1 CPU 2 OCR ENG V6.5 SELECT: PRIMEOCR 1 CPU 3 OCR ENG V7.0	\$13,000.00 \$16,250.00		31% 31%	\$8,970.00 \$11,212.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-700-394 PR456-700-395	SELECT: PRIMEOUR 1 CPU 3 OUR ENG V7.0 SELECT: PRIMEOUR 2 CPU 6 OUR ENG V7.0	\$16,250.00 \$35,750.00	K K	31% 31%	\$11,212.50 \$24,667.50	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		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	\$0.00	PRIME OCR
5 5	PR456-700-397 PR456-700-398	SELECT: PRIMEOCR ASIAN OCR V7.0 SELECT: PRIMEOCR ASIAN OCR LEVEL 6 V7.0	\$20,500.00 \$29,125.00	K K	31% 31%	\$14,145.00 \$20,096.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PRIME OCR PRIME OCR
5	PR456-700-399	SELECT: PRIMEVERIFY V7.0	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5	PR456-700-400 PR456-700-401	SELECT: PRIMEOCR 1 CPU 6 OCR ENG V7.0 SELECT: PRIMEOCR RUSSIAN OCR V7.0	\$24,875.00		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		PRIME OCR PRIME OCR
5 5	PR456-700-401 PR456-700-539	SELECT: PRIMEOCR RUSSIAN OCR V7.0 SELECT: PRIMEOCR 1 CPU 2 OCR ENG V7.0	\$20,500.00 \$13,000.00		31% 31%	\$14,145.00 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		PRIME OCR
5	PR456-700-599	SELECT: PRIMEVERIFY ASIAN V7.0	\$7,070.00	K	31%	\$4,878.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	PRIME OCR
5 5	PE1000019999SPRM PE10002499SPRM	SEL Puppet Ent 10K- 19999 nodes Prem Sub SEL Puppet Ent 1K-2499 nodes Prem Sub	\$132.00 \$172.00		31% 31%	\$91.08 \$118.68	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		PUPPET LABS PUPPET LABS
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					N	NVP LEVEL 1		NVP MAINTENAI	-	RANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC	CATEGORY	NVP LEVEL 1	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL	LP MNT ANNUAL	LP MNT ANNUAL	LP WARR UPG	LP WARR UPG	RENEWAL	THIRD PARTY PRODUCT PARTNER
DAND	ONO	DECORITION	LIST PRICE USD	CODE	DISCOUNT %	NVI EEVEET NETTRIGE	(PREMIUM)	(STANDARD)	(BASIC)	(PREMIUM)	(STANDARD)		
5	PE100249SPRM PE2000049999SPRM	SEL Puppet Ent 100-249 nodes Prem Sub	\$306.00 \$120.00		31%	\$211.14		\$0.00	\$0.00	\$0.00	\$0.00) PUPPET LABS) PUPPET LABS
5 5	PE25004999SPRM	SEL Puppet Ent 20K- 49999 nodes Prem Sub SEL Puppet Ent 2.5K-4999 nodes Prem Sub	\$120.00 \$151.00		31% 31%	\$82.80 \$104.19		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		PUPPET LABS
5	PE250499SPRM	SEL Puppet Ent 250-499 nodes Prem Sub	\$208.00		31%	\$143.52		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5	PE50009999SPRM	SEL Puppet Ent 5K- 9999 nodes Prem Sub	\$146.00		31%	\$100.74		\$0.00	\$0.00	\$0.00	\$0.00		PUPPET LABS
5 5	PE500999SPRM PEEHCRUNDLEDSPRM	SEL Puppet Ent 500-999 nodes Prem Sub I SEL Puppet Ent Bundled-EHC Min Qty=3000	\$183.00 \$151.00		31% 31%	\$126.27 \$104.19		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) PUPPET LABS) PUPPET LABS
5	EFS2007	SELECT ENTERPRISE FABRIC SUITE 2007	\$1,998.00		31%	\$1,378.62		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	ISR6250-C22-E	SELECT 10GE 6250 ROUTER HA CONFG	\$31,844.00		31%	\$21,972.36		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	LK5800-20G LK5800-4PORT8	SELECT: QLogic 5800 20G upgrade SELECT: 5800 4PORT UPGRD W/4SFP	\$1,089.00 \$1,080.00		31% 31%	\$751.41 \$745.20		\$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		31%	\$1,256.49		\$0.00	\$0.00	\$0.00	\$0.00) QLOGIC
5	LK5802-4PORT8	SELECT: 5802 4PORT UPGRD W/4SFP	\$1,571.00		31%	\$1,083.99		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	LK-FABSECUR	SELECT FABRIC SECURITY	\$4,804.00		31%	\$3,314.76		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	LK-SANDR QLE2460-E-SP	SELECT SAN DOCTOR BUNDLE SELECT 1 PORT 4GB PCI EXPRESS	\$4,804.00 \$1,150.00		31% 31%	\$3,314.76 \$793.50		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) QLOGIC) QLOGIC
5	QLE2460-E-SP QLE2462-E-SP	SELECT 1 PORT 4GB PCI EXPRESS SELECT 2 PORT 4GB PCI EXPRESS	\$1,700.00		31%	\$1,173.00		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	QLE2560-E-SP	SEL 8GBSGL PRTFCHBAX4PCIE LCMULTIMODEOPT	\$1,435.00		31%	\$990.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	QLOGIC
5	QLE2562-E-SP	SEL 8GBDUALPRTFCHBAX4PCIE LCMULTIMODEOPT	\$2,005.00		31%	\$1,383.45		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	QLE2670-E-SP QLE2672-E-SP	SEL 16GBSNGL HBAX4PCIEGEN3LCMULTIMODEOPT SEL 16GBDUAL HBAX4PCIEGEN3LCMULTIMODEOPT	\$1,680.00 \$2,383.00		31% 31%	\$1,159.20 \$1,644.27		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) QLOGIC) QLOGIC
5	QLE4060C-E-SP	SEL SGL PORT ISCSI PCI-EXPRESS COP-E HBA	\$955.00		31%	\$658.95		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	QLE4062C-E-SP	SEL DUAL PORT ISCSI PCI-EXPRESSCOP -EHBA	\$1,525.00	K	31%	\$1,052.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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 5	QLE8142-SR-E QLE8150-CU-E	SEL 10GBDULPRT OPTFCOE X8PCIE LC MMOPTIC SELECT 10GB SNGL PRT CU FCOE X8 PCIE	\$2,769.00 \$1,499.00		31% 31%	\$1,910.61 \$1,034.31		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) QLOGIC) QLOGIC
5	QLE8152-CU-E	SELECT 10GB DUL PRT CU FCOE X8 PCIE	\$2,012.00		31%	\$1,388.28		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	QLE8240-CU-E	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	SB3810-08A8E	SELECT: SB3810 8/8P SWITCH W/8SFP	\$3,023.00		31%	\$2,085.87		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	SB5800V-08A8E	SELECT: SB5800 8/24P SWITCH W/8SFP	\$4,197.00	K	31%	\$2,895.93		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5 5	SB5800V-08B8E SB5800V-20A8E	SELSB5800 8/24PSWTCHW/8SFPREVERSEAIRFLOW SELECT: SB5800 24/24P HA W/20SFP	\$4,197.00 \$9.560.00	K	31% 31%	\$2,895.93 \$6,596.40		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) QLOGIC) QLOGIC
5	SB5802V-08A8E	SELECT: SB5800 24/24P HA SW W/8SFP	\$6,579.00	K	31%	\$4,539.51		\$0.00	\$0.00	\$0.00	\$0.00) QLOGIC
5	SB5802V-20A8E	SELECT: SB5802 24/24P HA W/20SFP	\$11,109.00	K	31%	\$7,665.21		\$0.00	\$0.00	\$0.00	\$0.00		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 5	SB-RACKKIT SFP8-SW-1PK	SANbox 3K/5K RACK KIT SELECT: QLOGIC1PCK 8G SWAVE SFP	\$211.00 \$323.00		31% 31%	\$145.59		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		QLOGIC
5	SFP8-SW-4PK	SELECT: QLOGIC IPCK 8G SWAVE SFP SELECT: QLOGIC 4PCK 8G SWAVE SFP	\$1,294.00		31%	\$222.87 \$892.86		\$0.00	\$0.00	\$0.00	\$0.00) QLOGIC) QLOGIC
5	XPAK-COPP-03	SELECT: 10GB 3 CU STACKING CABLE	\$376.00		31%	\$259.44		\$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		QLOGIC
5 5	XPAK-COPP-78 XPAK-LW-01	SELECT: 10GB 78 CUSTACKING CABLE SELECT: (1) 10G 1310NM XPAK OPTIC	\$516.00 \$4,571.00		31% 31%	\$356.04 \$3,153.99		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) QLOGIC) QLOGIC
5	XPAK-SW-01	SELECT: (1) 10G 15T0NM XPAK OPTIC SELECT: (1) 10G 850NM XPAK OPTIC	\$2,637.00		31%	\$1,819.53		\$0.00	\$0.00	\$0.00	\$0.00		QLOGIC
5	HASVRS-UPLFT	SELECT 25% Prod Uplift for HA Envr	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5	MCD-DFC-1REP	SEL DFC RT Collector, Ea Dctm Repository	\$5,000.00		31%	\$3,450.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	MCD-EPM-1SVR MCD-RT-1KUSR	SELECT EACH DCTM PROD SVR SELECT Each 1K LIC. USERS	\$7,500.00 \$8,000.00		31% 31%	\$5,175.00 \$5,520.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) REVEILLE) REVEILLE
5	MCIA-100KPPY	SELECT 100K PPY PACK	\$500.00		31%	\$345.00		\$0.00	\$0.00	\$0.00	\$0.00) REVEILLE
5	MCIA-10MPPY	SELECT 10M PPY PACK	\$28,000.00		31%	\$19,320.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	MCIA-1MPPY MCIA-IASVR	SELECT 1M PPY PACK SELECT Each IA Server	\$4,000.00 \$1,500.00		31% 31%	\$2,760.00 \$1,035.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) REVEILLE) REVEILLE
5	MCIA-RT-1KUSRS	SEL Ea 1,000 InfoArchive users	\$8,000.00		31%	\$5,520.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	MCIA-RT-1SVR	SELECT EACH CAPTIVA REAL-TIME SERVER	\$7,500.00	K	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5	MCIA-RT-ADVRECO	SELECT 100K PPY/ADVANCED RECOGNITION	\$1,406.00		31%	\$970.14		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	MCIA-RT-OCRPDF MCX-EPM-1CRE	SELECT 100K PPY/OCR PDF SELECT EACH XPRES PROD SVR CORE	\$375.00 \$7,500.00		31% 31%	\$258.75 \$5,175.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) REVEILLE) REVEILLE
5	MCX-RT-1KUSR	SELECT Each 500 LIC. USERS	\$4,000.00		31%	\$2,760.00		\$0.00	\$0.00	\$0.00	\$0.00) REVEILLE
5	NONPROD-UPLFT	SELECT 10% Prod Uplift for Non-Prod	\$10.00		31%	\$6.90		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	REVCOLLECTER REVCOLL-RDBORCL	SELECT Collector Each Prod Svr SEL Ea DCTM Repository - Oracle DB	\$5,000.00 \$5,000.00		31% 31%	\$3,450.00 \$3,450.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) REVEILLE) REVEILLE
5	REVCOLL-RDBORCL	SEL Ea DCTM Repository - Oracle DB SEL Ea DCTM Repository - SQL DB	\$5,000.00 \$5,000.00		31%	\$3,450.00 \$3,450.00		\$0.00	\$0.00	\$0.00	\$0.00) REVEILLE) REVEILLE
5	REVCON-CAUC	SELECT CA SPECTRUM CONNECTOR	\$7,500.00	K	31%	\$5,175.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	REVEILLE
5	REVCON-HPOV	SELECT HP OPENVIEW CONNECTOR	\$7,500.00	K	31%	\$5,175.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	REVCON-IBMTIV REVCON-SNOW	SELECT IBM TIVOLI CONNECTOR SELECT SERVICE NOW CONNECTOR	\$7,500.00 \$5,000.00	K	31% 31%	\$5,175.00 \$3,450.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) REVEILLE) REVEILLE
5	REVCORE-CPTV	SEL ReveilleCore for Cptv Term Lic	\$0.00	ĸ	31%	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00) REVEILLE
5	REVCORE-DCTM	SEL ReveilleCore for Dctm Term Lic	\$0.00		31%	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	REVDIST-REVPLT	SEL Distributed; Ea Reveille Platform	\$10,000.00		31%	\$6,900.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5	REV-IARCH-1TB REVPLT-10SVR	SELECT Mgmt Console InfoArchive Ea TB SEL Ea Reveille Base, up to 10 Svrs	\$5,500.00 \$10,000.00		31% 31%	\$3,795.00 \$6,900.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) REVEILLE) REVEILLE
5	REVPLT-ADDL10SVR	SEL 10 Svrs added to Reveille Platform	\$8,000.00		31%	\$5,520.00		\$0.00	\$0.00	\$0.00	\$0.00) REVEILLE
5	REVSUBSCR-1SVR	SELECT Annual Subscr Lic Ea DCTM Svr	\$6,000.00		31%	\$4,140.00		\$0.00	\$0.00	\$0.00	\$0.00		REVEILLE
5 5	T-REVSVRD T-REVSVR-IA	SELECT RMCD TRIAL SELECT RMCCI TRIAL	\$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) REVEILLE) REVEILLE
5	AIA-1	SEL STEELCNT APPINT AGENT (QTY 1-24)	\$6,399.00		31%	\$0.00 \$4,415.31		\$0.00	\$0.00	\$0.00	\$0.00) REVEILLE) RIVERBED
5	AIA-2	SEL STEELCNT APPINT AGENT (QTY 25-49)	\$5,439.00	K	31%	\$3,752.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIA-3	SEL STEELCNT APPINT AGENT (QTY 50-99)	\$4,799.00		31%	\$3,311.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIA-4 AIA-5	SEL STEELCNT APPINT AGENT (QTY 100-249) SEL STEELCNT APPINT AGENT (QTY 250-499)	\$4,479.00 \$4,159.00		31% 31%	\$3,090.51 \$2,869.71		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	AIA-6	SEL STEELCNT APPINT AGENT (QTY 500-999)	\$3,679.00		31%	\$2,538.51		\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	AIA-7	SEL STEELCNT APPINT AGENT (1000-2499)	\$3,519.00	K	31%	\$2,428.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	AIA-8	SEL STEELCNT APPINT AGENT (2500-4999)	\$3,200.00		31%	\$2,208.00		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIA-9 AIXBMX-40	SEL STEELCNT APPINT AGENT (5000-99999) SEL AI Xprt BrwsrMetrix 10MPgViews-Month	\$2,880.00 \$26,332.00		31% 31%	\$1,987.20 \$18,169.08		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) RIVERBED) RIVERBED
5	AIXBMX-50	SEL AI XprtBrwsrMetrix 100MPgViews-Month	\$223,871.00		31%	\$154,470.99		\$0.00	\$0.00	\$0.00	\$0.00) RIVERBED
5	AIXBMX-60	SEL Al Xprt BrwsrMetrix 1BPgViews-Month	\$882,332.00		31%	\$608,809.08		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED

			ĺ		N	VP 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	AIXBMX-70	SEL AI Xprt BrwsrMetrix 10BPgViews-Month	\$1,846,148.00	К	31%	\$1,273,842.12	\$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		RIVERBED
5 5	AIXCOL AIXCON	SEL Appinternals Xpert Agent SEL Appinternals Xpert Management Server	\$3,932.00 \$34,455.00	K K	31% 31%	\$2,713.08 \$23,773.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-02200-B010	SEL AppResponse 2200	\$42,702.00	ĸ	31%	\$29,464.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-03300-B010	SEL AppResponse 3300	\$66,455.00	K	31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-03800-B010 ARX-04300-B010	SEL AppResponse 3800 SEL AppResponse 4300	\$105,225.00 \$138,455.00	K K	31% 31%	\$72,605.25 \$95,533.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-05100-B010	SEL AppResponse 5100	\$177,225.00	ĸ	31%	\$122,285.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-06000-B010	SEL AppResponse 6000	\$253,532.00	K	31%	\$174,937.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARXCXT10 ARXCXT100	SEL CX-Tracer - 10 Servers SEL CX-Tracer - 100 Servers	\$19,686.00 \$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 - 500 Servers	\$329,225.00	ĸ	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	ARX-DIR300-B010 ARX-EXP300-B010	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		RIVERBED
5	ARX-SM-4000	SEL Shark Module for AppResp 4000 series	\$22,025.00	K	31%	\$15,197.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARX-SM-5000 ARX-SM-6000	SEL Shark Module for AppResp 5000 series SEL Shark Module for AppResp 6000 series	\$26,455.00 \$42,332.00	K K	31% 31%	\$18,253.95 \$29,209.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARX-UCMM	SEL AppResponse UC Module	\$39,502.00	ĸ	31%	\$27,256.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARX-V2000	SEL AppResponse v2000	\$32,855.00	K	31%	\$22,669.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ARXVMON ARXVOI1K	SEL AppResponse VMon SEL AppResp VoIP Module 1-1000 Calls	\$14,517.00 \$19,686.00	K K	31% 31%	\$10,016.73 \$13,583.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	ARXVOI250	SEL AppResponse VolP Module 1-1500 Calls	\$7,871.00	ĸ	31%	\$5,430.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ARXVOI500	SEL AppResponse VoIP Module 1-500 Calls	\$13,163.00	K	31%	\$9,082.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	ASENX ASESNMP	SEL AppSensor Xpert SEL AppSensor SNMP Adapter Pack	\$26,332.00 \$6,154.00	K K	31% 31%	\$18,169.08 \$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	ATXP	SEL AppTransaction Plus	\$109,286.00	ĸ	31%	\$75,407.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	ATXS	SEL AppTransaction Standard	\$77,655.00	K	31%	\$53,581.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
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	K K	31% 31%	\$2,123.13 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-H-10-3	SELECT 10 PACK CMC LICENSES (QTY 3-13) SELECT 10 PACK CMC LICENSES (QTY 20-44)	\$1,477.00	ĸ	31%	\$1,019.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-H-10-4	SELECT 10 PACK CMC LICENSES (QTY 45-94)	\$1,108.00	K	31%	\$764.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CMC-H-10-5 CMC-H-10-6	SELECT 10 PACK CMC LICENSES (QTY 95-194) SELECT 10 PACK CMC LICENSES (QTY 195+)	\$923.00 \$677.00	K K	31% 31%	\$636.87 \$467.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CMC-S-10-1	SELECT CMC-VE Licenses (Qty 0-9)	\$3,077.00	K	31%	\$2,123.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CMC-S-10-2	SELECT CMC-VE LICENSES (QTY 10-24)	\$2,462.00	K	31%	\$1,698.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CMC-S-10-3 CMC-S-10-4	SELECT CMC-VE LICENSES (QTY 24-29) SELECT CMC-VE LICENSES (QTY 50-99)	\$1,477.00 \$1,108.00	K K	31%	\$1,019.13 \$764.52	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		RIVERBED
5	CMC-S-10-4	SEL CMC-VE Licenses (Qty 100-199)	\$923.00	ĸ	31% 31%	\$636.87	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		RIVERBED RIVERBED
5	CMC-S-10-6	SEL CMC-VE Licenses (Qty 200+)	\$677.00	K	31%	\$467.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CMC-VE-INST	SEL VIRTUAL CMC LICENSE SEL SteelCentNetShkPckAnlyz1ConcLic(1-4)	\$1,846.00 \$5,532.00	K K	31% 31%	\$1,273.74	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSK-CNCLICUSR1-1 CSK-CNCLICUSR1-2	SEL SteelCentNetShkPckAnlyz1ConcLic(1-4) SEL SteelCentNetShkPckAnlyz1ConcLic(5-9)	\$4,425.00	ĸ	31%	\$3,817.08 \$3,053.25	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00		RIVERBED
5	CSK-CNCLICUSR1-3	SEL SteelCentNSharkPackAnaly1CncLic10-24	\$3,563.00	K	31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	CSK-CNCLICUSR1-4 CSP-CNC-LICUSR-1	SEL SteelCentNetSharkPktAnlz1CncLic25 up SEL Pilot Concurrent User 1-4	\$3,071.00 \$5,532.00	K K	31% 31%	\$2,118.99 \$3.817.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-CNC-LICUSR-1	SEL Pilot Concurrent User 5-9	\$4,425.00	ĸ	31%	\$3,053.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	CSP-CNC-LICUSR-3	SEL Pilot Concurrent User 10-24	\$3,563.00	K	31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	CSP-CNC-LICUSR-4 CSP-LIC-USR-1	SEL Pilot Concurrent User 25+ SEL CASCADE PILOT 1 USER 1-2	\$3,071.00 \$3,686.00	K K	31% 31%	\$2,118.99 \$2,543.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-2	SEL CASCADE PILOT 1 USER 1-2 SEL CASCADE PILOT 1 USER 3-4	\$3,563.00	K	31%	\$2,458.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	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		RIVERBED
5 5	CSP-LIC-USR-4 CSP-LIC-USR-5	SEL CASCADE PILOT 1 USER 10-24 SEL CASCADE PILOT 1 USER 25-49	\$2,791.00 \$2,651.00	K K	31% 31%	\$1,925.79 \$1,829.19	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CSP-LIC-USR-6	SEL CASCADE PILOT 1 USER 50-99	\$2,518.00	ĸ	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		RIVERBED
5 5	CSP-PE-LIC CX-255-B020	SEL Cascade Pilot Personal Edition SEL SteelHead CX255B020 with RiOS (TAA)	\$1,594.00 \$2,209.00	K K	31% 31%	\$1,099.86 \$1,524.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	CX-570-B020	SEL Steelhead CX570B20 w RiOS BMC Module	\$8,855.00	ĸ	31%	\$6,109.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		RIVERBED
5	FPS-003 FPS-004	SEL FIPS License (CX555/570/EX560) SEL FIPS License (CX755/770/EX760)	\$3,077.00 \$4,431.00	K K	31% 31%	\$2,123.13 \$3,057.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FPS-005	SELFIPS2050/1555/3070/EX/SFED21/22/3100	\$5,046.00	K	31%	\$3,481.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	FPS-006	SEL FIPS 5050/6050/5055/5070/SFED32/5100	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	FPS-007 FSYNC-001	SEL FIPS License (SH7050/CX7055/CX7070) SEL FusionSync GCA2000	\$18,462.00 \$3,077.00	K K	31% 31%	\$12,738.78 \$2,123.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	FSYNC-002	SEL FusionSync GCA 3000	\$4,615.00	ĸ	31%	\$3,184.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	FSYNC-003	SEL FusionSync VGC1000	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	FSYNC-004 FSYNC-005	SEL FusionSync VGC1500 SEL FusionSync SFCR3500	\$3,077.00 \$6,154.00	K K	31% 31%	\$2,123.13 \$4,246.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	HA-BUNDLE	SEL High Avail Bundle (25% ea adj LP)	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	INT-09600-B010	SEL SteelHead Interceptor 9600 Base	\$55,378.00	K	31%	\$38,210.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	INT-09600-B010-C KIT-MEM1-1260	SEL SteelHead Interceptor 9600 Base-C SEL MEMORY UPGR LIC KIT EX1260 (TO 32GB)	\$55,378.00 \$2,462.00	K K	31% 31%	\$38,210.82 \$1,698.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	KIT-MEM2-1260	SEL MEMORY UPGR LIC KIT EX1260 (TO 329B)	\$9,846.00	K	31%	\$6,793.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	L-CAP2260-CAA	SEL CAS ANALYTICS LIC FOR CAP-2260-B010	\$49,225.00	K	31%	\$33,965.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	L-CAP4260-CAA LIC-ADD-100MB	SEL CAS ANALYTICS LICENSE FOR ENT PROF SEL License 100Mbps add on-VH only	\$86,148.00 \$4,923.00	K	31% 31%	\$59,442.12 \$3,396.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ADD-100MB LIC-ARX2200	SEL AppResponse 2200 licenses	\$4,923.00 \$4,708.00	K	31%	\$3,396.87 \$3,248.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-ARX3300	SEL AppResponse 3300 licenses	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-ARX3800 LIC-ARX4300	SEL AppResponse 3800 licenses SEL AppResponse 4300 licenses	\$11,692.00 \$15,385.00	K	31% 31%	\$8,067.48 \$10,615.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-ARX4300 LIC-ARX5100	SEL AppResponse 4300 licenses SEL AppResponse 5100 licenses	\$15,385.00 \$19,692.00	K K	31% 31%	\$10,615.65 \$13,587.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-ARX6000	SEL AppResponse 6000 licenses	\$28,314.00	K	31%	\$19,536.66	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-ARXDIR300 LIC-CAPVE100-SDN	SEL AppResponse Director 300 licenses	\$5,785.00 \$6,148.00	K K	31% 31%	\$3,991.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	LIC-CAPVE100-SDN LIC-CAX-460-SDN	SEL SDN Feature License for CAP-VE-100 SEL SDN Feature License for CAX-460	\$6,148.00 \$2,455.00	K K	31% 31%	\$4,242.12 \$1,693.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-255-H	SEL License SteelHead CX255-H	\$6,400.00	K	31%	\$4,416.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)		RENEWAL	THIRD PARTY PRODUCT PARTNER
5	LIC-CXA-255-L	SEL License SteelHead CX255-L	\$1,477.00		31%	\$1,019.13	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-255-M LIC-CXA-255-U	SEL License SteelHead CX255-M SEL License SteelHead CX255-U	\$3,938.00 \$246.00		31% 31%	\$2,717.22 \$169.74			\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-570-H	SEL Lic SteelHead CX570H 10Mbps 700conn	\$5,292.00		31%	\$3,651.48			\$0.00		\$0.00		RIVERBED
5	LIC-CXA-570-L	SEL Lic SteelHead CX570L 10Mbps 275conn	\$985.00		31%	\$679.65			\$0.00	\$0.00	\$0.00		RIVERBED
5 5	LIC-CXA-570-M LIC-CXA-770-H	SEL Lic SteelHead CX570M 10Mbps 450conn	\$3,446.00		31% 31%	\$2,377.74 \$7,044.21		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-CXA-770-H LIC-CXA-770-L	SEL Lic SteelHead CX770H 30Mbps 2500conn SEL Lic SteelHead CX770L 20Mbps 1000conn	\$10,209.00 \$1,594.00		31%	\$1,099.86		\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-CXA-770-M	SEL Lic SteelHead CX770M 20Mbps 1500conn	\$4,055.00	K	31%	\$2,797.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-INT-09600	SEL License Steelhead INT-9600	\$6,154.00		31%	\$4,246.26			\$0.00		\$0.00		RIVERBED
5 5	LIC-SCAN-02170 LIC-SCAN-04170	SEL SteelCentral NetShark 2170 license SEL SteelCentral NetShark 4170 license	\$4,923.00 \$9,231.00		31% 31%	\$3,396.87 \$6,369.39		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCAN-06170	SEL SteelCentral NetShark 6170 license	\$12,308.00		31%	\$8,492.52			\$0.00		\$0.00		RIVERBED
5	LIC-SCAN-SFED20	SEL NetSharkVE SteelFusionEdge2100, 2200	\$2,209.00	K	31%	\$1,524.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCAN-SFED30 LIC-SCAN-SFED40	SEL NetSharkVE SteelFusionEdge3100 SEL NetSharkVE SteelFusionEdge3200, 5100	\$3,194.00 \$6.148.00	K K	31% 31%	\$2,203.86 \$4,242.12		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCC-1000	SELLic SCC1000incl bundled20 Appliances	\$1,108.00		31%	\$764.52		\$0.00	\$0.00		\$0.00		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	LIC-SCFG-2270-F2	SEL SteelCentralFlowGateway Lic 400K FPM	\$27,077.00		31%	\$18,683.13			\$0.00		\$0.00		RIVERBED
5 5	LIC-SCFG-2270-F3 LIC-SCFG-2270-F4	SEL SteelCentralFlowGateway Lic 600K FPM SEL SteelCentralFlowGateway Lic 800K FPM	\$44,308.00 \$59,077.00		31% 31%	\$30,572.52 \$40,763.13			\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCFG-2270-F5	SEL SteelCentral Flow Gateway Lic 1M FPM	\$72,615.00		31%	\$50,104.35	\$0.00		\$0.00	\$0.00	\$0.00		RIVERBED
5	LIC-SCFG-2270-F6	SEL SteelCentral Flow Gateway Lic 2M FPM	\$121,846.00		31%	\$84,073.74			\$0.00		\$0.00		RIVERBED
5 5	LIC-SCNE-470-F1 LIC-SCNE-470-F2	SEL SteelCentral NetExpress Lic 15K FPM SEL SteelCentral NetExpress Lic 30K FPM	\$2,462.00 \$18,462.00		31% 31%	\$1,698.78 \$12,738.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNE-470-F3	SEL SteelCentral NetExpress Lic 50K FPM	\$45,538.00		31%	\$31,421.22		\$0.00	\$0.00		\$0.00		RIVERBED
5	LIC-SCNE-470-F4	SEL SteelCentral NetExpress Lic 90K FPM	\$70,154.00	K	31%	\$48,406.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	LIC-SCNE-470-F5	SEL SteelCentral NetExpress Lic 120K FPM	\$92,308.00		31%	\$63,692.52		\$0.00	\$0.00		\$0.00		RIVERBED
5 5	LIC-SCNEVE470SDN LICSCNP04270UIF1	SEL SteelCentral SDN License SCNEVE470 SEL SteelCentralNetProfilerEnterprUILic	\$2,455.00 \$4,923.00		31% 31%	\$1,693.95 \$3,396.87		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP-2270-F1	SEL SteelCentralNetProfiler Lic 200K FPM	\$12,923.00		31%	\$8,916.87			\$0.00		\$0.00		RIVERBED
5	LIC-SCNP-2270-F2	SEL SteelCentralNetProfiler Lic 400K FPM	\$65,846.00		31%	\$45,433.74		\$0.00	\$0.00		\$0.00		RIVERBED
5 5	LIC-SCNP-2270-F3 LIC-SCNP-2270-F4	SEL SteelCentralNetProfiler Lic 600K FPM SEL SteelCentralNetProfiler Lic 800K FPM	\$105,231.00 \$139,692.00		31% 31%	\$72,609.39 \$96,387.48			\$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		31%	\$115,920.00			\$0.00		\$0.00		RIVERBED
5	LIC-SCNP2270-SDN	SEL SteelCentral SDN Lic SCNP-02270-B010	\$6,148.00	K	31%	\$4,242.12			\$0.00		\$0.00		RIVERBED
5	LICSCNP4270AN-F1	SEL SteelCentrNetProfilerEntANLic1MFPM	\$18,831.00		31%	\$12,993.39			\$0.00		\$0.00		RIVERBED
5 5	LICSCNP4270DB-F1 LIC-SCNP4270DPF1	SEL SteelCentralNetProfilerEnterpr DBLic SEL SteelCentralNetProfilerEnterpr DPLic	\$7,877.00 \$6,523.00		31% 31%	\$5,435.13 \$4,500.87			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCNP4270EXF1	SEL SteelCentrNetProfilerEntEXLic1MFPM	\$18,831.00		31%	\$12,993.39			\$0.00		\$0.00	\$0.00	RIVERBED
5	LIC-SCNP4270-SDN	SEL SteelCentralNetProfilerEnterprSDNLic	\$6,148.00	K	31%	\$4,242.12		\$0.00	\$0.00		\$0.00		RIVERBED
5 5	LIC-SCNP-VE-SDN LIC-SCPS-002	SEL SDN License for SCNP-VE-SDN SEL SCPS LICENSE ON 555 SERIES	\$6,148.00 \$2,455.00		31% 31%	\$4,242.12 \$1,693.95		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-004	SEL SCPS License on 755/770 Series	\$4,302.00		31%	\$2,968.38			\$0.00		\$0.00		RIVERBED
5	LIC-SCPS-006	SEL SCPS Lic EX1160/SFED2100/2200	\$10,455.00		31%	\$7,213.95		\$0.00	\$0.00		\$0.00		RIVERBED
5 5	LIC-SCPS-006E LIC-SCPS-007	SEL EVAL SCPS LICENSE ON 1160 SERIES SEL SCPS Lic 1260/1360/SFED3100/3200	\$0.00 \$15,378.00		31% 31%	\$0.00 \$10,610.82		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SCPS-008	SEL SCPS License on 1555/3070 Series	\$10,455.00		31%	\$7,213.95			\$0.00		\$0.00		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	LIC-SCPS-010 LIC-SFCR-3500-C1	SEL SCPS License 7055/7070/DX8000 Series SEL LIC SFCR3500, C1, 25TB, 150LUNs	\$40,609.00		31% 31%	\$28,020.21			\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFCR-3500-C1	SEL LIC SFCR3500, C1, 251B, 150L0Ns SEL LIC SFCR3500, C2, 50TB, 200 LUNs	\$9,225.00 \$19,071.00		31%	\$6,365.25 \$13,158.99			\$0.00		\$0.00		RIVERBED
5	LIC-SFCR-3500-C3	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	\$0.00	RIVERBED
5 5	LIC-SFED-2100-W0 LIC-SFED-2100-W1	SEL SFED2100, BlockStream Only, Lic W0	\$0.00		31% 31%	\$0.00 \$3,396.87		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-2100-W1	SEL LIC SFED2100 W1 1500cxns, 20Mbps SEL LIC SFED2100 W2 2500 cxns, 30Mbps	\$4,923.00 \$14,769.00		31%	\$3,396.67 \$10,190.61			\$0.00		\$0.00		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		RIVERBED
5	LIC-SFED-2200-W0	SEL SFED2200, BlockStream Only, Lic W0	\$0.00	K K	31% 31%	\$0.00			\$0.00		\$0.00		RIVERBED
5 5	LIC-SFED-2200-W1 LIC-SFED-2200-W2	SEL LIC SFED2200 W1 1500cxns, 20Mbps SEL LIC SFED2200 W2 2500 cxns, 30Mbps	\$6,154.00 \$12,308.00		31% 31%	\$4,246.26 \$8,492.52		\$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		31%	\$21,230.61			\$0.00		\$0.00		RIVERBED
5	LIC-SFED-3100-W0	SEL LIC SFED3100 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00	\$0.00		\$0.00		\$0.00		RIVERBED
5 5	LIC-SFED-3100-W1 LIC-SFED-3100-W2	SEL LIC SFED3100 W1 2500 cxns, 30Mbps SEL LIC SFED3100 W2 5000 cxns, 50Mbps	\$12,308.00 \$24,615.00		31% 31%	\$8,492.52 \$16,984.35		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-3100-W2	SEL LIC SFED3100 W2 5000 cxris, 50Mbps SEL LIC SFED3100 W3 10000 cxris, 100Mbps	\$33,846.00		31%	\$23,353.74			\$0.00		\$0.00		RIVERBED
5	LIC-SFED-3200-W0	SEL LIC SFED3200 W0 BlockStream 30Mbps	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	LIC-SFED-3200-W1 LIC-SFED-3200-W2	SEL LIC SFED3200 W1 2500 cxns, 30Mbps SEL LIC SFED3200 W2 5000 cxns, 50Mbps	\$9,846.00 \$27,077.00		31% 31%	\$6,793.74 \$18,683.13			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	LIC-SFED-3200-W2 LIC-SFED-3200-W3	SEL LIC SFED3200 W2 5000 cxns, 50Mbps SEL LIC SFED3200 W3 10000 cxns, 100Mbps	\$27,077.00		31%	\$18,683.13 \$27,175.65			\$0.00		\$0.00		RIVERBED
5	LIC-SFED-5100-W0	SEL LIC SFED5100 W0 BlockStream 50Mbps	\$0.00	K	31%	\$0.00	\$0.00		\$0.00		\$0.00		RIVERBED
5	LIC-SFED-5100-W1	SEL LIC SFED5100 W1 5000 cxns, 50Mbps	\$18,462.00		31%	\$12,738.78			\$0.00		\$0.00		RIVERBED
5 5	LIC-SFED-5100-W2 M-LICSCAN-SFED20	SEL LIC SFED5100 W2 10000 cxns, 100Mbps SEL SupprtNSharkVE StFusionEdg2100, 2200	\$30,769.00 \$317.00	K K	31% 31%	\$21,230.61 \$218.73			\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-001-2TX	SEL 2PORT1GBE TX COPPER NIC-VSH USE ONLY	\$1,838.00	ĸ	31%	\$1,268.22		\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-002-4TX	SEL 4PORT1GBE TXCOPPER NIC EX560/760/VSH	\$3,992.00	K	31%	\$2,754.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-003-4TX NIC-003-4TX-C	SEL 4P 1GBE TX NIC CX;EX (SPARE) SEL 4P1GBE TX COPPER NIC	\$3,992.00 \$3,194.00		31% 31%	\$2,754.48 \$2,203.86			\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-003-4TXEC	SEL EVAL 4-PORT 1GBE TX COPPER NIC	\$3,194.00		31%	\$2,203.86			\$0.00		\$0.00		RIVERBED
5	NIC-004-4SX	SEL 4P 1GBE SX MULT MDE NIC-CX;EX(SPARE)	\$19,992.00	K	31%	\$13,794.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-004-4SX-C NIC-005-4LX	SEL 4-PORT 1GBE SX MULTI MODE FIBER NIC SEL 4P 1GBE LX SGLE MDE NIC-CX:EX(SPARE)	\$15,994.00		31%	\$11,035.86 \$15,047.64			\$0.00		\$0.00		RIVERBED
5 5	NIC-005-4LX NIC-005-4LX-C	SEL 4P 1GBE LX SGLE MDE NIC-CX;EX(SPARE) SEL 4-PORT 1GBE LX SINGLE MODE FIBER NIC	\$23,069.00 \$18,455.00		31% 31%	\$15,917.61 \$12,733.95			\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-007-2LR	2-port 10GbE LR Fiber NIC- Gen 2 (Spare)	\$26,146.00	K	31%	\$18,040.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-007-2LR-C	SEL 2-port 10GbE LR Fiber NIC- Gen 2	\$20,917.00	K	31%	\$14,432.73	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-008-2SR NIC-008-2SR-C	2P 10GbE SR MultiModeFiberNIC-Gen2(Spr) SEL 2P 10GbE SR Mult Mode Fiber NIC-Gen2	\$20,762.00 \$16,609.00		31% 31%	\$14,325.78 \$11,460.21			\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-008-23R-C NIC-009-2XF	SEL 2P 10GBE SR Mult Mode Fiber Nic-Gen2 SEL 2P 10G FIBER (LR;SR) REQUIRES SFP'S	\$19,992.00	K	31%	\$13,794.48			\$0.00		\$0.00		RIVERBED
5	NIC-009-2XF-C	SEL 2-PORT 10G FIBER (LR; SR) SFP+	\$15,994.00	K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-2LX	SEL 2-PORT 1GBE LX NIC (XX50) SPARE	\$7,495.00	K	31%	\$5,171.55	\$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	NIC-01G-2LX-C NIC-01G-2SX	SEL 2-PORT 1GBE LX NIC (XX50) ADD-ON SEL 2-PORT 1GBE SX NIC (XX50) SPARE	\$9,954.00 \$6,495.00		31% 31%	\$6,868.26 \$4,481.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-01G-2SX-C	SEL 2-PORT 1GBE SX NIC (XX50) ADD-ON	\$8,626.00	K	31%	\$5,951.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-01G-4LX	SEL 4-PORT 1GBE LX NIC (XX50) SPARE	\$14,995.00		31%	\$10,346.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	NIC-01G-4LX-C NIC-01G-4SX	SEL 4-PORT 1GBE LX NIC (XX50) ADD-ON SEL 4-PORT 1GBE SX NIC (XX50) SPARE	\$19,915.00 \$12,495.00		31% 31%	\$13,741.35 \$8,621.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-01G-4SX-C	SEL 4-PORT 1GBE SX NIC (XX50) ADD-ON	\$17,259.00		31%	\$11,908.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-01G-4TX	SEL 4-PORT 1GBE TX NIC (XX50) SPARE	\$2,595.00	K	31%	\$1,790.55	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-01G-4TX-C NIC04-4SX-E-C	SEL 4-PORT 1GBE TX NIC (XX50) ADD-ON SEL EVAL 4P 1GBE SX MULT MODE FIBER NIC	\$3,446.00 \$15,994.00		31% 31%	\$2,377.74 \$11,035.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC05-4LX-E-C	SEL EVAL 4P 1GBE 3X MOET MODE FIBER NIC	\$18,455.00		31%	\$12,733.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-1-001G-2LXBP	SEL Dual 1 GbE Fiber LX	\$9,225.00	K	31%	\$6,365.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	RIVERBED
5	NIC-1-001G-2SXBP	SEL Dual 1 GbE Fiber SX	\$7,994.00		31%	\$5,515.86	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-1-001G-4LXBP NIC1-001G-4SFP-C	SEL Quad 1 GbE Fiber LX SEL Quad 1 GbE Fiber SFP	\$18,455.00 \$10,455.00		31% 31%	\$12,733.95 \$7,213.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-1-001G-4TX	SEL Quad 1 GbE Copper Base-T	\$2,086.00		31%	\$1,439.34	\$0.00	\$0.00			\$0.00		RIVERBED
5	NIC-1-001G-4TXBP	SEL Quad 1 GbE Copper Base-T	\$2,702.00		31%	\$1,864.38	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-1-001G-4TX-C NIC-1-010G-2LRBP	SEL Quad 1 GbE Copper Base-T SEL Dual 10 GbE Fiber LR	\$2,086.00 \$20,917.00		31% 31%	\$1,439.34 \$14,432.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-1-010G-2ERBP	SEL Dual 10 GbE Fiber SFP+	\$11,686.00		31%	\$8,063.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC1-010G-2SFPPC	SEL Dual 10 GbE Fiber SFP+	\$11,686.00	K	31%	\$8,063.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-1-010G-2SRBP	SEL Dual 10 GbE Fiber SR	\$16,609.00		31%	\$11,460.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-1-010G-2TX NIC-1-010G-2TX-C	SEL Dual 10 GbE Copper Base-T SEL Dual 10 GbE Copper Base-T	\$7,378.00 \$7,378.00		31% 31%	\$5,090.82 \$5,090.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC1-010G-4SFPPC	SEL Quad 10 GbE Fiber SFP+	\$17,840.00		31%	\$12,309.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	NIC-1-010G-4TX	SEL Quad 10 GbE Copper Base-T	\$6,148.00		31%	\$4,242.12	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-1-010G-4TX-C NIC-10G-2LR-C	SEL Quad 10 GbE Copper Base-T SEL 2-PORT 10GBE LR NIC ADD ON	\$6,148.00 \$22,570.00		31% 31%	\$4,242.12 \$15,573.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	NIC-10G-2SR-C	SEL 2-PORT 10GBE ER NIC ADD ON	\$17,922.00		31%	\$12,366.18	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	NIC-CSK210G-C	SEL 2P10GBE FIBER NIC-CSK ADD ON-REQ SFP	\$15,994.00	K	31%	\$11,035.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	NIC-CSK-2TX-C	SEL 2PORT 1GBE TX CAPTURE NIC-CSK ADD ON	\$2,455.00		31%	\$1,693.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	NIC-CSK-4TX-C PWS-001-C	SEL 4PORT 1GBE TX CAPTURE NIC-CSK ADD ON SELECT ADD ON POWER SUPPLY FOR SH1050-C	\$3,686.00 \$400.00		31% 31%	\$2,543.34 \$276.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SAN-001-C	SEL SAN ATTACHED STORAGE CONN (CAP;CAX)	\$18,455.00		31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCAN-2170-B010-C	SEL 1U8TBBaseSteelCentNetSharkappl2170-C	\$25,846.00		31%	\$17,833.74	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCAN-4170-B010-C SCAN-6170-B010-C	SEL 2U32TB,BaseSteelCentNetShark4170cfg SEL 2UBaseStlCentNetShark6170Creq1SCANSU	\$89,231.00 \$80.000.00		31% 31%	\$61,569.39 \$55,200.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCAN-SU-48TB	SEL Storage, 48TB SteelCentral NetShark	\$61,538.00		31%	\$42,461.22	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCAN-SU-72TB	SEL Storage, 72TB SteelCentral NetShark	\$123,077.00	K	31%	\$84,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCC-01000-BASE	SELSteelCentral Controller1000 Appliance	\$9,963.00		31%	\$6,874.47	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCC-HWA-MGT-10-1 SCC-HWA-MGT-10-2	SEL SCC Add StHd Mgnt Lic 10-pack (1-4) SEL SCC Add StHd Mgnt Lic 10-pack (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	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCC-HWA-MGT-10-3	SEL SCC Add StHd Mgnt Lic 10-pk (20-44)	\$1,477.00		31%	\$1,019.13	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCC-HWA-MGT-10-4	SEL SCC Add StHd Mgnt Lic 10-pk (45-94)	\$1,108.00		31%	\$764.52	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCC-HWA-MGT-10-5 SCC-HWA-MGT-10-6	SEL SCC Add StHd Mgnt Lic 10-pk (95-194) SEL SCC Add StHd Mgnt Lic 10-pk (195 up)	\$923.00 \$677.00		31% 31%	\$636.87 \$467.13	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SCFG-02270-B010	SEL SteelCentrl Flow Gatewy SCFG2270B010	\$24,609.00		31%	\$467.13 \$16,980.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F1	SEL SteelCentralFlow GatewayVirEd,15KFPM	\$3,686.00	K	31%	\$2,543.34	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F10	SEL SteelCentrlFlow GatewayVirEdit,2MFPM	\$129,225.00		31%	\$89,165.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCFG-VE-F2 SCFG-VE-F3	SEL SteelCentralFlow GatewayVirEd,30KFPM SEL SteelCentralFlow GatewayVirEd,60KFPM	\$7,378.00 \$12,302.00		31% 31%	\$5,090.82 \$8,488.38	\$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		31%	\$12,733.95	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F5	SEL SteelCentralFlowGatewayVirEd,200KFPM	\$22,148.00		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		31% 31%	\$28,020.21 \$40,758.99	\$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-F8	SEL SteelCentralFlowGatewayVirEd,800KFPM	\$73,840.00		31%	\$50,949.60	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCFG-VE-F9	SEL SteelCentrlFlow GatewayVirEdit,1MFPM	\$86,148.00		31%	\$59,442.12	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCNE-470-B010-C SCNE-VE-00470-F1	SEL SteelCentral NetExpress SCNE470-B10C SEL SteelCentralNetExpressVirEdit,15KFPM	\$27,071.00 \$24,609.00		31% 31%	\$18,678.99 \$16,980.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNE-VE-00470-F2	SEL SteelCentralNetExpressVirEdit,30KFPM	\$40,609.00		31%	\$28,020.21	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNE-VE-00470-F3	SEL SteelCentralNetExpressVirEdit,60KFPM	\$66,455.00	K	31%	\$45,853.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNE-VE-00470-F4 SCNE-VE-00470-F5	SEL SteelCentralNetExpressVirEdit,90KFPM SEL SteelCentralNetExpressVirEd,120KFPM	\$91,071.00 \$108,302.00		31% 31%	\$62,838.99 \$74,728.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-02270-B010	SEL SteelCentralNetExpressVIrEd, 120KFPM SEL SteelCentrl NetProfiler SCNP2270B010	\$108,302.00		31%	\$74,728.38 \$80,248.38	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNP-2270-B10-C	SEL SteelCentralNetProfiler SCNP2270B10C	\$116,302.00	K	31%	\$80,248.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-4270-AN-B30	SEL SteelCentrlNetProfilrEnterprANModule	\$169,471.00		31% 31%	\$116,934.99	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCNP4270-AN-B30C SCNP-4270-DB-B20	SEL SteelCentNetProf Ent AnalysisMod Cfg SEL SteelCentrlNetProfilrEnterprDBModule	\$169,471.00 \$70,886.00		31% 31%	\$116,934.99 \$48,911.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-4270-DP-B50	SEL SteelCntl Dispatch Enterprise Profir	\$58,702.00		31%	\$40,504.38	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNP-4270-EX-B40	SEL SteelCentNetProfEntSCNP4270 Exp Mod	\$169,471.00		31%	\$116,934.99	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCNP4270EX-B40-C SCNP-4270-UI-B10	SEL SteelCentNetPrfirEntSCNP4270ExpMdCfg SEL SteelCentlNetProf Ent UI Module	\$169,471.00 \$52,917.00		31% 31%	\$116,934.99 \$36,512.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-4270-01-B10	SEL SteelCentrlNetProfilerVirEdit.15KFPM	\$11,071.00		31%	\$7,638.99	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5	SCNP-VE-F10	SEL SteelCentralNetProfilerVirEdit,2MFPM	\$406,148.00	K	31%	\$280,242.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	SCNP-VE-F2	SEL SteelCentrlNetProfilerVirEdit,30KFPM	\$22,148.00		31%	\$15,282.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	SCNP-VE-F3 SCNP-VE-F4	SEL SteelCentrlNetProfilerVirEdit,60KFPM SEL SteelCentrlNetProfilerVirEdit,90KFPM	\$41,840.00 \$60,302.00		31% 31%	\$28,869.60 \$41,608.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F5	SEL SteelCentralNetProfilerVirEd,200KFPM	\$92,302.00	K	31%	\$63,688.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCNP-VE-F6	SEL SteelCentralNetProfilerVirEd,400KFPM	\$135,378.00	K	31%	\$93,410.82	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	RIVERBED
5 5	SCNP-VE-F7 SCNP-VE-F8	SEL SteelCentralNetProfilerVirEd,600KFPM SEL SteelCentralNetProfilerVirEd,800KFPM	\$196,917.00 \$233,840.00		31% 31%	\$135,872.73 \$161,349.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		RIVERBED RIVERBED
5	SCNP-VE-F8 SCNP-VE-F9	SEL SteelCentralNetProfilerVirEdt, 800KFPM SEL SteelCentralNetProfilerVirEdt, 1MFPM	\$233,840.00		31%	\$186,826.47	\$0.00	\$0.00			\$0.00		RIVERBED
5	SCPRTL-FNDTN	SEL SteelCentral Portal	\$61,532.00	K	31%	\$42,457.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCPS-001	SEL SCPS on Steelhead 250 Series	\$1,225.00		31%	\$845.25	\$0.00	\$0.00	\$0.00		\$0.00		RIVERBED
5 5	SCPS-004 SCPS-005	SEL SCPS on Steelhead 2050 Series SEL SCPS on Steelhead 5050 Series	\$10,455.00 \$15,378.00		31% 31%	\$7,213.95 \$10,610.82	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-006	SEL SCPS on Steelhead 6050 Series	\$30,148.00	K	31%	\$20,802.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCPS-007	SEL SCPS on Steelhead 7050 Series	\$40,609.00	K	31%	\$28,020.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	SCPS-01A	SEL SCPS on Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED

			I		N	VP LEVEL 1		NVP MAINTENA	NCF 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	LP MNT ANNUAL (STANDARD)	ANNUAL	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	SCPS-VCX-003	SEL SCPS on Virtual Steelhead 555 Series	\$2,455.00	K	31%	\$1,693.95	(PREMIUM) \$0.00	\$0.00	(BASIC) \$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		RIVERBED RIVERBED
5	SCPS-VSH-001	SEL SCPS on Virtual Steelhead 250 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SCPS-VSH-002 SCPS-VSH-003	SEL SCPS on Virtual Steelhead 550 Series SEL SCPS on Virtual Steelhd 1050 Series	\$2,455.00 \$4,302.00	K K	31% 31%	\$1,693.95 \$2,968.38	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SCPS-VSH-004	SEL SCPS on Virtual Steeling 1050 Series SEL SCPS on Virtual Steeling 1050 Series	\$10,455.00	K	31%	\$7,213.95	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SCPS-VSH-01A	SEL SCPS on Virtual Steelhead 150 Series	\$1,225.00	K	31%	\$845.25	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SFCR-3500-B010 SFCR-3500-B010-C	SEL SteelFusion Core, SFCR3500 SEL SteelFusion Core, SFCR3500	\$40,000.00 \$40,000.00	K K	31% 31%	\$27,600.00 \$27,600.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-2100-B010	SEL SteelFusion Edge SFED 2100	\$19,686.00	K	31%	\$13,583.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFED-2100-B010-C SFED-2200-B010	SEL SteelFusion Edge SFED 2100-C SEL SteelFusion Edge SFED 2200	\$19,686.00 \$30,763.00	K K	31% 31%	\$13,583.34 \$21,226.47	\$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		RIVERBED
5	SFED-3100-B010	SEL SteelFusion Edge SFED 3100	\$49,225.00	K	31%	\$33,965.25	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SFED-3100-B010-C SFED-3200-B010	SEL SteelFusion Edge SFED 3100-C SEL SteelFusion Edge SFED 3100	\$49,225.00 \$73,840.00	K K	31% 31%	\$33,965.25 \$50,949.60	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFED-3200-B010-C	SEL SteelFusion Edge SFED 3100-C	\$73,840.00	K	31%	\$50,949.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SFED-5100-B010 SFED-5100-B010-C	SEL SteelFusion Edge SFED 5100 SEL SteelFusion Edge SFED 5100-C	\$116,917.00 \$116,917.00	K K	31% 31%	\$80,672.73 \$80,672.73	\$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		RIVERBED
5	SFP-004-SR	SEL Short Reach 10GbE SFP+ module	\$1,046.00	K	31%	\$721.74	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SFP-005-TX SFP-006-LX	SEL Copper 1GbE SFP module SEL Long haul 1GbE fiber SFP module	\$615.00 \$732.00	K K	31% 31%	\$424.35 \$505.08	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SFP-007-SX	SEL Short haul 1GbE fiber SFP module	\$486.00	K	31%	\$335.34	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-1 SMC-U-10-10	SELECT 10 SH MOBILE USER LIC (0-1) SELECT 10 SH MOBILE USER LIC (1001-2000)	\$2,449.00 \$1,452.00	K K	31% 31%	\$1,689.81 \$1,001.88	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-11	SELECT 10 SH MOBILE USER LIC (1001-2000) SELECT 10 SH MOBILE USER LIC (2001-5000)	\$1,452.00	K	31%	\$1,001.00	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-2	SELECT 10 SH MOBILE USER LIC (2-3)	\$2,425.00	K	31%	\$1,673.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	SMC-U-10-3 SMC-U-10-4	SELECT 10 SH MOBILE USER LIC (4-10) SELECT 10 SH MOBILE USER LIC (11-25)	\$2,400.00 \$2,055.00	K K	31% 31%	\$1,656.00 \$1,417.95	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-5	SELECT 10 SH MOBILE USER LIC (11-25)	\$2,031.00	K	31%	\$1,401.39	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	SMC-U-10-6	SELECT 10 SH MOBILE USER LIC (51-100)	\$1,969.00	K	31%	\$1,358.61	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	SMC-U-10-7 SMC-U-10-8	SELECT 10 SH MOBILE USER LIC (101-200) SELECT 10 SH MOBILE USER LIC (201-500)	\$1,908.00 \$1,538.00	K K	31% 31%	\$1,316.52 \$1,061.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	SMC-U-10-9	SELECT 10 SH MOBILE USER LIC (501-1000)	\$1,477.00	K	31%	\$1,019.13	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	RIVERBED
5	SMC-VRT-V100	SEL VirtualSMC manage10 concurrent users SEL SFP - 1GbE LX	\$7,378.00	K K	31%	\$5,090.82	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED RIVERBED
5 5	TRC-1-SFP-LX-C TRC-1-SFPP-DAC-C	SEL 10GbE DAC Twinax	\$277.00 \$302.00	K	31% 31%	\$191.13 \$208.38	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	TRC-1-SFPP-LR	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	TRC-1-SFPP-LR-C TRC-1-SFPP-SR	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		RIVERBED RIVERBED
5	TRC-1-SFPP-SR-C	SEL SFP+ - 10GbE SR	\$855.00	K	31%	\$589.95	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	TRC-1-SFP-SX-C	SEL SFP - 1GbE SX	\$240.00	K	31%	\$165.60	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED RIVERBED
5 5	UCXPL-T-P U-SFCR3500-C1-C2	SEL STEELCNTRL UCEXPENTPHONELIC-BASETIER SEL Upgrade LIC-SFCR-03500-C1 to C2	\$37.00 \$11,323.00	K K	31% 31%	\$25.53 \$7,812.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	U-SFCR3500-C1-C3	SEL Upgrade LIC-SFCR-03500-C1 to C3	\$42,462.00	K	31%	\$29,298.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	U-SFCR3500-C2-C3 U-SFED2100-W0-W1	SEL Upgrade LIC-SFCR-03500-C2 to C3 SEL Upgrade LIC-SFED-02100-W0 to W1	\$31,138.00 \$5,662.00	K K	31% 31%	\$21,485.22 \$3,906.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED2100-W0-W2	SEL Upgrade LIC-SFED-02100-W0 to W2	\$16,985.00	ĸ	31%	\$11,719.65	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	U-SFED2100-W0-W3	SEL Upgrade LIC-SFED-02100-W0 to W3	\$33,969.00	K K	31% 31%	\$23,438.61 \$7,812.87	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	U-SFED2100-W1-W2 U-SFED2100-W1-W3	SEL Upgrade LIC-SFED-02100-W1 to W2 SEL Upgrade LIC-SFED-02100-W1 to W3	\$11,323.00 \$28,308.00	K	31%	\$7,812.87 \$19,532.52	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	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	U-SFED2200-W0-W1 U-SFED2200-W0-W2	SEL Upgrade LIC-SFED-02200-W0 to W1 SEL Upgrade LIC-SFED-02200-W0 to W2	\$7,077.00 \$14,154.00	K K	31% 31%	\$4,883.13 \$9,766.26	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED2200-W0-W3	SEL Upgrade LIC-SFED-02200-W0 to W3	\$35,385.00	ĸ	31%	\$24,415.65	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	U-SFED2200-W1-W2	SEL Upgrade LIC-SFED-02200-W1 to W2	\$7,077.00	K	31%	\$4,883.13	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	U-SFED2200-W1-W3 U-SFED2200-W2-W3	SEL Upgrade LIC-SFED-02200-W1 to W3 SEL Upgrade LIC-SFED-02200-W2 to W3	\$28,308.00 \$21,231.00	K K	31% 31%	\$19,532.52 \$14,649.39	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED3100-W0-W1	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	\$0.00	RIVERBED
5 5	U-SFED3100-W0-W2 U-SFED3100-W0-W3	SEL Upgrade LIC-SFED-03100-W0 to W2 SEL Upgrade LIC-SFED-03100-W0 to W3	\$28,308.00 \$38,923.00	K K	31% 31%	\$19,532.52 \$26,856.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED3100-W1-W2	SEL Upgrade LIC-SFED-03100-W1 to W2	\$14,154.00	ĸ	31%	\$9,766.26	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	U-SFED3100-W1-W3	SEL Upgrade LIC-SFED-03100-W1 to W3 SEL Upgrade LIC-SFED-03100-W2 to W3	\$24,769.00	K	31%	\$17,090.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED RIVERBED
5 5	U-SFED3100-W2-W3 U-SFED3200-W0-W1	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	\$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	U-SFED3200-W0-W3 U-SFED3200-W1-W2	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	U-SFED3200-W1-W3	SEL Upgrade LIC-SFED-03200-W1 to W2	\$33,969.00	K	31%	\$23,438.61	\$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
5 5	U-SFED5100-W0-W1 U-SFED5100-W0-W2	SEL Upgrade LIC-SFED-05100-W0 to W1 SEL Upgrade LIC-SFED-05100-W0 to W2	\$21,231.00 \$35.385.00	K K	31% 31%	\$14,649.39 \$24,415.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	U-SFED5100-W1-W2	SEL Upgrade LIC-SFED-05100-W1 to W2	\$14,154.00	K	31%	\$9,766.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VCX-1555-H VCX-1555-L	SEL Virtual Steelhead 1555 High SEL Virtual Steelhead 1555 Low	\$42,825.00 \$29,778.00	K K	31% 31%	\$29,549.25 \$20,546.82	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-1555-L VCX-1555-M	SEL Virtual Steelnead 1555 Low SEL Virtual Steelhead 1555 Mid	\$29,778.00	K	31%	\$20,546.82 \$26,491.86	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5	VCX-5055-H	SEL Virtual Steelhead 5055 High	\$113,225.00	K	31%	\$78,125.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VCX-5055-M VCX-555-H	SEL Virtual Steelhead 5055 Mid SEL Virtual Steelhead 555 High	\$73,594.00 \$12,917.00	K K	31% 31%	\$50,779.86 \$8,912.73	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-555-M	SEL Virtual Steelhead 555 Mid	\$9,348.00	K	31%	\$6,450.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5	VCX-7055-L	SEL Virtual Steelhead 7055 Low SEL Virtual Steelhead 7055 Mid	\$147,194.00	K	31%	\$101,563.86	\$0.00	\$0.00		\$0.00	\$0.00		RIVERBED
5 5	VCX-7055-M VCX-755-H	SEL Virtual Steelhead 7055 Mid SEL Virtual Steelhead 755 High	\$203,809.00 \$22,763.00	K K	31% 31%	\$140,628.21 \$15,706.47	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VCX-755-L	SEL Virtual Steelhead 755 Low	\$14,517.00	K	31%	\$10,016.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	RIVERBED
5 5	VCX-755-M VGC-1000-L	SEL Virtual Steelhead 755 Mid SEL Virtual SteelFusion Core VGC 1000-L	\$16,978.00 \$17,225.00	K K	31% 31%	\$11,714.82 \$11,885.25	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VGC-1000-L VGC-1000-M	SEL Virtual SteelFusion Core VGC 1000-L	\$23,378.00	K	31%	\$16,130.82	\$0.00	\$0.00			\$0.00		RIVERBED

						IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VGC-1000-U	SEL Virtual SteelFusion Core VGC 1000-U	\$9,840.00		31%	\$6,789.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5 5	VGC-1500-L VGC-1500-M	SEL Virtual SteelFusion Core VGC 1500-L SEL Virtual SteelFusion Core VGC 1500-M	\$29,532.00 \$40,609.00		31% 31%	\$20,377.08 \$28,020.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED RIVERBED
5	VSK-00050	SEL Virtual Cascade Shark 50-50 GB Disk	\$1,471.00		31%	\$1,014.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VSK-00200	SEL Virtual Cascade Shark 200-1 TB Disk	\$6,763.00		31%	\$4,666.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED
5	VSK-00400	SEL Virtual Cascade Shark 400-2 TB Disk	\$12,302.00		31%	\$8,488.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		RIVERBED RIVERBED
5 5	XFP-001-LR XFP-002-SR	SEL Long Reach 10GbE fiber XFP module SEL Short Reach 10GbE fiber XFP module	\$1,662.00 \$1,169.00		31% 31%	\$1,146.78 \$806.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		RIVERBED
5	ALTUSDEM30D	SEL 30 day Free Trial -ALTUS	\$0.00	ĸ	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	ALTUS-LIC-N10	SELECT:LICENSE PER TB (1-10TB)	\$2,933.00		31%	\$2,023.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	ALTUS-LIC-N20	SELECT:LICENSE PER TB (11-20TB)	\$2,667.00		31%	\$1,840.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	ALTUS-LIC-N30 ALTUS-LIC-N50	SELECT: License Per TB (21-30TB) SELECT: LICENSE PER TB (31-50TB)	\$2,400.00 \$2,133.00		31% 31%	\$1,656.00 \$1,471.77	\$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-N99	SELECT: License Per TB (51 or >TB's)	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVENIO SEVENIO
5	EASDEMO30D	SEL 30 day Free Trial - EAS	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	MIG-LIC-060	SEL: 1-60TB migrated per TB	\$2,000.00		31%	\$1,380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	MIG-LIC-060P MIG-LIC-120	SEL: 1-60TB migrated per TB (1M+/TB) SEL: 61-120TBmigrated per TB	\$2,500.00 \$1,700.00		31% 31%	\$1,725.00 \$1,173.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	MIG-LIC-120P	SEL: 61-120TBmigrated per TB (1M+/TB)	\$2,040.00		31%	\$1,407.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVENIO SEVENIO
5	MIG-LIC-240	SEL: 121-240TBmigrated per TB	\$1,400.00		31%	\$966.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SEVEN10
5	MIG-LIC-240P	SEL: 121-240TBmigrated per TB (1M+/TB)	\$1,611.00		31%	\$1,111.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	MIG-LIC-360 MIG-LIC-360P	SEL: 241-360TBmigrated per TB SEL: 241-360TBmigrated per TB (1M+/TB)	\$1,213.00 \$1,396.00		31% 31%	\$836.97 \$963.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	MIG-LIC-500	SEL: 361-500TBmigrated per TB	\$1,093.00	K	31%	\$754.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVENTO
5	MIG-LIC-500P	SEL: 361-500TBmigrated per TB (1M+/TB)	\$1,257.00		31%	\$867.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	MIG-LIC-O5H	SEL: Over 500TBmigrated per TB	\$1,000.00		31%	\$690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	MIG-LIC-O5HP XAFS-LIC-060	SEL: Over 500TBmigrated per TB (1M+/TB) SEL: 1-60TB managed:Tiering+Sync	\$1,151.00 \$1,667.00		31% 31%	\$794.19 \$1,150.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	XAFS-LIC-120	SEL: 61-120TB managed:Tiering+Sync	\$1,500.00		31%	\$1,035.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVENTO SEVENTO
5	XAFS-LIC-240	SEL: 121-240TB managed:Tiering+Sync	\$1,347.00		31%	\$929.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5	XAFS-LIC-360	SEL: 241-360TB managed:Tiering+Sync	\$1,213.00		31%	\$836.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SEVEN10
5 5	XAFS-LIC-500	SEL: 361-500 managed:Tiering+Sync SEL: Cloud Archiving Gateway - 1Tier	\$1,093.00		31% 31%	\$754.17	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SEVEN10 SEVEN10
5	XAFS-LIC-CLD XAFS-LIC-O5H	SEL: 501TB+ managed:Tiering+Sync	\$1,000.00 \$987.00		31%	\$690.00 \$681.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SEVENTO SEVENTO
5	300068-001R	SEL VX-1000 1 YR SUBSCRIPT RENEW INC MNT	\$1,251.00		31%	\$863.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300069-001R	SEL VX-2000 1 YR SUBSCRIPT RENEW INC MNT	\$5,013.00	K	31%	\$3,458.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300070-001R	SEL VX-3000 1 YR SUBSCRIPT RENEW INC MNT	\$10,031.00		31%	\$6,921.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300071-001R 300072-001R	SEL VX-5000 1 YR SUBSCRIPT RENEW INC MNT SEL VRX-8 1 YR SUBSCRIPT RENEWAL INC MNT	\$14,420.00 \$43,895.00		31% 31%	\$9,949.80 \$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	300088-001	SEL VX-500 1 YR SUBSCRIPTION INC MNT	\$624.00		31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300088-001R	SEL VX-500 1 YR SUBSCRIPT RENEW INC MNT	\$624.00		31%	\$430.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300089-001	SEL VX-6000 1 YR SUBSCRIPTION INC MNT	\$20,691.00		31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300089-001R 300090-001	SEL VX-6000 1 YR SUBSCRIPT RENEW INC MNT SEL VX-7000 1 YR SUBSCRIPTION INC MNT	\$20,691.00 \$30,097.00	K K	31% 31%	\$14,276.79 \$20,766.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300090-001R	SEL VX-7000 1 YR SUBSCRIPT RENEW INC MNT	\$30,097.00		31%	\$20,766.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300103-001	SEL VX-8000 1 YR SUBSCRIPTTION INC MNT	\$43,895.00		31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	300103-001R	SEL VX-8000 1 YR SUBSCRIPT RENEW INC MNT	\$43,895.00		31%	\$30,287.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	300104-001 300104-001R	SEL VX-9000 1 YR SUBSCRIPTION INC MNT SEL VX-9000 1 YR SUBSCRIPT RENEW INC MNT	\$62,708.00 \$62,708.00		31% 31%	\$43,268.52 \$43,268.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300105-001	SEL VRX-2 1 YR SUBSCRIPTTION INC MNT	\$3,133.00		31%	\$2,161.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	300106-001	SEL VRX-4 1 YR SUBSCRIPTION INC MNT	\$9,403.00		31%	\$6,488.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	300106-001R 300121-001	SEL VRX-4 1 YR SUBSCRIPT RENEWAL INC MNT SEL VRX-6 1 YR SUBSCRIPTION, INCL MAINT	\$9,403.00 \$20,691.00		31% 31%	\$6,488.07 \$14,276.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	300121-001R	SEL VRX-6 1 YR SUBSCRIPT RENEWAL INC MNT	\$20,691.00		31%	\$14,276.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	5000184-001	SEL USB GIGABIT BYPASS ADAPTER	\$504.00		31%	\$347.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500031-001	SELECT NX-1700 4MBPS WAN ACCL	\$3,961.00		31%	\$2,733.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
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		31%	\$8,989.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500041-001	SELECT NX-3700 20MBPS WAN ACCEL	\$22,661.00		31%	\$15,636.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500042-001 500043-001	SELECT NX-7700 200MBPS WAN ACCEL SELECT NX-9700 1GBPS WAN ACCEL	\$62,328.00 \$203,994.00		31% 31%	\$43,006.32 \$140,755.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500045-001	SELECT VX-5000; VIRTUAL; 50Mbps	\$29,127.00		31%	\$20,097.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	500046-001	SELECT VX-1000; VIRTUAL; 4Mbps	\$2,261.00		31%	\$1,560.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5	500048-001	SELECT VX-3000; VIRTUAL; 20Mbps	\$20,260.00		31%	\$13,979.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500049-001 500049-100	SELECT GMS-10 VIRTUAL WAN ACCL MNGT SELECT UPGRD VIRTUAL GMS-10 TO GMS-25	\$5,661.00 \$11,333.00		31% 31%	\$3,906.09 \$7,819.77	\$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	500049-101	SELECT UPGRD VIRTUAL GMS-10 TO GMS-25 SELECT UPGRD VIRTUAL GMS-10 TO GMS-50	\$11,333.00		31%	\$7,819.77 \$15,640.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK SILVER PEAK
5	500070-001	SELECT VRX-8; VIRTUAL; 1GBPS; 1K FLOWS	\$79,328.00	ĸ	31%	\$54,736.32	\$0.00	\$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		SILVER PEAK
5	500101-001	SEL-FREE TRIAL SP 30-DAY VIRTUAL WAN OPT SEL VX-500 VIRTUAL 2Mbps 8K FLOWS	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SILVER PEAK
5 5	500113-001 500114-001	SEL VX-500 VIRTUAL 2Mbps 8K FLOWS SEL VX-6000 VIRTUAL 100Mbps 128K FLOWS	\$1,128.00 \$37.394.00	K K	31% 31%	\$778.32 \$25,801.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500115-001	SEL VX-7000 VIRTUAL 200Mbps 128K FLOWS	\$54,394.00	ĸ	31%	\$37,531.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500137-001	SEL VX-8000 VIRTUAL, 622MBPS, 256K FLOWS	\$79,328.00		31%	\$54,736.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SILVER PEAK
5	500138-001	SEL VX-9000, VIRTUAL, 1GBPS, 256K FLOWS	\$113,328.00		31%	\$78,196.32		\$0.00	\$0.00		\$0.00		SILVER PEAK
5 5	500139-001 500140-001	SEL VRX-2, VELOCITY, 60GBPH SEL VRX-4, VELOCITY, 300GBPH	\$5,661.00 \$16,994.00		31% 31%	\$3,906.09 \$11,725.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SILVER PEAK
5	500163-001	SEL NX-11700, 5Gbps SSD 512K FLOWS FIBER	\$453,328.00		31%	\$312,796.32		\$0.00	\$0.00		\$0.00		SILVER PEAK
5	500172-001	SEL NX-6700, 100Mbps, 128K FLOWS, 4PORT	\$43,061.00	K	31%	\$29,712.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$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 GA-10001B	SEL UNITY CLOUD INTELLIGENCE SEL Spanning BU Google Base 10001-25000	\$5,667.00 \$18.00		31% 31%	\$3,910.23 \$12.42		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SILVER PEAK SPANNING
5	GA-10001B GA-10001B-2Y	SEL Span BU 2Y Google Base 10001-25000	\$32.00		31%	\$22.08		\$0.00	\$0.00		\$0.00		SPANNING
5	GA-10001B-2Y-P	SEL Spanning 2Y GgleBase 10001-25KPRORTD	\$1.31	K	31%	\$0.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-10001B-3Y	SEL Spanning BU 3Y Goog Base 10001-25000	\$45.00		31%	\$31.05		\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-10001B-3Y-P GA-10001B-4Y	SEL Spanning 3Y GgleBase10001-25K PRORTD SEL Span BU 4Y Google Base 10001-25000	\$1.25 \$54.00		31% 31%	\$0.86 \$37.26		\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	OA-10001D-41	OLE Opan DO 41 Google base 10001-20000	φ34.00	Λ.	3170	\$37.2b	φυ.00	\$U.UU	φυ.00	φυ.00	φυ.00	φυ.00	OI AIRINING

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		•
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)		RENEWAL	THIRD PARTY PRODUCT PARTNER
5	GA-10001B-4Y-P	SEL Spanning 4YGgleBase 10001-25K PRORTD	\$1.11	K	31%	\$0.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001B-5Y GA-10001B-5Y-P	SEL Spanning BU 5Y Goog Base 10001-25000 SEL Spanning 5YGgleBase 10001-25K PRORTD	\$62.00 \$1.03		31% 31%	\$42.78 \$0.71	\$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-51-1	SEL Spanning GoogleBase 10001-25K PRORTD	\$1.50		31%	\$1.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-10001ES	SEL SPANNING BU GOOGLE EDU STUD 10001+	\$3.00	K	31%	\$2.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-10001ES-2Y	SEL SPANNING BU 2Y GOOGLE EDU STUD 10K+	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001ES-2Y-P GA-10001ES-3Y	SEL Spanning 2Y GgI EDU Stud 10k+ PRORTD SEL Spanning BU 3Y Google EDU Stud 10k+	\$0.23 \$8.00	K K	31% 31%	\$0.16 \$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	GA-10001ES-3Y-P	SEL Spanning 3Y GgleEDUStud 10k+ PRORTD	\$0.22		31%	\$0.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		SPANNING
5	GA-10001ES-4Y-P	SEL Spanning 4Y GgleEDUStud 10k+ PRORTD	\$0.20		31%	\$0.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-10001ES-5Y GA-10001ES-5Y-P	SEL Spanning BU 5Y Google EDU Stud 10k+ SEL Spanning 5Y GgleEDU Stud 10k+ PRORTD	\$11.00 \$0.18		31% 31%	\$7.59 \$0.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-10001ES-P	SEL Spanning GgleEDU Stud 10K+ PRORTD	\$0.25		31%	\$0.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1001E-S	SEL SPANNING BU GOOGLE EDU STUD 1001-10K	\$6.00		31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1001E-S-2Y	SEL SPANNING BU 2Y GOOGLE EDU STD 1K-10K	\$11.00		31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1001E-S-2Y-P GA-1001E-S-3Y	SEL Spanning 2Y GgleEDU Std 1k-10kPRORTD SEL Spanning BU 3Y Google EDU Std 1k-10k	\$0.44 \$15.00		31% 31%	\$0.30 \$10.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1001E-S-3Y-P	SEL Spanning 3Y GgleEDUStd 1k-10k PRORTD	\$0.42		31%	\$0.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1001E-S-4Y	SEL Spanning BU 4Y Google EDU Std 1k-10k	\$19.00		31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1001E-S-4Y-P GA-1001E-S-5Y	SEL Spanning 4Y GgleEDUStd 1k-10k PRORTD	\$0.39 \$22.00		31% 31%	\$0.27	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5 5	GA-1001E-S-5Y-P	SEL Spanning BU 5Y Google EDU Std 1k-10k SEL Spanning 5YGgle EDUStd 1k-10k PRORTD	\$0.37	K	31%	\$15.18 \$0.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1001E-S-P	SEL Spanning GgleEDU Stud 1001-10k PRO	\$0.50		31%	\$0.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B	SEL Spanning BU Google Base 1-500	\$40.00		31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1B-2Y GA-1B-2Y-P	SEL SPANNING BU 2Y GOOGLE BASE 1-250 SEL Spanning 2Y GoogleBase 1-501 PRORTD	\$68.00 \$2.81	K K	31% 31%	\$46.92 \$1.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1B-3Y	SEL Spanning BU 3Y Google Base 1-500	\$95.00		31%	\$65.55		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B-3Y-P	SEL Spanning 3Y Ggle Base 1-500 PRORTD	\$2.64		31%	\$1.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B-4Y	SEL Spanning BU 4Y Google Base 1-500	\$118.00		31%	\$81.42		\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1B-4Y-P GA-1B-5Y	SEL Spanning 4Y Ggle Base 1-500 PRORTD SEL Spanning BU 5Y Google Base 1-500	\$2.45 \$140.00		31% 31%	\$1.69 \$96.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1B-51- GA-1B-5Y-P	SEL Spanning 5YGgle Base 1-500 PRORTD	\$2.33		31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1B-P	SEL Spanning Google Base 1-501 PRORATED	\$3.33	K	31%	\$2.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1E-A	SEL SPANNING BU GOOGLE EDU ADM 1-500	\$15.00		31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1E-A-2Y GA-1E-A-2Y-P	SEL SPANNING BU 2Y GOOGLE EDU ADM 1-500 SEL Spanning 2Y GgleEDU Adm 1-500PRORTD	\$26.00 \$1.08		31% 31%	\$17.94 \$0.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-A-3Y	SEL Spanning BU 3Y Google EDU Adm 1-500	\$37.00		31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-A-3Y-P	SEL Spanning 3Y GgleEDU Adm1-500 PRORTD	\$1.03	K	31%	\$0.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1E-A-4Y	SEL Spanning BU 4Y Google EDU Adm 1-500	\$45.00		31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1E-A-4Y-P GA-1E-A-5Y	SEL Spanning 4Y Ggle EDUAdm 1-500 PRORTD SEL Spanning BU 5Y Google EDU Adm 1-500	\$0.93 \$52.00		31% 31%	\$0.64 \$35.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-A-51 GA-1E-A-5Y-P	SEL Spanning 57 Google EDU Adm 1-500 SEL Spanning 57 Ggle EDU Adm 1-500 PRORTD	\$0.87	K	31%	\$0.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-A-P	SEL Spanning Google EDU Adm 1-500 PRORTD	\$1.25		31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-1E-S	SEL SPANNING BU GOOGLE EDU STUD 1-1000	\$9.00		31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1E-S-2Y GA-1E-S-2Y-P	SEL SPANNING BU 2Y GOOGLE EDU STUD 1-1K SEL Spanning 2Y GgleEDU Stud 1-1k PRORTD	\$16.00 \$0.65		31% 31%	\$11.04 \$0.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-S-3Y	SEL Spanning BU 3Y Google EDU Stud 1-1k	\$22.00		31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-S-3Y-P	SEL Spanning 3Y GgleEDU Stud 1-1k PRORTD	\$0.61	K	31%	\$0.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1E-S-4Y GA-1E-S-4Y-P	SEL Spanning BU 4Y Google EDU Stud 1-1k	\$27.00 \$0.56	K K	31% 31%	\$18.63 \$0.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1E-S-5Y	SEL Spanning 4Y GgleEDU Stud 1-1k PRORTD SEL Spanning BU 5Y Google EDU Stud 1-1k	\$32.00		31%	\$22.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-S-5Y-P	SEL Spanning 5YGgle EDU Stud 1-1k PRORTD	\$0.53		31%	\$0.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1E-S-P	SEL Spanning GoogleEDU Stud 1-1K PRORTD	\$0.75		31%	\$0.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1GOV GA-1GOV-2Y	SEL SPANNING BU GOOGLE GOV 1-500 SEL SPANNING BU 2Y GOOGLE GOV 1-500	\$34.00 \$57.00		31% 31%	\$23.46 \$39.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1GOV-2Y-P	SEL Spanning 2Y Ggle Gov 1-500 PRORTD	\$2.38	ĸ	31%	\$1.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1GOV-3Y	SEL Spanning BU 3Y Google Gov 1-500	\$80.00		31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1GOV-3Y-P	SEL Spanning 3Y Ggle Gov 1-500 PRORTD	\$2.22		31%	\$1.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1GOV-4Y GA-1GOV-4Y-P	SEL Spanning BU 4Y Google Gov 1-500 SEL Spanning 4YGgle Gov 1-500 PRORTD	\$99.00 \$2.06		31% 31%	\$68.31 \$1.42	\$0.00 \$0.00	\$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	SPANNING
5	GA-1GOV-5Y-P	SEL Spanning 5Y Ggle Gov 1-500 PRORTD	\$1.97		31%	\$1.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-1GOV-P GA-1NP	SEL Spanning Google Gov 1-500 PRORTD SEL SPANNING BU GOOGLE NON PROF 1-500	\$2.83 \$29.00		31% 31%	\$1.95 \$20.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-2Y	SEL SPANNING BU 2Y GOOGLE NON PROF 1-500 SEL SPANNING BU 2Y GOOGLE NON PROF 1-500	\$50.00		31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-2Y-P	SEL Spanning 2Y Ggle NonProf 1-500PRORTD	\$2.08	K	31%	\$1.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	\$0.00		SPANNING
5	GA-1NP-3Y-P GA-1NP-4Y	SEL Spanning 3Y Ggle NonProf 1-500PRORTD SEL Spanning BU 4Y Google Non Prof 1-500	\$1.97 \$87.00	K K	31% 31%	\$1.36 \$60.03	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-1NP-4Y-P	SEL Spanning 4Y Ggl NonProf 1-500 PRORTD	\$1.80		31%	\$1.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-5Y	SEL Spanning BU 5Y Google Non Prof 1-500	\$102.00	K	31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-1NP-5Y-P	SEL Spanning 5YGgle NonProf 1-500 PRORTD	\$1.70		31%	\$1.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	GA-1NP-P GA-25001B	SEL Spanning Ggle Non Prof 1-500 PRORTD SEL SPANNING BU GOOGLE BASE 25001+	\$2.42 \$14.00	ĸ	31% 31%	\$1.67 \$9.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B GA-25001B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 25001+	\$24.00	K	31%	\$16.56		\$0.00	\$0.00		\$0.00	\$0.00	SPANNING
5	GA-25001B-2Y-PR	SEL Spanning 2Y GgleBase25001+PRORTD	\$1.00	K	31%	\$0.69	\$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-3Y-P GA-25001B-4Y	SEL Spanning 3Y Ggle Base 25001+ PRORTD SEL Spanning BU 4Y Google Base 25001+	\$0.94 \$40.00		31% 31%	\$0.65 \$27.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B-4Y-P	SEL Spanning 4Y Ggle Base 25001+ PRORTD	\$0.83		31%	\$0.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-25001B-5Y	SEL Spanning BU 5Y Google Base 25001+	\$46.00	K	31%	\$31.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-25001B-5Y-P GA-25001B-P	SEL Spanning 5Y Ggle Base 25001+ PRORTD SEL Spanning GoogleBase 25001+ PRORTD	\$0.77 \$1.17		31% 31%	\$0.53 \$0.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-25001B-P GA-5001B	SEL Spanning Google Base 25001+ PRORTD SEL Spanning BU Google Base 5001-10000	\$1.17 \$23.00		31% 31%	\$0.81 \$15.87	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		SPANNING SPANNING
5	GA-5001B-2Y	SEL SPANNING BU 2Y GOOGLE BASE 5001-25K	\$39.00		31%	\$26.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001B-2Y-P	SEL Spanning 2Y GgleBase 5001-10K PRORTD	\$1.63		31%	\$1.12		\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-5001B-3Y GA-5001B-3Y-P	SEL Spanning BU 3Y GoogleBase 5001-10000 SEL Spanning 3Y GgleBase 5001-10K PRORTD	\$55.00 \$1.53		31% 31%	\$37.95		\$0.00	\$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	GA-300 ID-31-P	OLL Spanning ST Oglebase Sout-Ton PROKTO	\$1.53	ĸ	31%	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	OF ANNINING

					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 5	GA-5001B-4Y GA-5001B-4Y-P	SEL Span BU 4Y Google Base 5001-10000 SEL Spanning 4Y GgleBase 5001-10K PRORTD	\$68.00 \$1.41	K K	31% 31%	\$46.92 \$0.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001B-5Y	SEL Spanning BU 5Y GoogleBase 5001-10000	\$80.00	K	31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-5001B-5Y-P GA-5001B-P	SEL Spanning 5YGgle Base 5001-10K PRORTD SEL Spanning Google Base 5001-10K PRORTD	\$1.33 \$1.92	K K	31% 31%	\$0.92 \$1.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A	SEL SPANNING BU GOOGLE EDU ADM 5001+	\$9.00	ĸ	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001E-A-2Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 5001+	\$16.00	K	31%	\$11.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001E-A-2Y-P	SEL Spanning 2Y GgleEDUAdm 5001+ PRORTD	\$0.65	K K	31%	\$0.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001E-A-3Y GA-5001E-A-3Y-P	SEL Spanning BU 3Y Google EDU Adm 5001+ SEL Spanning 3Y Ggle EDUAdm 5001+ PRORTD	\$22.00 \$0.61	K	31% 31%	\$15.18 \$0.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A-4Y	SEL Spanning BU 4Y Google EDU Adm 5001+	\$27.00	K	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001E-A-4Y-P	SEL Spanning 4Y GgleEDU Adm 5001+ PRORTD	\$0.56	K	31%	\$0.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001E-A-5Y GA-5001E-A-5Y-P	SEL Spanning BU 5Y Google EDU Adm 5001+ SEL Spanning 5YGgle EDU Adm 5001+ PRORTD	\$32.00 \$0.53	K K	31% 31%	\$22.08 \$0.37	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-5001E-A-51-P	SEL Spanning GrogleEDU Adm 5001+ PRORTD	\$0.75	K	31%	\$0.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV	SEL SPANNING BU GOOGLE GOV 5001+	\$22.00	K	31%	\$15.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001GOV-2Y GA-5001GOV-2Y-P	SEL SPANNING BU 2Y GOOGLE GOV 5001+ SEL Spanning 2Y Ggle Gov PRORATION	\$37.00 \$1.54	K K	31% 31%	\$25.53 \$1.06	\$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-21-P	SEL Spanning BU 3Y Google Gov 5001+	\$52.00	ĸ	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV-3Y-P	SEL Spanning 3Y Ggle Gov 5001+ PRORTD	\$1.44	K	31%	\$0.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001GOV-4Y	SEL Spanning BU 4Y Google Gov 5001+	\$64.00	K	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001GOV-4Y-P GA-5001GOV-5Y	SEL Spanning 4YGgle Gov 5001+ PRORTD SEL Spanning BU 5Y Google Gov 5001+	\$1.32 \$75.00	K K	31% 31%	\$0.91 \$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	GA-5001GOV-5Y-P	SEL Spanning 5Y Ggle Gov 5001+ PRORTD	\$1.25	ĸ	31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001GOV-P	SEL Spanning Google Gov 5001+ PRORTD	\$1.83	K	31%	\$1.26	\$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	K K	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-2Y-P	SEL Spanning 2Y Ggle NonProf 5001+PRORTD	\$1.19	K	31%	\$0.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001NP-3Y	SEL Spanning BU 3Y Google Non Prof 5001+	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-5001NP-3Y-P	SEL Spanning 3YGgle NonProf 5001+ PRORTD	\$1.11	K	31%	\$0.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	GA-5001NP-4Y GA-5001NP-4Y-P	SEL Spanning BU 4Y Google Non Prof 5001+ SEL Spanning 4Y GgleNonProf 5001+ PRORTD	\$49.00 \$1.02	K K	31% 31%	\$33.81 \$0.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5	GA-5001NP-5Y	SEL Spanning BU 5Y Google Non Prof 5001+	\$58.00	ĸ	31%	\$40.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-5001NP-5Y-P	SEL Spanning 5Y GgleNonProf 5001+ PRORTD	\$0.97	K	31%	\$0.67	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-5001NP-P GA-501B	SEL Spanning Gogle Non Prof 5001+ PRORTD SEL Spanning BU Google Base 501-5000	\$1.42 \$31.00	K K	31% 31%	\$0.98 \$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	GA-501B 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	GA-501B-2Y-P	SEL Spanning 2YGoogleBse 501-5000 PRORTD	\$2.19	K	31%	\$1.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-501B-3Y	SEL Spanning BU 3Y Google Base 501-5000	\$74.00	K	31%	\$51.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501B-3Y-P GA-501B-4Y	SEL Spanning 3Y Ggle Base 501-5K PRORTD SEL Spanning BU 4Y Google Base 501-5000	\$2.06 \$91.00	K K	31% 31%	\$1.42 \$62.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501B-4Y-P	SEL Spanning 4Y Ggle Base 501-5K PRORTD	\$1.90	ĸ	31%	\$1.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		SPANNING
5 5	GA-501B-5Y-P GA-501B-P	SEL Spanning 5Y Ggle Base 501-5K PRORTD SEL Spanning Google Base 501-5001 PRORTD	\$1.80 \$2.58	K K	31% 31%	\$1.24 \$1.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501E-A	SEL SPANNING BU GOOGLE EDU ADM 501-5K	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501E-A-2Y	SEL SPANNING BU 2Y GOOGLE EDU ADM 501-5K	\$21.00	K	31%	\$14.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	GA-501E-A-2Y-PR	SEL Spanning 2Y GgleEDUAdm 501-5k PRORTD	\$0.85	K	31%	\$0.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5	GA-501E-A-3Y GA-501E-A-3Y-P	SEL Spanning BU 3Y Google EDU Adm 501-5k SEL Spanning 3Y Ggle EDUAdm501-5k PRORTD	\$29.00 \$0.81	K K	31% 31%	\$20.01 \$0.56	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING
5	GA-501E-A-4Y	SEL Spanning BU 4Y Google EDU Adm 501-5k	\$36.00	K	31%	\$24.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-501E-A-4Y-P	SEL Spanning 4Y GgleEDUAdm 501-5k PRORTD	\$0.75	K	31%	\$0.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501E-A-5Y GA-501E-A-5Y-P	SEL Spanning BU 5Y Google EDU Adm 501-5k SEL Spanning 5Y GgleEDUAdm 501-5k PRORTD	\$43.00 \$0.72	K K	31% 31%	\$29.67 \$0.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501E-A-P	SEL Spanning GoogleEDU Adm 501-5k PRORTD	\$1.00	ĸ	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV	SEL SPANNING BU GOOGLE GOV 501-5000	\$28.00	K	31%	\$19.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501GOV-2Y GA-501GOV-2Y-P	SEL SPANNING BU 2Y GOOGLE GOV 501-5000 SEL Spanning 2Y Ggle Gov 501-5000 PRORTD	\$47.00 \$1.96	K K	31% 31%	\$32.43 \$1.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501GOV-21-1	SEL Spanning BU 3Y Google Gov 501-5000	\$66.00	ĸ	31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV-3Y-P	SEL Spanning 3Y Ggle Gov 501-5000 PRORTD	\$1.83	K	31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501GOV-4Y GA-501GOV-4Y-P	SEL Spanning BU 4Y Google Gov 501-5000 SEL Spanning 4Y Ggle Gov 501-5K PRORTD	\$82.00 \$1.70	K K	31% 31%	\$56.58 \$1.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501GOV-41-P GA-501GOV-5Y	SEL Spanning BU 5Y Google Gov 501-5000	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501GOV-5Y-P	SEL Spanning 5Y Ggle Gov 501-5K PRORTD	\$1.62	K	31%	\$1.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-501GOV-P	SEL Spanning Google Gov 501-5000 PRORTD	\$2.33	K	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	GA-501NP GA-501NP-2Y	SEL SPANNING BU GOOGLE NON PROF 501-5000 SEL SPANNING BU 2Y GOOGLE NON PRF 501-5K	\$23.00 \$39.00	K K	31% 31%	\$15.87 \$26.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501NP-2Y-P	SEL Spanning 2Y GgleNonPrf 501-5k PRORTD	\$1.63	ĸ	31%	\$1.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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		SPANNING
5 5	GA-501NP-3Y-P GA-501NP-4Y	SEL Spanning 3Y GgleNonPrf 501-5k PRORTD SEL Spanning BU 4Y Google Non Prf 501-5k	\$1.53 \$68.00	K K	31% 31%	\$1.06 \$46.92	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-501NP-4Y-P	SEL Spanning 4Y GgleNonPrf 501-5k PRORTD	\$1.41	K	31%	\$0.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP-5Y	SEL Spanning BU 5Y Google Non Prf 501-5k	\$80.00	K	31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-501NP-5Y-P	SEL Spanning 5Y GgleNonPrf 501-5k PRORTD	\$1.33	K	31%	\$0.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-501NP-P GA-ARCH10001B	SEL Spanning Ggle Non Prof 501-5K PRORTD SEL Span BU ARCH GAPP Base 10001-25000	\$1.92 \$5.00	K K	31% 31%	\$1.32 \$3.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-10001B-P	SEL SpanningARCHGgleBase10001-25K PRORTD	\$0.38	K	31%	\$0.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-ARCH10001ES	SEL Span BU ARCH GAPP EDU Stud 10001+	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	GA-ARCH10001ES-P GA-ARCH1001E-S	SEL SpanningARCHGgle EDU Stud 10K+PRORTD SEL Span BU ARCH GAPP EDU Stud 1001-10k	\$0.06 \$2.00	K K	31% 31%	\$0.04 \$1.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	GA-ARCH-1001E-S GA-ARCH-1001ES-P	SELSpanningARCHGgleEDUStud1001-10kPRORTD	\$0.13	K	31%	\$0.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	GA-ARCH-1B	SEL Spanning BU ARCH GAPP Base 1-500	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-ARCH-1B-P GA-ARCH-1E-A	SEL Spanning ARCHIVEGgleBase 1-500PRORTD SEL Spanning BU ARCH GAPP EDU Adm 1-500	\$0.83	K K	31%	\$0.57 \$2.76	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING SPANNING
5 5	GA-ARCH-1E-A GA-ARCH-1E-A-P	SEL Spanning BU ARCH GAPP EDU Adm 1-500 SEL Spanning ARCHGgIEDU Adm 1-500 PRORTD	\$4.00 \$0.31	K K	31% 31%	\$2.76 \$0.21	\$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-1E-S	SEL Span BU ARCH GAPP EDU Stud 1-1000	\$2.00	K	31%	\$1.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	GA-ARCH-1E-S-P	SEL Spanning ARCHGgleEDUStud 1-1K PRORTD	\$0.19	K	31%	\$0.13	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5 5	GA-ARCH-1GOV GA-ARCH-1GOV-P	SEL Spanning BU ARCH GAPP Gov 1-500 SEL Spanning ARCHGgle Gov 1-500 PRORtd	\$9.00 \$0.71	K K	31% 31%	\$6.21 \$0.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
3	GA-ARGIF IGGV-P	OLE Opaning Artoridgie duy 1-000 FRORtu	φ0.71	IX.	31/0	\$0.49	φυ.υυ	\$0.00	φ0.00	ĢU.UU	φ0.00	φ0.00	OI AINING

March Second Se						N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
Controlled	BAND	SKU						ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
Controlled Con	-													
Company Comp	5	GA-ARCH25001B	SEL Spanning BU ARCH GAPP Base 25001+	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
Control Cont	-		SEL Spanning ARCH Ggle Base 25001+PRORTD SEL Span BU ARCH GAPP Base 5001-10000											
Control Cont													\$0.00	SPANNING
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A Control of Control	-													
1.	5													
Controlled Con														
Company Comp	-	GA-ARCH-501B	SEL Spanning BU ARCH GAPP Base 501-5000	\$8.00			\$5.52		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
Control Cont														
Control Cont													\$0.00	SPANNING
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Control control Control control Control control control control control control Control contro														
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Control Control Per Fig. Control Control Per Fig. Control Control Per Fig. Control Control Per Fig. Control Per Fig	5	O365-10001B-2Y-P	SEL Spanning 2YO365Base 10001-25K PRORTD	\$1.52	K	31%	\$1.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
1.00 1.00					K									
5 OXX-10010167 ST. Comment (1) FF COXX 10 FF	-				K									
Control Cont														
\$ 0000-1000162-74 S.E. Eparting OF CORE DONOR DAYS PROPERTY 14 S. 10 C. 2719. \$1.00 C. 20.00 S. 20.00														
5 ORDINITION OF THE PROPERTY O		O365-10001B-P	SEL Spanning O365 Base 10001-25K PRORTD	\$1.83					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 OXIS-SORTE-PORT PORT PORT PORT PORT PORT PORT PORT														
S OCK-1007EST-FF FF, Sperming Y (OCKET) Elbas 1 to PROFIT 52 0 K 37 h 50 07 50 00 50 0		O365-10001ES2Y-P	SEL Spanning 2Y O365 EDUStud 10k+ PRORTD	\$0.25	K	31%	\$0.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 ODS-1000ES-MY DAY FOREY DAY FOREY DEST DAY FOREY DAY F														
State					K									
Section Confession Confes	-													
Collection Col	-													0.7
Section Contempt	5	O365-10001ES-P	SEL Spanning O365 EDU Stud 10001+ PRORTD	\$0.25	K	31%	\$0.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
SOUR-HOULES-YF SEL Spanning at 70 (SEE) 10 bit														
5 OBS-1001-S-SY-P	-		SEL Spanning 2Y O365EDUStd 1k-10k PRORTD	\$0.54			\$0.37		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 OX85-1016-S-47 BL Sparring BLV PORTED SIX 11-10.9 COX5-1016-S-47 BL Sparring BLV PORTED SIX 11-10.9 COX5-1016-S-47 BL Sparring PORTED SIX 11-10.9 COX5-1016-S-57 BL Sparring PORTED SIX 11-10.9 COX5-1016-SPARRING PORTED	5				K									
Oxide-Holl E-6-9Y SEL Sparming BV CYOSE DEL 14 Hol. PROPRITY 30.0														
OSS-1010-ES-YP SEL Sparming ONDSEDUS and 1-10-RPRORTED \$0.43 K 311k \$0.00														
5 0355-107 E-S-P SEL Spanning DSSEED State 1-500 PROPRIET \$1.07 K 311/4 \$3.0.6 \$0.00														
5 OS65-18-2Y SE, Spanning DI YO GORD Basel +500 PRORTTO	-	O365-1001E-S-P	SEL Spanning O365EDU Stud 1001-10kPRORTD		K	31%	\$0.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 O365-16-27-P SEL Spanning DY O365 Sales 1-500 PROPRITO \$3.40 K 31% \$2.25 \$3.00 \$3.	5 5													
5 0385-18-37-P SEL Spanning 37 0366 Base 1-500 PRORTID \$3.19 K 31% \$2.20 \$0.00		O365-1B-2Y-P	SEL Spanning 2Y O365 Base 1-500 PRORTD	\$3.40	K	31%	\$2.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 0385-18-47 SEL Spanning BU 47 O385 Base 1-500 PCROTTO \$2.26 K 31% \$2.00 \$5.0	-													
5 0365-18-07 SEL Spanning BU SY 0365 Base 1-500 PRORTD \$18.00 K 31% \$115.92 \$0.00 \$0					ĸ									
5 0366-18-9Y-P SEL Spanning 9Y 0366 Base 1-500 PRORTD \$2.80 K 31% \$1.93 \$0.00														
5 0365-18-CYBER-P SEL Spanning O365 Base 1-500 PCBRATTON \$ 3.08 K 31% \$ 2.13 \$ 0.00 \$	-													
5 0365-18-P SEL Spanning DIGS Base 1-500 PRORATION \$4.00 K 31% \$2.76 \$0.00 \$0.					K									
5 0365-1E-A SEL Spanning BU 27085 EDU Adm 1-500														
5 0365-1E-A2*P SEL Spanning 2**O365 EDUAdm*1-500 PRORTD \$1.31 K 31% \$0.90 \$0.00 \$0.		O365-1E-A	SEL Spanning BU O365 EDU Adm 1-500	\$18.00			\$12.42		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 O365-1E-A-3Y SEL Spanning BU 37 O365 EDU Adm 1-500 RORTD \$1.50 K 31% \$31.05 \$0.00														
5 0365-1E-A-4Y SEL Spanning BJ 4Y 0365 EDU Adm 1-500 S50.0 K 31% S37.95 S0.00		O365-1E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 1-500	\$45.00	K	31%	\$31.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
S 0366-1E-A-4V-P SEL Spanning BJ Y 0365 EDUAdm 1-500 PRORTD S 1.15 K 31% \$0.72 \$0.00	-													
5 0365-1E-A-SY-P SEL Spanning 3FV 0385 EDU Adm 1-500 PRORTD 5 0365-1E-A-SY SEL Spanning 3FV 0385 EDU Adm 1-500 PRORTD 5 0365-1E-S SEL Spanning 3FV 0385 EDU Adm 1-500 PRORTD 5 0365-1E-S SEL Spanning 3FV 0385 EDU Adm 1-500 PRORTD 5 0365-1E-S SEL Spanning 3FV 0385 EDU Adm 1-500 PRORTD 5 0365-1E-S SEL Spanning 3FV 0385 EDU Adm 1-500 PRORTD 5 0365-1E-S SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPEL SPANNING 5FV SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPANNING 5FV SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPANNING 5FV SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPANNING 5FV SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPANNING 5FV SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPANNING 5FV SEL Spanning 3FV 0385 EDU Stud 1-1000 5 0365-1E-S SEL SPANNING 5FV SEL Spanning 3FV 0365 GDU Stud 1-1000 5 0365-1E-S SEL Spanning 3FV 0365 GDU Stud 1-1000 5 0365-1E-S SEL Spanning 3FV 0365 GDU Stud 1-1000 5 0365-1E-S SEL Spanning 3FV 0365 GDU Stud 1-1000 5 0365-1E-S SEL Spanning 3FV 0365 GDU Stud 1-1000 5 0365-1E-S SEL Spanning 3FV 0365	5		SEL Spanning 4Y O365 EDUAdm 1-500 PRORTD				\$0.79							
5 0365-1E-AP SEL Spanning DU 3965 EDU Stud 1-1000 \$1.50 K 31% \$1.04 \$0.00 \$0.0														
5 0365-1E-S-2Y SEL Spanning BU 2Y 0365 EDU Stud 1-1k PRORTD \$0.77 K 31% \$13.11 \$0.00	-												Ψ0.00	0.7
5 O365-IE-S-2Y-P SEL Spanning 2Y O365 EDUStud 1-1k PRORTD \$0.77 K 31% \$0.53 \$0.00 \$0	5	O365-1E-S	SEL Spanning BU O365 EDU Stud 1-1000	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 O365-1E-S-3Y SEL Spanning BU 37 O365 EDU Stud 1-1k S26.00 K 31% \$17.94 \$0.00	5 5				K				\$0.00 \$0.00					
5 O365-1E-S-4Y SEL Spanning BU 4Y O365 EDU Stud 1-1k S32.00 K 31% \$22.08 \$0.00	5	O365-1E-S-3Y	SEL Spanning BU 3Y O365 EDU Stud 1-1k	\$26.00		31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 O365-1E-S-4Y-P SEL Spanning 4Y O365 EDU Stud 1-1k PRORTD \$0.67 K 31% \$0.46 \$0.00 \$														
5 O365-1E-S-5Y SEL Spanning BU S7 O365 EDU Stud 1-1k S88.00 K 31% \$26.22 \$0.00	5	O365-1E-S-4Y-P	SEL Spanning 4Y O365 EDUStud 1-1k PRORTD	\$0.67	K	31%	\$0.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 O365-1GOV SEL Spanning Q365 EDU Stud 1-1K PRORTD \$0.92 K 31% \$0.63 \$0.00 \$0.			SEL Spanning BU 5Y O365 EDU Stud 1-1k											
5 0365-1GOV SEL Spanning BU 0365 GoV 1-500 \$40.00 K 31% \$27.60 \$0.00 \$0.				\$0.92										
5 O365-IGOV-2Y-P SEL Spanning 2Y O365 Gov 1-500 PRORTD \$2.85 K 31% \$1.97 \$0.00	5	O365-1GOV	SEL Spanning BU O365 Gov 1-500	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 O365-1GOV-3Y SEL Spanning BU 3Y O365 Gov 1-500 \$97.00 K 31% \$66.93 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 SPANNING 5 O365-1GOV-3Y-P SEL Spanning BU 3Y O365 Gov 1-500 PRORTD \$2.69 K 31% \$1.86 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 SPANNING 5 O365-1GOV-4Y SEL Spanning BU 4Y O365 Gov 1-500 \$120.00 K 31% \$82.80 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 SPANNING														
5 O365-1GOV-4Y SEL Spanning BU 4Y O365 Gov 1-500 \$120.00 K 31% \$82.80 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$A0.00 \$	5	O365-1GOV-3Y	SEL Spanning BU 3Y O365 Gov 1-500	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING

			I		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 5	O365-1GOV-5Y O365-1GOV-5Y-P	SEL Spanning BU 5Y O365 Gov 1-500 SEL Spanning 5Y O365 Gov 1-500 PRORTD	\$142.00 \$2.37	K K	31% 31%	\$97.98 \$1.64	\$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-P	SEL Spanning O365 Gov 1-501 PRORTD	\$3.33	K	31%	\$2.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-1NP	SEL Spanning BU 0365 Non Prof 1-500	\$35.00	K K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ψ0.00	SPANNING SPANNING
5 5	O365-1NP-2Y O365-1NP-2Y-P	SEL Spanning BU 2Y O365 Non Prof 1-500 SEL Spanning 2Y O365NonProf 1-500 PRORTD	\$59.00 \$2.46	K	31% 31%	\$40.71 \$1.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1NP-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	\$0.00	SPANNING
5 5	O365-1NP-3Y-P O365-1NP-4Y	SEL Spanning 3YO365 NonProf 1-500 PRORTD SEL Spanning BU 4Y O365 Non Prof 1-500	\$2.31 \$103.00	K K	31% 31%	\$1.59 \$71.07	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-1NP-4Y-P	SEL Spanning 4Y O365 NonProf 1-500PRORTD	\$2.15	ĸ	31%	\$1.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-1NP-5Y O365-1NP-5Y-P	SEL Spanning BU 5Y O365 Non Prof 1-500	\$123.00	K K	31% 31%	\$84.87	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-1NP-51-P	SEL Spanning 5Y O365NonProf 1-500 PRORTD SEL Spanning O365 NonProf 1-500 PRORTD	\$2.05 \$2.92	K K	31%	\$1.41 \$2.01	\$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 O365 Base 25001+	\$15.00	K	31%	\$10.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-25001B-2Y	SEL Spanning BU 2Y O365 Base 25001+ SEL Spanning 2Y O365 Base 25001+ PRORTD	\$26.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-25001B-2Y-P O365-25001B-3Y	SEL Spanning BU 3Y 0365 Base 25001+	\$1.08 \$37.00	K K	31% 31%	\$0.75 \$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	O365-25001B-3Y-P	SEL Spanning 3Y O365 Base 25001+ PRORTD	\$1.03	K	31%	\$0.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-25001B-4Y O365-25001B-4Y-P	SEL Spanning BU 4Y O365 Base 25001+ SEL Spanning 4Y O365 Base 25001+ PRORTD	\$46.00 \$0.95	K K	31% 31%	\$31.74 \$0.66	\$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-5Y	SEL Spanning BU 5Y O365 Base 25001+	\$54.00	K	31%	\$37.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-25001B-5Y-P	SEL Spanning 5Y O365Base 25001+ PRORTD	\$0.90	K	31%	\$0.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-25001B-P O365-5001B	SEL Spanning O365 Base 25001+PRORTD SEL Spanning BU O365 Base 5001-10000	\$1.25 \$28.00	K K	31% 31%	\$0.86 \$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	O365-5001B-2Y	SEL Spanning BU 2Y O365 Base 5001-10000	\$47.00	ĸ	31%	\$32.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001B-2Y-P	SEL Spanning 2Y O365 Base5001-10K PRORTD	\$1.96	K	31%	\$1.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001B-3Y O365-5001B-3Y-P	SEL Spanning BU 3Y O365 Base 5001-10000 SEL Spanning 3Y O365 Base 5001-10KPRORTD	\$66.00 \$1.83	K K	31% 31%	\$45.54 \$1.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001B-4Y	SEL Spanning BU 4Y O365 Base 5001-10000	\$82.00	K	31%	\$56.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-5001B-4Y-P O365-5001B-5Y	SEL Spanning 4Y O365Base 5001-10K PRORTD SEL Spanning BU 5Y O365 Base 5001-10000	\$1.70 \$97.00	K K	31% 31%	\$1.17 \$66.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001B-5Y-P	SEL Spanning 5V O365Base 5001-10000 SEL Spanning 5Y O365Base 5001-10K PRORTD	\$1.62	K	31%	\$1.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001B-P	SEL Spanning O365 Base 5001-10K PRORTD	\$2.33	K	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-5001E-A O365-5001E-A-2Y	SEL Spanning BU 0365 EDU Adm 5001+ SEL Spanning BU 2Y 0365 EDU Adm 5001+	\$11.00 \$19.00	K 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	O365-5001EA-2Y-P	SEL Spanning 2Y O365EDU Adm 5001+ PRORTD	\$0.77	K	31%	\$0.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 5001+	\$26.00	K	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001EA-3Y-P O365-5001E-A-4Y	SEL Spanning 3Y O365 EDU Adm5001+ PRORTD SEL Spanning BU 4Y O365 EDU Adm 5001+	\$0.72 \$32.00	K K	31% 31%	\$0.50 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001EA-4Y-P	SEL Spanning 4Y O365 EDUAdm5001+ PRORTD	\$0.67	ĸ	31%	\$0.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001E-A-5Y	SEL Spanning BU 5Y O365 EDU Adm 5001+	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001EA-5Y-P O365-5001E-A-P	SEL Spanning 5Y O365EDU Adm 5001+ PRORTD SEL Spanning O365 EDU Adm 5001+ PRORTD	\$0.63 \$0.92	K K	31% 31%	\$0.43 \$0.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001GOV	SEL Spanning BU O365 Gov 5001+	\$26.00	ĸ	31%	\$17.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001GOV-2Y O365-5001GOV2Y-P	SEL Spanning BU 2Y O365 Gov 5001+ SEL Spanning 2Y O365 Gov 5001+ PRORTD	\$44.00 \$1.83	K K	31% 31%	\$30.36 \$1.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001GOV-3Y	SEL Spanning BU 3Y 0365 Gov 5001+	\$62.00	K	31%	\$1.26 \$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001GOV3Y-P	SEL Spanning 3Y O365 Gov 5001+ PRORTD	\$1.72	K	31%	\$1.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001GOV-4Y O365-5001GOV4Y-P	SEL Spanning BU 4Y O365 Gov 5001+ SEL Spanning 4Y O365 Gov 5001+ PRORTD	\$77.00 \$1.59	K K	31% 31%	\$53.13 \$1.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001GOV-5Y	SEL Spanning BU 5Y O365 Gov 5001+	\$91.00	ĸ	31%	\$62.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001GOV5Y-P	SEL Spanning 5Y O365 Gov 5001+ PRORTD	\$1.52	K	31%	\$1.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001GOV-P O365-5001NP	SEL Spanning O365 Gov 5001+ PRORTD SEL Spanning BU O365 Non Prof 5001+	\$2.17 \$20.00	K K	31% 31%	\$1.50 \$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	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
5 5	O365-5001NP-2Y-P O365-5001NP-3Y	SEL Spanning 2Y O365NonProf 5001+ PRORTD SEL Spanning BU 3Y O365 Non Prof 5001+	\$1.44 \$49.00	K	31% 31%	\$0.99 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001NP-3Y-P	SEL Spanning 3Y O365NonProf 5001+ PRORTD	\$1.36	ĸ	31%	\$0.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-5001NP-4Y O365-5001NP-4Y-P	SEL Spanning BU 4Y O365 Non Prof 5001+ SEL Spanning 4Y O365 NonProf5001+ PRORTD	\$60.00 \$1.25	K K	31% 31%	\$41.40 \$0.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-5001NP-41-P	SEL Spanning 8U 5Y O365 Non Prof 5001+	\$71.00	K	31%	\$48.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-5001NP-5Y-P	SEL Spanning 5Y O365NonProf 5001+ PRORTD	\$1.18	K	31%	\$0.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-5001NP-P O365-501B	SEL Spanning O365 NonProf 5001+ PRORTD SEL Spanning BU O365 Base 501-5000	\$1.67 \$37.00	K K	31% 31%	\$1.15 \$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	O365-501B-2Y	SEL Spanning BU 2Y 0365 Base 501-5000 SEL Spanning BU 2Y 0365 Base 501-5000	\$63.00	K	31%	\$43.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501B-2Y-P	SEL Spanning 2Y O365 Base 501-5K PRORTD	\$2.63	K	31%	\$1.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501B-3Y O365-501B-3Y-P	SEL Spanning BU 3Y O365 Base 501-5000 SEL Spanning 3Y O365 Base 501-5K PRORTD	\$89.00 \$2.47	K K	31% 31%	\$61.41 \$1.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501B-4Y	SEL Spanning BU 4Y O365 Base 501-5000	\$109.00	ĸ	31%	\$75.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501B-4Y-P O365-501B-5Y	SEL Spanning 4Y O365 Base 501-5K PRORTD	\$2.27 \$129.00	K K	31% 31%	\$1.57 \$89.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501B-5Y-P	SEL Spanning BU 5Y O365 Base 501-5000 SEL Spanning 5Y O365 Base 501-5K PRORTD	\$2.15	K	31%	\$1.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	ψ0.00	SPANNING
5	O365-501B-P	SEL Spanning O365 Base 501-5K PRORATION	\$3.08	K	31%	\$2.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-501E-A O365-501E-A-2Y	SEL Spanning BU O365 EDU Adm 501-5k SEL Spanning BU 2Y O365 EDU Adm 501-5k	\$15.00 \$25.00	K	31% 31%	\$10.35 \$17.25	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501E-A-2Y-P	SEL Spanning 2Y O365 EDUAdm 501-5kPRORTD	\$1.04	K	31%	\$0.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-501E-A-3Y	SEL Spanning BU 3Y O365 EDU Adm 501-5k	\$35.00	K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501E-A-3Y-P O365-501E-A-4Y	SEL Spanning 3Y O365 EDUAdm501-5k PRORTD SEL Spanning BU 4Y O365 EDU Adm 501-5k	\$0.97 \$44.00	K K	31% 31%	\$0.67 \$30.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501E-A-4Y-P	SEL Spanning 4Y O365 EDUAdm501-5k PRORTD	\$0.91	K	31%	\$0.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-501E-A-5Y	SEL Spanning BU 5Y 0365 EDU Adm 501-5k	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	O365-501E-A-5Y-P O365-501E-A-P	SEL Spanning 5Y O365 EDUAdm501-5k PRORTD SEL Spanning O365 EDU Adm 501-5k PRORTD	\$0.87 \$1.25	K K	31% 31%	\$0.60 \$0.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	O365-501GOV	SEL Spanning BU O365 Gov 501-5000	\$34.00	K	31%	\$23.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-501GOV-2Y O365-501GOV-2Y-P	SEL Spanning BU 2Y O365 Gov 501-5000 SEL Spanning 2Y O365 Gov 501-5K PRORTD	\$57.00 \$2.38	K K	31% 31%	\$39.33 \$1.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501GOV-21-P	SEL Spanning BU 3Y O365 Gov 501-5N PRONTD	\$80.00	K	31%	\$55.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501GOV-3Y-P	SEL Spanning 3Y O365 Gov 501-5K PRORTD	\$2.22	K	31%	\$1.53	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	O365-501GOV-4Y	SEL Spanning BU 4Y O365 Gov 501-5000	\$99.00	K	31%	\$68.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING

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		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
5	O365-501GOV-4Y-P	SEL Spanning 4Y O365 Gov 501-5K PRORTD	\$2.05	K	31%	\$1.41	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501GOV-5Y O365-501GOV-5Y-P	SEL Spanning BU 5Y O365 Gov 501-5000 SEL Spanning 5Y O365 Gov 501-5K PRORTD	\$117.00 \$1.95	K K	31% 31%	\$80.73 \$1.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501GOV-P	SEL Spanning O365 Gov 501-5K PRORTD	\$2.83	K	31%	\$1.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-501NP O365-501NP-2Y	SEL Spanning BU O365 Non Prof 501-5000 SEL Spanning BU 2Y O365 Non Prf 501-5k	\$28.00 \$47.00	K K	31% 31%	\$19.32 \$32.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501NP-2Y-P	SEL Spanning 2Y 0365 NonPrf 501-5kPRORTD	\$1.96	K	31%	\$1.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-501NP-3Y	SEL Spanning BU 3Y O365 Non Prf 501-5k	\$66.00	K	31%	\$45.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-501NP-3Y-P O365-501NP-4Y	SEL Spanning 3Y O365NonPrf 501-5k PRORTD SEL Spanning BU 4Y O365 Non Prf 501-5k	\$1.83 \$82.00	K K	31% 31%	\$1.26 \$56.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501NP-4Y-P	SEL Spanning 4Y O365 NonPrf501-5k PRORTD	\$1.70	K	31%	\$1.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-501NP-5Y O365-501NP-5Y-P	SEL Spanning BU 5Y O365 Non Prf 501-5k SEL Spanning 5Y O365NonPrf 501-5k PRORTD	\$97.00 \$1.62	K K	31% 31%	\$66.93 \$1.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-501NP-P	SEL Spanning 0365 NonProf 501-5K PRORTD	\$2.33	K	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-10001B	SEL Spanning ARCH 0365 Base 10001-25000	\$6.00	K	31%	\$4.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365ARCH10001B-P O365ARCH1001ES-P	SEL Spanning ARCHO365Base10001-25KPRORTD SELSpanningARCHO365EDUStud1001-10kPRORTD	\$0.46 \$0.17	K K	31% 31%	\$0.32 \$0.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365ARCH10K1ES-P	SEL SpanningARCHO365EDUStud 10001+PRORTD	\$0.06	K	31%	\$0.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-ARCH-1B O365-ARCH-1B-P	SEL Spanning ARCH O365 Base 1-500 SEL Spanning ARCH O365 Base 1-500 PRORTD	\$12.00 \$1.00	K K	31% 31%	\$8.28 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-1E-A	SEL Spanning ARCH O365 EDU Adm 1-500	\$5.00	ĸ	31%	\$3.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-1E-A-P	SEL Spanning ARCHO365EDUAdm1-500PRORTD	\$0.38	K	31% 31%	\$0.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-ARCH-1E-S O365-ARCH-1E-S-P	SEL Spanning ARCH 0365 EDU Stud 1-1000 SEL Spanning ARCH0365EDU Stud1-1K PRORTD	\$3.00 \$0.23	K K	31%	\$2.07 \$0.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-1GOV	SEL Spanning ARCH O365 Gov 1-500	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365-ARCH-1GOV-P O365-ARCH-1NP	SEL Spanning ARCHO365 Gov 1-500 PRORTD SEL Spanning ARCH O365 Non Prof 1-500	\$0.83 \$9.00	K K	31% 31%	\$0.57 \$6.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-1NP-P	SEL Spanning ARCHO365NonProf1-500 PRORTD	\$0.73	K	31%	\$0.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-25001B	SEL Spanning ARCH 0365 Base 25001+	\$4.00	K	31%	\$2.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365ARCH25001B-P O365-ARCH-5001B	SEL Spanning ARCH O365 Base 25001+PRORTD SEL Spanning ARCH O365 Base 5001-10000	\$0.31 \$7.00	K K	31% 31%	\$0.21 \$4.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH5001B-P	SEL SpanningARCH 0365Base5001-10K PRORTD	\$0.58	ĸ	31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365ARCH5001EA-P	SEL Spanning ARCHO365EDUAdm 5001+PRORTD	\$0.23	K	31%	\$0.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	O365-ARCH-5001NP O365ARCH5001NP-P	SEL Spanning ARCH 0365 Non Prof 5001+ SEL Spanning ARCH0365NonProf5001+PRORTD	\$5.00 \$0.42	K K	31% 31%	\$3.45 \$0.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-501B	SEL Spanning ARCH O365 Base 501-5000	\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	O365-ARCH-501B-P O365-ARCH-501E-A	SEL Spanning ARCH 0365Base 501-5K PRORTD SEL Spanning ARCH 0365 EDU Adm 501-5k	\$0.77 \$4.00	K K	31% 31%	\$0.53 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH-501E-A	SEL Spanning ARCH 0365 EDU Adm 501-5k SEL Spanning ARCH0365EDUAdm 501-5kPRORTD	\$0.31	K	31%	\$0.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365-ARCH-501GOV	SEL Spanning ARCH O365 Gov 501-5000	\$9.00	K	31%	\$6.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	O365ARCH501GOV-P O365-ARCH-501NP	SEL Spanning ARCH O365 Gov 501-5K PRORTD SEL Spanning ARCH O365 Non Prof 501-5000	\$0.71 \$7.00	K K	31% 31%	\$0.49 \$4.83	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	O365-ARCH501NP-P	SEL Spanning ARCHO365NonProf501-5KPRORTD	\$0.58	ĸ	31%	\$0.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	O365ARCH5K1GOV-P	SEL Spanning ARCH O365 Gov 5001+PRORTD	\$0.54	K	31%	\$0.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
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	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-2Y	SEL Spanning BU Salesforce 1001-5000	\$48.00	K	31%	\$33.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1001-2Y-P SFDC-1001-3Y	SEL Spanning 2Y SFDC 1001-5K PRORATION SEL Spanning BU 3Y Salesforce 1001-5000	\$2.00 \$66.00	K K	31% 31%	\$1.38 \$45.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-3Y-P	SEL Spanning 3Y SFDC 1001-5K PRORATION	\$1.83	ĸ	31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1001-4Y	SEL Spanning BU 4Y Salesforce 1001-5000	\$81.00	K	31%	\$55.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1001-4Y-P SFDC-1001-5Y	SEL Spanning 4Y SFDC 1001-5K PRORATION SEL Spanning BU 5Y Salesforce 1001-5000	\$1.69 \$97.00	K K	31% 31%	\$1.17 \$66.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-5Y-P	SEL Spanning 5Y SFDC 1001-5K PRORATION	\$1.62	K	31%	\$1.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1001-EDU-1Y SFDC-1001EDU1Y-P	SEL Spanning BU EDU Salesforce 1001-5000 SEL Spanning EDU SFDC 1001-5K PRORTD	\$16.00 \$1.33	K K	31% 31%	\$11.04 \$0.92	\$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-2Y	SEL Spanning BU ED 2Y Salesforce 1001-5k	\$27.00	K	31%	\$18.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1001EDU2Y-P	SEL Spanning EDU 2Y SFDC 1001-5K PRORTD	\$1.13	K	31%	\$0.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1001-EDU-3Y SFDC-1001EDU3Y-P	SEL Spanning BU ED 3Y Salesforce 1001-5k SEL Spanning EDU 3Y SFDC 1001-5K PRORTD	\$38.00 \$1.06	K K	31% 31%	\$26.22 \$0.73	\$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	SFDC-1001EDU4Y-P SFDC-1001-EDU-5Y	SEL Spanning EDU 4Y SFDC 1001-5K PRORTD SEL Spanning BU ED 5Y Salesforce 1001-5k	\$0.96 \$55.00	K K	31% 31%	\$0.66 \$37.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1001-EDU-51 SFDC-1001EDU5Y-P	SEL Spanning EDU 5Y SFDC 1001-5K PRORTD	\$0.92	K	31%	\$0.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1001-P	SEL Spanning SFDC 1001-5K PRORATION	\$2.33	K	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1-2Y SFDC-1-2Y-P	SEL Spanning BU Salesforce 1-50 SEL Spanning 2Y SFDC 1-50 PRORATION	\$82.00 \$3.42	K K	31% 31%	\$56.58 \$2.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1-3Y	SEL Spanning BU 3Y Salesforce 1-50	\$111.00	K	31%	\$76.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-1-3Y-P	SEL Spanning 3Y SFDC 1-50 PRORATION	\$3.08	K K	31%	\$2.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	SFDC-1-4Y SFDC-1-4Y-P	SEL Spanning BU 4Y Salesforce 1-50 SEL Spanning 4Y SFDC 1-50 PRORATION	\$139.00 \$2.90	K	31% 31%	\$95.91 \$2.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1-5Y	SEL Spanning BU 5Y Salesforce 1-50	\$162.00	K	31%	\$111.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-1-5Y-P SFDC-1-FDU-1Y	SEL Spanning 5Y SFDC 1-50 PRORATION SEL Spanning BU EDU Salesforce 1-50	\$2.70 \$22.00	K	31% 31%	\$1.86 \$15.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1-EDU-1Y-P	SEL Spanning EDU SFDC 1-50 PRORTD	\$1.83	K	31%	\$1.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-1-EDU-2Y	SEL Spanning BU EDU 2Y Salesforce 1-50	\$38.00	K	31%	\$26.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1-EDU-2Y-P SFDC-1-EDU-3Y	SEL Spanning EDU 2Y sfdc 1-50 PRORtd SEL Spanning BU EDU 3Y Salesforce 1-50	\$1.58 \$51.00	K K	31% 31%	\$1.09 \$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-3Y-P	SEL Spanning EDU 3Y SFDC 1-50 PRORTD	\$1.42	K	31%	\$0.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-1-EDU-4Y	SEL Spanning BU EDU 4Y Salesforce 1-50	\$64.00	K K	31%	\$44.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING SPANNING
5 5	SFDC-1-EDU-4Y-P SFDC-1-EDU-5Y	SEL Spanning EDU 4Y SFDC 1-50 PRORTD SEL Spanning BU EDU 5Y Salesforce 1-50	\$1.33 \$75.00	K K	31% 31%	\$0.92 \$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	SFDC-1-EDU-5Y-P	SEL Spanning EDU 5Y SFDC 1-50 PRORTD	\$1.25	K	31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1K1-NP-1Y SFDC-1K1-NP-1Y-P	SEL SPANNING NON PROF SFDC 1001-5000 SEL SPANNING NONPROF SFDC 1001-5K PRORTD	\$28.00 \$2.33	K K	31% 31%	\$19.32 \$1.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1K1-NP-1Y-P	SEL SPANNING NONPROF SEDC 1001-3K PROFED SEL SPANNING 2Y NON PROF SEDC 1001-5K	\$2.33 \$20.16	K	31%	\$13.91	\$0.00	\$0.00	\$0.00		\$0.00		SPANNING
5	SFDC-1K1-NP-2Y-P	SEL SPANNING 2YNONPROFSFDC1001-5K PRORTD	\$0.84	K	31%	\$0.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-1K1-NP-3Y SFDC-1K1-NP-3Y-P	SEL SPANNING 3Y NONPROFSFDC 1001-5K SEL SPANNING 3YNONPROFSFDC1001-5K PRORTD	\$68.60 \$1.91	K K	31% 31%	\$47.33 \$1.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	SFDC-1K1-NP-4Y SFDC-1K1-NP-4Y-P	SEL SPANNING 4Y NONPROFSFDC 1001-5K SEL SPANNING 4YNONPROFSFDC1001-5K PRORTD	\$83.44 \$1.74	K K	31% 31%	\$57.57 \$1.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-1K1-NP-5Y	SEL SPANNING 5Y NONPROFSFDC 1001-5K	\$98.56	K	31%	\$68.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-1K1-NP-5Y-P SFDC-1-P	SEL SPANNING 5YNONPROFSFDC1001-5K PRORTD SEL Spanning SFDC 1-50 PRORATION	\$1.64 \$4.00	K K	31% 31%	\$1.13 \$2.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	Ψ0.00	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-201-2Y-P	SEL Spanning BU Salesforce 201-1000 SEL Spanning 2Y SFDC 201-1000 PRORATION	\$54.00 \$2.25	K K	31% 31%	\$37.26 \$1.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-201-3Y	SEL Spanning BU 3Y Salesforce 201-1000	\$77.00	K	31%	\$53.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-201-3Y-P SFDC-201-4Y	SEL Spanning 3Y SFDC 201-1000 PRORATION SEL Spanning BU 4Y Salesforce 201-1000	\$2.14 \$93.00	K K	31% 31%	\$1.48 \$64.17	\$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-P	SEL Spanning 4Y SFDC 201-1000 PRORATION	\$1.94	K	31%	\$1.34	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-201-5Y SFDC-201-5Y-P	SEL Spanning BU 5Y Salesforce 201-1000 SEL Spanning 5Y 201-1000 PRORATION	\$112.00 \$1.87	K K	31% 31%	\$77.28 \$1.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-201-EDU-1Y	SEL Spanning BU EDU Salesforce 201-1000	\$18.00	K	31%	\$12.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-201EDU-1Y-P SFDC-201-EDU-2Y	SEL Spanning EDU SFDC 201-1K PRORTD SEL Spanning BU EDU 2Y Salesforce 201-1k	\$1.50 \$30.00	K K	31% 31%	\$1.04 \$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-201EDU-2Y-P	SEL Spanning EDU 2Y SFDC 201-1K PRORTD	\$1.25	K	31%	\$0.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-201-EDU-3Y SFDC-201EDU-3Y-P	SEL Spanning BU EDU 3Y Salesforce 201-1k SEL Spanning EDU 3Y SFDC 201-1K PRORTD	\$43.00 \$1.19	K K	31% 31%	\$29.67 \$0.82	\$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-4Y	SEL Spanning BU EDU 4Y Salesforce 201-1k	\$52.00	K	31%	\$35.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-201EDU4Y-P SFDC-201-EDU-5Y	SEL Spanning EDU 4Y SFDC 201-1K PRORTD SEL Spanning BU EDU 5Y Salesforce 201-1k	\$1.08 \$63.00	K K	31% 31%	\$0.75 \$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-201EDU-5Y-P	SEL Spanning EDU 5Y SFDC 201-1K SEL Spanning EDU 5Y SFDC 201-1K PRORTD	\$1.05	K	31%	\$0.72	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-201-P	SEL Spanning SFDC 201-1000 PRORATION	\$2.67	K K	31%	\$1.84	\$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	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-5001-2Y-P	SEL Spanning 2Y SFDC 5001+ PRORATION	\$1.63	K	31% 31%	\$1.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-5001-3Y SFDC-5001-3Y-P	SEL Spanning BU 3Y Salesforce 5001+ SEL Spanning 3Y SFDC 5001+ PRORATION	\$55.00 \$1.53	K K	31%	\$37.95 \$1.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-5001-4Y	SEL Spanning BU 4Y Salesforce 5001+	\$67.00	K	31%	\$46.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-5001-4Y-P SFDC-5001-5Y	SEL Spanning 4Y SFDC 5001+ PRORATION SEL Spanning BU 5Y Salesforce 5001+	\$1.40 \$82.00	K K	31% 31%	\$0.97 \$56.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-5001-5Y-P	SEL Spanning 5Y SFDC 5001+ PRORATION	\$1.37	K	31%	\$0.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5001-EDU-1Y SFDC-5001EDU1Y-P	SEL Spanning BU EDU Salesforce 5001+ SEL Spanning EDU sfdc 5001+ PRORtd	\$14.00 \$1.17	K K	31% 31%	\$9.66 \$0.81	\$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-2Y	SEL Spanning BU EDU 2Y Salesforce 5001+	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5001EDU2Y-P SFDC-5001-EDU-3Y	SEL Spanning EDU 2Y SFDC 5001+ PRORTD SEL Spanning BU EDU 3Y Salesforce 5001+	\$1.00 \$34.00	K K	31% 31%	\$0.69 \$23.46	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	Ψ0.00	SPANNING SPANNING
5	SFDC-5001EDU3Y-P	SEL Spanning EDU 3Y SFDC 5001+ PRORTD	\$0.94	ĸ	31%	\$0.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5001-EDU-4Y SFDC-5001EDU4Y-P	SEL Spanning BU EDU 4Y Salesforce 5001+ SEL Spanning EDU 4Y SFDC 5001+ PRORTD	\$41.00 \$0.85	K K	31% 31%	\$28.29 \$0.59	\$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	ĸ	31%	\$34.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5001EDU5Y-P SFDC-5001-P	SEL Spanning EDU 5Y SFDC 5001+ PRORTD SEL Spanning SFDC 5001+ PRORATION	\$0.83 \$1.92	K K	31% 31%	\$0.57 \$1.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51	SEL Spanning BU Salesforce 51-200	\$37.00	K	31%	\$25.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-1NP-1Y SFDC-51-1NP-1Y-P	SEL SPANNING NON PROF SALESFORCE 51-200 SEL SPANNING NON PROF SFDC 51-200 PRORTD	\$35.00 \$2.92	K K	31% 31%	\$24.15 \$2.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51-1NP-2Y	SEL SPANNING 2Y NON PROF SFDC 51-200	\$60.20	K	31%	\$41.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-1NP-2Y-P SFDC-51-1NP-3Y	SEL SPANNING 2Y NONPROFSFDC51-200 PRORTD SEL SPANNING 3Y NON PROF SFDC 51-200	\$2.51 \$85.75	K K	31% 31%	\$1.73 \$59.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51-1NP-3Y-P	SEL SPANNING 3YNONPROFSFDC 51-200 PRORTD	\$2.38	K	31%	\$1.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-1NP-4Y SFDC-51-1NP-4Y-P	SEL SPANNING 4Y NON PROF SFDC 51-200 SEL SPANNING 4YNONPROFSFDC 51-200 PRORTD	\$104.30 \$2.17	K K	31% 31%	\$71.97 \$1.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51-1NP-5Y	SEL SPANNING 5Y NON PROF SFDC 51-200	\$123.20	K	31%	\$85.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-1NP-5Y-P SFDC-51-3Y	SEL SPANNING 5Y NONPROFSFDC 51-200PRORTD SEL Spanning BU 3Y Salesforce 51-200	\$2.05 \$89.00	K K	31% 31%	\$1.41 \$61.41	\$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-P	SEL Spanning 3Y SFDC 51-200 PRORATION	\$2.47	K	31%	\$1.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-5Y SFDC-51-5Y-P	SEL Spanning BU 5Y Salesforce 51-200 SEL Spanning 5Y SFDC 51-200 PRORATION	\$131.00 \$2.18	K K	31% 31%	\$90.39 \$1.50	\$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-1Y	SEL Spanning BU EDU Salesforce 51-200	\$19.00	K	31%	\$13.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-EDU-1Y-P SFDC-51-EDU-2Y	SEL Spanning EDU SFDC 51-200 PRORTD SEL Spanning BU EDU 2Y Salesforce 51-200	\$1.58 \$32.00	K K	31% 31%	\$1.09 \$22.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-51-EDU-2Y-P	SEL Spanning EDU 2Y SFDC 51-200 PRORTD	\$1.33	K	31%	\$0.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-51-EDU-3Y SFDC-51-EDU-3Y-P	SEL Spanning BU EDU 3Y Salesforce 51-200 SEL Spanning EDU 3Y SFDC 51-200 PRORTD	\$45.00 \$1.25	K K	31% 31%	\$31.05 \$0.86	\$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-4Y	SEL Spanning BU EDU 4Y Salesforce 51-200	\$55.00	K	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5	SFDC-51-EDU-4Y-P SFDC-51-EDU-5Y	SEL Spanning EDU 4Y SFDC 51-200 PRORTD SEL Spanning BU EDU 5Y Salesforce 51-200	\$1.15 \$67.00	K K	31% 31%	\$0.79 \$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-EDU-5Y-P	SEL Spanning EDU 5Y SFDC 51-200 PRORTD	\$1.12	K	31%	\$0.77	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5 5	SFDC-51-P SFDC-5K1-NP-1Y	SEL Spanning SFDC 51-200 PRORATION SEL SPANNING NON PROF SALESFORCE 5001+	\$3.08 \$20.00	K K	31% 31%	\$2.13 \$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-5K1-NP-1Y-P	SEL SPANNING NON PROF SALESFORCE 5001+ SEL SPANNING NON PROF SFDC 5001+ PRORTD	\$1.67	K	31%	\$1.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPANNING
5	SFDC-5K1-NP-2Y	SEL SPANNING 2Y NON PROF SFDC 5001+	\$34.40 \$1.43	K	31% 31%	\$23.74 \$0.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		SPANNING
5 5	SFDC-5K1-NP-2Y-P SFDC-5K1-NP-3Y	SEL SPANNING 2Y NONPROFSFDC 5001+ PRORTD SEL SPANNING 3Y NON PROF SFDC 5001+	\$1.43 \$84.28	K	31%	\$0.99 \$58.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-5K1-NP-3Y-P	SEL SPANNING 3YNONPROFSFDC 5001+ PRORTD	\$2.34	K	31%	\$1.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5K1-NP-4Y SFDC-5K1-NP-4Y-P	SEL SPANNING 4Y NONPROFSFDC 5001+ SEL SPANNING 4Y NONPROFSFDC 5001+ PRORTD	\$59.60 \$1.24	K K	31% 31%	\$41.12 \$0.86	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SFDC-5K1-NP-5Y	SEL SPANNING 5Y NON PROF SFDC 5001+	\$70.40	K	31%	\$48.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-5K1-NP-5Y-P SFDC-S1-2Y	SEL SPANNING 5YNONPROFSFDC 5001+ PRORTD SEL Spanning BU 2Y Salesforce 51-200	\$1.17 \$63.00	K K	31% 31%	\$0.81 \$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-S1-2Y-P	SEL Spanning 2Y SFDC 51-200 PRORATION	\$2.63	K	31%	\$1.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SFDC-S1-4Y SFDC-S1-4Y-P	SEL Spanning BU 4Y Salesforce 51-200 SEL Spanning 4Y SFDC 51-200 PRORATION	\$107.00 \$2.23	K K	31% 31%	\$73.83 \$1.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPANNING SPANNING
5	SPANNING-GOOGLE	SEL Spanning Backup for Google Apps	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPANNING
5 5	SPANNING-0365 SPANNING-SFDC	SEL Spanning Backup for Office 365 SEL Spanning Backup for Salesforce	\$48.00 \$48.00	K K	31% 31%	\$33.12 \$33.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		SPANNING SPANNING
5	3136SL	SEL: CORD,PWR,N5-15 C13,18AWG,6FT	\$5.00	K	31%	\$3.45	\$0.00	\$0.00	\$0.00		\$0.00		SPECTRALOGIC

Section Control Cont						NVP LEVEL 1		NVP MAINTEN	ANCE AND WAR	RRANTY UPGRAD	E NET PRICE		Ī
S SHAP SEC CARELOFFICAL SCORE CONTROL SCORE COLOR 1	BAND SKU					NVP LEVEL 1 NET PRICE	ANNUAL		ANNUAL			RENEWAL	THIRD PARTY PRODUCT PARTNER
669331 SEL CORREPTION CANADAM 170													
0.005L SL. CORP. DWILE 29/WIAF SEL COR		SEL: CORD, POWER, 220V, AUSTRALIA	\$37.00) К		\$25.53						\$0.00	SPECTRALOGIC
0 000001 SEL CORP PWINTED WISHARD \$13.00 K 31% \$24.15 \$0.00 \$0													
6 00000000000000000000000000000000000	5 6806SL	SEL: CORD, POWER, 220V, ISRAEL	\$35.00) K	31%	\$24.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 70/2001. 5 70/2001.													
5 04772, 5													
SIRRORS. SEL CORP (PWR) PS G-101 1 1 4 1 4 1 5 0 0													
SPERIES SEL CORP POWER CHACTS (AMOUGHT \$2.00 K 31% \$1.44 \$10.00 \$0													
Service Serv		SEL: CORD,POWER,C14-C13,16AWG,6FT				\$4.14		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
S BRANCE SEL-CALLEEKS-SE-SE-SERIONS FROBENZIM \$194.0 K 31% \$133.86 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.													
\$ 96949740 SEL_RAMP_PYTHON_ADJUSTABLE \$1.00 K 31% \$1.00 \$0	5 8840SL												
\$ 90949024 SELFRUIT PRACESUO MEDIA \$39.00 \$3.00 \$0													
S 99949339 SEL PYTHONCHAMBER & CLIT KEY EMBLE													
5 99849303F- SEL PYTHONCHAMBER-SLOT KEY PEABLE \$1,300.00 K 31% \$902.52 \$0.00 \$													
\$ 9949030FINED SEL CHAMBER-SLOT KEYDICCUNTIFIN \$1,300 K 31% \$90252 \$0.00													
S 90940307-BO SEL CHAMB-SLOT KEY DISTRINE NT \$1,112.00 K 31% \$767.28 \$0.00 \$													
5 9994903T80JU SEL-CHAMBSLOT KEY ENABLE,TISO ENT \$1,635.00 K 31% \$1,28.15 \$0.00 \$0.0													
5 9994903179G-J SEL-CHAMBSLOT KEY ENABLE, T950 ENT \$1,635.00 K 31% \$1,28.15 \$0.00 \$													
5 999490307FBN J SEL UPG_CHAMBSLOT KEY_TB0_ENT													
5 90490307FIN SEL: CHAMBER-BLOT KEY PARBLE-TRIN 51,080.0 K 31% \$902.52 \$0.00 \$													
\$ 909499309TRN-JF SEL_UPG,CHAMB-SLOT KEY,TFIN.ENT \$ 1,835.00 K 31% \$1,221.5 \$0.00 \$0		SEL: CHAMBER-SLOT KEY ENABLE;TFIN	\$1,308.00) K	31%	\$902.52		\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 90949048 SELFRUTERAPACK W-O COVER-LTO \$388.00 K 31% \$25.392 \$0.00													
S 90949099F SEL T900ENCRYPTION;PROFESSIONAL S6.538.00 K 31% S4.511.22 S0.00 S0													
5 90949099FINF SELTENUPGENCRYPT-PROFESSIONAL \$6,538.00 K 31% \$4,511.22 \$0.00 \$													
5 9094909TH SEL:TRINENCRYPTION;PROFESSIONAL													
\$ 904941127200 \$EL: FRU5-12V PWR SUPPLY:ROHS;7300 \$3,877.00 K 31% \$2,675.13 \$0.00 \$0		SEL: TFIN;ENCRYPTION;PROFESSIONAL			31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
\$ 9949112T380 \$EL:FRU5-12V PWR SUPPLY;ROHS;T380 \$3.877.00 K 31% \$2.675.13 \$0.00 \$0.0													
\$ 9949112T680 SEL_FRU.5-12V PWR SUPPLY.ROHS.T680 \$3.877.00 K 31% \$2.675.13 \$0.00 \$0.													
5 90949118 SEL_FRU,TRANSPORTER,PYTH \$19,615.00 K 319,615.00 K 319,615.00 S0.00 \$0.00		SEL: FRU;5-12V PWR SUPPLY;ROHS;T680					\$0.00	\$0.00	\$0.00			\$0.00	SPECTRALOGIC
5 9949120 SEL: FRU;DBA;PYTHONROHS ONLY \$6,148.00 K 31% \$4,242.12 \$0.00 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>													
5 9949132 SEL FRUN 1 PWR SUPPLIES,ROHS ONLY \$9,138.00 K 31% \$6,305.22 \$0.00 \$0													
\$ 90949135 SEL: TAPES;TERAPACK;CUST;LTO-4 \$ \$22.00 K 31% \$306.18 \$0.00 \$													
5 99491675L SEL: CLN TPS X10,W TPK,BCD,CERT \$596.00 K 31% \$411.24 \$0.00													
5 9949166 SEL_FRU,5-12V PWRSUP;8AMP,ROHS \$3.877.00 K 31% \$2.675.13 \$0.00													
5 90949166-F SEL: FRU,5-12V PWRSUP,8AMPEUSE.ROHS \$3.877.00 K 31% \$2.675.13 \$0.00 \$0.													
5 90949166TFIN SEL: FRU,5-12VPWRSUP,8AMP,ROHS;TFIN \$3,877.00 K 31% \$2,675.13 \$0.00 \$		SEL: FRU;5-12V PWRSUP;8AMPFUSE;ROHS	\$3,877.00) K	31%	\$2,675.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949170SL SEL:FRUMAINT TAPES,10-TPK,CERT \$596.00 K 31% \$411.24 \$0.00													
5 90949175SL SEL: FRU,MAINT TAPES,5-TPK,CERT \$328.00 K 31% \$226.32 \$0.00													
5 90949191 SEL:TAPES;20;WO-TPK;CUST;LTO-4 \$997.00 K 31% \$687.93 \$0.00 \$0	5 909491755L 5 90949191	SEL: TAPES;20;WO-TPK;CUST;LTO-4	\$328.00		31%	\$226.32 \$687.93		\$0.00		\$0.00			
5 90949219 SEL: TAPES;20;WO-TPK;CERT;LTO-5 \$922.00 K 31% \$636.18 \$0.00 \$		SEL: TAPES;20;WO-TPK;CERT;LTO-5	\$922.00) K		\$636.18	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SPECTRALOGIC
5 90949221 SEL:TAPES;TERAPACK;CERT;LTO-5 \$495.00 K 31% \$341.55 \$0.00 \$0.													
5 90949258 SEL: FRU;VAX;BUMPER;T950 \$55.00 K 31% \$37.95 \$0.00 \$0.0	5 90949258	SEL: FRU;VAX;BUMPER;T950	\$55.00) к	31%	\$37.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949259 SEL: SL5;SW KEY.DIRECT-CON,7950 \$6,538.00 K 31% \$4,511.22 \$0.00 \$0.													
5 90949261 SELTRUJAPELITO-5.CERTIFIED \$48.00 K 31% \$3.12 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$FETRALOGIC													
5 90949264 SEL: TAPES;TRPK;CERT;LT05 WORM;T950 \$588.00 K 31% \$405.72 \$0.00 \$0.													
5 90949266 SEL:TAPES;TRPK;CUST;L1705 WORM;T950 \$588.00 K 31% \$405.72 \$0.00 \$0.													
5 90949295 SEL: TAPES;TPK;CUST;3592 JC \$3,005.00 K 31% \$2,073.45 \$0.00 \$	5 90949295	SEL: TAPES;TPK;CUST;3592 JC	\$3,005.00) K	31%	\$2,073.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 90949298 SEL:FRU HP TRANSPORTER \$32,692.00 K 31% \$22,557.48 \$0.00 \$0.0													
5 909493105PL SEL: RQLMSDT RQLMTRQ. \$2,382.00 K 31% \$1,643.88 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$FETRALOGIC													
5 90949311SPL SEL: FRU,MAINT TPK, 9-TPS, CUST, 3592 \$2,382.00 K 31% \$1,643.58 \$0.00						\$1,643.58							
5 99049312SPL SEL: FRUJMAINT TPS, 5-TPK, CERT, 3592 \$1,352.00 K 31% \$932.88 \$0.00 \$0													
5 90949349 SEL: TAPES,TPK;NO CVR;CERT;LTO-5 \$489.00 K 31% \$337.41 \$0.00	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 SEL: TAPES;TPK;NO CVR;CUST;LTO-5 \$489.00 K 31% \$337.41 \$0.00													
5 90949371 SEL: FRU,CABLES,T950,EXP,UPGRADE \$1.00 K 31% \$0.69 \$0.00 \$0.0		SEL: FRU,CABLES,T950,EXP,UPGRADE										\$0.00	SPECTRALOGIC
5 90949374\$L SEL: TAPES,LTO5,CUST,10,CASE,NOTPK \$501.00 K 31% \$345.69 \$0.00 \$0	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	SPECTRALOGIC
5 90949375SL SEL:TAPES,LTO5,10,CERT,CASE,NOTPK \$501.00 K 31% \$345.69 \$0.00 \$0.													
5 90949382T20-F SEL: FRU,UPG,LTO-6,FC,FH,T200 \$23,906.00 K 31% \$16,495.14 \$0.00 \$0.0	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 99949382738-F SEL:FRUJUPG_LTO-6,FC;FH,T380 \$23,996.00 K 31% \$16,495.14 \$0.00													
5 90949382TFI-F SEL: FRU,UPG,LTO-6,FC,FH,TFIN \$24,781.00 K 31% \$17,098.89 \$0.00 \$0.0												\$0.00	SPECTRALOGIC
5 90949396 SEL: TAPES, TERAPACK, CERT, LTO-6 \$723.00 K 31% \$498.87 \$0.00						\$498.87						\$0.00	SPECTRALOGIC
5 90949397 SEL: TAPES,TERAPACK,CUST,LTO-6 \$723.00 K 31% \$498.87 \$0.00 \$0													
5 90949399 SEL: TAPES,TPK,NO CVR,CUST,LTO-6 \$716.00 K 31% \$494.04 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00													

						N	VP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	NET PRICE		Ī
BAN	ID	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		949404 949405	SEL: TAPES,20 TERAPACKS,CERT,LTO-6 SEL: TAPES,20 TERAPACKS,CUST,LTO-6	\$14,319.00 \$14,319.00	K	31% 31%	\$9,880.11 \$9,880.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949406	SEL: TAPES,20 TPKS,NO CVR,CERT,LTO6	\$14,185.00	ĸ	31%	\$9,787.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5		949408	SEL: TAPES,20,WO-TPK,CERT,LTO-6	\$1,379.00	K	31%	\$951.51	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5		949410 949412	SEL: FRU,TAPE,LTO-6,CERTIFIED SEL: TAPES,LTO6,10,CERT,CASE,NOTPK	\$74.00 \$727.00	K K	31% 31%	\$51.06 \$501.63		\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949414SL	SEL: TAPES,TRPK,CUST,LTO6 WORM,T950	\$869.00	ĸ	31%	\$599.61	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5		949415SL	SEL: TAPES,TRPK,CERT,LTO6 WORM,T950	\$869.00	K	31%	\$599.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5		949437 949439	SEL: FRU,SPECTRA LS,TFIN SEL: FRU,EDBA,PYTHON	\$6,538.00 \$6,148.00	K	31% 31%	\$4,511.22 \$4,242.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949439TFIN	SEL: FRU,EDBA,TFIN	\$6,092.00	K	31%	\$4,203.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5		949442	SEL FRU,LTO-6,FC,FH,IMPACT	\$23,906.00	K	31%	\$16,495.14	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5		949442-F 949442T200	SEL UPG,FRU,LTO-6,FC,FH,IMPACT SEL FRU,LTO-6,T200,FC,FH,IMPACT	\$23,906.00 \$23,906.00	K K	31% 31%	\$16,495.14 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949442T20-F	SEL UPG,LTO-6,T200,FC,FH,IMPACT	\$23,906.00	ĸ	31%	\$16,495.14	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5		949442T380 949442T38-F	SEL FRU,LTO-6,T380,FC,FH,IMPACT SEL UPG,LTO-6,T380,FC,FH,IMPACT	\$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		SPECTRALOGIC
5 5		949442T680	SEL FRU,LTO-6,T680,FC,FH,IMPACT	\$23,906.00 \$23,906.00	K K	31%	\$16,495.14 \$16,495.14		\$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949442T68-F	SEL UPG,LTO-6,T680,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 5		949442TFI-F 949442TFIN	SEL UPG,LTO-6,TFIN,FC,FH,IMPACT SEL FRU,LTO-6,TFIN,FC,FH,IMPACT	\$24,781.00	K K	31% 31%	\$17,098.89 \$16,495.14	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5		9494421FIN 949468	SEL: TAPES,TERAPACK,CERT,LTO-6,MP	\$23,906.00 \$723.00	K	31%	\$498.87	\$0.00	\$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949469	SEL: TAPES,TERAPACK,CUST,LTO-6,MP	\$723.00	K	31%	\$498.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5		949470 949472	SEL: TPS,TPK,NOCVR,CERT,LTO-6,MP SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$716.00 \$14.319.00	K	31% 31%	\$494.04 \$9,880.11	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5 5		949472 949476	SEL: TAPES,20 TPKS,CERT,LTO-6,MP	\$14,379.00	K	31%	\$9,000.11	\$0.00	\$0.00		\$0.00) SPECTRALOGIC
5	909	949488	SEL: SLS,SW-KEY,QIP-CON,T950	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5		949488-F 949489	SEL: UPG,SLS,SW-KEY,QIP-CON,T950 SEL: SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00 \$6.538.00	K K	31% 31%	\$4,511.22 \$4,511.22		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949489-F	SEL: UPG,SLS,SW-KEY,QIP-CON,TFIN	\$6,538.00	K	31%	\$4,511.22		\$0.00		\$0.00) SPECTRALOGIC
5	909	949538-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5		949538TFIN 949538TFIN-F	SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN SEL: FRU,IP CAMERA,GN2,DRV-FR,TFIN	\$4,154.00 \$4,154.00	K K	31% 31%	\$2,866.26 \$2,866.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949539-F	SEL: FRU,IP CAMERA,GEN2,MED-FR,T950B	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00		\$0.00) SPECTRALOGIC
5		949539TFIN	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN	\$4,154.00	K	31%	\$2,866.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5		949539TFIN-F 949553	SEL: FRU,IP CAMERA,GEN2,MED-FR,TFIN SEL: FRU LS SD CARD IND TFIN	\$4,154.00 \$1.00	K K	31% 31%	\$2,866.26 \$0.69	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949554	SEL: FRU LS SD CARD IND T-IN	\$1.00	K	31%	\$0.69	\$0.00	\$0.00		\$0.00	\$0.00) SPECTRALOGIC
5		949558T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5 5		949558T2-F 949558T380T2	SEL: FRU,TS1150,DRV,T950,IMPACT,T2 SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00 \$49,846.00	K	31% 31%	\$34,393.74 \$34,393.74	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949558T380T2-F	SEL: FRU,TS1150,DRV,T380,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00		\$0.00			SPECTRALOGIC SPECTRALOGIC
5		949558TFINT2	SEL: FRU,TS1150,DRV,TFIN,IMPACT,T2	\$49,846.00	K	31%	\$34,393.74	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5		949558TFINT2-F 949559TFINT2-F	SEL: UPG,TS1150,DRV,TFIN,IMPACT,T2 SEL: FRU,TS1150,DRIVE,TFIN,ENT,T2	\$49,846.00 \$49,846.00	ĸ	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		949564	SEL: TAPES,20 TPK,CERT,3592 JD	\$88,561.00	ĸ	31%	\$61,107.09	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5		949565	SEL: TAPES,20 TPK,CUST,3592 JD	\$88,561.00	K	31%	\$61,107.09		\$0.00		\$0.00			SPECTRALOGIC
5		949566 949567	SEL: TAPES,TPK,CERT,3592 JD SEL: TAPES,TPK,CUST,3592 JD	\$4,425.00 \$4,425.00	K K	31% 31%	\$3,053.25 \$3,053.25	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949578	SEL: FRU,RIM2,T950	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5		949578-F 949578T200	SEL: FRU,RIM2,T950 SEL: FRU,RIM2,T200	\$12,462.00	K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5 5		949578T200-F	SEL: FRU,RIM2,T200 SEL: FRU,RIM2,T200	\$12,462.00 \$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00		\$0.00	\$0.00) SPECTRALOGIC
5	909	949578T380	SEL: FRU,RIM2,T380	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00) SPECTRALOGIC
5		949578T380-F 949578T680	SEL: FRU,RIM2,T380 SEL: FRU,RIM2,T680	\$12,462.00 \$12,462.00	K	31% 31%	\$8,598.78 \$8,598.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949578T680-F	SEL: FRU,RIM2,T680	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC SPECTRALOGIC
5		949578TFIN	SEL: FRU,RIM2,TFIN	\$12,462.00	K	31%	\$8,598.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5		949578TFIN-F 949581	SEL: FRU,RIM2,TFIN SEL:PREPUR,NEW,LTO-7,FC,T950	\$12,462.00 \$6,231.00	K	31% 31%	\$8,598.78 \$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		949582	SEL:PREPUR,NEW,LTO-7,FC,TFIN	\$6,231.00	ĸ	31%	\$4,299.39	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5		949584	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,T50	\$6,231.00	K	31%	\$4,299.39	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5		949585 949613	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,TFIN SEL: TAPES,TERAPACK,CERT,LTO-7	\$6,231.00 \$2,283.00	K K	31% 31%	\$4,299.39 \$1,575.27	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949614	SEL: TAPES,TERAPACK,CUST,LTO-7	\$2,283.00	ĸ	31%	\$1,575.27	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5		949615-F	SEL: FRU,UPG,LTO-7,FC,FH,T950	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5 5		949615T200-F 949615T380-F	SEL: FRU,UPG,LTO-7,FC,FH,T200 SEL: FRU,UPG,LTO-7,FC,FH,T380	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949615T680-F	SEL: FRU,UPG,LTO-7,FC,FH,T680	\$24,600.00	K	31%	\$16,974.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5		949615TFIN-F 949616	SEL: FRU,UPG,LTO-7,FC,FH,TFIN SEL: FRU,LTO-7,FC,FH,IMPACT,T950	\$24,600.00 \$24,600.00	K	31% 31%	\$16,974.00 \$16,974.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949616 949616-F	SEL: PRO,ETO-7,FC,FH,IMPACT,1950 SEL: UPG,LTO-7,FC,FH,IMPACT,T950	\$24,600.00	K	31%	\$16,974.00 \$16,974.00	\$0.00	\$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949616T200	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		SPECTRALOGIC
5		949616T200-F 949616T380	SEL: UPG,LTO-7,FC,FH,IMPACT,T200 SEL: FRU,LTO-7,FC,FH,IMPACT,T380	\$24,600.00 \$24,600.00	K	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
5 5	909	949616T380-F	SEL: UPG,LTO-7,FC,FH,IMPACT,T380	\$24,600.00	K K	31% 31%	\$16,974.00		\$0.00		\$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949616T680	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		949616T680-F 949616TFIN	SEL: UPG,LTO-7,FC,FH,IMPACT,T680 SEL: FRU,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00 \$24,600.00	K K	31% 31%	\$16,974.00 \$16,974.00		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5		949616TFIN-F	SEL: UPG,LTO-7,FC,FH,IMPACT,TFIN	\$24,600.00		31%	\$16,974.00		\$0.00		\$0.00) SPECTRALOGIC
5		949621	SEL: FRU,BRUSHES,TFIN,CARBON	\$1.00	K	31%	\$0.69		\$0.00		\$0.00			SPECTRALOGIC
5 5		949625 949626	SEL: FRU,MAIN,PWR RAILS,G2,UPG KIT SEL: FRU,LSB,PWR RAILS,G2,UPG KIT	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949627	SEL: FRU,RSB,PWR RAILS,G2,UPG KIT	\$1.00		31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5		949628	SEL: FRU,DRV,PWR RAILS,G2,UPG KIT	\$1.00	K	31%	\$0.69		\$0.00		\$0.00			SPECTRALOGIC
5 5		949629 949635	SEL: FRU,MEDIA,PWR RAILS,G2,UPG KIT SEL: TPK,LTO-7,CERT,NCVR	\$1.00 \$2,276.00	K K	31% 31%	\$0.69 \$1,570.44		\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) SPECTRALOGIC) SPECTRALOGIC
5	909	949636	SEL: TPK,LTO-7,CUST,NCVR	\$2,276.00	K	31%	\$1,570.44	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) SPECTRALOGIC
5	909	949637	SEL: 20TPK,LTO-7,CERT	\$45,499.00	K	31%	\$31,394.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

				ĺ	1	NVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADE	E NET PRICE		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)		LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	90949638	SEL: 20TPK,LTO-7,CUST	\$45,499.00		31%	\$31,394.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949639 90949640	SEL: 20TPK,LTO-7,CERT,NCVR SEL: 20TPK,LTO-7,CUST,NCVR	\$45,353.00 \$45,353.00		31% 31%	\$31,293.57 \$31,293.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949641	SEL: TAPES,LTO-7,CERT,CLAM20	\$4,498.00		31%	\$3,103.62	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949642	SEL: TAPES,LTO-7,CUST,CLAM20	\$4,498.00	K	31%	\$3,103.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90949643	SEL: FRU,TAPE,LTO-7,CERT	\$230.00	K	31%	\$158.70		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949644 90949645	SEL: FRU, TAPES LTO 7 CERT CASE 40	\$230.00	K	31% 31%	\$158.70 \$1.577.24	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
5 5	90949646	SEL: TAPES,LTO-7,CERT,CASE10 SEL: TAPES,LTO-7,CUST,CASE10	\$2,286.00 \$2,286.00		31%	\$1,577.34 \$1,577.34	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90949647	SEL: TPK,LTO-7,CUST,WORM	\$2,369.00		31%	\$1,634.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949648	SEL: TPK,LTO-7,CERT,WORM	\$2,369.00		31%	\$1,634.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949717	SEL: TPS,LTO-6BAFE,CERT,WORM,CASE10	\$861.00		31%	\$594.09	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90949720 90949721	SEL: FRU,TAPE,LTO6,BAFE,WORM,CUSTOM SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT	\$87.00 \$87.00		31% 31%	\$60.03 \$60.03		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC
5 5	90949723	SEL: FRU,TAPE,LTO-6,BAFE,WORM,CERT	\$238.00		31%	\$164.22		\$0.00	\$0.00	\$0.00			SPECTRALOGIC SPECTRALOGIC
5	90949724	SEL: FRU,TAPE,LTO-7,WORM,CUST	\$238.00		31%	\$164.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949725	SEL: TPS,LTO-7,CERT,WORM,CASE10	\$2,361.00		31%	\$1,629.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949728	SEL: TPS,LTO-6BAFE,CUST,WORM,CASE10	\$861.00	K	31%	\$594.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90949729 90959034	SEL: TPS,LTO-7,CUST,WORM,CASE10 SEL: FRU:T120;COD;5 SLOT KEY	\$2,361.00 \$647.00	K	31% 31%	\$1,629.09 \$446.43	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90959034-F	SEL: FRU;T120;COD;5 SLOT KEY	\$647.00	K	31%	\$446.43		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959042	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00		31%	\$4,511.22		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959042-F	SEL: FRU;SLS;SOFTWARE;DIRECT;T120	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959209	SEL: T120;ENCRYPTION;PROFESSIONAL	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	90959209-F 90959226	SEL: T120;ENCRYPTION;PROFESSIONAL SEL: FRU:N 1 POWER PACK;ROHS ONLY	\$6,538.00 \$2,769.00	K K	31% 31%	\$4,511.22 \$1,910.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959240	SEL: FRU;DRIVE SHELF;HH;T120	\$2,709.00		31%	\$1,910.01	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959244	SEL: TAPES;TERAPACK;CERT;LTO-5;T120	\$452.00		31%	\$311.88		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959245	SEL: TAPES;TERAPACK;CUST;LTO-5;T120	\$452.00		31%	\$311.88		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959257	SEL: TAPES;TPK;NOCVR;CERT;LTO5;T120	\$446.00		31%	\$307.74		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959261 90959261-F	SEL: FRU,LTO-6,HH,FC,T120 SEL: FRU,LTO-6,HH,FC,UPGRD,T120	\$18,822.00 \$18,822.00	K	31% 31%	\$12,987.18 \$12,987.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959262	SEL: FRU,LTO-6,HH,SAS,T120	\$17,662.00	ĸ	31%	\$12,186.78	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959262-F	SEL: FRU,LTO-6,HH,SAS,UPGRD,T120	\$17,662.00	K	31%	\$12,186.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	90959268	SEL: TAPES,TPK,NOCVR,CERT,LTO6,T120	\$629.00		31%	\$434.01	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959272	SEL: TAPES,TERAPACK,CERT,LTO-6,T120	\$636.00		31%	\$438.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959274 90959276	SEL: TAPES,TPK,CERT,LTO-6,T120,MP SEL: TPK,NOCVR,CERT,LTO6,T120,MP	\$636.00 \$629.00		31% 31%	\$438.84 \$434.01	\$0.00 \$0.00	\$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		31%	\$3,503.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959290	SEL:PREPUR,LTO-7,SAS,HH,T120	\$5,000.00		31%	\$3,450.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90959295	SEL: FRU,LTO-7,HH,FC,T120	\$19,428.00	K	31%	\$13,405.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959295-F 90959296	SEL: UPG,LTO-7,HH,FC,T120	\$19,554.00		31% 31%	\$13,492.26	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPECTRALOGIC
5 5	90959296 90959296-F	SEL: FRU,LTO-7,HH,SAS,T120 SEL: UPG,LTO-7,HH,SAS,T120	\$17,535.00 \$17,535.00		31%	\$12,099.15 \$12,099.15		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90959297	SEL: TPK,LTO-7,CERT,120,NCVR	\$1,875.00		31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959298	SEL: TPK,LTO-7,CUST,120,NCVR	\$1,875.00		31%	\$1,293.75	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	90959299	SEL: TPK,LTO-7,CERT,WORM,120	\$1,940.00		31%	\$1,338.60		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90959300 90959301	SEL: TPK,LTO-7,CUST,WORM,120 SEL: TPK,LTO-7,CERT.120	\$1,940.00 \$1,882.00		31% 31%	\$1,338.60 \$1,298.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5 5	90959302	SEL: TPK,LTO-7,CUST,120 SEL: TPK,LTO-7,CUST,120	\$1,882.00		31%	\$1,298.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979018	SEL: FRU;SLS;SOFTWARE;DIRECT;T50E	\$3,269.00		31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979018-F	SEL: FRU;SLS;SOFTWARE;UPGRADE;T50E	\$3,269.00		31%	\$2,255.61	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979438	SEL: T50,ENCRYPTION,PROFESSIONAL	\$6,538.00		31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979438-F 90979471	SEL: T50;ENCRYPTION;PROFESSIONAL SEL: FRU;POWER SUPPLY;T50E	\$6,538.00 \$1,149.00		31% 31%	\$4,511.22 \$792.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979471-F	SEL: FRU;UPGRD;POWER SUPPLY;T50E	\$1,149.00		31%	\$792.81	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979473	SEL: FRU;SLOT CARTRIDGE SLED;T50E	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979476	SEL: COD-KEY;5 SLOT;T50E	\$647.00	K	31%	\$446.43		\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979476U-F	SEL: FRU,COD-KEY,5 SLOT,T50E	\$647.00	K	31%	\$446.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979478 90979478-F	SEL: COD-KEY;1 SLOT;T50E SEL: FRU:COD-KEY:1 SLOT:T50E	\$129.00 \$129.00	K K	31% 31%	\$89.01 \$89.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979510	SEL: FRU,LTO-6,FC,HH,T50E	\$9,796.00		31%	\$6,759.24	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979510-F	SEL: FRU,UPG,LTO-6,FC,HH,T50E	\$9,796.00	K	31%	\$6,759.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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	90979511-F 90979519	SEL: FRU,UPG,LTO-6,SAS,HH,T50E SEL:PREPUR,LTO-7,SAS,HH,T50E	\$8,578.00 \$4,615.00	K K	31% 31%	\$5,918.82 \$3.184.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	90979520	SEL:PREPUR,LTO-7,5A5,HH,150E SEL:PREPUR,LTO-7,FC,HH,T50E	\$4,615.00 \$4,923.00		31%	\$3,184.35 \$3,396.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979523	SEL: FRU,LTO-7,FC,HH,T50E	\$10,975.00		31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	90979523-F	SEL: UPG,LTO-7,HH,FC,T50E	\$10,975.00	K	31%	\$7,572.75	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	90979524	SEL: FRU,LTO-7,SAS,HH,T50E	\$10,092.00	K	31%	\$6,963.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	90979524-F 91019814T200	SEL: UPG,LTO-7,HH,SAS,T50E SEL: CHAMBER-SLOT KEY ENABLE:T200	\$10,092.00 \$1.308.00	K	31% 31%	\$6,963.48 \$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	91019814T20-F	SEL: CHAMBER-SLOT KEY ENABLE;T200	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T380	SEL: CHAMBER-SLOT KEY ENABLE;T380	\$1,308.00	ĸ	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	91019814T38-F	SEL: FRU;CHAMBER-SLOT KEY;T380	\$1,308.00	K	31%	\$902.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019814T680	SEL: CHAMBER-SLOT KEY ENABLE;T680	\$1,308.00		31%	\$902.52		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	91019814T68-F 91019816	SEL: FRU;CHAMBER-SLOT KEY;T680 SEL: ENCRYPTION:PRO:T200-380-680	\$1,308.00 \$6,538.00		31% 31%	\$902.52 \$4,511.22		\$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		31%	\$4,511.22 \$4,511.22		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019817	SEL: SLS SFTWR KEY;QIP-RIM-CONN;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	91019817-F	SEL: FRU;SLS SFTWR-KEY;QIP-RIM;BOA	\$6,538.00	K	31%	\$4,511.22	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	91019818	SEL: SLS SFTWR KEY;DIRECT-CONN;T200	\$6,538.00		31%	\$4,511.22		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	91019818-F 91019824	SEL: FRU;SLS SFTWR-KEY;DIRECT;T200 SEL: RACK;STANDARD 19 INCH	\$6,538.00 \$4,015.00		31% 31%	\$4,511.22 \$2,770.35		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5 5	91019824	SEL: SLS SW KEY;DIRECTCONN;T380-680	\$4,015.00 \$6,538.00		31%	\$2,770.35 \$4,511.22		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	91019832-F	SEL: FRU;SLS SW-KEY;DIRECT;T380-680	\$6,538.00		31%	\$4,511.22		\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	91019873	SEL:PREPUR,NEW,LTO-7,FC,BOA	\$6,231.00		31%	\$4,299.39	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	SPECTRALOGIC
5	91019874	SEL:PREPUR,UPG,LTO-7,FC,ADAPT,BOA	\$6,231.00		31%	\$4,299.39		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	9198	SEL: CNTR,SFP,8GB,850NM,OPTICAL	\$263.00	К	31%	\$181.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC

					1	IVP LEVEL 1		NVP MAINTENA	NCE AND WAR	RRANTY UPGRADI	E NET PRICE		1
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)		LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	9313	SEL: CABLEOPTICAL50ULC-LC10M	\$187.00	K	31%	\$129.03	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	9314 9317	SEL: CABLE,OPTICAL,50U,LC-LC,20M SEL: CABLE,OPTICAL,LC-LC,50M	\$235.00 \$291.00	K K	31% 31%	\$162.15 \$200.79		\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	9594SL	SEL: CORD,4.5M,L6-20P / LOCKING C19	\$75.00	ĸ	31%	\$51.75		\$0.00		\$0.00			SPECTRALOGIC
5	T120-6-H-A-2-30	SEL: T120BUNDLE 2 LTO-6 HH SAS 30S	\$37,890.00	K	31%	\$26,144.10		\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T120-6HA-2-50	SEL: T120BUNDLE,2 LTO-6,HH,SAS,50S	\$39,198.00	K	31%	\$27,046.62	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5 5	T120-6HA-3-50 T120-6HA-4-50	SEL: T120BUNDLE,3 LTO-6,HH,SAS,50S SEL: T120BUNDLE,4 LTO-6,HH,SAS,50S	\$50,019.00 \$61,788.00	K	31% 31%	\$34,513.11 \$42,633.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T120-6-H-F-2-30	SEL: T120BUNDLE 2 LTO-6,1111,5A3,303	\$43,088.00	K	31%	\$29,730.72	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T120-6HF-2-50	SEL: T120BUNDLE,2 LTO-6,HH,FC,50S	\$44,396.00	K	31%	\$30,633.24	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T120-6HF-3-50	SEL: T120BUNDLE,3 LTO-6,HH,FC,50S	\$56,198.00	K	31%	\$38,776.62	\$0.00	\$0.00		\$0.00			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			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 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			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			SPECTRALOGIC
5	T120-7-H-A-4-50	SEL: T120BUNDLE,4 LTO-7,HH,SAS,50S	\$63,423.00	K	31%	\$43,761.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T120-7-H-F-2-30	SEL: T120BUNDLE,2 LTO-7,HH,FC,30S	\$45,638.00	K	31%	\$31,490.22	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5 5	T120-7-H-F-2-50 T120-7-H-F-3-50	SEL: T120BUNDLE,2 LTO-7,HH,FC,50S SEL: T120BUNDLE,3 LTO-7,HH,FC,50S	\$45,769.00 \$58,192.00	K K	31% 31%	\$31,580.61 \$40,152.48	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T120-7-H-F-3-50	SEL: T120BUNDLE,3 LTO-7,HH,FC,50S SEL: T120BUNDLE,4 LTO-7,HH,FC,50S	\$70,485.00	K	31%	\$40,152.46 \$48.634.65	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T200-DBA-1	SEL: T200;BASE UNIT W- 1 DBA	\$47,574.00	ĸ	31%	\$32,826.06	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T200-DBA-2	SEL: T200;BASE UNIT W- 2 DBA	\$54,112.00	K	31%	\$37,337.28	\$0.00	\$0.00	\$0.00	\$0.00			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			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	31% 31%	\$50,421.06 \$54,481.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T380-J-DBA-1	SEL: T380 ENT,BASE UNIT W-1 DBA	\$67,189.00	K	31%	\$46,360.41	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T380-J-DBA-2	SEL: T380 ENT,BASE UNIT W- 2 DBA	\$73,074.00	K	31%	\$50,421.06	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T380-J-DBA-3	SEL: T380 ENT,BASE UNIT W- 3 DBA	\$78,958.00	K	31%	\$54,481.02	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	T50E-7-H-A-1-10	SEL: T50E,LTO-7,HH,SAS,1DR,10S	\$16,346.00	K	31% 31%	\$11,278.74		\$0.00		\$0.00			SPECTRALOGIC
5 5	T50E-7-H-A-2-25 T50E-7-H-F-1-10	SEL: T50E,LTO-7,HH,SAS,2DR,25S SEL: T50E,LTO-7,HH,FIBRE,1DR,10S	\$24,715.00 \$20,269.00	K K	31%	\$17,053.35 \$13,985.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T50E-7-H-F-2-25	SEL: T50E,LTO-7,HH,FIBRE,2DR,25S	\$28,769.00	ĸ	31%	\$19,850.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T680-DBA-1	SEL: T680;BASE UNIT W- 1 DBA	\$102,366.00	K	31%	\$70,632.54	\$0.00	\$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			SPECTRALOGIC
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	31% 31%	\$78,753.15 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC
5	T9503FRMEXP	SEL: 1950 2 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00		\$0.00		\$0.00			SPECTRALOGIC SPECTRALOGIC
5	T9504FRMEXP	SEL: T950 4 FRM HAX EXPANSION KIT	\$0.00	ĸ	31%	\$0.00		\$0.00		\$0.00			SPECTRALOGIC
5	T9505FRMEXP	SEL: T950 5 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	T9506FRMEXP	SEL: T950 6 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T9508FRMEXP	SEL: T950 8 FRAME HAX EXPANSION KIT	\$0.00	K	31%	\$0.00	\$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	31% 31%	\$77,734.02 \$77,734.02		\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T950B3D3TDVXP	SEL: T950 DRV EXP 3D 3T	\$49,758.00	ĸ	31%	\$34,333.02		\$0.00		\$0.00			SPECTRALOGIC
5	T950B3D3TDX-F	SEL: T950 DRV EXP 3D 3T	\$49,758.00	K	31%	\$34,333.02	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	T950B6D0DVXP	SEL: T950 DRV EXP 6D 0T	\$63,292.00	K	31%	\$43,671.48	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5 5	T950B6D0T T950B6D0TDX-F	SEL: T950 W- 6 DBA'S & 0 TBA'S SEL: T950 DRV EXP 6D 0T	\$128,808.00 \$63,292.00	K K	31% 31%	\$88,877.52 \$43,671.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T950B6D0TDX-F	SEL: T9500 DRV EAP 60 01 SEL: T950B ENT 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950B-J-3D	SEL: T950B ENT 3 DBA	\$112,658.00	ĸ	31%	\$77,734.02	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T950B-J3DDVXP	SEL: T950B ENT DRV EXP 3DBA	\$49,758.00	K	31%	\$34,333.02	\$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			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	ĸ	31% 31%	\$88,877.52 \$43,671.48	\$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			SPECTRALOGIC
5	T950B-JMEDEXF	SEL: FRU,T950 ENT MEDIA EXP FRAME	\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BJMEDIAEX	SEL: T950B ENT MEDIA EXP	\$26,023.00	K	31%	\$17,955.87	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5 5	T950BJMULTI1D T950BJMULTI3D	SEL: T950B ENT,MULTI,1 DBA SEL: T950B ENT,MULTI,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			SPECTRALOGIC SPECTRALOGIC
5	T950BJMULTI6D	SEL: T950B ENT, MULTI,6 DBA	\$128,808.00	K	31%	\$88,877.52	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T950BMEDBLJ-F	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5	T950BMEDBLK-F	SEL: T950,LEFT,MED,EX,FR,W-BULK,UPG	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T950BMEDBULK T950BMEDEX-F	SEL: T950,LEFT,MED,EX,FRAME,W-BULK	\$45,769.00	K	31%	\$31,580.61	\$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 K	31% 31%	\$17,955.87 \$17,955.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	T950BMEDLBLKJ	SEL: T950B ENT BULK TAP	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5	T950BMULT1D	SEL: T950,MULTI,WITH 1 DBA	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	T950BMULT3D3T	SEL: T950,MULTI,W-3 DBA'S & 3 TBA'S	\$112,658.00	K	31%	\$77,734.02	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	T950BMULT6D0T TFIN3D3T	SEL: T950,MULTI,W-6DBA'S & 0TBA'S SEL: TFIN W- 3 DBA'S & 3 TBA'S	\$128,808.00 \$122.923.00	K	31% 31%	\$88,877.52 \$84.816.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFIN3D3T TFIN3D3TDVX-F	SEL: TFIN;UPG;DRV EXP 3D 3T	\$57,538.00	K	31%	\$39,701.22	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	TFIN3D3TDVXP	SEL: TFIN DRV EXP 3D 3T	\$57,538.00	ĸ	31%	\$39,701.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	TFIN6D0T	SEL: TFIN W- 6 DBA'S & 0 TBA'S	\$142,538.00	K	31%	\$98,351.22	\$0.00	\$0.00	\$0.00	\$0.00			SPECTRALOGIC
5	TFIN6D0TDVX-F	SEL: TFIN;UPG;DRV EXP 6D 0T	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPECTRALOGIC
5 5	TFIN6D0TDVXP TFINBSB-LEFT	SEL: TFIN DRV EXP 6D 0T SEL: TFIN BULK SERV BAY:LEFT	\$73,231.00 \$58,846.00	K K	31% 31%	\$50,529.39 \$40,603.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5 5	TFINBSBLFT-F	SEL: FRU:TFIN BULK SV BAY;LEFT	\$58,846.00 \$58,846.00		31%	\$40,603.74 \$40,603.74		\$0.00		\$0.00			SPECTRALOGIC
5	TFINBSBRGT-F	SEL: FRU;TFIN BULK SV BAY;RIGHT	\$58,846.00		31%	\$40,603.74		\$0.00		\$0.00			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	TFIN-J3D3S	SEL: TFIN ENT 3D 3S	\$122,923.00		31%	\$84,816.87		\$0.00		\$0.00			SPECTRALOGIC
5 5	TFINJ3D3SDVXP TFINJ3D3SDX-F	SEL: TFIN ENT DRV EXP 3D 3S SEL: FRU:TFIN ENT DRV EXP 3D 3S	\$57,538.00 \$57,538.00		31% 31%	\$39,701.22 \$39,701.22		\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	TFIN-J6D0S	SEL: TFIN ENT 6D 0S	\$142,538.00		31%	\$98,351.22		\$0.00		\$0.00			SPECTRALOGIC
5	TFINJ6D0SDVXP	SEL: TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5	TFINJ6D0SDX-F	SEL: FRU;TFIN ENT DRV EXP 6D 0S	\$73,231.00	K	31%	\$50,529.39	\$0.00	\$0.00		\$0.00			SPECTRALOGIC
5	TFINJBSBLEFT	SEL: TFIN ENT BULK SERV BAY;LEFT	\$58,846.00		31%	\$40,603.74 \$40,603.74		\$0.00		\$0.00			SPECTRALOGIC
5 5	TFINJBSBLFT-F TFINJBSBRGT-F	SEL: FRU;TFIN ENT BULK SV BAY;LEFT SEL: FRU;TFIN ENT BULK SV BAY;RIGHT	\$58,846.00 \$58,846.00		31% 31%	\$40,603.74 \$40,603.74		\$0.00 \$0.00		\$0.00 \$0.00			SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-BSB-RIGHT	SEL: TFIN ENT BULK SERV BAY,RGT W/ROBOT	\$91,538.00		31%	\$63,161.22		\$0.00		\$0.00			SPECTRALOGIC
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					N'	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	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	TFINJMEDEX-F TFINJMEDIAEXP	SEL: FRU;TFIN ENT MEDIA EXP FRAME SEL: TFIN ENT MEDIA EXP	\$26,154.00 \$26,154.00	K K	31% 31%	\$18,046.26 \$18,046.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINJSBLEFT	SEL: TFIN ENT SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFINJSBLEFT-F TFINJSBRGT-F	SEL: FRU;TFIN ENT SERV BAY;LEFT SEL: FRU;TFIN ENT SERV BAY;RIGHT	\$45,769.00 \$45,769.00		31% 31%	\$31,580.61 \$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00					SPECTRALOGIC SPECTRALOGIC
5	TFIN-J-SB-RIGHT	SEL: TFIN ENT SERV BAY,RIGHT WITH ROBOT	\$78,462.00		31%	\$54,138.78	\$0.00	\$0.00					SPECTRALOGIC
5	TFINMEDEX-F	SEL: TFIN;UPG;MEDIA EXP	\$26,154.00		31%	\$18,046.26	\$0.00	\$0.00		\$0.00	\$0.00		SPECTRALOGIC
5 5	TFINMEDIAEXP TFINSB-LEFT	SEL: TFIN MEDIA EXP SEL: TFIN SERV BAY;LEFT	\$26,154.00 \$45,769.00		31% 31%	\$18,046.26 \$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	TFINSBLEFT-F	SEL: TFIN;UPG;SERV BAY;LEFT	\$45,769.00	K	31%	\$31,580.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPECTRALOGIC
5 5	TFIN-SB-RIGHT TFINSBRIGHT-F	SEL: TFIN SERV BAY,RIGHT, WITH ROBOT SEL: TFIN;UPG;SERV BAY;RIGHT	\$78,462.00 \$45,769.00		31% 31%	\$54,138.78 \$31,580.61	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00		SPECTRALOGIC SPECTRALOGIC
5	HU-T-LIC-ESUP10	SEL ANALYTS HADOOP TERML E SP 10 NDS US	\$34,615.00		31%	\$23,884.35	\$0.00	\$0.00			\$0.00		SPLUNK
5	HU-T-LIC-ESUP100	SEL ANALYTS HADOOP TERML E SP 100 NDS US	\$304,615.00		31%	\$210,184.35	\$0.00	\$0.00					SPLUNK
5 5	HU-TLICESUP100AN HU-TLICESUP100AP	SEL ANALYTS HADOOP TERML E SP 100 NDS AN SEL ANALYTS HADOOP TERML E SP 100 NDS AP	\$380,769.00 \$456,923.00		31% 31%	\$262,730.61 \$315,276.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLICESUP100EM	SEL ANALYTS HADOOP TERML E SP 100 NDS EM	\$350,308.00	K	31%	\$241,712.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HU-TLICESUP10AN HU-TLICESUP10AP	SEL ANALYTS HADOOP TERML E SP 10 NDS AN SEL ANALYTS HADOOP TERML E SP 10 NDS AP	\$43,269.00 \$51,923.00		31% 31%	\$29,855.61 \$35,826.87	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLICESUP10EM	SEL ANALYTS HADOOP TERMLE SP 10 NDS EM	\$39,808.00		31%	\$27,467.52	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	HU-T-LIC-ESUP25	SEL ANALYTS HADOOP TERML E SP 25 NDS US	\$83,077.00		31%	\$57,323.13	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5 5	HU-T-LIC-ESUP250 HU-TLICESUP250AN	SEL ANALYTS HADOOP TERML E SP 250 NDS US SEL ANALYTS HADOOP TERML E SP 250 NDS AN	\$692,308.00 \$865,385.00		31% 31%	\$477,692.52 \$597.115.65	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPLUNK SPLUNK
5	HU-TLICESUP250AP	SEL ANALYTS HADOOP TERML E SP 250 NDS AP	\$1,038,462.00		31%	\$716,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	HU-TLICESUP250EM HU-TLICESUP25AN	SEL ANALYTS HADOOP TERML E SP 250 NDS EM SEL ANALYTS HADOOP TERML E SP 25 NDS AN	\$796,154.00 \$103,846.00		31% 31%	\$549,346.26 \$71,653.74	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5 5	HU-TLICESUP25AP	SEL ANALYTS HADOOP TERMLE SP 25 NDS AN	\$124,615.00	K	31%	\$71,053.74 \$85,984.35	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	HU-TLICESUP25EM	SEL ANALYTS HADOOP TERML E SP 25 NDS EM	\$95,538.00		31%	\$65,921.22	\$0.00	\$0.00			\$0.00		SPLUNK
5 5	HU-T-LIC-ESUP50 HU-T-LIC-ESUP500	SEL ANALYTS HADOOP TERML E SP 50 NDS US SEL ANALYTS HADOOP TERML E SP 500 NDS US	\$159,231.00 \$1,211,538.00		31% 31%	\$109,869.39 \$835,961.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPLUNK) SPLUNK
5	HU-TLICESUP500AN	SEL ANALYTS HADOOP TERML E SP 500 NDS AN	\$1,514,423.00		31%	\$1,044,951.87	\$0.00	\$0.00					SPLUNK
5	HU-TLICESUP500AP	SEL ANALYTS HADOOP TERML E SP 500 NDS AP SEL ANALYTS HADOOP TERML E SP 500 NDS EM	\$1,817,308.00		31%	\$1,253,942.52	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5 5	HU-TLICESUP500EM HU-TLICESUP50AN	SEL ANALYTS HADOOP TERMLE SP 500 NDS EM SEL ANALYTS HADOOP TERMLE SP 50 NDS AN	\$1,393,269.00 \$199,038.00		31% 31%	\$961,355.61 \$137,336.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLICESUP50AP	SEL ANALYTS HADOOP TERML E SP 50 NDS AP	\$238,846.00		31%	\$164,803.74	\$0.00	\$0.00	\$0.00	\$0.00			SPLUNK
5 5	HU-TLICESUP50EM	SEL ANALYTS HADOOP TERML E SP 50 NDS EM SEL ANALYTS HADOOP TERML G SP 10 NDS US	\$183,115.00		31%	\$126,349.35	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5 5	HU-T-LIC-GSUP10 HU-T-LIC-GSUP100	SEL ANALYTS HADOOP TERML G SP 10 NDS US	\$38,942.00 \$342,692.00		31% 31%	\$26,869.98 \$236,457.48	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLICGSUP100AN	SEL ANALYTS HADOOP TERML G SP 100 NDS AN	\$428,365.00	K	31%	\$295,571.85	\$0.00	\$0.00	\$0.00			\$0.00	SPLUNK
5 5	HU-TLICGSUP100AP	SEL ANALYTS HADOOP TERML G SP 100 NDS AP SEL ANALYTS HADOOP TERML G SP 100 NDS EM	\$514,038.00		31%	\$354,686.22	\$0.00	\$0.00		\$0.00 \$0.00			SPLUNK
5	HU-TLICGSUP100EM HU-TLICGSUP10AN	SEL ANALYTS HADOOP TERML G SP 100 NDS EM	\$394,096.00 \$48,678.00		31% 31%	\$271,926.24 \$33,587.82	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00	\$0.00 \$0.00) SPLUNK) SPLUNK
5	HU-TLICGSUP10AP	SEL ANALYTS HADOOP TERML G SP 10 NDS AP	\$58,413.00	K	31%	\$40,304.97	\$0.00	\$0.00		\$0.00			SPLUNK
5 5	HU-TLICGSUP10EM HU-T-LIC-GSUP25	SEL ANALYTS HADOOP TERML G SP 10 NDS EM SEL ANALYTS HADOOP TERML G SP 25 NDS US	\$44,784.00 \$93,462.00	K K	31% 31%	\$30,900.96 \$64,488.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-T-LIC-GSUP250	SEL ANALYTS HADOOP TERML G SP 250 NDS US	\$778,846.00		31%	\$537,403.74	\$0.00	\$0.00					SPLUNK
5 5	HU-TLICGSUP250AN HU-TLICGSUP250AP	SEL ANALYTS HADOOP TERML G SP 250 NDS AN SEL ANALYTS HADOOP TERML G SP 250 NDS AP	\$973,558.00		31% 31%	\$671,755.02 \$806,105.61	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK SPLUNK
5	HU-TLICGSUP250EM	SEL ANALYTS HADOOP TERML G SP 250 NDS AP	\$1,168,269.00 \$895,673.00		31%	\$618,014.37	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	HU-TLICGSUP25AN	SEL ANALYTS HADOOP TERML G SP 25 NDS AN	\$116,827.00	K	31%	\$80,610.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HU-TLICGSUP25AP HU-TLICGSUP25EM	SEL ANALYTS HADOOP TERML G SP 25 NDS AP SEL ANALYTS HADOOP TERML G SP 25 NDS EM	\$140,192.00 \$107,481.00		31% 31%	\$96,732.48 \$74,161.89	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-T-LIC-GSUP50	SEL ANALYTS HADOOP TERML G SP 50 NDS US	\$179,135.00		31%	\$123,603.15	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	HU-T-LIC-GSUP500	SEL ANALYTS HADOOP TERML G SP 500 NDS US	\$1,361,538.00		31%	\$939,461.22	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5 5	HU-TLICGSUP500AN HU-TLICGSUP500AP	SEL ANALYTS HADOOP TERML G SP 500 NDS AN SEL ANALYTS HADOOP TERML G SP 500 NDS AP	\$1,701,923.00 \$2,042,308.00		31% 31%	\$1,174,326.87 \$1,409,192.52	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			SPLUNK SPLUNK
5	HU-TLICGSUP500EM	SEL ANALYTS HADOOP TERML G SP 500 NDS EM	\$1,565,769.00	K	31%	\$1,080,380.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	HU-TLICGSUP50AN HU-TLICGSUP50AP	SEL ANALYTS HADOOP TERML G SP 50 NDS AN SEL ANALYTS HADOOP TERML G SP 50 NDS AP	\$223,918.00 \$268,702.00		31% 31%	\$154,503.42 \$185,404.38	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	HU-TLICGSUP50EM	SEL ANALYTS HADOOP TERML G SP 50 NDS EM	\$206,005.00	ĸ	31%	\$142,143.45	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	IT-P-ESUP-100	SEL Splunk IT SI Ent Sup 100GB/day US	\$13,846.00		31% 31%	\$9,553.74	\$0.00	\$0.00					SPLUNK
5 5	IT-P-ESUP-100-AN IT-P-ESUP-100-AP	SEL Splunk IT SI Ent Sup 100GB/day AN SEL Splunk IT SI Ent Sup 100GB/day AP	\$17,308.00 \$20,769.00		31% 31%	\$11,942.52 \$14,330.61	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-ESUP-100-EM	SEL Splunk IT SI Ent Sup 100GB/day EM	\$15,923.00	K	31%	\$10,986.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-ESUP-1T IT-P-ESUP-1T-AN	SEL Splunk IT SI Ent Sup 1TGB/day US SEL Splunk IT SI Ent Sup 1TGB/day AN	\$69,231.00 \$86,538.00		31% 31%	\$47,769.39 \$59,711.22	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-ESUP-1T-AN	SEL Splunk IT SI Ent Sup 1TGB/day AN SEL Splunk IT SI Ent Sup 1TGB/day AP	\$103,846.00		31%	\$71,653.74	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	IT-P-ESUP-1T-EM	SEL Splunk IT SI Ent Sup 1TGB/day EM	\$79,615.00		31%	\$54,934.35	\$0.00	\$0.00		\$0.00			SPLUNK
5	IT-P-ESUP-200 IT-P-ESUP-200-AN	SEL Splunk IT SI Ent Sup 200GB/day US SEL Splunk IT SI Ent Sup 200GB/day AN	\$20,769.00 \$25,962.00		31% 31%	\$14,330.61 \$17,913.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-ESUP-200-AP	SEL Splunk IT SI Ent Sup 200GB/day AP	\$31,154.00	K	31%	\$21,496.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-P-ESUP-200-EM IT-P-ESUP-50	SEL Splunk IT SI Ent Sup 200GB/day EM	\$23,885.00 \$10,962.00		31% 31%	\$16,480.65 \$7,563.78	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00) SPLUNK) SPLUNK
5	IT-P-ESUP-500	SEL Splunk IT SI Ent Sup 50GB/day US SEL Splunk IT SI Ent Sup 500GB/day US	\$37,500.00		31%	\$25,875.00	\$0.00	\$0.00		\$0.00	\$0.00		SPLUNK
5	IT-P-ESUP-500-AN	SEL Splunk IT SI Ent Sup 500GB/day AN	\$46,875.00	K	31%	\$32,343.75	\$0.00	\$0.00		\$0.00		\$0.00	SPLUNK
5 5	IT-P-ESUP-500-AP IT-P-ESUP-500-EM	SEL Splunk IT SI Ent Sup 500GB/day AP SEL Splunk IT SI Ent Sup 500GB/day EM	\$56,250.00 \$43,125.00		31% 31%	\$38,812.50 \$29,756.25	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK SPLUNK
5	IT-P-ESUP-50-AN	SEL Splunk IT SI Ent Sup 50GB/day AN	\$13,702.00	K	31%	\$9,454.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-P-ESUP-50-AP	SEL Splunk IT SI Ent Sup 50GB/day AP	\$16,442.00		31%	\$11,344.98	\$0.00	\$0.00					SPLUNK
5 5	IT-P-ESUP-50-EM IT-P-GSUP-100	SEL Splunk IT SI Ent Sup 50GB/day EM SEL Splunk IT SI Global Sup 100GB/day US	\$12,606.00 \$17,308.00		31% 31%	\$8,698.14 \$11,942.52	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK SPLUNK
5	IT-P-GSUP-100-AN	SEL Splunk IT SI Global Sup 100GB/day AN	\$21,635.00	K	31%	\$14,928.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-GSUP-100-AP IT-P-GSUP-100-EM	SEL Splunk IT SI Global Sup 100GB/day AP SEL Splunk IT SI Global Sup 100GB/day EM	\$25,962.00 \$19,904.00		31% 31%	\$17,913.78 \$13,733.76	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-GSUP-1T	SEL Splunk IT SI Global Sup 110GB/day EM SEL Splunk IT SI Global Sup 1TGB/day US	\$19,904.00 \$86,538.00		31%	\$13,733.76 \$59,711.22	\$0.00	\$0.00					SPLUNK
5	IT-P-GSUP-1T-AN	SEL Splunk IT SI Global Sup 1TGB/day AN	\$108,173.00	K	31%	\$74,639.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-GSUP-1T-AP IT-P-GSUP-1T-EM	SEL Splunk IT SI Global Sup 1TGB/day AP SEL Splunk IT SI Global Sup 1TGB/day EM	\$129,808.00 \$99,519.00		31% 31%	\$89,567.52 \$68,668.11	\$0.00 \$0.00	\$0.00 \$0.00					SPLUNK SPLUNK
5	IT-P-GSUP-200	SEL Splunk IT SI Global Sup 200GB/day US	\$25,962.00		31%	\$17,913.78	\$0.00	\$0.00					SPLUNK

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			EMC	CATEGORY	NVP LEVEL 1	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	IT-P-GSUP-200-AN	SEL Splunk IT SI Global Sup 200GB/day AN	\$32,452.00	K	31% 31%	\$22,391.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-P-GSUP-200-AP IT-P-GSUP-200-EM	SEL Splunk IT SI Global Sup 200GB/day AP SEL Splunk IT SI Global Sup 200GB/day EM	\$38,942.00 \$29,856.00		31%	\$26,869.98 \$20,600.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-GSUP-500	SEL Splunk IT SI Global Sup 500GB/day US	\$46,875.00		31%	\$32,343.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-P-GSUP-500-AN IT-P-GSUP-500-AP	SEL Splunk IT SI Global Sup 500GB/day AN SEL Splunk IT SI Global Sup 500GB/day AP	\$58,594.00 \$70,313.00		31% 31%	\$40,429.86 \$48,515.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-GSUP-500-EM	SEL Splunk IT SI Global Sup 500GB/day EM	\$53,906.00	K	31%	\$37,195.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-LIC-100 IT-P-LIC-100-AN	SEL Splunk IT SI Perp Lic 100GB/day US SEL Splunk IT SI Perp Lic 100GB/day AN	\$69,231.00 \$86,538.00	K K	31% 31%	\$47,769.39 \$59,711.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-LIC-100-AP	SEL Splunk IT SI Perp Lic 100GB/day AP	\$103,846.00	K	31%	\$71,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-LIC-100-EM	SEL Splunk IT SI Perp Lic 100GB/day EM	\$79,615.00		31% 31%	\$54,934.35 \$238,846.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	IT-P-LIC-1T IT-P-LIC-1T-AN	SEL Splunk IT SI Perp Lic 1TGB/day US SEL Splunk IT SI Perp Lic 1TGB/day AN	\$346,154.00 \$432,692.00		31%	\$238,846.26 \$298,557.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5	IT-P-LIC-1T-AP	SEL Splunk IT SI Perp Lic 1TGB/day AP	\$519,231.00	K	31%	\$358,269.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-LIC-1T-EM IT-P-LIC-200	SEL Splunk IT SI Perp Lic 1TGB/day EM SEL Splunk IT SI Perp Lic 200GB/day US	\$398,077.00 \$103,846.00		31% 31%	\$274,673.13 \$71,653.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-P-LIC-200-AN	SEL Splunk IT SI Perp Lic 200GB/day AN	\$129,808.00	K	31%	\$89,567.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-P-LIC-200-AP	SEL Splunk IT SI Perp Lic 200GB/day AP	\$155,769.00		31% 31%	\$107,480.61 \$82,401.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	IT-P-LIC-200-EM IT-P-LIC-50	SEL Splunk IT SI Perp Lic 200GB/day EM SEL Splunk IT SI Perp Lic 50GB/day US	\$119,423.00 \$54,808.00		31%	\$37,817.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5	IT-P-LIC-500	SEL Splunk IT SI Perp Lic 500GB/day US	\$187,500.00	K	31%	\$129,375.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-P-LIC-500-AN IT-P-LIC-500-AP	SEL Splunk IT SI Perp Lic 500GB/day AN SEL Splunk IT SI Perp Lic 500GB/day AP	\$234,375.00 \$281,250.00		31% 31%	\$161,718.75 \$194,062.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	SPLUNK SPLUNK
5	IT-P-LIC-500-EM	SEL Splunk IT SI Perp Lic 500GB/day EM	\$215,625.00	K	31%	\$148,781.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-P-LIC-50-AN	SEL Splunk IT SI Perp Lic 50GB/day AN	\$68,510.00		31%	\$47,271.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-P-LIC-50-AP IT-P-LIC-50-EM	SEL Splunk IT SI Perp Lic 50GB/day AP SEL Splunk IT SI Perp Lic 50GB/day EM	\$82,212.00 \$63,029.00		31% 31%	\$56,726.28 \$43,490.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-T-LIC-ESUP100	SEL Splunk ITSI TerL w/ESUP 100GB/day US	\$27,692.00	K	31%	\$19,107.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-TLICESUP100AN IT-TLICESUP100AP	SEL Splunk ITSI TerL w/ESUP 100GB/day AN SEL Splunk ITSI TerL w/ESUP 100GB/day AP	\$34,615.00 \$41,538.00		31% 31%	\$23,884.35 \$28,661.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICESUP100EM	SEL Splunk ITSI TerL w/ESUP 100GB/day EM	\$31,846.00		31%	\$21,973.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-T-LIC-ESUP1T	SEL Splunk ITSI TerL w/ESUP 1TGB/day US	\$138,462.00		31%	\$95,538.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-TLICESUP1TAN IT-TLICESUP1TAP	SEL Splunk ITSI TerL w/ESUP 1TGB/day AN SEL Splunk ITSI TerL w/ESUP 1TGB/day AP	\$173,077.00 \$207,692.00	K K	31% 31%	\$119,423.13 \$143,307.48	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICESUP1TEM	SEL Splunk ITSI TerL w/ESUP 1TGB/day EM	\$159,231.00	K	31%	\$109,869.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-T-LIC-ESUP200	SEL Splunk ITSI TerL w/ESUP 200GB/day US	\$41,538.00		31%	\$28,661.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-TLICESUP200AN IT-TLICESUP200AP	SEL Splunk ITSI TerL w/ESUP 200GB/day AN SEL Splunk ITSI TerL w/ESUP 200GB/day AP	\$51,923.00 \$62,308.00	K K	31% 31%	\$35,826.87 \$42,992.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICESUP200EM	SEL Splunk ITSI TerL w/ESUP 200GB/day EM	\$47,769.00	K	31%	\$32,960.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	IT-T-LIC-ESUP50 IT-T-LIC-ESUP500	SEL Splunk ITSI TerL w/ESUP 50GB/day US SEL Splunk ITSI TerL w/ESUP 500GB/day US	\$21,923.00		31%	\$15,126.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-T-LIC-ESUP500AN	SEL Splunk ITSI TerL W/ESUP 500GB/day US SEL Splunk ITSI TerL w/ESUP 500GB/day AN	\$75,000.00 \$93,750.00		31% 31%	\$51,750.00 \$64,687.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICESUP500AP	SEL Splunk ITSI TerL w/ESUP 500GB/day AP	\$112,500.00	K	31%	\$77,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-TLICESUP500EM IT-TLICESUP50AN	SEL Splunk ITSI TerL w/ESUP 500GB/day EM SEL Splunk ITSI TerL w/ESUP 50GB/day AN	\$86,250.00 \$27,404.00		31% 31%	\$59,512.50 \$18,908.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICESUP50AP	SEL Splunk ITSI TerL w/ESUP 50GB/day AP	\$32,885.00		31%	\$22,690.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLICESUP50EM	SEL Splunk ITSI TerL w/ESUP 50GB/day EM	\$25,212.00		31%	\$17,396.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-T-LIC-GSUP100 IT-TLICGSUP100AN	SEL Splunk ITSI TerL w/GSUP 100GB/day US SEL Splunk ITSI TerL w/GSUP 100GB/day AN	\$31,154.00 \$38,942.00		31% 31%	\$21,496.26 \$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	IT-TLICGSUP100AP	SEL Splunk ITSI TerL w/GSUP 100GB/day AP	\$46,731.00	K	31%	\$32,244.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-TLICGSUP100EM IT-T-LIC-GSUP1T	SEL Splunk ITSI TerL w/GSUP 100GB/day EM SEL Splunk ITSI TerL w/GSUP 1TGB/day US	\$35,827.00 \$155,769.00		31% 31%	\$24,720.63 \$107,480.61	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICGSUP1TAN	SEL Splunk ITSI TerL w/GSUP 1TGB/day AN	\$194,712.00		31%	\$134,351.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	IT-TLICGSUP1TAP	SEL Splunk ITSI TerL w/GSUP 1TGB/day AP	\$233,654.00		31%	\$161,221.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	IT-TLICGSUP1TEM IT-T-LIC-GSUP200	SEL Splunk ITSI TerL w/GSUP 1TGB/day EM SEL Splunk ITSI TerL w/GSUP 200GB/day US	\$179,135.00 \$46,731.00		31% 31%	\$123,603.15 \$32,244.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	IT-TLICGSUP200AN	SEL Splunk ITSI TerL w/GSUP 200GB/day AN	\$58,413.00	K	31%	\$40,304.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-TLICGSUP200AP IT-TLICGSUP200EM	SEL Splunk ITSI TerL w/GSUP 200GB/day AP	\$70,096.00		31% 31%	\$48,366.24	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK
5	IT-T-LIC-GSUP500	SEL Splunk ITSI TerL w/GSUP 200GB/day EM SEL Splunk ITSI TerL w/GSUP 500GB/day US	\$53,740.00 \$84,375.00		31%	\$37,080.60 \$58,218.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		SPLUNK SPLUNK
5	IT-TLICGSUP500AN	SEL Splunk ITSI TerL w/GSUP 500GB/day AN	\$105,469.00	K	31%	\$72,773.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	IT-TLICGSUP500AP IT-TLICGSUP500EM	SEL Splunk ITSI TerL w/GSUP 500GB/day AP SEL Splunk ITSI TerL w/GSUP 500GB/day EM	\$126,563.00 \$97,031.00		31% 31%	\$87,328.47 \$66,951.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-100	SEL Splunk Ent Perp Lic 100GB/day US	\$173,077.00	K	31%	\$119,423.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-P-LIC-100-AN	SEL Splunk Ent Perp Lic 100GB/day AN	\$216,346.00	K	31%	\$149,278.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SE-P-LIC-100-AP SE-P-LIC-100-EM	SEL Splunk Ent Perp Lic 100GB/day AP SEL Splunk Ent Perp Lic 100GB/day EM	\$259,615.00 \$199,038.00	K K	31% 31%	\$179,134.35 \$137,336.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-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 5	SE-P-LIC-1T-AN SE-P-LIC-1T-AP	SEL Splunk Ent Perp Lic 1TB/day AN SEL Splunk Ent Perp Lic 1TB/day AP	\$1,730,769.00 \$2,076,923.00		31% 31%	\$1,194,230.61 \$1,433,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-1T-AP SE-P-LIC-1T-EM	SEL Splunk Ent Perp Lic 11B/day AP SEL Splunk Ent Perp Lic 1TB/day EM	\$2,076,923.00	K	31%	\$1,433,076.87 \$1,098,692.52	\$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		31%	\$222,923.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-P-LIC-200-AN SE-P-LIC-200-AP	SEL Splunk Ent Perp Lic 200GB/day AN SEL Splunk Ent Perp Lic 200GB/day AP	\$403,846.00 \$484.615.00	K	31% 31%	\$278,653.74 \$334,384,35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-200-EM	SEL Splunk Ent Perp Lic 200GB/day EM	\$371,538.00	ĸ	31%	\$256,361.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-P-LIC-50	SEL Splunk Ent Perp Lic 50GB/day US	\$109,615.00	K	31%	\$75,634.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SE-P-LIC-500 SE-P-LIC-500-AN	SEL Splunk Ent Perp Lic 500GB/day US SEL Splunk Ent Perp Lic 500GB/day AN	\$750,000.00 \$937,500.00		31% 31%	\$517,500.00 \$646,875.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-P-LIC-500-AP	SEL Splunk Ent Perp Lic 500GB/day AP	\$1,125,000.00	K	31%	\$776,250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5	SE-P-LIC-500-EM SE-P-LIC-50-AN	SEL Splunk Ent Perp Lic 500GB/day EM SEL Splunk Ent Perp Lic 50GB/day AN	\$862,500.00		31%	\$595,125.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		SPLUNK
5 5	SE-P-LIC-50-AN SE-P-LIC-50-AP	SEL Splunk Ent Perp Lic 50GB/day AN SEL Splunk Ent Perp Lic 50GB/day AP	\$137,019.00 \$164,423.00		31% 31%	\$94,543.11 \$113,451.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00	SPLUNK SPLUNK
5	SE-P-LIC-50-EM	SEL Splunk Ent Perp Lic 50GB/day EM	\$126,058.00	K	31%	\$86,980.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 5	SE-T-LIC-ESUP100 SE-TLICESUP100AN	SEL Splunk Ent TermL w/ESUP 100GB/day US SEL Splunk Ent TermL w/ESUP 100GB/day AN	\$69,231.00 \$86,538.00		31% 31%	\$47,769.39 \$59,711.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
5	SE-TLICESUP100AN	SEL Splunk Ent TermL w/ESUP 100GB/day AP	\$103,846.00		31%	\$71,653.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5	SE-TLICESUP100EM	SEL Splunk Ent TermL w/ESUP 100GB/day EM	\$79,615.00		31%	\$54,934.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		SPLUNK
5 5	SE-T-LIC-ESUP1T SE-TLICESUP1TAN	SEL Splunk Ent TermL w/ESUP 1TB/day US SEL Splunk Ent TermL w/ESUP 1TB/day AN	\$553,846.00 \$692,308.00		31% 31%	\$382,153.74 \$477,692.52	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		SPLUNK SPLUNK
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Company				LIST PRICE USD	CODE	DISCOUNT %		ANNUAL (PREMIUM)	(STANDARD)	ANNUAL (BASIC)	(PREMIUM)	(STANDARD)		
Control Cont														
March Marc	5	SE-T-LIC-ESUP200	SEL Splunk Ent TermL w/ESUP 200GB/day US	\$129,231.00	K	31%	\$89,169.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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Secretarion Company		SE-TLICESUP500AP	SEL Splunk Ent TermL w/ESUP 500GB/day AP	\$450,000.00	K	31%	\$310,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
Section Company Comp														
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Section Company Comp														
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BEL-CORPITED 1500-1500 1	5	SE-TLICGSUP100AP	SEL Splunk Ent TermL w/GSUP 100GB/day AP	\$116,827.00	K	31%	\$80,610.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
5 ST. LOGAPHINE 1														
STATEMENT STAT														
Section Company Comp		SE-TLICGSUP1TAP	SEL Splunk Ent TermL w/GSUP 1TB/day AP	\$934,615.00	K		\$644,884.35	\$0.00	\$0.00		\$0.00		\$0.00	SPLUNK
S. S. S. S. S. S. S.	-													
5 ST. CORRESTOR Four Print and Control St. Control														
Section Company Comp		SE-TLICGSUP200AP	SEL Splunk Ent TermL w/GSUP 200GB/day AP	\$218,077.00	K	31%	\$150,473.13	\$0.00	\$0.00				\$0.00	SPLUNK
S. C. L. C. C. C. C. C. C														
S STACKSEPPORT STATE AND ADDRESS AND STATE AND ADDRESS AND STATE AND ADDRESS AND STATE AND ADDRESS AND		SE-TLICGSUP500AN	SEL Splunk Ent TermL w/GSUP 500GB/day AN		K	31%	\$291,093.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SPLUNK
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S SYNCEDSTOLY) SENCE ELLS Bossip 10008 2 yr SELSON K 31% \$20.04 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0		IGL-CA-012	SEL Eyeglass Vblock Probe-Basic	\$2,820.00	K	31%	\$1,945.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SUPERNA
5 SYNCD-F1G-37 SEL Sync EG LD Browness (17 Mars) 5 SYNCD-F0G-17 ST LONG Synchroll (17 Mars) 5 SYNCD-F0G-17 ST LONG Synchroll (17 Mars) 5 SYNCD-F0G-17 ST LONG SYNCH-F0T LON														
5 SYNC-DH-CON-2Y SEL-Sync DH Speanly Commence 2 yr \$10,000.00 K 31% \$10,000 \$0.00 \$0			SEL Sync EE CLD Storage 100GB 2 yr											
S SYNC-DH-CON-BY SEL Sync DH Specially Connector By S102,000 0 K 311k \$73,000 \$0.00														
5 SYNC-DHT-11-Y SEL Sync DH 1001-2006 st yr														
5 SYNC-DH-TI-3Y SEL Sync DH 1001-000 as 3 yr SS20.0 K 311/K \$22.00 S0.00 \$0.00	5	SYNC-DH-T1-1Y	SEL Sync DH 100-1,000 sts 1 yr	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 SYNC-DH-T2-TY SEL Sync DH 1001-5000 ats 2 yr SEL Sync DH 1001-5000 ats 3 yr SEL Sync DH 1001-5000 ats 2 yr SEL Sync DH 1001-5000 ats 3 yr SEL Sync DH 1														
5 SYNC-DH-T3-Y SEL Sync DH 1001-1000 sts 3 yr \$28.00 K 31% \$96.88 \$0.00														
5 SYNC-DH-T3-V SEL Sync DH 5:001-10:000 sts 1 y														
5 SYNC-DH-T3-2Y SEL Sync DH 5.001-10.000 sts 2 y														
5 SYNC-DH-1-21 SEL Sync DH 10.001-20.000 sts 1 y		SYNC-DH-T3-2Y	SEL Sync DH 5,001-10,000 sts 2 yr	\$51.00	K	31%	\$35.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 SYNC-DH-13-27 SEL Sync DH 10,001-20,000 site 2 yr 5 SYNC-DH-13-27 SEL Sync DH 10,001-20,000 site 2 yr 5 SYNC-DH-13-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20,001 site 3 yr 5 SYNC-DH-15-17 SEL Sync DH 20,001-20														
5 \$YNC-DH-T5-1Y \$EL \$ync DH 2,001+ siz 1yr \$22.00 K 31% \$15.18 \$0.00 \$0.														
5 \$YNC-DH-T5-2Y \$EL \$ync DH 20,00H +sis 2y \$66.00 K 31% \$32,60 \$0.00 \$0.			SEL Sync DH 10,001-20,000 sts 3 yr											
5 \$NNCDH-TIS-3Y \$EL Symc DH 20,001 + sis 3 yr \$56.00 K 31% \$318, \$38.64 \$0.00														
5 SYNC-DH-UNL-2Y SEL Sync DH Unlimited TB 2 yr S80,000.00 K 31% S248,400.00 \$0	5	SYNC-DH-T5-3Y	SEL Sync DH 20,001+ sts 3 yr	\$56.00	K	31%	\$38.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 SYNC-DH-UNL-3Y SEL Sync E2 25-1000 sts 1 y S150.00 K 31% S3190.00 S0.00 S0.0														
5 SYNC-EE-T1-3Y SEL Sync EE 25-1,000 ss 1 yr														
5 SYNC-EE-T1-3Y SEL Sync EE 20-1,000 sts 3yr														
5 SYNC-EE-T2-1Y SEL Sync EE 1,001-5,000 sis 1 yr 5 SYNC-EE-T2-2Y SEL Sync EE 1,001-5,000 sis 2 yr 5 SYNC-EE-T2-3Y SEL Sync EE 1,001-5,000 sis 3 yr 5 SYNC-EE-T2-3Y SEL Sync EE 1,001-5,000 sis 3 yr 5 SYNC-EE-T3-1Y SEL Sync EE 5,001-10,000 sis 1 yr 5 SYNC-EE-T3-1Y SEL Sync EE 5,001-10,000 sis 1 yr 5 SYNC-EE-T3-1Y SEL Sync EE 5,001-10,000 sis 1 yr 5 SYNC-EE-T3-1Y SEL Sync EE 5,001-10,000 sis 2 yr 6 SYNC-EE-T3-1Y SEL Sync EE 5,001-10,000 sis 2 yr 7 SEL Sync EE 5,001-10,000 sis 2 yr 8 SEL Sync EE 5,001-10,000 sis 3 yr 8 SEL Sync EE 5,001-10,000 sis 2 yr 8 SEL Sync EE 5,001-10,000 sis 2 yr 8 SEL Sync EE 5,001-10,000 sis 2 yr 8 SEL Sync EE 5,001-10,000 sis 3 yr 8 SEL Sync EE 5,001-10,000 sis 3 yr 8 SEL Sync EE 5,001-10,000 sis 2 yr 8 SEL Sync EE 5,001-10,000 sis 3 yr 8 SEL Sync EE 1,001-10,000 sis 1 yr 8 SEL Sync EE 1,001-10,000 sis 1 yr 8 SEL Sync EE 1,001-10,000 sis 1 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 3 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 3 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SYnc-EE-T2-Y SEL Sync EE 1,001-10,000 sis 3 yr 8 SEL Sync EE 1,001-10,000 sis 3 yr 8 SEL Sync EE 1,001-10,000 sis 3 yr 8 SEL Sync EE 1,001-10,000 sis 2 yr 8 SYnc-Si-EE-1Y SEL Sync EE 1,001-10,0														
5 SYNC-EE-T3-3Y SEL Sync EE 1,001-5,000 sts 3 yr		SYNC-EE-T2-1Y	SEL Sync EE 1,001-5,000 sts 1 yr	\$120.00	K	31%	\$82.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 SYNC-EE-T3-Y SEL Sync EE 5,001-10,000 sts 1 yr 5 SYNC-EE-T3-Y SEL Sync EE 5,001-10,000 sts 2 yr 5 SYNC-EE-T3-Y SEL Sync EE 5,001-10,000 sts 2 yr 5 SYNC-EE-T3-Y SEL Sync EE 5,001-10,000 sts 2 yr 5 SYNC-EE-T3-Y SEL Sync EE 5,001-10,000 sts 2 yr 5 SYNC-EE-T4-Y SEL Sync EE 10,001+ sts 1 yr 5 SYNC-EE-T4-Y SEL Sync EE 10,001+ sts 1 yr 6 SES.00 K 31% \$58.65 \$0.00	-													
5 SYNC-EE-T3-ZY SEL Sync EE 5.001-10,000 sts 2 yr 5 SYNC-EE-T3-ZY SEL Sync EE 5.001-10,000 sts 2 yr 5 SYNC-EE-T3-ZY SEL Sync EE 5.001-10,000 sts 3 yr 5 SYNC-EE-T4-1Y SEL Sync EE 10,001+ sts 1 yr 5 SYNC-EE-T4-1Y SEL Sync EE 10,001+ sts 1 yr 5 SYNC-EE-T4-Y SEL Sync EE 10,001+ sts 2 yr 5 SYNC-EE-T4-Y SEL Sync EE 10,001+ sts 2 yr 6 SEL Sync EE 10,001+ sts 2 yr 7 SEL Sync EE 10,001+ sts 2 yr 8 SEL Sync EE 1-071B 1 yr 8 SEL Sync EE 1-071B 1 yr 8 SEL Sync EE 1-1071B 2 yr 8 SEL Sync EE 1-1071B 3 yr 8 SEL Sync EE 1-1071B								\$0.00						
5 SYNC-EE-T4-Y SEL Sync EE 10,001+ sis 1 yr		SYNC-EE-T3-2Y	SEL Sync EE 5,001-10,000 sts 2 yr	\$182.00	K		\$125.58						\$0.00	SYNCPLICITY
5 SYNC-EE-T4-2Y SEL Sync EE 10,001+ sts 2 yr														
5 SYNC-S1-EE-1Y SEL Sync EE 1-10TB 1 yr \$26,125.00 K 31% \$18,026.25 \$0.00 \$0.0		SYNC-EE-T4-2Y	SEL Sync EE 10,001+ sts 2 yr	\$160.00	K	31%	\$110.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5 SYNC-S1-EE-2Y SEL Sync EE 1-10TB 2 /r STNC-S1-EE-3Y SEL Sync EE 1-10TB 2 /r STNC-S1-EE-3Y SEL Sync EE 1-10TB 2 /r STNC-S1-EE-3Y SEL Sync EE 1-10TB 3 /r STNC-S1-EE-3Y SEL Sync EE 1-10TB 3 /r STNC-S2-EE-1Y SEL Sync EE 11-2STB 1 /r STNC-S2-EE-1Y SEL Sync EE 11-2STB 2 /r SEL Sync EE 11-2STB 2 /r SEL Sync EE 11-2STB 3 /r STNC-S2-EE-3Y SEL Sync EE 12-STDB 3 /r STNC-S2-EE-3Y SEL Sync EE 26-50TB 1 /r STNC-S2-EE-3Y SEL Sync EE 26-50TB 3 /r STNC-S2-EE-3Y SEL SYNC-S2-EE-3Y SEL SYNC-S2-EE-3Y SEL SYNC-S2-EE-3Y SEL SYNC-S2-EE-3Y SE		SYNC-EE-T4-3Y	SEL Sync EE 10,001+ sts 3 yr	\$225.00	K		\$155.25	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	SYNCPLICITY
5 SYNC-S2-EE-1Y SEL Sync EE 1-10TB 3 yr \$1,225.00 K 31% \$49,145.25 \$0.00														
5 SYNC-S2-EE-2Y SEL Sync EE 11-25TB 2 yr \$40,425.00 K 31% \$27,893.25 \$0.00 \$0.		SYNC-S1-EE-3Y	SEL Sync EE 1-10TB 3 yr	\$71,225.00	K	31%	\$49,145.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 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 \$0.00 \$0.00 \$0.00 \$0.00 SYNCPLICITY 5 SYNC-S3-EE-2Y SEL Sync EE 26-50TB 2 yr \$37,950.00 K 31% \$26,185.50 \$0.00 \$														
5 SYNC-S3-EE-1Y SEL Sync EE 26-50TB 1 yr \$19,800.00 K 31% \$13,662.00 \$0.	5	SYNC-S2-EE-3Y			K									
5 SYNC-S3-EE-3Y SEL Sýnc EE 26-50TB 3 ýr \$54,175.00 K 31% \$37,380.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 SYNCPLICITY		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	\$0.00	SYNCPLICITY

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					1	NVP 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 PART
5	SYNC-S4-EE-2Y	SEL Sync EE 51TB + 2yr	\$34,925.00	K	31%	\$24,098.25	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	SYNC-S4-EE-3Y	SEL Sync EE 51TB + 3yr	\$49,775.00	ĸ	31%	\$34,344.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	SYNCPLICITY
5	100DCODSSP-1	SEL IDUClasFrwkODr 100 +SS⋑ 1year	\$12,853.00	K	31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100DCODSSP-12MT1 100DCSOSSP-1	SEL IDUClasFrwkODr 100 +SS⋑ 12mt SEL IDUClasFr SPOn 100 +SS⋑ 1yr	\$6,429.00 \$12,853.00	K K	31% 31%	\$4,436.01 \$8,868.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DCSOSSP-12MT1	SEL IDUClasFr SPOn 100 +SS⋑ 12mth	\$6,429.00	ĸ	31%	\$4,436.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100DCSSP-1	SEL IDUClassFr 100 + SS⋑ 1year	\$12,853.00	K	31%	\$8,868.57	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100DCUSSP-1 100DLSSP-3	SEL IDUClasFrwkUx100 + SS⋑ 1yr SEL DL FOR 100 USERS + SS AND SUP 1YR	\$12,853.00 \$9,945.00	K K	31% 31%	\$8,868.57 \$6,862.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DLSSSP-1	SEL DLSUI FOR 100 + SS AND SUP FOR 1YR	\$15,470.00	ĸ	31%	\$10,674.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100DLXSSP-1	SEL DL ANALY 100 USERS + SS & SUP 1YR	\$6,630.00	K	31%	\$4,574.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100DPSSSP 100DTSSP	SEL DP SP for 100 + SS ⋑ 1st yr SEL DTE 100 users + SS + Support 1st yr	\$8,705.00 \$13,260.00	K	31% 31%	\$6,006.45 \$9,149.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100DVS1PRSSP-1	SEL DWSP100use+1Pb/Col 50SL+SS&Sup1st yr	\$22,100.00	K	31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100DWW1PRSSP-1	SEL DWWin100use+1Pb/Coll50SL+SS&Sup1styr	\$22,100.00	K	31%	\$15,249.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	100ECLO1PRSSP 100ECLO1PRSSP12M	SEL DAExOnL 100+1DAPb/Col 50SL+SS&Sup1yr SEL DAExOnL100+1DAPb/Col50SL+SS&Sup12mt	\$11,050.00 \$5,527.00	K	31% 31%	\$7,624.50 \$3,813.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	100ODL1PRSSP	SEL DAODLite100+1DAPb/Col50SL+ SS&Sup1yr	\$11,050.00	ĸ	31%	\$7,624.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	100ODL1PRSSP12M	SEL DAODLite100+1DAPb/Col50SL+SS&Sup12mt	\$5,527.00	K	31%	\$3,813.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	100SPLO1PRSSP 100SPLO1PRSSP12M	SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup1y SEL DASPOnLite100+1DAPb/Col50SL+SS&Sup12	\$11,050.00 \$5,527.00	K K	31% 31%	\$7,624.50 \$3,813.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250DCODSSP-1	SEL IDUClasFrwkODr 250 +SS⋑ 1year	\$19,810.00	ĸ	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	250DCODSSP-12MT1	SEL IDUClasFrwkODr 250 +SS⋑ 12mt	\$9,909.00	K	31%	\$6,837.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	250DCSOSSP-1 250DCSOSSP-12MT1	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-12W11	SEL IDUClassFr 250 + SS⋑ 1year	\$19,810.00	K	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	250DCUSSP-1	SEL IDUClasFrwkUx250 + SS⋑ 1yr	\$19,810.00	K	31%	\$13,668.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	250DLSSP-3 250DLSSSP-1	SEL DL FOR 250 USERS + SS AND SUP 1YR SEL DLSUI FOR 250 + SS AND SUP FOR 1YR	\$15,356.00 \$23,888.00	K	31% 31%	\$10,595.64 \$16,482.72	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	250DLXSSP-1	SEL DL ANALY 250 USERS + SS & SUP 1YR	\$10,238.00	K	31%	\$7,064.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	250DTSSP 250DWS1PRSSP-1	SEL DTE 250 users + SS + Support 1st yr	\$20,475.00	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 5	250DWS1PRSSP-1 250DWW1PRSSP-1	SEL DWSP250user+1Pb/Col50SL+SS⋑ 1styr SEL DWWin250use+1Pb/Coll50SL+SS&Sup1styr	\$34,125.00 \$34,125.00	K	31%	\$23,546.25 \$23,546.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	250ECLO1PRSSP	SEL DAExOnL250+1DAPb/Col 50SL+SS&Sup1yr	\$17,063.00	K	31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	250ECLO1PRSSP12M	SEL DAExOnL250+1DAPb/Col50SL+SS&Sup12mt	\$8,535.00	K	31%	\$5,889.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	250ODL1PRSSP 250ODL1PRSSP12M	SEL SELDAODLite250+1DAPb/Col50SL+SS&Sup1 SEL DAODLite250+1DAPb/Col50SL+SS&Sup12mt	\$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	250SPLO1PRSSP	SEL DASPOnLite250+1DAPb/Col50SL+SS&Sup1y	\$17,063.00	ĸ	31%	\$11,773.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	250SPLO1PRSSP12M	SEL DASPOnLite250+1DAPb/Col50SL+SS&Sup12	\$8,535.00	K	31%	\$5,889.15		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25DCODSSP-1 25DCODSSP-12MT-1	SEL IDUClasFrwkODr 25 +SS⋑ 1year SEL IDUClasFrwkODr 25 +SS⋑ 12mt	\$6,065.00 \$3,034.00	K 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	25DCSOSSP-1	SELIDUClasFr SPOn 25 +SS⋑ 1yr	\$6,065.00	ĸ	31%	\$4,184.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DCSOSSP-12MT-1	SEL IDUClasFr SPOn 25 +SS⋑ 12mth	\$3,034.00	K	31%	\$2,093.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25DCSSP-1 25DCUSSP-1	SEL IDUClassFr 25 + SS⋑ 1year SEL IDUClasFrwkUx25 + SS⋑ 1yr	\$6,065.00 \$6,065.00	K	31% 31%	\$4,184.85 \$4,184.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DLSSP-3	SEL DL FOR 25 USERS + SS AND SUP 1YR	\$4,680.00	K	31%	\$3,229.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DLSSSP-1	SEL DLSUI FOR 25 + SS AND SUP FOR 1YR	\$7,280.00	K	31%	\$5,023.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	25DLXSSP-1 25DPSSSP	SEL DL ANALY 25 USERS + SS AND SUP 1YR SEL DP SP for 25 + SS ⋑ 1st yr	\$3,120.00 \$4,108.00	K	31% 31%	\$2,152.80 \$2,834.52	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25DTSSP	SEL DTE 25 users + SS and Support 1st yr	\$6,240.00	K	31%	\$4,305.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	25DWS1PRSSP-1	SEL DWSP25user+1Pb/Col50SL+SS&Supp1styr	\$10,400.00	K	31%	\$7,176.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	25DWW1PRSSP-1 25ECLO1PRSSP	SEL DWWin25use&1Pb/Colle50SL+SS&Sup1styr SEL DAExOnL25+1 DA Pb/Col 50SL+SS&Sup1yr	\$10,400.00 \$5,200.00	K K	31% 31%	\$7,176.00 \$3,588.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25ECLO1PRSSP12M	SEL DAEXONL25+1 DA PU/Col505L+SS&Sup19rl SEL DAEXONL25+1DAPb/Col50SL+SS&Sup12mt	\$2,601.00	K	31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		VARONIS
5 5	25ODL1PRSSP12M 25SPLO1PRSSP	SEL DAODLite25+1DA Pb/Col50SL+SS&Sup12mt SEL DASPOnLite25+1DAPb/Col50SL+SS&Sup1yr	\$2,601.00 \$5,200.00	K K	31% 31%	\$1,794.69 \$3,588.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	25SPLO1PRSSP12M	SEL DASPONLITE25+1DAPD/Col505L+SS&Sup1yl SEL DASPONLITE25+1DAPD/Col 50SL+SS&Sup12	\$2,601.00	K	31%	\$1,794.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		VARONIS
5 5	50DA1PRSSP 50DCODSSP-1	SEL DATADVANT50 1 PROBE 1YSS SP SEL IDUClasFrwkODr 50 +SS⋑ 1year	\$15,600.00 \$9,099.00	K	31% 31%	\$10,764.00 \$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	50DCODSSP-12MT-1	SEL IDUClasFrwkODr 50 +SS⋑ 12mt	\$4,551.00	K	31%	\$3,140.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DCSOSSP-1	SEL IDUClasFr SPOn 50 +SS⋑ 1yr	\$9,099.00	K	31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	50DCSOSSP-12MT-1 50DCSSP-1	SEL IDUClasFr SPOn 50 +SS⋑ 12mth SEL IDUClassFr 50 + SS⋑ 1year	\$4,551.00 \$9,099.00	K K	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	50DCSSP-1 50DCUSSP-1	SEL IDUClassFrwkUx50 + SS⋑ 1yr	\$9,099.00	K	31%	\$6,278.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DLSSP-3	SEL DL FOR 50 USERS + SS AND SUP 1YR	\$7,020.00	K	31%	\$4,843.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	50DLSSSP-1 50DLXSSP-1	SEL DLSUI FOR 50 + SS AND SUP FOR 1YR SEL DL ANALY 50 USERS + SS & SUP 1YR	\$10,920.00 \$4,680.00	K K	31% 31%	\$7,534.80 \$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	50DEXSSP-1	SEL DP SP for 50 + SS ⋑ 1st yr	\$6,162.00	K	31%	\$3,229.20 \$4,251.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	50DTSSP	SEL DTE 50 users + SS and Support 1st yr	\$9,360.00	K	31%	\$6,458.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	50DWS1PRSSP-1	SEL DWSP50use+1Pb/Coll50SL+SS⋑ 1st yr SEL DWWin50use+1Pb/Colle50SL+SS&Sup1styr	\$15,600.00 \$15,600.00	K	31% 31%	\$10,764.00 \$10,764.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	50ECLO1PRSSP-1	SEL DAVWINSOUSE+1PD/ColleSuSL+SS&Sup1styr SEL DAExOnL 50+1DAPb/Col50SL+SS&Sup1yr	\$7,800.00	K	31%	\$10,764.00 \$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	φ0.00	VARONIS
5	50ECLO1PRSSP12M	SEL DAExOnL50+1DAPb/Col50SL+SS&Sup12mt	\$3,902.00	K	31%	\$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	500DL1PRSSP	SEL DAODLite50+1DAPb/Col50SL+ SS&Sup1yr	\$7,800.00	K	31%	\$5,382.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	50ODL1PRSSP12M 50SPLO1PRSSP	SEL DAODLite50+1DAPb/Col50SL+SS&Sup12mt SEL DASPOnLite50+1DAPb/Col50SL+SS&Sup1yr	\$3,902.00 \$7,800.00	K K	31% 31%	\$2,692.38 \$5,382.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	50SPLO1PRSSP12M	SEL DA SPOnLite50+1DAPb/Col50SL+SS&Sup12	\$3,902.00	ĸ	31%	\$2,692.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ADD-DA	SEL ADD-ON DATADVANTAGEANALYTICS ENGINE	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ADD-IDU-DR ADD-IDU-PR	SEL Add-On IDU for Disaster Recovery SEL Add-On IDU for Addi Production Env	\$13,000.00 \$13,000.00	K	31% 31%	\$8,970.00 \$8,970.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ADD-IDU-TS	SEL Add-On IDU for Test Environment	\$13,000.00	K	31%	\$8,970.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DA-100KL	SEL DATADVANT100000	\$3,900,000.00	K	31%	\$2,691,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DA-10KL DA-1500L	SEL DATADVANT10000 SEL DATADVANT1500	\$436,800.00 \$98,280.00	K K	31% 31%	\$301,392.00 \$67,813.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-1500L DA-150KL	SEL DATADVANT15000 SEL DATADVANT150000	\$5,733,000.00	K	31%	\$3,955,770.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-15KL	SEL DATADVANT15000	\$655,200.00	K	31%	\$452,088.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	(PREMIUM)	LP WARR UPG (STANDARD)		THIRD PARTY PRODUCT PARTNER
5 5	DA-1KL DA-20KL	SEL DATADVANT1000 SEL DATADVANT20000	\$73,710.00 \$829,920.00		31% 31%	\$50,859.90 \$572,644.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-2500L	SEL DATADVANT2500	\$141,050.00	K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DA-25KL DA-2KL	SEL DATADVANT25000 SEL DATADVANT2000	\$1,037,400.00 \$118,300.00		31% 31%	\$715,806.00 \$81,627.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DA-3500L	SEL DATADVANT3500	\$197,470.00		31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-35KL	SEL DATADVANT35000	\$1,430,000.00		31%	\$986,700.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DA-3KL DA-4500L	SEL DATADVANT3000 SEL DATADVANT4500	\$169,260.00 \$245,700.00		31% 31%	\$116,789.40 \$169,533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-4KL	SEL DATADVANT4000	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DA-500L DA-50KL	SEL DATADVANT500 SEL DATADVANT50000	\$40,950.00 \$2,015,000.00		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
5	DA-5KL	SEL DATADVANT5000	\$273,000.00		31%	\$188,370.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DA-6KL	SEL DATADVANT6000	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DA-750L DA-7KL	SEL DATADVANT750 SEL DATADVANT7000	\$58,500.00 \$337,610.00		31% 31%	\$40,365.00 \$232,950.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DA-8KL	SEL DATADVANT8000	\$364,000.00		31%	\$251,160.00		\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DA-9KL	SEL DATADVANT9000	\$409,500.00		31%	\$282,555.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DAL-100KL DAL-10KL	SEL DATADVANTAGEIDUANALYTICSLITE100000 SEL DATADVANTAGEIDUANALYTICSLITE 10000	\$1,950,000.00 \$218,400.00		31% 31%	\$1,345,500.00 \$150,696.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-1500L	SEL DATADVANTAGEIDUANALYTICSLITE 1500	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAL-150KL	SEL DATADVANTAGEIDUANALYTICSLITE150000	\$2,866,500.00		31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DAL-15KL DAL-1KL	SEL DATADVANTAGEIDUANALYTICSLITE 15000 SEL DATADVANTAGEIDUANALYTICSLITE 1000	\$327,600.00 \$36,855.00		31% 31%	\$226,044.00 \$25,429.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-20KL	SEL DATADVANTAGEIDUANALYTICSLITE 20000	\$414,960.00	K	31%	\$286,322.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAL-2500L DAL-25KL	SEL DATADVANTAGEIDUANALYTICSLITE 2500 SEL DATADVANTAGEIDUANALYTICSLITE 25000	\$70,525.00 \$518.700.00	K K	31% 31%	\$48,662.25 \$357,903.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-2KL	SEL DATADVANTAGEIDUANALYTICSLITE 2000	\$59,150.00		31%	\$40,813.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAL-3500L	SEL DATADVANTAGEIDUANALYTICSLITE 3500	\$98,735.00	K	31%	\$68,127.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAL-35KL DAL-3KL	SEL DATADVANTAGEIDUANALYTICSLITE 35000 SEL DATADVANTAGEIDUANALYTICSLITE 3000	\$715,000.00 \$84.630.00		31% 31%	\$493,350.00 \$58,394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAL-4500L	SEL DATADVANTAGEIDUANALYTICSLITE 4500	\$122,850.00		31%	\$84,766.50	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAL-4KL	SEL DATADVANTAGEIDUANALYTICSLITE 4000	\$109,200.00		31%	\$75,348.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-500L DAL-50KL	SEL DATADVANTAGEIDUANALYTICSLITE 500 SEL DATADVANTAGEIDUANALYTICSLITE 50000	\$20,475.00 \$1,007,500.00		31% 31%	\$14,127.75 \$695,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DAL-5KL	SEL DATADVANTAGEIDUANALYTICSLITE 5000	\$136,500.00	K	31%	\$94,185.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAL-6KL	SEL DATADVANTAGEIDUANALYTICSLITE 6000	\$144,690.00		31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DAL-750L DAL-7KL	SEL DATADVANTAGEIDUANALYTICSLITE 750 SEL DATADVANTAGEIDUANALYTICSLITE 7000	\$29,250.00 \$168,805.00		31% 31%	\$20,182.50 \$116,475.45	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DAL-8KL	SEL DATADVANTAGEIDUANALYTICSLITE 8000	\$182,000.00		31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DAL-9KL DAPR-10P	SEL DATADVANTAGEIDUANALYTICSLITE 9000	\$204,750.00		31% 31%	\$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 5	DAPR-10P DAPR-15P	SEL 10 DATADVANTPROBES SEL 15 DATADVANTPROBES	\$40,950.00 \$55,283.00		31%	\$28,255.50 \$38,145.27	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DAPR-1P	SEL 1 DATADVANTPROBE	\$9,100.00	K	31%	\$6,279.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DAPR-20P DAPR-5P	SEL 20 DATADVANTPROBES SEL 5 DATADVANTPROBES	\$66,339.00 \$31.850.00		31% 31%	\$45,773.91 \$21,976.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DC-1000L-1	SEL IDUClassFrwk1000 users	\$53,071.00		31%	\$36,618.99	\$0.00	\$0.00	\$0.00		\$0.00		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 5	DC-10KL-1 DC-1500L-1	SEL IDUClassFrwk10000 users SEL IDUClassFrwk1500 users	\$314,496.00 \$70,762.00		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	DC-150KL-1	SEL IDUClassFrwk150000 users	\$4,127,760.00	K	31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5 5	DC-15KL-1	SEL IDUClassFrwk15000 users	\$471,744.00		31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DC-2000L-1 DC-20KL-1	SEL IDUClassFrwk2000 users SEL IDUClassFrwk20000 users	\$85,176.00 \$597,542.00		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 IDUClassFrwk2500 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DC-25KL-1 DC-3000L-1	SEL IDUClassFrwk25000 users SEL IDUClassFrwk3000 users	\$746,928.00 \$121,867.00		31% 31%	\$515,380.32 \$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	DC-3500L-1	SEL IDUClassFrwk3500 users	\$142,178.00		31%	\$98,102.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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 5	DC-4000L-1 DC-4500L-1	SEL IDUClassFrwk4000 users SEL IDUClassFrwk4500 users	\$157,248.00 \$176,904.00		31% 31%	\$108,501.12 \$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	DC-5000L-1	SEL IDUClassFrwk5000 users	\$196,560.00	K	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DC-500L-1 DC-50KL-1	SEL IDUClassFrwk500 users SEL IDUClassFrwk50000 users	\$29,484.00 \$1,450,800.00		31% 31%	\$20,343.96 \$1,001,052.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DC-6000L-1	SEL IDUCIASSFIWK0000 users SEL IDUCIASSFIWK0000 users	\$208,354.00	K	31%	\$1,001,052.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DC-7000L-1	SEL IDUClassFrwk7000 users	\$243,079.00		31%	\$167,724.51	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DC-750L-1 DC-8000L-1	SEL IDUClassFrwk750 users SEL IDUClassFrwk8000 users	\$42,120.00 \$262,080.00		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	DC-9000L-1	SEL IDUClassFrwk9000 users	\$294,840.00	K	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-1000L-1 DCOD-1000L-12MT1	SEL IDU ClassFr ODr 1000 users SEL IDU ClassFr ODr for 1000 12mth	\$53,071.00 \$21,228.00	K K	31% 31%	\$36,618.99 \$14.647.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-1000L-12WITI	SEL IDU ClassFr ODr 1000 12mm	\$2,808,000.00		31%	\$1,937,520.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-100KL-12MT1	SEL IDU ClassFr ODr for 100000 12mth	\$1,123,200.00	K	31%	\$775,008.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-10KL-1 DCOD-10KL-12MT1	SEL IDU ClassFr ODr 10000 users SEL IDU ClassFr ODr for 10000 12mth	\$314,496.00		31% 31%	\$217,002.24 \$86.800.62	\$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-12W11	SEL IDU ClassFr ODr 1500 users	\$125,798.00 \$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DCOD-1500L-12MT1	SEL IDU ClassFr ODr for 1500 12mth	\$28,305.00	K	31%	\$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-150KL-1 DCOD-150KL-12MT1	SEL IDU ClassFr ODr 150000 users SEL IDU ClassFr ODr for 150000 12mth	\$4,127,760.00 \$1,651,104.00		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	DCOD-15KL-1	SEL IDU ClassFr ODr 15000 users	\$471,744.00	K	31%	\$325,503.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-15KL-12MT1	SEL IDU ClassFr ODr for 15000 12mth	\$188,698.00		31%	\$130,201.62	\$0.00	\$0.00			\$0.00		VARONIS
5 5	DCOD-2000L-1 DCOD-2000L-12MT1	SEL IDU ClassFr ODr 2000 users SEL IDU ClassFr ODr for 2000 12mth	\$85,176.00 \$34,070.00		31% 31%	\$58,771.44 \$23,508.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-20KL-1	SEL IDU ClassFr ODr 20000 users	\$597,542.00	K	31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-20KL-12MT1	SEL IDU ClassFr ODr for 20000 12mth	\$239,017.00		31%	\$164,921.73	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DCOD-2500L-1 DCOD-2500L-12MT1	SEL IDU ClassFr ODr 2500 users 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	\$0.00 \$0.00		VARONIS VARONIS
5	DCOD-25KL-1	SEL IDU ClassFr ODr 25000 users	\$746,928.00	K	31%	\$515,380.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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

			ı		N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
	T	T				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
5	DCOD-3000L-1	SEL IDU ClassFr ODr 3000 users	\$121,867.00		31%	\$84,088.23	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCOD-3000L-12MT1	SEL IDU ClassFr ODr for 3000 12mth	\$48,747.00	K	31%	\$33,635.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-3500L-1 DCOD-3500L-12MT1	SEL IDU ClassFr ODr 3500 users SEL IDU ClassFr ODr for 3500 12mth	\$142,178.00 \$56,871.00		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	DCOD-35KL-1	SEL IDU ClassFr ODr 35000 users	\$1,029,600.00		31%	\$710,424.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-35KL-12MT1	SEL IDU ClassFr ODr for 35000 12mth	\$411,840.00	K	31%	\$284,169.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-4000L-1 DCOD-4000L-12MT1	SEL IDU ClassFr ODr 4000 users SEL IDU ClassFr ODr for 4000 12mth	\$157,248.00 \$62,899.00		31% 31%	\$108,501.12 \$43,400.31	\$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-12W11	SEL IDU ClassFr ODr 4500 users	\$176,904.00		31%	\$122,063.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	DCOD-5000L-1 DCOD-5000L-12MT1	SEL IDU ClassFr ODr 5000 users SEL IDU ClassFr ODr for 5000 12mth	\$196,560.00 \$78,624.00		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-5000L-12W11	SEL IDU ClassFr ODr 500 users	\$29,484.00	K	31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-500L-12MT1	SEL IDU ClassFr ODr for 500 12mth	\$11,794.00		31%	\$8,137.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-50KL-1 DCOD-50KL-12MT1	SEL IDU ClassFr ODr 50000 users SEL IDU ClassFr ODr for 50000 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	DCOD-6000L-1	SEL IDU ClassFr ODr 6000 users	\$208,354.00	K	31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCOD-6000L-12MT1	SEL IDU ClassFr ODr for 6000 12mth	\$83,341.00		31%	\$57,505.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCOD-7000L-1 DCOD-7000L-12MT1	SEL IDU ClassFr ODr 7000 users SEL IDU ClassFr ODr for 7000 12mth	\$243,079.00 \$97,232.00		31% 31%	\$167,724.51 \$67,090.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DCOD-7000L-12M11	SEL IDU ClassFr ODr 750 users	\$42,120.00	K	31%	\$67,090.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DCOD-750L-12MT1	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	\$0.00	VARONIS
5	DCOD-8000L-1	SEL IDU ClassFr ODr 8000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCOD-8000L-12MT1 DCOD-9000L-1	SEL IDU ClassFr ODr for 8000 12mth SEL IDU ClassFr ODr 9000 users	\$104,832.00 \$294,840.00		31% 31%	\$72,334.08 \$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-9000L-12MT1	SEL IDU ClassFr ODr for 9000 12mth	\$117,936.00		31%	\$81,375.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-1000L-1	SEL IDU ClasFrwkShPtOn 1000 users	\$53,071.00		31%	\$36,618.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-1000L-12MT1 DCSO-100KL-1	SEL IDUClassFrwkShPtOn1000 12mth SEL IDU ClasFrwkShPtOn 100000 users	\$21,228.00 \$2.808.000.00	K K	31% 31%	\$14,647.32 \$1.937.520.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-100KL-12MT1	SEL IDUClassFrwkShPtOn100000 12mth	\$1,123,200.00		31%	\$775,008.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-10KL-1	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	DCSO-10KL-12MT1 DCSO-1500L-1	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	DCSO-1500L-12MT1	SEL IDUClassFrwkShPtOn1500 12mth	\$28,305.00	ĸ	31%	\$19,530.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-150KL-1	SEL IDU ClasFrwkShPtOn 150000 users	\$4,127,760.00	K	31%	\$2,848,154.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-150KL-12MT1 DCSO-15KL-1	SEL IDUClassFrwkShPtOn150000 12mth SEL IDU ClasFrwkShPtOn 15000 users	\$1,651,104.00 \$471,744.00	K K	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	DCSO-15KL-12MT1	SEL IDUClassFrwkShPtOn15000 12mth	\$188,698.00		31%	\$130,201.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	VARONIS
5	DCSO-2000L-12MT1 DCSO-20KL-1	SEL IDUClassFrwkShPtOn2000 12mth SEL IDU ClasFrwkShPtOn 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	\$0.00 \$0.00		VARONIS VARONIS
5 5	DCSO-20KL-1 DCSO-20KL-12MT1	SEL IDUC classFiwkShPtOn20000 12mth	\$239.017.00	K	31%	\$164.921.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-2500L-1	SEL IDU ClasFrwkShPtOn 2500 users	\$101,556.00		31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCSO-2500L-12MT1 DCSO-25KL-1	SEL IDUClassFrwkShPtOn2500 12mth SEL IDU ClasFrwkShPtOn 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 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5 5	DCSO-25KL-12MT1	SEL IDU ClassFrwkShPtOn 25000 users SEL IDUClassFrwkShPtOn25000 12mth	\$746,928.00	K	31%	\$515,380.32 \$206.151.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	DCSO-3000L-1	SEL IDU ClasFrwkShPtOn 3000 users	\$121,867.00		31%	\$84,088.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-3000L-12MT1	SEL IDUClassFrwkShPtOn3000 12mth	\$48,747.00	K	31%	\$33,635.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-3500L-1 DCSO-3500L-12MT1	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	DCSO-35KL-12MT1	SEL IDUClassFrwkShPtOn35000 12mth	\$411,840.00		31%	\$284,169.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-4000L-1 DCSO-4000L-12MT1	SEL IDU ClasFrwkShPtOn 4000 users SEL IDUClassFrwkShPtOn4000 12mth	\$157,248.00 \$62,899.00	K K	31% 31%	\$108,501.12 \$43,400.31	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-4500L-1	SEL IDU ClasFrwkShPtOn 4500 users	\$176,904.00		31%	\$122,063.76	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-4500L-12MT1	SEL IDUClassFrwkShPtOn4500 12mth	\$70,762.00		31%	\$48,825.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-5000L-1 DCSO-5000L-12MT1	SEL IDU ClasFrwkShPtOn 5000 users SEL IDUClassFrwkShPtOn5000 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	DCSO-5000L-12W11	SEL IDU ClasFrwkShPtOn 500 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-500L-12MT1	SEL IDUClassFrwkShPtOn500 12mth	\$11,794.00		31%	\$8,137.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-50KL-1 DCSO-50KL-12MT1	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		31%	\$143,764.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCSO-6000L-12MT1	SEL IDUClassFrwkShPtOn6000 12mth	\$83,341.00		31%	\$57,505.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-7000L-1 DCSO-7000L-12MT1	SEL IDU ClasFrwkShPtOn 7000 users SEL IDUClassFrwkShPtOn7000 12mth	\$243,079.00 \$97,232.00	K K	31% 31%	\$167,724.51 \$67,090.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCSO-750L-1	SEL IDU ClasFrwkShPtOn 750 users	\$42,120.00	ĸ	31%	\$29,062.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCSO-750L-12MT1	SEL IDUClassFrwkShPtOn750 12mth	\$16,848.00	K	31%	\$11,625.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCSO-8000L-1 DCSO-8000L-12MT1	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	DCSO-9000L-12M11	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	DCSO-9000L-12MT1	SEL IDUClassFrwkShPtOn9000 12mth	\$117,936.00		31%	\$81,375.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-1000L-1 DCU-100KI -1	SEL IDUClasFrwkUx 1000 users SEL IDUClasFrwkUx 100000 users	\$53,071.00 \$2,808.000.00	K	31% 31%	\$36,618.99 \$1,937,520.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DCU-100KL-1	SEL IDUCIASFIWKUX 100000 users	\$314,496.00	K	31%	\$217,002.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-1500L-1	SEL IDUClasFrwkUx 1500 users	\$70,762.00	K	31%	\$48,825.78	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	VARONIS
5 5	DCU-150KL-1	SEL IDUClasFrwkUx 150000 users SEL IDUClasFrwkUx 15000 users	\$4,127,760.00		31%	\$2,848,154.40	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS VARONIS
5 5	DCU-15KL-1 DCU-2000L-1	SEL IDUCIASFrwkUx 15000 users SEL IDUCIASFrwkUx 2000 users	\$471,744.00 \$85,176.00		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	DCU-20KL-1	SEL IDUClasFrwkUx 20000 users	\$597,542.00	K	31%	\$412,303.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCU-2500L-1	SEL IDUClasFrwkUx 2500 users	\$101,556.00	K	31%	\$70,073.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCU-25KL-1 DCU-3000L-1	SEL IDUClasFrwkUx 25000 users SEL IDUClasFrwkUx 3000 users	\$746,928.00 \$121,867.00		31% 31%	\$515,380.32 \$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	DCU-3500L-1	SEL IDUClasFrwkUx 3500 users	\$142,178.00		31%	\$98,102.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DCU-35KL-1	SEL IDUClasFrwkUx 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	DCU-4000L-1 DCU-4500L-1	SEL IDUClasFrwkUx 4000 users SEL IDUClasFrwkUx 4500 users	\$157,248.00 \$176,904.00		31% 31%	\$108,501.12 \$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	DCU-4500L-1 DCU-5000L-1	SEL IDUCIASFIWKUX 4500 users	\$196,560.00		31%	\$135,626.40	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DCU-500L-1	SEL IDUClasFrwkUx 500 users	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS

			Ī		N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1		LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG		
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 5	DCU-50KL-1 DCU-6000L-1	SEL IDUClasFrwkUx 50000 users SEL IDUClasFrwkUx 6000 users	\$1,450,800.00 \$208,354.00	K 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 IDUCIasFrwkUx 7000 users	\$243,079.00	K	31%	\$167,724.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DCU-750L-1	SEL IDUClasFrwkUx 750 users	\$42,120.00	K	31%	\$29,062.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DCU-8000L-1 DCU-9000L-1	SEL IDUClasFrwkUx 8000 users SEL IDUClasFrwkUx 9000 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	DL-1000L-3	SEL DL FOR 1000 USERS	\$33,170.00	ĸ	31%	\$22,887.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-100KL-3	SEL DL FOR 100000 USERS	\$1,755,000.00	K	31%	\$1,210,950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-10KL-3 DL-1500L-3	SEL DL FOR 10000 USERS SEL DL FOR 1500 USERS	\$196,560.00 \$44,226.00	K K	31% 31%	\$135,626.40 \$30,515.94	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-150KL-3	SEL DL FOR 150000 USERS	\$2,579,850.00	K	31%	\$1,780,096.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DL-15KL-3	SEL DL FOR 15000 USERS	\$294,840.00	K	31%	\$203,439.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-2000L-3 DL-20KL-3	SEL DL FOR 2000 USERS SEL DL FOR 20000 USERS	\$53,235.00 \$373,464.00	K K	31% 31%	\$36,732.15 \$257,690.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-2500L-3	SEL DL FOR 2500 USERS	\$63,473.00	K	31%	\$43,796.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-25KL-3 DL-3000L-3	SEL DL FOR 25000 USERS SEL DL FOR 3000 USERS	\$466,830.00 \$76,167.00	K K	31% 31%	\$322,112.70 \$52,555.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-3500L-3	SEL DL FOR 3500 USERS	\$88,862.00	K	31%	\$61,314.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-35KL-3	SEL DL FOR 35000 USERS	\$643,500.00	K	31%	\$444,015.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DL-4000L-3 DL-4500L-3	SEL DL FOR 4000 USERS SEL DL FOR 4500 USERS	\$98,280.00 \$110,565.00	K K	31% 31%	\$67,813.20 \$76,289.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DL-5000L-3	SEL DL FOR 5000 USERS	\$122,850.00	K	31%	\$84,766.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-500L-3	SEL DL FOR 500 USERS	\$18,428.00	K	31%	\$12,715.32	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-50KL-3 DL-6000L-3	SEL DL FOR 50000 USERS SEL DL FOR 6000 USERS	\$906,750.00 \$130,221.00	K K	31% 31%	\$625,657.50 \$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	DL-7000L-3	SEL DL FOR 7000 USERS	\$150,221.00	K	31%	\$104,828.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DL-750L-3	SEL DL FOR 750 USERS	\$26,325.00	K	31%	\$18,164.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DL-8000L-3 DL-9000L-3	SEL DL FOR 8000 USERS SEL DL FOR 9000 USERS	\$163,800.00 \$184,275.00	K K	31% 31%	\$113,022.00 \$127,149.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-1000L-1	SEL DL SUITE 1000 USERS	\$51,597.00	K	31%	\$35,601.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-100KL-1	SEL DL SUITE 100000 USERS	\$2,730,000.00	K	31%	\$1,883,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-10KL-1 DLS-1500L-1	SEL DL SUITE 10000 USERS SEL DL SUITE 1500 USERS	\$305,760.00 \$68,796.00	K K	31% 31%	\$210,974.40 \$47,469.24	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-150KL-1	SEL DL SUITE 150000 USERS	\$4,013,100.00	ĸ	31%	\$2,769,039.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-15KL-1	SEL DL SUITE 15000 USERS	\$458,640.00	K	31%	\$316,461.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-2000L-1 DLS-20KL-1	SEL DL SUITE 2000 USERS SEL DL SUITE 20000 USERS	\$82,810.00 \$580,944.00	K K	31% 31%	\$57,138.90 \$400,851.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-2500L-1	SEL DL SUITE 2500 USERS	\$98,735.00	ĸ	31%	\$68,127.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-25KL-1	SEL DL SUITE 25000 USERS	\$726,180.00	K	31%	\$501,064.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-3000L-1 DLS-3500L-1	SEL DL SUITE 3000 USERS SEL DL SUITE 3500 USERS	\$118,482.00 \$138,229.00	K K	31% 31%	\$81,752.58 \$95,378.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-35KL-1	SEL DL SUITE 35000 USERS	\$1,001,000.00	ĸ	31%	\$690,690.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLS-4000L-1	SEL DL SUITE 4000 USERS	\$152,880.00	K	31%	\$105,487.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-4500L-1 DLS-5000L-1	SEL DL SUITE 4500 USERS SEL DL SUITE 5000 USERS	\$171,990.00 \$191.100.00	K K	31% 31%	\$118,673.10 \$131.859.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-500L-1	SEL DL SUITE 500 USERS	\$28,665.00	K	31%	\$19,778.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLS-50KL-1	SEL DL SUITE 50000 USERS	\$1,410,500.00	K	31%	\$973,245.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-6000L-1 DLS-7000L-1	SEL DL SUITE 6000 USERS SEL DL SUITE 7000 USERS	\$202,566.00 \$236.327.00	K K	31% 31%	\$139,770.54 \$163,065.63	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLS-750L-1	SEL DL SUITE 750 USERS	\$40,950.00	K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLS-8000L-1 DLS-9000L-1	SEL DL SUITE 8000 USERS SEL DL SUITE 9000 USERS	\$254,800.00 \$286,650.00	K K	31% 31%	\$175,812.00 \$197,788.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-1000L-1	SEL DL ANALYTICS 1000 USERS	\$22,113.00	K	31%	\$15,257.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-100KL-1	SEL DL ANALYTICS 100000 USERS	\$1,170,000.00	K	31%	\$807,300.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-10KL-1 DLX-1500L-1	SEL DL ANALYTICS 10000 USERS SEL DL ANALYTICS 1500 USERS	\$131,040.00 \$29,484.00	K K	31% 31%	\$90,417.60 \$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	DLX-150KL-1	SEL DL ANALYTICS 150000 USERS	\$1,719,900.00	ĸ	31%	\$1,186,731.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-15KL-1	SEL DL ANALYTICS 15000 USERS	\$196,560.00	K	31%	\$135,626.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-2000L-1 DLX-20KL-1	SEL DL ANALYTICS 2000 USERS SEL DL ANALYTICS 20000 USERS	\$35,490.00 \$248,976.00	K K	31% 31%	\$24,488.10 \$171,793.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-2500L-1	SEL DL ANALYTICS 2500 USERS	\$42,315.00	K	31%	\$29,197.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DLX-25KL-1	SEL DL ANALYTICS 25000 USERS	\$311,220.00	K	31%	\$214,741.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-3000L-1 DLX-3500L-1	SEL DL ANALYTICS 3000 USERS SEL DL ANALYTICS 3500 USERS	\$50,778.00 \$59,241.00	K K	31% 31%	\$35,036.82 \$40.876.29	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-35KL-1	SEL DL ANALYTICS 35000 USERS	\$429,000.00	K	31%	\$296,010.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	DLX-4000L-1 DLX-4500L-1	SEL DL ANALYTICS 4000 USERS SEL DL ANALYTICS 4500 USERS	\$65,520.00 \$73,710.00	K K	31% 31%	\$45,208.80 \$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	DLX-5000L-1	SEL DL ANALYTICS 5000 USERS	\$81,900.00	K	31%	\$50,659.90 \$56,511.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-500L-1	SEL DL ANALYTICS 500 USERS	\$12,285.00	K	31%	\$8,476.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DLX-50KL-1 DLX-6000L-1	SEL DL ANALYTICS 50000 USERS SEL DL ANALYTICS 6000 USERS	\$604,500.00 \$86,814.00	K K	31% 31%	\$417,105.00 \$59,901.66	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DLX-7000L-1	SEL DL ANALYTICS 7000 USERS	\$101,283.00	K	31%	\$69,885.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-750L-1	SEL DL ANALYTICS 750 USERS	\$17,550.00	K	31%	\$12,109.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DLX-8000L-1 DLX-9000L-1	SEL DL ANALYTICS 8000 USERS SEL DL ANALYTICS 9000 USERS	\$109,200.00 \$122,850.00	K K	31% 31%	\$75,348.00 \$84,766.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DNME-1L	SEL DatAnywhere Mobile Editor for 1 user	\$122,850.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DP-100KL	SEL DATAPRIVILEGE 100000	\$1,893,840.00	K	31%	\$1,306,749.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DP-10KL DP-1500L	SEL DATAPRIVILEGE 10000 SEL DATAPRIVILEGE 1500	\$212,160.00 \$47,736.00	K K	31% 31%	\$146,390.40 \$32,937.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS 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	\$0.00	\$0.00	VARONIS
5	DP-15KL	SEL DATAPRIVILEGE 15000	\$318,240.00	K	31%	\$219,585.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DP-1KL DP-20KL	SEL DATAPRIVILEGE 1000 SEL DATAPRIVILEGE 20000	\$35,880.00 \$403,104.00	K K	31% 31%	\$24,757.20 \$278,141.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-2500L	SEL DATAPRIVILEGE 2500	\$68,484.00	K	31%	\$47,253.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-25KL DP-2KI	SEL DATAPRIVILEGE 25000	\$503,880.00	K	31%	\$347,677.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DP-2KL DP-3500L	SEL DATAPRIVILEGE 2000 SEL DATAPRIVILEGE 3500	\$57,408.00 \$95,940.00	K K	31% 31%	\$39,611.52 \$66,198.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-35KL	SEL DATAPRIVILEGE 35000	\$694,200.00	K	31%	\$478,998.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DP-3KL	SEL DATAPRIVILEGE 3000	\$82,212.00	K	31%	\$56,726.28	\$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	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	DP-4500L DP-4KL	SEL DATAPRIVILEGE 4500 SEL DATAPRIVILEGE 4000	\$119,340.00 \$106,080.00		31% 31%	\$82,344.60 \$73,195.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DP-500L	SEL DATAPRIVILEGE 500	\$19,968.00	K	31%	\$13,777.92	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VARONIS
5	DP-50KL	SEL DATAPRIVILEGE 50000	\$978,483.00		31%	\$675,153.27	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DP-5KL DP-6KL	SEL DATAPRIVILEGE 5000 SEL DATAPRIVILEGE 6000	\$132,600.00 \$140,556.00		31% 31%	\$91,494.00 \$96,983.64	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DP-750L	SEL DATAPRIVILEGE 6000 SEL DATAPRIVILEGE 750	\$28,080.00		31%	\$19,375.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DP-7KL	SEL DATAPRIVILEGE 7000	\$163,956.00		31%	\$113,129.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DP-8KL	SEL DATAPRIVILEGE 8000	\$176,748.00		31%	\$121,956.12	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DP-9KL DPS-1000L	SEL DATAPRIVILEGE 9000 SEL DP SP 1000	\$198,900.00 \$35,880.00		31% 31%	\$137,241.00 \$24,757.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-1000L	SEL DP SP 100000	\$1,893,840.00		31%	\$1,306,749.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-10KL	SEL DP SP 10000	\$212,160.00		31%	\$146,390.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DPS-1500L	SEL DP SP 1500	\$47,736.00		31%	\$32,937.84	\$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-2000L	SEL DP SP 2000	\$57,408.00		31%	\$39,611.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	DPS-25KL	SEL DP SP 25000	\$503,880.00		31%	\$347,677.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DPS-35KL DPS-4000L	SEL DP SP 35000 SEL DP SP 4000	\$694,200.00 \$106,080.00		31% 31%	\$478,998.00 \$73,195.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DPS-500L	SEL DP SP 500	\$19,968.00		31%	\$13,777.92	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-50KL	SEL DP SP 50000	\$978,483.00		31%	\$675,153.27	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DPS-6000L	SEL DP SP 6000	\$140,556.00		31%	\$96,983.64	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DPS-750L DPS-8000L	SEL DP SP 750 SEL DP SP 8000	\$28,080.00 \$176,748.00		31% 31%	\$19,375.20 \$121,956.12	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DS-100KL	SEL DATADVANTAGEDIRECTORYSERVICES100000	\$1,560,000.00	K	31%	\$1,076,400.00	\$0.00	\$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	SEL DATADVANTAGEDIRECTORYSERVICES1500	\$39,312.00		31%	\$27,125.28	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DS-150KL DS-15KL	SEL DATADVANTAGEDIRECTORYSERVICES150000 SEL DATADVANTAGEDIRECTORYSERVICES15000	\$2,293,200.00 \$262,080.00		31% 31%	\$1,582,308.00 \$180,835.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DS-15KL	SEL DATADVANTAGEDIRECTORYSERVICES1000	\$29,484.00		31%	\$20,343.96	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DS-20KL	SEL DATADVANTAGEDIRECTORYSERVICES20000	\$331,968.00	K	31%	\$229,057.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-2500L	SEL DATADVANTAGEDIRECTORYSERVICES2500	\$56,420.00		31%	\$38,929.80	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DS-25KL DS-2KL	SEL DATADVANTAGEDIRECTORYSERVICES25000 SEL DATADVANTAGEDIRECTORYSERVICES2000	\$414,960.00 \$47,320.00		31% 31%	\$286,322.40 \$32,650.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DS-3500L	SEL DATADVANTAGEDIRECTORYSERVICES3500	\$78,988.00		31%	\$54,501.72	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DS-35KL	SEL DATADVANTAGEDIRECTORYSERVICES35000	\$572,000.00	K	31%	\$394,680.00	\$0.00	\$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-4KL	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	\$0.00		VARONIS
5	DS-50KL	SEL DATADVANTAGEDIRECTORYSERVICES50000	\$806,000.00		31%	\$556,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DS-5KL	SEL DATADVANTAGEDIRECTORYSERVICES5000	\$109,200.00		31%	\$75,348.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DS-6KL DS-750L	SEL DATADVANTAGEDIRECTORYSERVICES6000 SEL DATADVANTAGEDIRECTORYSERVICES750	\$115,752.00 \$23,400.00		31% 31%	\$79,868.88 \$16,146.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DS-7KL	SEL DATADVANTAGEDIRECTORYSERVICES7000	\$135,044.00		31%	\$93,180.36	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DS-8KL	SEL DATADVANTAGEDIRECTORYSERVICES8000	\$145,600.00	K	31%	\$100,464.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DS-9KL	SEL DATADVANTAGEDIRECTORYSERVICES9000	\$163,800.00		31%	\$113,022.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DT-1000L DT-100KL	SEL DTE 1000 users SEL DTE 100000 users	\$44,226.00 \$2,340,000.00		31% 31%	\$30,515.94 \$1,614,600.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-10KL	SEL DTE 10000 users	\$262,080.00		31%	\$180,835.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DT-1500L	SEL DTE 1500 users	\$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		31%	\$2,373,462.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DT-15KL DT-2000L	SEL DTE 15000 users SEL DTE 2000 users	\$393,120.00 \$70,980.00		31% 31%	\$271,252.80 \$48,976.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-20KL	SEL DTE 20000 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	\$0.00		VARONIS
5	DT-25KL	SEL DTE 25000 users	\$622,440.00		31%	\$429,483.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DT-3000L DT-3500L	SEL DTE 3000 users SEL DTE 3500 users	\$101,556.00 \$118,482.00		31% 31%	\$70,073.64 \$81,752.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-35KL	SEL DTE 35000 users	\$858,000.00	K	31%	\$592,020.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DT-4000L	SEL DTE 4000 users	\$131,040.00		31%	\$90,417.60	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5 5	DT-4500L DT-5000L	SEL DTE 4500 users SEL DTE 5000 users	\$147,420.00 \$163,800.00		31% 31%	\$101,719.80 \$113,022.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DT-5000L	SEL DTE 5000 users	\$24,570.00		31%	\$16,953.30	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DT-50KL	SEL DTE 50000 users	\$1,209,000.00	K	31%	\$834,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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 5	DT-7000L DT-750L	SEL DTE 7000 users SEL DTE 750 users	\$202,566.00 \$35,100.00		31% 31%	\$139,770.54 \$24,219.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DT-8000L	SEL DTE 8000 users	\$218,400.00		31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DT-9000L	SEL DTE 9000 users	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DWS-1000L-1	SEL DW for SharePoint 1000 users	\$73,710.00		31%	\$50,859.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
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		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	DWS-1500L-1	SEL DW for SharePoint 1500 users	\$98,280.00		31%	\$67,813.20	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS
5	DWS-150KL-1	SEL DW for SharePoint 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	DWS-15KL-1	SEL DW for SharePoint 15000 users	\$655,200.00		31% 31%	\$452,088.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00		VARONIS
5 5	DWS-2000L-1 DWS-20KL-1	SEL DW for SharePoint 2000 users SEL DW for SharePoint 20000 users	\$118,300.00 \$829,920.00		31% 31%	\$81,627.00 \$572,644.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWS-2500L-1	SEL DW for SharePoint 2500 users	\$141,050.00		31%	\$97,324.50	\$0.00	\$0.00			\$0.00		VARONIS
5	DWS-25KL-1	SEL DW for SharePoint 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	DWS-3000L-1	SEL DW for SharePoint 3000 users	\$169,260.00		31%	\$116,789.40	\$0.00	\$0.00			\$0.00		VARONIS
5 5	DWS-3500L-1 DWS-35KL-1	SEL DW for SharePoint 3500 users SEL DW for SharePoint 35000 users	\$197,470.00 \$1,430,000.00		31% 31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	DWS-4000L-1	SEL DW for SharePoint 4000 users	\$218,400.00		31%	\$150,696.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	DWS-4500L-1	SEL DW for SharePoint 4500 users	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	DWS-5000L-1	SEL DW for SharePoint 5000 users	\$273,000.00		31%	\$188,370.00		\$0.00			\$0.00		VARONIS
5	DWS-500L-1	SEL DW for SharePoint 500 users	\$40,950.00	K	31%	\$28,255.50	\$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	DWS-50KL-1	SEL DW for SharePoint 50000 users	\$2,015,000.00	K	31%	\$1,390,350.00	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		VARONIS
5 5	DWS-6000L-1 DWS-7000L-1	SEL DW for SharePoint 6000 users SEL DW for SharePoint 7000 users	\$289,380.00 \$337,610.00	K K	31% 31%	\$199,672.20 \$232,950.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWS-750L-1	SEL DW for SharePoint 750 users	\$58,500.00	K	31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		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 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	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-1006L-1	SEL DW for Windows for 100000 users	\$3,900,000.00	ĸ	31%	\$2,691,000.00	\$0.00	\$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	\$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	K K	31% 31%	\$67,813.20 \$3,955,770.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-15KL-1	SEL DW for Windows for 15000 users	\$655,200.00	ĸ	31%	\$452,088.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-2000L-1	SEL DW for Windows for 2000 users	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 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	K K	31% 31%	\$572,644.80 \$97,324.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-25KL-1	SEL DW for Windows for 25000 users	\$1,037,400.00	ĸ	31%	\$715,806.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-3000L-1	SEL DW for Windows for 3000 users	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-3500L-1 DWW-35KL-1	SEL DW for Windows for 3500 users SEL DW for Windows for 35000 users	\$197,470.00 \$1,430,000.00	K K	31% 31%	\$136,254.30 \$986,700.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-4000L-1	SEL DW for Windows for 4000 users	\$218,400.00	ĸ	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-4500L-1	SEL DW for Windows for 4500 users	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-5000L-1 DWW-500L-1	SEL DW for Windows for 5000 users SEL DW for Windows for 500 users	\$273,000.00 \$40,950.00	K K	31% 31%	\$188,370.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	DWW-50KL-1	SEL DW for Windows for 50000 users	\$2,015,000.00	ĸ	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-6000L-1	SEL DW for Windows for 6000 users	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	DWW-7000L-1 DWW-750L-1	SEL DW for Windows for 7000 users SEL DW for Windows for 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	DWW-8000L-1	SEL DW for Windows for 8000 users	\$364,000.00	ĸ	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	DWW-9000L-1	SEL DW for Windows for 9000 users	\$409,500.00	K	31%	\$282,555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EC-1000L EC-100KI	SEL DATADVATAGEEXC 1000 SEL DATADVATAGEEXC 100000	\$73,710.00 \$3,900,000.00	K K	31% 31%	\$50,859.90 \$2,691,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-10KL	SEL DATADVATAGEEXC 100000	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-1500L	SEL DATADVATAGEEXC 1500	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	EC-150KL EC-15KI	SEL DATADVATAGEEXC 150000 SEL DATADVATAGEEXC 15000	\$5,733,000.00 \$655,200.00	K K	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	\$0.00 \$0.00		VARONIS VARONIS
5	EC-2000L	SEL DATADVATAGEEXC 13000 SEL DATADVATAGEEXC 2000	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		VARONIS
5 5	EC-2500L	SEL DATADVATAGEEXC 2500	\$141,050.00	K K	31%	\$97,324.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-25KL EC-3000L	SEL DATADVATAGEEXC 25000 SEL DATADVATAGEEXC 3000	\$1,037,400.00 \$169,260.00	K	31% 31%	\$715,806.00 \$116,789.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-3500L	SEL DATADVATAGEEXC 3500	\$197,470.00	K	31%	\$136,254.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EC-35KL	SEL DATADVATAGEEXC 35000	\$1,430,000.00	K K	31% 31%	\$986,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-4000L EC-4500L	SEL DATADVATAGEEXC 4000 SEL DATADVATAGEEXC 4500	\$218,400.00 \$245,700.00	K	31%	\$150,696.00 \$169.533.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VARONIS
5	EC-5000L	SEL DATADVATAGEEXC 5000	\$273,000.00	K	31%	\$188,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EC-500L	SELECT DATADVATAGEEXC 500	\$40,950.00	K K	31%	\$28,255.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-50KL EC-6000L	SEL DATADVATAGEEXC 50000 SEL DATADVATAGEEXC 6000	\$2,015,000.00 \$289,380.00	K	31% 31%	\$1,390,350.00 \$199,672.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	EC-7000L	SEL DATADVATAGEEXC 7000	\$337,610.00	K	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	EC-750L	SEL DATADVATAGEEXC 750	\$58,500.00	K K	31% 31%	\$40,365.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	EC-8000L EC-9000L	SEL DATADVATAGEEXC 8000 SEL DATADVATAGEEXC 9000	\$364,000.00 \$409,500.00	K	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	ECLO-1000L	SEL DA ExOnL 1000 users	\$36,855.00	K	31%	\$25,429.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5 5	ECLO-1000L-12MT ECLO-100KL	SEL DA EXONL 1000 12mth SEL DA EXONL 100000 users	\$14,742.00 \$1,950,000.00	K K	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	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-100KL-12MT	SEL DA EXONL 100000 dsels	\$780,000.00	K	31%	\$538,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-10KL	SEL DA ExOnL 10000 users	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-10KL-12MT ECLO-1500L	SEL DA EXONL 10000 12mth SEL DA EXONL 1500 users	\$87,360.00 \$49,140.00	K K	31% 31%	\$60,278.40 \$33,906.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-1500L-12MT	SEL DA EXONL 1500 12mth	\$19,656.00	ĸ	31%	\$13,562.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-150KL	SEL DA ExOnL 150000 users	\$2,866,500.00	K	31%	\$1,977,885.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-150KL-12MT ECLO-15KL	SEL DA EXONL 150000 12mth SEL DA EXONL 15000 users	\$1,146,600.00 \$327,600.00	K K	31% 31%	\$791,154.00 \$226,044.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-15KL-12MT	SEL DA EXONL 15000 12mth	\$131,040.00	ĸ	31%	\$90,417.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-2000L	SEL DA ExOnL 2000 users	\$59,150.00	K	31%	\$40,813.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	ECLO-2000L-12MT ECLO-20KL	SEL DA EXONL 2000 12mth SEL DA EXONL 20000 users	\$23,660.00 \$414,960.00	K K	31% 31%	\$16,325.40 \$286,322.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-20KL-12MT	SEL DA EXONL 20000 deels SEL DA EXONL 20000 12mth	\$165,984.00	K	31%	\$114,528.96	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-25KL	SEL DA ExOnL 25000 users	\$518,700.00	K	31%	\$357,903.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-25KL-12MT ECLO-3000L	SEL DA EXONL 25000 12mth SEL DA EXONL 3000 users	\$207,480.00 \$84.630.00	K K	31% 31%	\$143,161.20 \$58,394.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-3000L ECLO-3000L-12MT	SEL DA EXOIL 3000 USBIS SEL DA EXOIL 3000 12mth	\$33,852.00	K	31%	\$23,357,88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-35KL	SEL DA ExOnL 35000 users	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-35KL-12MT ECLO-4000L	SEL DA EXONL 35000 12mth SEL DA EXONL 4000 users	\$286,000.00 \$109,200.00	K K	31% 31%	\$197,340.00 \$75,348.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-4000L ECLO-4000L-12MT	SEL DA EXONL 4000 USBIS SEL DA EXONL 4000 12mth	\$43,680.00	K	31%	\$30,139.20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS
5	ECLO-500L	SEL DA ExOnL 500 users	\$20,475.00	K	31%	\$14,127.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-500L-12MT ECLO-50KL	SEL DA EXONL 500 12mth SEL DA EXONL 50000 users	\$8,190.00 \$1,007,500.00	K K	31% 31%	\$5,651.10 \$695,175.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-50KL ECLO-50KL-12MT	SEL DA EXONL 50000 users SEL DA EXONL 50000 12mth	\$403,000.00	K	31%	\$278,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	ECLO-6000L	SEL DA ExOnL 6000 users	\$144,690.00	K	31%	\$99,836.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-6000L-12MT ECLO-750L	SEL DA EXOLL 6000 12mth	\$57,876.00	K K	31% 31%	\$39,934.44 \$20,182.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	ECLO-750L ECLO-750L-12MT	SEL DA EXONL 750 users SEL DA EXONL 750 12mth	\$29,250.00 \$11,700.00	K K	31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VARONIS VARONIS
5	ECLO-8000L	SEL DA ExOnL 8000 users	\$182,000.00	K	31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	ECLO-8000L-12MT FC-100KL	SEL DA EXONL 8000 12mth SEL IDUFRAMEWORKCONNECTOR 100000	\$72,800.00	K	31% 31%	\$50,232.00 \$1,210,050.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VARONIS
5	FC-100KL FC-10KL	SEL IDUFRAMEWORKCONNECTOR 100000 SEL IDUFRAMEWORKCONNECTOR 10000	\$1,755,000.00 \$196,560.00	K K	31% 31%	\$1,210,950.00 \$135,626.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00		VARONIS VARONIS
5	FC-1500L	SEL IDUFRAMEWORKCONNECTOR1500	\$44,226.00	K	31%	\$30,515.94	\$0.00	\$0.00	\$0.00		\$0.00		VARONIS

	ARR UPG RENEWAL S0.00 \$0	THIRD PARTY PRODUCT PARTNER 10 VARONIS
BAND SKU DESCRIPTION LIST PRICE USD VP LEVEL 1 NOT PEVEL	\$0.00 \$0.00	IO VARONIS
5 FC-150KL SEL IDUFRAMEWORKCONNECTOR 150000 \$2,579,850.00 K 31% \$1,780,096.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$5 FC-15KL SEL IDUFRAMEWORKCONNECTOR 15000 \$2,94,840.00 K 31% \$203,439.60 \$0.0	\$0.00 \$0.00	10 VARONIS
5 FC-15KL SEL IDUFRAMEWORKCONNECTOR 15000 \$294,840.00 K 31% \$203,439.60 \$0.00 \$0.00 \$0.00 5 FC-1KL SEL IDUFRAMEWORKCONNECTOR 1000 \$33,710.00 K 31% \$22,887.30 \$0.00	\$0.00 \$0.00	10 VARONIS
5 FC-20KL SEL IDUFRAMEWORKCONNECTOR 20000 \$373,464.00 K 31% \$257,690.16 \$0.00	\$0.00 \$0.00	10 VARONIS
5 FC-2500L SEL IDUFRAMEWORKCONNECTOR 2500 \$63,473.00 K 31% \$43,796.37 \$0.00	\$0.00 \$0.00	IO VARONIS
5 FC-25KL SEL IDUFRAMEWORKCONNECTOR 25000 \$468,830.00 K 31% \$322,112.70 \$0.00 \$0.00 \$0.00 \$0.00 5 FC-25KL SEL IDUFRAMEWORKCONNECTOR 2500 \$5,2235.00 K 31% \$367,321.5 \$0.00	\$0.00 \$0.00	10 VARONIS
5 FC-3500L SEL IDUFRAMEWORKCONNECTOR 3500 \$88,882.00 K 31% \$61,314.78 \$0.00 \$0.00 \$0.00 \$0.00 5 FC-35KL SEL IDUFRAMEWORKCONNECTOR 35000 \$42,500.00 K 31% \$44,015.00 \$0.00 \$0.00 \$0.00 5 FC-3KL SEL IDUFRAMEWORKCONNECTOR 3000 \$76,167.00 K 31% \$52,255.23 \$0.00 \$0.00 \$0.00 5 FC-48OL SEL IDUFRAMEWORKCONNECTOR 4500 \$110,565.00 K 31% \$76,289.85 \$0.00 \$0.00 \$0.00 5 FC-4KL SEL IDUFRAMEWORKCONNECTOR 4000 \$98,280.00 K 31% \$76,289.85 \$0.00 \$0.00 \$0.00	\$0.00 \$0.00	IO VARONIS
5 FC-35KL SEL IDUFRAMEWORKCONNECTOR 35000 \$643,500.00 K 31% \$444,015.00 \$0.00	\$0.00 \$0.0 \$0.00 \$0.0	IO VARONIS
5 FC-3KL SEL IDUFRAMEWORKCONNECTOR 3000 \$76,167.00 K 31% \$52,555.23 \$0.00 \$0.00 \$0.00 \$0.00 5 FC-4500L SEL IDUFRAMEWORKCONNECTOR 4500 \$110,565.00 K 31% \$76,289.85 \$0.00 \$0.00 \$0.00 \$0.00 5 FC-4KL SEL IDUFRAMEWORKCONNECTOR 4000 \$98,280.00 K 31% \$67,813.20 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0	0 VARONIS 0 VARONIS 0 VARONIS 0 VARONIS 0 VARONIS 0 VARONIS
5 FC-4KL SELIDUFRAMEWORKCONNECTOR 4000 \$98,280.00 K 31% \$67,813.20 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0	10 VARONIS 10 VARONIS 10 VARONIS 10 VARONIS 10 VARONIS
	\$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0	10 VARONIS 10 VARONIS 10 VARONIS 10 VARONIS
	\$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0	10 VARONIS 10 VARONIS 10 VARONIS
5 FC-50KL SELIDUFRAMEWORKCONNECTOR 50000 \$906,750.00 K 31% \$625,657.50 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0	0 VARONIS
5 FC-5KL SEL IDUFRAMEWORKCONNECTOR 5000 \$122,850.00 K 31% \$84,766.50 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0 \$0.00 \$0.0 \$0.00 \$0.0	
5 FC-6KL SEL IDUFRAMEWORKCONNECTOR 6000 \$130,221.00 K 31% \$89,852.49 \$0.00 \$0.00 \$0.00 \$0.00 5 FC-750L SEL IDUFRAMEWORKCONNECTOR 750 \$26,325.00 K 31% \$18,164.25 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0 \$0.00 \$0.0	
5 FC-7KL SELIDUFRAMEWORKCONNECTOR 7000 \$151,925.00 K 31% \$104,828.25 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 FC-8KL SEL IDUFRAMEWORKCONNECTOR 8000 \$163,800.00 K 31% \$113,022.00 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 FC-9KL SEL IDUFRAMEWORKCONNECTOR 9000 \$184,275.00 K 31% \$127,149.75 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$10.00 \$10.00 \$1.00		IO VARONIS IO VARONIS
5 IDAW-100-2500 SEL DAWINIPPI-SS⋑ 1yr 1 user 1001-2500 \$81.00 K 31% \$55.89 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IDAW-10K-25K SEL DAWin+Pb+SS&Sup1yr 1user 10001-25000 \$52.00 K 31% \$35.88 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 IDAW-2500-5000 SEL DAWin-Pb+SS⋑ fyr 1 user 2501-5000 \$69.00 K 31% \$47.61 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IDAW-500-101K SEL DAWin-Pb-858&uptyr luser 25001-50000 \$49.00 K 31% \$33.81 \$0.00 \$0.00 \$0.00 \$0.00 5 IDAW-500-101K SEL DAWin-Pb-858&uptyr luser 5001-10000 \$57.00 K 31% \$39.33 \$0.00 \$0.00 \$0.00 \$0.00		IO VARONIS IO VARONIS
5 IDAW-500-1000 SEL DAWin+Pb+SS⋑ 1/yr 1 user 501-1000 \$108.00 K 31% \$74.52 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IDAW-OVER50K SEL DAWin+Pb+SS⋑ 1yr 1 user 50001+ \$47.00 K 31% \$32.43 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IDTE-0-500 SEL DTE+SS⋑ 1 yr 1 user 500band \$59.00 K 31% \$40.71 \$0.00 \$0.00 \$0.00 \$0.00 \$5.00 \$5.00 IDTE-1000-2500 SEL DTE+SS⋑ 1 yr 1 user 1001-2500 \$40.00 K 31% \$31.74 \$0.00 \$0.0		IO VARONIS IO VARONIS
5 IDTE-10K-25K SEL DTE-\$S8\$up 1 yr 1 user 1001-25000 \$31.00 K 31% \$21.39 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IDTE-2500-5000 SEL DTE+SS8Sup 1 yr 1 user 2501-5000 \$40.00 K 31% \$27.60 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IDTE-25K-50K SEL DTE+SS⋑ 1 yr 1 user 25001-50000 \$30.00 K 31% \$20.70 \$0.0		IO VARONIS
5 IDTE-5000-10K SEL DTE+SS⋑ 1 yr 1 user 5001-10000 \$34.00 K 31% \$23.46 \$0.00 \$0.0		IO VARONIS
5 IDTE-OVER50K SEL DTE+SS8Sup 1 yr 1 user 50000+ \$29.00 K 31% \$20.01 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 IVSB-0-500 SEL SecBun+SS⋑ 1yr 1 user 500band \$282.00 K 31% \$194.58 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IVSB-1000-2500 SEL SecBun+S\$85up 1yr 1 user 1001-2500 \$187.00 K 31% \$129.03 \$0.00 \$0.00 \$0.00 \$0.00 5 IVSB-10K-25K SEL SecBun+S\$85up 1yr 1 user 1001-25000 \$125.00 K 31% \$86.25 \$0.00 \$0.00 \$0.00 \$0.00		IO VARONIS IO VARONIS
5 IVSB-2500-5000 SEL SecBun+SSASup fyr 1 user 2501-5000 \$164.00 K 31% \$113.16 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IVSB-25K-50K SEL SecBun+SS⋑ 1yr 1 user 25001-50000 \$118.00 K 31% \$81.42 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 IVSB-5000-10K SEL SecBun+S\$8Sup 1yr 1 user 5001-10000 \$138.00 K 31% \$95.22 \$0.00 \$0.00 \$0.00 \$0.00 5 IVSB-500-1000 SEL SecBun+S\$8Sup 1yr 1 user 501-1000 \$2 SEL SECBun+S\$8Sup 1yr 1 user 501-1000 \$0.00 \$0		IO VARONIS IO VARONIS
5 IVSB-500-1000 SEL SecBun+SS8Sup 1yr 1 user 501-1000 \$241.00 K 31% \$166.29 \$0.00 \$0		IO VARONIS
5 ODL-1000L SEL DA ODLite 1000 S0.00 \$36,855.00 K 31% \$25,429.95 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 ODL-1000L-12MT SEL DA ODLie 1000 12 mth term \$14,742.00 K 31% \$10,719.98 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-100KL SEL DA ODLie 100000 \$1,950,000.00 K 31% \$1,345,500.00 \$0.00		IO VARONIS IO VARONIS
5 ODL-10KL SEL DA ODLite 10000 \$218,400.00 K 31% \$150,696.00 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 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 VARONIS
5 ODL-1500L SEL DA ODLite 1500 \$49,140.00 K 31% \$33,906.60 \$0.00 \$		IO VARONIS IO VARONIS
5 ODL-150KL SEL DA ODLie 150000 \$2,866,500.00 K 31% \$1,977,885.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-150KL-12MT SEL DA ODLite 150000 12 mth term \$1,146,600.00 K 31% \$791,154.00 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-15KL SEL DA ODLite 15000 \$227,600.00 K 31% \$226,044.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$5.00		IO VARONIS IO VARONIS
5 ODL-2000L SEL DA ODLie 2000 \$59,150.00 K 31% \$40,813.50 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-2000L-12MT SEL DA ODLite 2000 12 mth term \$23,660.00 K 31% \$16,325.40 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-20KL SEL DA ODLie 20000 \$414,960.00 K 31% \$286,322.40 \$0.00 \$0.00 \$0.00 \$0.00 \$5.00		IO VARONIS
5 ODL-25KL SELDA ODLine 25000 \$518,700.00 K 31% \$357,903.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-25KL-12MT SEL DA ODLite 25000 12 mth term \$207,480.00 K 31% \$143,161.20 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-3000L SEL DA ODLite 3000 \$0.00		IO VARONIS IO VARONIS
5 ODL-35KL SEL DA ODLie 35000 \$715,000.00 K 31% \$493,357.00 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-35KL-12MT SEL DA ODLite 35000 12 mth term \$286,000.00 K 31% \$197,340.00 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 ODL-4000L SELDA ODLite 4000 \$109,200.00 K 31% \$75,348.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-4000L-12MT SEL DA ODLite 4000 12 mth term \$43,680.00 K 31% \$30,139.20 \$0.00 \$0.00 \$0.00 \$0.00 5 0.00 5 0.00 \$0.00		IO VARONIS IO VARONIS
5 ODL-500L-12MT SEL DA ODLite 500 12 mth term \$8,190.00 K 31% \$5,651.10 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 ODL-50KL SEL DA ODLite 50000 \$1,007,500.00 K 31% \$695,175.00 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-50KL-12MT SEL DA ODLite 50000 12 mth term \$403,000.00 K 31% \$278,070.00 \$0.00		IO VARONIS IO VARONIS
5 ODL-6000L-12MT SEL DA ODLine 6000 12 mth term \$57,876.00 K 31% \$33,934.44 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-750L SEL DA ODLite 750 \$29,250.00 K 31% \$20,182.50 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 ODL-750L-12MT SEL DA ODLie 750 12 mltherm \$11,700.00 K 31% \$8,073.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,000L-350L DA ODLie 8000 \$182,000.00 K 31% \$12,5580.00 \$0.0		IO VARONIS IO VARONIS
5 ODE-80001-12MT SEL DA ODLite 8000 12 mth term \$72,800.00 K 31% \$50,232.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00		IO VARONIS
5 SP-100KL SEL DATADSPOINT100000 \$3,900,000.00 K 31% \$2,691,000.00 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 SP-10KL SEL DATADSPOINT10000 \$436,800.00 K 31% \$301,392.00 \$0.00 \$0.00 \$0.00 \$0.00 5 .00		IO VARONIS
5 SP-1500L SEL DATADSPOINT1500 \$98,280.00 K 31% \$67,813.20 \$0.00 \$0.00 \$0.00 \$0.00 \$5.00 \$5.95 \$99.1500L SEL DATADSPOINT15000 \$5,733,000.00 K 31% \$3,95,770.00 \$0.00 \$0.00 \$0.00 \$0.00		IO VARONIS IO VARONIS
5 SP-15KL SEL DATADSPOINT15000 \$655,200.00 K 31% \$452,088.00 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 SP-1KL SELDATADSPOINT1000 \$73,710.00 K 31% \$50,859.90 \$0.00 \$0.00 \$0.00		0 VARONIS
5 SP-26KL SEL DATADSPOINT20000 \$829,920.00 K 31% \$572,644.80 \$0.00 \$0.00 \$0.00 \$0.00 5 5 SP-250KL SEL DATADSPOINT2500 \$141,050.00 K 31% \$97,324.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00		IO VARONIS IO VARONIS
5 SP-25KL SEL DATADSPOINT25000 \$1,037,400.00 K 31% \$715,806.00 \$0.00 \$0.00 \$0.00 \$0.00		0 VARONIS
5 SP-2KL SEL DATADSPOINT2000 \$118,300.00 K 31% \$81,627.00 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS
5 SP-3500L SEL DATADSPOINT3500 \$197,470.00 K 31% \$136,254.30 \$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$0.0	0 VARONIS

					N	VP LEVEL 1		NVP MAINTENA	ANCE AND WAR	RRANTY UPGRADE	E 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	SP-35KL SP-3KL	SEL DATADSPOINT35000 SEL DATADSPOINT3000	\$1,430,000.00 \$169,260.00	K	31% 31%	\$986,700.00 \$116,789.40	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SP-4500L	SEL DATADSPOINT4500	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	SP-4KL	SEL DATADSPOINT4000	\$218,400.00	K	31%	\$150,696.00	\$0.00	\$0.00		\$0.00			VARONIS
5 5	SP-500L SP-50KL	SEL DATADSPOINT500 SEL DATADSPOINT50000	\$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			VARONIS VARONIS
5	SP-5KL	SEL DATADSPOINT5000	\$273,000.00	K	31%	\$188,370.00	\$0.00	\$0.00		\$0.00		\$0.00	VARONIS
5	SP-6KL	SEL DATADSPOINT6000	\$289,380.00	K	31%	\$199,672.20	\$0.00	\$0.00		\$0.00			VARONIS
5 5	SP-750L SP-7KL	SEL DATADSPOINT750 SEL DATADSPOINT7000	\$58,500.00 \$337,610.00	K K	31% 31%	\$40,365.00 \$232,950.90	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	SP-8KL	SEL DATADSPOINT8000	\$364,000.00	K	31%	\$251,160.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VARONIS
5 5	SP-9KL SPI O-1000I	SEL DATADSPOINT9000 SEL DA SPOnILite 1000 users	\$409,500.00 \$36,855.00	K K	31% 31%	\$282,555.00	\$0.00 \$0.00	\$0.00		\$0.00 \$0.00	+		VARONIS VARONIS
5	SPLO-1000L SPLO-1000L-12MT	SEL DA SPONILITE 1000 disers SEL DA SPONILITE 1000 disers	\$14,742.00	K	31%	\$25,429.95 \$10,171.98	\$0.00	\$0.00 \$0.00		\$0.00			VARONIS
5	SPLO-100KL	SEL DA SPOnlLite 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	SPLO-100KL-12MT SPLO-10KI	SEL DA SPOnLite 100000 12mths SEL DA SPOnlLite 10000 users	\$780,000.00 \$218,400.00	K K	31% 31%	\$538,200.00 \$150.696.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	SPLO-10KL-12MT	SEL DA SPONLIte 10000 dsels SEL DA SPONLite 10000 12mths	\$87,360.00	K	31%	\$60,278.40	\$0.00	\$0.00		\$0.00			VARONIS
5	SPLO-1500L	SEL DA SPOnILite 1500 users	\$49,140.00	K	31%	\$33,906.60	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	SPLO-1500L-12MT SPLO-150KL	SEL DA SPOnLite 1500 12mths SEL DA SPOnlLite 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			VARONIS VARONIS
5	SPLO-150KL-12MT	SEL DA SPOnLite 150000 decis	\$1,146,600.00	ĸ	31%	\$791,154.00	\$0.00	\$0.00		\$0.00			VARONIS
5	SPLO-15KL	SEL DA SPOnILite 15000 users	\$327,600.00	K	31%	\$226,044.00	\$0.00	\$0.00		\$0.00			VARONIS
5 5	SPLO-15KL-12MT SPLO-2000L	SEL DA SPOnLite 15000 12mths SEL DA SPOnILite 2000 users	\$131,040.00 \$59,150.00	K	31% 31%	\$90,417.60 \$40,813.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	SPLO-2000L-12MT	SEL DA SPOnLite 2000 12mths	\$23,660.00	ĸ	31%	\$16,325.40	\$0.00	\$0.00		\$0.00		\$0.00	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		VARONIS
5 5	SPLO-20KL-12MT SPLO-25KL	SEL DA SPOnLite 20000 12mths SEL DA SPOnlLite 25000 users	\$165,984.00 \$518,700.00	K K	31% 31%	\$114,528.96 \$357,903.00	\$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			VARONIS
5 5	SPLO-3000L SPLO-3000L-12MT	SEL DA SPOnILite 3000 users SEL DA SPOnLite 3000 12mths	\$84,630.00 \$33,852.00	K K	31% 31%	\$58,394.70 \$23,357.88	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-35KL	SEL DA SPOILLITE 35000 12HIRIS	\$715,000.00	K	31%	\$493,350.00	\$0.00	\$0.00		\$0.00			VARONIS
5	SPLO-35KL-12MT	SEL DA SPOnLite 35000 12mths	\$286,000.00	K	31%	\$197,340.00	\$0.00	\$0.00		\$0.00			VARONIS
5 5	SPLO-4000L SPLO-4000L-12MT	SEL DA SPOnILite 4000 users SEL DA SPOnLite 4000 12mths	\$109,200.00 \$43,680.00	K	31% 31%	\$75,348.00 \$30,139.20	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-500L	SEL DA SPONILITE 500 users	\$20,475.00	ĸ	31%	\$14,127.75	\$0.00	\$0.00		\$0.00			VARONIS
5	SPLO-500L-12MT	SEL DA SPOnLite 500 12mths	\$8,190.00	K	31%	\$5,651.10	\$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 SPOnILite 6000 users	\$144,690.00	ĸ	31%	\$99,836.10	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5		SEL DA SPOnLite 6000 12mths	\$57,876.00	K	31%	\$39,934.44	\$0.00	\$0.00		\$0.00			VARONIS
5 5	SPLO-750L SPLO-750L-12MT	SEL DA SPOnILite 750 users SEL DA SPOnLite 750 12mths	\$29,250.00 \$11,700.00	K K	31% 31%	\$20,182.50 \$8,073.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	SPLO-8000L	SEL DA SPOnILite 8000 users	\$182,000.00	K	31%	\$125,580.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	SPLO-8000L-12MT UX-100KL	SEL DA SPONLIte 8000 12mths SEL DATADVANTAGE UNIX FOR 100000 USERS	\$72,800.00 \$3,900,000.00	K K	31% 31%	\$50,232.00 \$2,691,000.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	UX-10KL	SEL DATADVANTAGE UNIX FOR 100000 USERS	\$436,800.00	K	31%	\$301,392.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-1500L	SEL DATADVANTAGE UNIX FOR 1500 USERS	\$98,280.00	K	31%	\$67,813.20	\$0.00	\$0.00		\$0.00			VARONIS
5 5	UX-150KL UX-15KL	SEL DATADVANTAGE UNIX FOR 150000 USERS SEL DATADVANTAGE UNIX FOR 15000 USERS	\$5,733,000.00 \$655,200.00	K K	31% 31%	\$3,955,770.00 \$452,088.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	UX-1KL	SEL DATADVANTAGE UNIX FOR 1000 USERS	\$73,710.00	ĸ	31%	\$50,859.90	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5	UX-20KL	SEL DATADVANTAGE UNIX FOR 20000 USERS	\$829,920.00	K	31%	\$572,644.80	\$0.00	\$0.00		\$0.00			VARONIS
5 5	UX-2500L UX-25KL	SEL DATADVANTAGE UNIX FOR 2500 USERS SEL DATADVANTAGE UNIX FOR 25000 USERS	\$141,050.00 \$1,037,400.00	K K	31% 31%	\$97,324.50 \$715,806.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	UX-2KL	SEL DATADVANTAGE UNIX FOR 2000 USERS	\$118,300.00	K	31%	\$81,627.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5 5	UX-3500L UX-35KL	SEL DATADVANTAGE UNIX FOR 3500 USERS SEL DATADVANTAGE UNIX FOR 35000 USERS	\$197,470.00 \$1,430,000.00	K	31% 31%	\$136,254.30 \$986.700.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	UX-3KL	SEL DATADVANTAGE UNIX FOR 3000 USERS	\$169,260.00	K	31%	\$116,789.40	\$0.00	\$0.00		\$0.00			VARONIS
5	UX-4500L	SEL DATADVANTAGE UNIX FOR 4500 USERS	\$245,700.00	K	31%	\$169,533.00	\$0.00	\$0.00		\$0.00	\$0.00		VARONIS
5 5	UX-4KL UX-500L	SEL DATADVANTAGE UNIX FOR 4000 USERS SEL DATADVANTAGE UNIX FOR 500 USERS	\$218,400.00 \$40,950.00	K K	31% 31%	\$150,696.00 \$28,255.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	UX-50KL	SEL DATADVANTAGE UNIX FOR 50000 USERS	\$2,015,000.00	K	31%	\$1,390,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-5KL	SEL DATADVANTAGE UNIX FOR 5000 USERS	\$273,000.00	K	31%	\$188,370.00	\$0.00	\$0.00		\$0.00			VARONIS
5 5	UX-6KL UX-750L	SEL DATADVANTAGE UNIX FOR 6000 USERS SEL DATADVANTAGE UNIX FOR 750 USERS	\$289,380.00 \$58,500.00	K K	31% 31%	\$199,672.20 \$40,365.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VARONIS VARONIS
5	UX-7KL	SEL DATADVANTAGE UNIX FOR 7000 USERS	\$337,610.00	K	31%	\$232,950.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VARONIS
5	UX-8KL UX-9KL	SEL DATADVANTAGE UNIX FOR 8000 USERS SEL DATADVANTAGE UNIX FOR 9000 USERS	\$364,000.00 \$409,500.00	K	31% 31%	\$251,160.00 \$282,555.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VARONIS VARONIS
5	VARONIS-30DAY	SEL VARONIS DATADVANTAGE 30DAY FREETRIAL	\$0.00	K	31%	\$0.00	\$0.00	\$0.00		\$0.00			VARONIS
5	100-100198	SEL SW VWisdom Server Ent Lic	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100199 100-100206-AA	SEL SW VWisdom Server Dept Lic SEL AS ProbeSW-024 Lic Ann'l	\$21,538.00 \$258.00	K	31% 31%	\$14,861.22 \$178.02	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100207-AA	SEL AS ProbeSW-032 Lic Ann'I	\$351.00	ĸ	31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100208-AA	SEL AS ProbeSW-192 Lic Ann'l SEL AS ProbeSW-256 Lic Ann'l	\$2,123.00	K	31%	\$1,464.87	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5 5	100-100209-AA 100-100210-AA	SEL AS ProbeSW-256 Lic Ann'i SEL AS ProbeSW-336 Lic Ann'i	\$2,843.00 \$3,729.00	K K	31% 31%	\$1,961.67 \$2,573.01	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS 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	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100212-AA 100-100213	SEL AS ProbeSW-528 Lic Ann'l SEL SW ProbeVM-001 vSohere 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			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100213 100-100213-AA	SEL SW Probevin-001 VSpnere Lic SEL AS vSphere-001 Lic Ann I	\$1,523.00 \$148.00		31%	\$1,050.87 \$102.12	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-100214-AA	SEL AS ProbeVM-010 Lic Ann'l	\$1,477.00		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'I SEL SW ProbeVM-100 vSphere Lic	\$7,385.00 \$152,308.00	K K	31% 31%	\$5,095.65 \$105,092.52	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100216-AA	SEL AS vSphere-100 Lic Ann I	\$14,769.00	K	31%	\$10,190.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100217-AA	SEL AS ProbeVM-500 Lic Ann'I	\$73,846.00	K K	31%	\$50,953.74 \$42.79	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS
5	100-100276 100-100278	SEL HW PCbI OM3 2F LC-LC 2M SEL HW PCbI OM3 2F LC-LC 3M	\$62.00 \$69.00		31% 31%	\$42.78 \$47.61	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100280	SEL HW PCbl OM3 2F LC-LC 5M	\$77.00		31%	\$53.13	\$0.00	\$0.00		\$0.00			VIRTUAL INSTRUMENTS

					N	/P 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)	(STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	100-100288 100-100290	SEL HW TCV-008LFLFLF-57-RP Cass SEL HW TCV-012LRLFLF-57-RP Cass	\$1,692.00 \$2,538.00	K K	31% 31%	\$1,167.48 \$1,751.22	\$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	100-100292	SEL HW TCV-012MRLFLF-57-OB Cass	\$2,538.00	K	31%	\$1,751.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100293 100-100300	SEL HW TCV-024MRLFMR-57-OB Cass SEL HW TPS-010F TCV TAP Shelf 1U	\$5,077.00 \$285.00		31% 31%	\$3,503.13 \$196.65	\$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	100-100300	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		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	K K	31% 31%	\$14,861.22 \$1,401.39	\$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	100-100603	SEL SW FC8-0808 8 Link Lic	\$86,154.00	K	31%	\$59,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-100603-AA 100-100617-AA	SEL AS ProbeFC8-0808 Lic Ann'l SEL AS ProbeSWAG-24 Lic Ann'l	\$8,031.00 \$37.00	K K	31% 31%	\$5,541.39 \$25.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-100618-AA	SEL AS ProbeSWAG-192 Lic Ann'l	\$351.00		31%	\$242.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-100619-AA	SEL AS ProbeSWAG-528 Lic Ann'I	\$978.00		31%	\$674.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-100837 100-101019	SEL HW ProbeFC8/-HD FRU Pwr Sup SEL HW Mob Rack Cab Probe	\$846.00 \$17,308.00		31% 31%	\$583.74 \$11,942.52	\$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	100-101048	SEL HW Pwr Cord C19-515 15A 15FT	\$62.00	K	31%	\$42.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101049 100-101050	SEL HW Pwr Cord C19-520 20A 15FT SEL HW Pwr Cord C19-620 20A 15FT	\$92.00 \$85.00	K K	31% 31%	\$63.48 \$58.65	\$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	100-101050	SEL HW Pwr Cord C19-615 15A 15FT	\$85.00	ĸ	31%	\$58.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101052	SEL HW Pwr Cord C13-515 18IN x2	\$11.00	K	31%	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101053 100-101054	SEL HW Pwr Cord C13-515 6FT x2 SEL HW Pwr Cord C13-C14 6FT x2	\$17.00 \$23.00	K	31% 31%	\$11.73 \$15.87	\$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	100-101055	SEL HW Pwr Cord C13-C14 18IN x2	\$14.00	ĸ	31%	\$9.66	\$0.00	\$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	K	31%	\$13.80	\$0.00	\$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	K K	31% 31%	\$21.39 \$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	100-101085	SEL HW PCbl OM3 12F MPOf-LC 2M	\$462.00		31%	\$318.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101216 100-101228	SEL HW PCbl OM3 2F LC-LC 10M SEL HW PCbl OM3 2F LC-LC 15M	\$100.00 \$100.00		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	100-101226	SEL HW ProbeFC8-HD 8G MM	\$52,308.00		31%	\$36,092.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101281	SEL HW FibIns CIT Kit MPO Addon	\$4,462.00	K	31%	\$3,078.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101309 100-101310	SEL HW Fiblns CIT Kit Refill SEL HW Fiblns CIT MPO Refill	\$2,231.00 \$538.00		31% 31%	\$1,539.39 \$371.22	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101310	SEL HW TCbi OM3 1F LCLC 2M x2	\$208.00	K	31%	\$143.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101312	SEL HW TCbl OM3 12F MPOfLC 2M x2	\$885.00		31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101313 100-101314	SEL HW TCbi OM3 1F LCSC 2M x2 SEL HW TCbi OM3 1F LCMU 2M x2	\$208.00 \$231.00		31% 31%	\$143.52 \$159.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101314	SEL HW TCbi OM3 12F MPOmLC 2M x2	\$885.00		31%	\$610.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101318	SEL HW Ship Rack Cab 2 Probe	\$9,231.00	K	31%	\$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101319 100-101322	SEL HW Ship Rack Cab 1 Probe SEL HW ProbeFC8/-HD FRU Fan	\$7,308.00 \$577.00		31% 31%	\$5,042.52 \$398.13	\$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	100-101324	SEL HW Rack Shelf 1U 20	\$485.00	K	31%	\$334.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101325 100-101343	SEL HW Rack Shelf 1U 24 SEL SW FC8HD-0816 16 Link Lic	\$577.00 \$120,000.00	K K	31% 31%	\$398.13 \$82,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-101343 100-101343-AA	SEL AS ProbeFC8-0816 Lic Ann'l	\$11,077.00		31%	\$7,643.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-101348	SEL HW Pwr Cord C19-C14 15A 15FT	\$108.00	K	31%	\$74.52	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-101566 100-101570	SEL HW SFP 8GFC 850NM MM HS x16 SEL HW Fiblns Cass Refill	\$7,308.00 \$615.00		31% 31%	\$5,042.52 \$424.35	\$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	100-101571	SEL HW FibIns MPO Cass Refill	\$692.00	K	31%	\$477.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-101753 100-101804	SEL SW VWisdom Srvr Ent DR Lic SEL HW ProbeFC8-HD48 8G MM	\$20,000.00	K	31% 31%	\$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS
5	100-101854	SEL HW Prober C8-HD48 8G MM SEL HW Fiblins CIT Adv Kit	\$147,692.00 \$22,308.00		31%	\$101,907.48 \$15,392.52	\$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	K	31%	\$21.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-101925 100-102044	SEL HW TCV-012MRLFLF-57-EB Cass SEL HW ProbeFC8-HD48 FRU Fan	\$2,538.00 \$1,115.00	K	31% 31%	\$1,751.22 \$769.35	\$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	100-102045	SEL HW ProbeFC8-HD48 FRU Pwr Sup	\$923.00	ĸ	31%	\$636.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102046	SEL SW FC8HD48-0848 48 Link Lic	\$243,077.00	K	31%	\$167,723.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102046-AA 100-102064	SEL AS ProbeFC8-0848 Lic Ann'l SEL HW TCV-024MRLFMR-57-EB Cass	\$23,077.00 \$5,077.00	K	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 \$60,000.00		31% 31%	\$10,127.13 \$41,400.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102009	SEL SW VWisdom Mgmt Ent Ed	\$67,692.00		31%	\$46,707.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102071	SEL SW VWisdom Mgmt Virt Ed	\$36,923.00		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 Shllw Mnt Kit	\$385.00 \$115.00	K K	31% 31%	\$265.65 \$79.35	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102070	SEL HW PA 4210 Shilly Will Rit SEL HW PA 4210 FRU Bezel/Keys	\$69.00	K	31%	\$47.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102091	SEL HW ProbeFC8-HD Chass	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00	\$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	K K	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	K	31%	\$785.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102267-AA	SEL AS ProbeSW-010 Lic Ann'I	\$111.00	K	31%	\$76.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102268 100-102268-AA	SEL SW ProbeSW-100 Port Lic SEL AS ProbeSW-100 Lic Ann'l	\$11,385.00 \$1,108.00	K K	31% 31%	\$7,855.65 \$764.52	\$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	100-102269	SEL SW ProbeSWAG-010 Port Lic	\$569.00	K	31%	\$392.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102269-AA 100-102270	SEL AS ProbeSWAG-010 Lic Ann'I SEL SW ProbeSWAG-100 Port Lic	\$18.00		31% 31%	\$12.42 \$2.027.49	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102270 100-102270-AA	SEL AS ProbeSWAG-100 Port Lic SEL AS ProbeSWAG-100 Lic Ann'l	\$5,692.00 \$185.00		31%	\$3,927.48 \$127.65	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102271	SEL SW ProbeNTAP-001 Node Lic	\$1,769.00	K	31%	\$1,220.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102271-AA 100-102272	SEL AS ProbeNTAP-001 Lic Ann'I SEL SW ProbeNTAP-100 Node Lic	\$166.00 \$176,923.00		31% 31%	\$114.54 \$122,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102272 100-102272-AA	SEL AS ProbeNTAP-100 Node Lic SEL AS ProbeNTAP-100 Lic Ann'l	\$16,615.00	K	31%	\$11,464.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102301	SEL HW PA 4210 Std Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5 5	100-102341 100-102375	SEL HW TCV Blank Plate Kit x3 SEL HW ProbeFC-16G-24 Chass	\$38.00 \$76,923.00		31% 31%	\$26.22 \$53,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102010	322 TW 1 13361 O 100-24 Oliass	φ10, 3 23.00	IX.	J 1 /0	φυυ,υτ0.0 <i>1</i>	φυ.υυ	φυ.00	φυ.00	φυ.00	φυ.00	φυ.00	OAL INOTROMENTO

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BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	100-102455	SEL HW ProbeFC8/All Shilw Mnt Kit	\$115.00	K	31%	\$79.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102456 100-102457	SEL HW ProbeFC8/All Std Mnt Kit SEL HW ProbeFC8/All Rk Adpt 1U35	\$115.00 \$115.00	K	31% 31%	\$79.35 \$79.35		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102458	SEL HW PA-4210 Rk Adpt 2U35	\$115.00	ĸ	31%	\$79.35		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102490	SEL HW TCV-008LFLFLF-58-RP Cass	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102491	SEL HW TCV-012LRLFLF-58-RP Cass	\$2,769.00	K	31%	\$1,910.61	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102500	SEL HW TCV-012LRLFLF-97-RP Cass SEL HW SFP 4-Link Kit 8G MM HS	\$2,169.00	K	31% 31%	\$1,496.61	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5 5	100-102579 100-102580	SEL HW SFP 4-Link Kit 8G MM HS SEL HW SFP 4-Link Kit 8G SM SR	\$3,077.00 \$4,308.00	ĸ	31%	\$2,123.13 \$2,972.52	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102581	SEL SW Link Lic 8G 4-Link Kit	\$24,615.00	ĸ	31%	\$16,984.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102581-AA	SEL AS LnkLic 8G 4Lnk Kit Ann'l	\$2,215.00	K	31%	\$1,528.35	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102582	SEL SW Link Lic 8G Full FC8-HD48	\$203,077.00	K	31%	\$140,123.13		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5 5	100-102582-AA 100-102583	SEL AS LnkLic 8G FC8-HD48 Ann'l SEL SW Link Lic 8G Full FC16G24	\$23,077.00	K	31% 31%	\$15,923.13 \$69,000.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102583-AA	SEL AS LinkLic 8G FC16G24 Ann'l	\$100,000.00 \$13,292.00	K K	31%	\$9,171.48	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102584	SEL SW Link Lic 8G Full FC8-HD	\$86,154.00	ĸ	31%	\$59,446.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102584-AA	SEL AS LnkLic 8G FC8-HD Ann'I	\$8,862.00	K	31%	\$6,114.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102595 100-102595-AA	SEL SW Link Lic 16G 4-Link Kit	\$36,923.00	K	31%	\$25,476.87	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102595-AA 100-102596	SEL AS LnkLic 16G 4Lnk Kit Ann'I SEL SW Link Lic 16G FullFC16G24	\$2,954.00 \$138,462.00	ĸ	31% 31%	\$2,038.26 \$95,538.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102596-AA	SEL AS LnkLic 16G FC16G24 Ann'l	\$17,723.00	ĸ	31%	\$12,228.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102614	SEL HW SFP 4-Link Kit 16G MM UHS	\$6,154.00	K	31%	\$4,246.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		VIRTUAL INSTRUMENTS
5 5	100-102618 100-102624	SEL HW SFP 16GFC 1310NM SM LR	\$922.00 \$88.00	K	31% 31%	\$636.18	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS
5 5	100-102624	SEL Opt patch cable 50m OM4 MM LC-LC 2M SEL Opt patch cable 50um OM4 MM LC-LC 3M	\$92.00	K	31%	\$60.72 \$63.48	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102626	SEL Opt patch cable 50um OM4 MM LC-LC 5M	\$102.00	ĸ	31%	\$70.38	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102627	SEL Opt patch cable 50um OM4 MM LCLC 10M	\$129.00	K	31%	\$89.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102645	SEL SW ProbeVM-001 HyperV Lic	\$754.00	K	31%	\$520.26		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102645-AA 100-102646	SEL AS ProbeVM-001 Hyper-V Ann'l SEL SW ProbeVM-100 HyperV Lic	\$74.00 \$75,385.00	K K	31% 31%	\$51.06 \$52,015.65	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102646-AA	SEL AS ProbeVM-100 Hyper-V Ann'I	\$7,385.00	K	31%	\$5,095.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102647	SEL SW ProbeVM-001 PowerVM Lic	\$762.00	K	31%	\$525.78	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	VIRTUAL INSTRUMENTS
5	100-102648	SEL SW ProbeVM-100 PowerVM Lic	\$76,154.00	K	31%	\$52,546.26	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
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% 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		VIRTUAL INSTRUMENTS
5	100-102700	SEL CABLE OM4 MM MTP MALE - LC B	\$392.00	ĸ	31%	\$270.48		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102701	SEL CABLE OM4 MM MTP FEMALE2M12F	\$374.00	K	31%	\$258.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102702	SEL CABLE OS2 SM MTP MALE 2M12F	\$263.00	K	31%	\$181.47		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102703 100-102739	SEL CABLE OS2 SM MTP FEMALE2M12F SEL HW PCbI OM4 12F MTPmLC 3M	\$245.00 \$471.00	K K	31% 31%	\$169.05 \$324.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102739	SEL HW PCbi OM4 12F MTPfLC 3M	\$449.00	K	31%	\$309.81	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102741	SEL HW PCbl OM4 12F MTPmLC 5M	\$523.00	K	31%	\$360.87	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102742	SEL HW PCbi OM4 12F MTPfLC 5M	\$497.00	K	31%	\$342.93		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102743	SEL HW PCbl OM4 12F MTPmLC 10M	\$649.00	K	31%	\$447.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102744 100-102745	SEL HW PCbI OM4 12F MTPfLC 10M SEL HW PCbI OS2 SM 12F MTPmLC 3M	\$623.00 \$309.00	K	31% 31%	\$429.87 \$213.21	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102746	SEL HW PCbi OS2 SM 12F MTPfLC 3M	\$283.00	ĸ	31%	\$195.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102747	SEL HW PCbl OS2 SM 12F MTPmLC 5M	\$318.00	K	31%	\$219.42		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUAL INSTRUMENTS
5	100-102748	SEL HW PCbl OS2 SM 12F MTPfLC 5M	\$298.00	K	31%	\$205.62		\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102749 100-102750	SEL HW PCbI OS2 SM 12F MTPmLC10M SEL HW PCbI OS2 SM 12F MTPfLC10M	\$351.00 \$329.00	K	31% 31%	\$242.19 \$227.01	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102751	SEL HW TCV-008LFLFLF-97-RP Cass	\$2,358.00	K	31%	\$1,627.02		\$0.00	\$0.00	\$0.00	\$0.00		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		VIRTUAL INSTRUMENTS
5	100-102753	SEL HW TCV-012MRLFLF-97-EB Cass	\$3,448.00	K	31%	\$2,379.12	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102754	SEL HW TCV-024MRLFMR-97-OB Cass	\$6,894.00 \$6.894.00	K	31% 31%	\$4,756.86	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102755 100-102791	SEL HW TCV-024MRLFMR-97-EB Cass SEL SW Link Lic NAS 10G 1Active	\$6,894.00 \$6,923.00	K K	31% 31%	\$4,756.86 \$4,776.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102791-AA	SEL AS LnkLic 10G 1Lnk Actv Anni	\$738.00	ĸ	31%	\$509.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102792	SEL SW Link Lic NAS 10G 1Passive	\$1,846.00	K	31%	\$1,273.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102792-AA	SEL AS LnkLic 10G 1Lnk Pasv Annl	\$92.00	K	31%	\$63.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5 5	100-102793 100-102793-AA	SEL SW Link Lic 10G FullNAS10G16 SEL AS LnkLic 10G NAS10G16 Ann'I	\$93,846.00 \$9,231.00	K K	31% 31%	\$64,753.74 \$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 5	100-102793-AA 100-102794	SEL SW Target Lic 10G 4-Tgt Kit	\$9,231.00 \$9,231.00	ĸ	31%	\$6,369.39 \$6,369.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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	\$0.00	VIRTUAL INSTRUMENTS
5	100-102795-AA	SEL AS LnkLic 10G 4Lnk Kit Ann'l	\$3,692.00	K	31%	\$2,547.48	\$0.00	\$0.00	\$0.00	\$0.00			VIRTUAL INSTRUMENTS
5	100-102796 100-102796-AA	SEL SW LinkLic 10G FullFCoE10G24 SEL AS LnkLic 10G FCoE10G24 Annl	\$152,308.00 \$15,231.00	K K	31% 31%	\$105,092.52 \$10,509.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102796-AA	SEL SW Link Lic 8G Full FC16G12	\$15,231.00 \$61,538.00	K	31%	\$42,461.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUAL INSTRUMENTS
5	100-102797-AA	SEL AS LnkLic 8G FC16G12 Ann'l	\$6,000.00	K	31%	\$4,140.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	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 5	100-102798-AA 100-102799	SEL AS LnkLic 16G FC16G12 Ann'l SEL HW ProbeFCoE-10G-24 Chass	\$9,231.00 \$76,923.00	K K	31% 31%	\$6,369.39 \$53,076.87	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	100-102799	SEL HW Prober CoE-10G-24 Chass SEL HW VWisdom Pltfrm Appl 4220	\$76,923.00 \$60,000.00		31% 31%	\$53,076.87 \$41,400.00		\$0.00	\$0.00	\$0.00 \$0.00			VIRTUAL INSTRUMENTS VIRTUAL INSTRUMENTS
5	CSP-A	SEL VST CSP 2,501-5,000 MICROVM	\$154.29		31%	\$106.46		\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	CSP-B	SEL VST CSP 5,001-7,500 MICROVM	\$147.86	K	31%	\$102.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5	CSP-BASE	SEL VST CSP UP TO 2,500 MICROVM	\$160.71	K	31%	\$110.89		\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5 5	CSP-C CSP-D	SEL VST CSP 7,501-15,000 MICROVM SEL VST CSP 15,001-25,000 MICROVM	\$130.18 \$115.39	K	31% 31%	\$89.82 \$79.62		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VIRTUSTREAM VIRTUSTREAM
5 5	CSP-E	SEL VST CSP 15,001-25,000 MICROVM SEL VST CSP 25,001-50,000 MICROVM	\$115.39		31%	\$79.62 \$63.65		\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	CSP-F	SEL VST CSP 50,001-100,000 MICROVM	\$78.27		31%	\$54.01		\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5	CSP-SAPM3T-A	SEL VST CSP 251-500 Managed VM	\$1,152.06	K	31%	\$794.92	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5	CSP-SAPM3T-B	SEL VST CSP 501-750 Managed VM	\$1,104.05		31%	\$761.79		\$0.00	\$0.00	\$0.00			VIRTUSTREAM
5 5	CSP-SAPM3T-BASE CSP-SAPM3T-C	SEL VST CSP UP TO 250 Managed VM SEL VST CSP 751-1,500 Managed VM	\$1,200.00 \$972.04		31% 31%	\$828.00 \$670.71		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	VIRTUSTREAM VIRTUSTREAM
5	CSP-SAPM3T-D	SEL VST CSP 1,501-2,500 Managed VM	\$861.60		31%	\$594.50		\$0.00	\$0.00	\$0.00			VIRTUSTREAM
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				l		IVP LEVEL 1		NVP MAINTENAI	NCF AND WAR	RANTY UPGRADE	NET PRICE		1
					+	T	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 PARTNE
5	CSP-SAPM3T-E	SEL VST CSP 2,501-5,000 Managed VM	\$688.82		31%	\$475.29		\$0.00	(BASIC) \$0.00	\$0.00	\$0.00	\$0.00) VIRTUSTREAM
5 5	CSP-SAPM3T-F EPC-A	SEL VST CSP 5,001-10,000 Managed VM SEL VST 2,501-5,000 MICROVM	\$584.43 \$108.00		31% 31%	\$403.26 \$74.52		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	EPC-B	SEL VST 5,001-7,500 MICROVM	\$104.00	K	31%	\$71.76		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VIRTUSTREAM
5 5	EPC-BASE EPC-C	SEL VST UP TO 2,500 MICROVM SEL VST 7,501-15,000 MICROVM	\$113.00 \$91.00		31%	\$77.97 \$62.79	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		VIRTUSTREAM
5	EPC-D	SEL VST 15,001-25,000 MICROVM	\$81.00		31% 31%	\$55.89	\$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	EPC-E	SEL VST 25,001-50,000 MICROVM	\$65.00		31%	\$44.85		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	EPC-F EPC-SAPM3T-A	SEL VST 50,001-100,000 MICROVM SEL VST 251-500 Managed VM	\$55.00 \$806.44		31% 31%	\$37.95 \$556.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	EPC-SAPM3T-B	SEL VST 501-750 Managed VM	\$772.84	K	31%	\$533.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5 5	EPC-SAPM3T-BASE EPC-SAPM3T-C	SEL VST UP TO 250 Managed VM SEL VST 751-1.500 Managed VM	\$840.00 \$680.43		31% 31%	\$579.60 \$469.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	EPC-SAPM3T-D	SEL VST 1,501-1,500 Managed VM	\$603.12		31%	\$409.50 \$416.15		\$0.00	\$0.00	\$0.00	\$0.00) VIRTUSTREAM
5	EPC-SAPM3T-E	SEL VST 2,501-5,000 Managed VM	\$482.17		31%	\$332.70		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	EPC-SAPM3T-F U-FS-VT-BCE-P-PD	SEL VST 5,001-10,000 Managed VM SEL VT Compliance Edition 10 MD	\$409.10 \$75,000.00		31% 31%	\$282.28 \$51,750.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	U-FS-VT-BC-P-PD	SEL VT Branded Conn PL	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5 5	U-FS-VT-BI-P-PD U-FS-VT-BSE-P-PD	SEL VT BI PL SEL VT Risk Mgmt 10 MD PL	\$50,000.00 \$170,000.00	K K	31% 31%	\$34,500.00 \$117,300.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	U-FS-VT-BUS-P-PD	SEL VT UPG CMP to Risk Mgmt PL	\$95,000.00		31%	\$65,550.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VIRTUSTREAM
5	U-FS-VT-MD-P-PD	SEL VTMD PL 11-1000 MD	\$230.00	K	31%	\$158.70		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	U-FS-VT-MD-P-PDE U-FS-VT-MD-P-PDG	SEL VTMD PL 1001-5000 MD SEL VTMD PL 5001-10,000 MD	\$186.00 \$167.00		31% 31%	\$128.34 \$115.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	U-FS-VT-MD-P-PDH	SEL VTMD PL 10,001-25,000 MD	\$151.00		31%	\$104.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VIRTUSTREAM
5 5	U-FS-VT-MD-P-PDI U-FS-VT-MD-P-PDJ	SEL VTMD PL 25,001-50,000 MD SEL VTMD PL 50,001-100,000 MD	\$136.00 \$122.00		31% 31%	\$93.84 \$84.18	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	U-FS-VT-MD-P-PDK	SEL VTMD PL 100,001-100,000 MD	\$110.00		31%	\$75.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VIRTUSTREAM
5	U-VT-CP-SAS-1000	SEL VT Compliance Edition 1000 MD	\$263,340.00		31%	\$181,704.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5 5	U-VT-CP-SAS-4000 U-VT-CP-SAS-500	SEL VT Compliance Edition 4000 MD SEL VT Compliance Edition 500 MD	\$738,360.00 \$163,170.00		31% 31%	\$509,468.40 \$112,587.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	U-VT-RM-SAS-1000	SEL VT Risk Mgmt Edition 1000 MD	\$343,140.00	K	31%	\$236,766.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIRTUSTREAM
5 5	U-VT-RM-SAS-4000 U-VT-RM-SAS-500	SEL VT Risk Mgmt Edition 4000 MD SEL VT Risk Mgmt Edition 500 MD	\$818,160.00 \$248,220.00		31% 31%	\$564,530.40 \$171,271.80		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VIRTUSTREAM) VIRTUSTREAM
5	VS-CREDIT-250K	SEL Virtustream IaaS \$250K Credits	\$250,000.00		31%	\$172,500.00		\$0.00	\$0.00	\$0.00	\$0.00		VIRTUSTREAM
5	1162-LIC	SEL 1162-LIC VF-STD-ADV-UG-F SEL 1164-LIC VF-STD-F	\$1,210.00		31%	\$834.90		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1164-LIC 1165-LIC	SEL 1165-LIC VF-STD-F SEL 1165-LIC VF-ADV-F	\$1,650.00 \$2,750.00		31% 31%	\$1,138.50 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	1271-LIC	SEL 1271-LIC THIN-100PK-F	\$2,090.00	K	31%	\$1,442.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	1433-LIC 1591-LIC	SEL 1433-LIC VF-DD2-25VM-F SEL 1591-LIC CA-DEVK-F	\$20,625.00 \$22,000.00		31% 31%	\$14,231.25 \$15,180.00	\$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	SEL 1593-LIC CA-AUTDT25-F	\$3,658.00		31%	\$2,524.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1593-LIC-L1	SEL 1593-LIC-L1 CA-AUTDT25-F-L1	\$3,475.00		31%	\$2,397.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5 5	1593-LIC-L2 1593-LIC-L3	SEL 1593-LIC-L2 CA-AUTDT25-F-L2 SEL 1593-LIC-L3 CA-AUTDT25-F-L3	\$3,401.00 \$3,292.00		31% 31%	\$2,346.69 \$2,271.48	\$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-L4	SEL 1593-LIC-L4 CA-AUTDT25-F-L4	\$3,182.00		31%	\$2,195.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 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		31% 31%	\$2,094.84 \$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	1601-LIC	SEL 1601-LIC HZ-MRG-10-F	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$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		31%	\$1,024.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1601-LIC-L4	SEL 1601-LIC-L4 HZ-MRG-10-F-L4	\$1,436.00		31%	\$990.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1602-LIC 1602-LIC-L1	SEL 1602-LIC HZ-MRG-100-F SEL 1602-LIC-L1 HZ-MRG-100-F-L1	\$16,500.00 \$15,675.00		31% 31%	\$11,385.00 \$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	1602-LIC-L2	SEL 1602-LIC-L2 HZ-MRG-100-F-L2	\$15,345.00	K	31%	\$10,588.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	1602-LIC-L3 1602-LIC-L4	SEL 1602-LIC-L3 HZ-MRG-100-F-L3 SEL 1602-LIC-L4 HZ-MRG-100-F-L4	\$14,850.00 \$14,355.00		31% 31%	\$10,246.50 \$9,904.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	1602-LIC-L5	SEL 1602-LIC-L5 HZ-MRG-100-F-L5	\$13,695.00		31%	\$9,449.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	1664-LIC	SEL 1664-LIC HZ-MW-MRG-10-F	\$1,210.00		31%	\$834.90		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1664-LIC-L1 1664-LIC-L2	SEL 1664-LIC-L1 HZ-MW-MRG-10-FL1 SEL 1664-LIC-L2 HZ-MW-MRG-10-FL2	\$1,150.00 \$1,125.00		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) VMWARE) VMWARE
5	1664-LIC-L3	SEL 1664-LIC-L3 HZ-MW-MRG-10-FL3	\$1,089.00	K	31%	\$751.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	1664-LIC-L4 1664-LIC-L5	SEL 1664-LIC-L4 HZ-MW-MRG-10-FL4 SEL 1664-LIC-L5 HZ-MW-MRG-10-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	\$0.00 \$0.00) VMWARE
5	1665-LIC	SEL 1665-LIC HZ-MW-MRG-100-F	\$12,100.00	K	31%	\$8,349.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	1665-LIC-L1 1665-LIC-L2	SEL 1665-LIC-L1 HZ-MW-MRG-100-FL1 SEL 1665-LIC-L2 HZ-MW-MRG-100-FL2	\$11,495.00 \$11,253.00		31% 31%	\$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-L3 HZ-MW-MRG-100-FL2	\$10,890.00		31%	\$7,764.57 \$7,514.10		\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	1665-LIC-L4	SEL 1665-LIC-L4 HZ-MW-MRG-100-FL4	\$10,527.00	K	31%	\$7,263.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	1665-LIC-L5 1669-LIC	SEL 1665-LIC-L5 HZ-MW-MRG-100-F-L5 SEL 1669-LIC HZ-MRG-WIN-6M-TLSS-F	\$10,043.00 \$44.00	K	31% 31%	\$6,929.67 \$30.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE
5	AADENC100UC	SEL AV-ADV-ENTC100-UG-C)	\$3,300.00		31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AADENC100UC-I AADENC100UC-K	SEL AV-ADV-ENTC100-UG-C) SEL AV-ADV-ENTC100-UG-C)	\$3,448.50 \$3,266.79		31% 31%	\$2,379.47 \$2,254.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AADENT100UC-K	SEL AV-ADV-ENTO100-0G-C) SEL AV-ADV-ENTN100-UG-C)	\$3,266.79		31%	\$2,254.09 \$1,518.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	AADENT100UC-I	SEL AV-ADV-ENTN100-UG-C)	\$2,299.00	K	31%	\$1,586.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AADENT100UC-K AADENT10UC	SEL AV-ADV-ENTN100-UG-C) SEL AV-ADV-ENTC10-UG-C)	\$2,176.68 \$330.00		31% 31%	\$1,501.91 \$227.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AADENT10UC-I	SEL AV-ADV-ENTC10-UG-C)	\$344.85	K	31%	\$237.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AADENT10UC-K AADETN10UC	SEL AV-ADV-ENTC10-UG-C) SEL AV-ADV-ENTN10-UG-C)	\$326.68 \$220.00		31% 31%	\$225.41 \$151.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	AADETN10UC-I	SEL AV-ADV-ENTN10-UG-C) SEL AV-ADV-ENTN10-UG-C)	\$220.00 \$229.90		31%	\$151.80 \$158.63		\$0.00	\$0.00	\$0.00	\$0.00) VMWARE
5	AADETN10UC-K	SEL AV-ADV-ENTN10-UG-C)	\$217.67	K	31%	\$150.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTADC10UC ASTADC10UC-I	SEL AV-STD-ADVC10-UG-C) SEL AV-STD-ADVC10-UG-C)	\$660.00 \$689.70		31% 31%	\$455.40 \$475.89		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
5	ASTADC10UC-K	SEL AV-STD-ADVC10-UG-C)	\$653.71	K	31%	\$451.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTADV100UC ASTADV100UC-I	SEL AV-STD-ADVC100-UG-C) SEL AV-STD-ADVC100-UG-C)	\$6,600.00 \$6,897.00		31% 31%	\$4,554.00 \$4,758.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00) VMWARE) VMWARE
3		322.11 313 ND (0100-00-0)	φυ,υσ1.00	K	31/0	φ4,130.93	φυ.υυ	φυ.υυ	φυ.υυ	φυ.00	φυ.υυ	φυ.00	· ·····

					N	IVP LEVEL 1		NVP MAINTENA	NCF AND WAR	RRANTY UPGRADE	NET PRICE		
			EMC	CATEGORY	NVP LEVEL 1	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	ASTADV100UC-K	SEL AV-STD-ADVC100-UG-C)	\$6,537.13 \$440.00	K	31% 31%	\$4,510.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ASTADVN10UC ASTADVN10UC-I	SEL AV-STD-ADVN10-UG-C) SEL AV-STD-ADVN10-UG-C)	\$459.80	K K	31%	\$303.60 \$317.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTADVN10UC-K	SEL AV-STD-ADVN10-UG-C)	\$435.69	K	31%	\$300.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ASTDADV100UC ASTDADV100UC-I	SEL AV-STD-ADVN100-UG-C) SEL AV-STD-ADVN100-UG-C)	\$4,400.00 \$4,598.00	K K	31% 31%	\$3,036.00 \$3,172.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTDADV100UC-K	SEL AV-STD-ADVN100-UG-C)	\$4,356.91	K	31%	\$3,006.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ASTDENC10UC ASTDENC10UC-I	SEL AV-STD-ENTC10-UG-C) SEL AV-STD-ENTC10-UG-C)	\$990.00 \$1,034.55	K K	31% 31%	\$683.10 \$713.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTDENC10UC-K	SEL AV-STD-ENTC10-UG-C)	\$980.39	K	31%	\$676.47	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	ASTDNT100UC ASTDNT100UC-I	SEL AV-STD-ENTN100-UG-C) SEL AV-STD-ENTN100-UG-C)	\$6,600.00 \$6,897.00	K K	31% 31%	\$4,554.00 \$4,758.93	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTDNT100UC-K	SEL AV-STD-ENTN100-UG-C)	\$6,537.13	ĸ	31%	\$4,510.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	ASTENN10UC	SEL AV-STD-ENTN10-UG-C)	\$660.00	K	31%	\$455.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ASTENN10UC-I ASTENN10UC-K	SEL AV-STD-ENTN10-UG-C) SEL AV-STD-ENTN10-UG-C)	\$689.70 \$653.71	K K	31% 31%	\$475.89 \$451.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	ASTENT100UC	SEL AV-STD-ENTC100-UG-C)	\$9,900.00	K	31%	\$6,831.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	ASTENT100UC-I ASTENT100UC-K	SEL AV-STD-ENTC100-UG-C) SEL AV-STD-ENTC100-UG-C)	\$10,345.50 \$9,803.92	K K	31% 31%	\$7,138.40 \$6,764.70	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	+	VMWARE VMWARE
5	AUTDT25GSC	SEL CA-AUTDT25-G-SSS-C)	\$699.00	K	31%	\$482.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AUTDT25GSC-I AUTDT25GSC-K	SEL CA-AUTDT25-G-SSS-C) SEL CA-AUTDT25-G-SSS-C)	\$769.00 \$937.00	K K	31% 31%	\$530.61 \$646.53	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AUTDT25PSC	SEL CA-AUTDT25-P-SSS-C)	\$831.00	K	31%	\$573.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AUTDT25PSC-I AUTDT25PSC-K	SEL CA-AUTDT25-P-SSS-C) SEL CA-AUTDT25-P-SSS-C)	\$914.00 \$1.114.00	K K	31% 31%	\$630.66 \$768.66	\$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		VMWARE
5	AUTSV25GSC-I	SEL CA-AUTSV25-G-SSS-C)	\$2,310.00	K	31%	\$1,593.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AUTSV25GSC-K AUTSV25PSC	SEL CA-AUTSV25-G-SSS-C) SEL CA-AUTSV25-P-SSS-C)	\$2,815.00 \$2,500.00	K K	31% 31%	\$1,942.35 \$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)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AUTSV25PSC-K AVADVC100C	SEL CA-AUTSV25-P-SSS-C) SEL AV-ADVC-100-C)	\$3,351.00 \$15,000.00	K K	31% 31%	\$2,312.19 \$10,350.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVADVC100C-I	SEL AV-ADVC-100-C)	\$15,675.00	ĸ	31%	\$10,815.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVADVC100C-K AVADVC10C	SEL AV-ADVC-100-C) SEL AV-ADVC-10-C)	\$14,829.76 \$1,500.00	K K	31% 31%	\$10,232.53 \$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	AVADVC10C-I	SEL AV-ADVC-10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AVADVC10C-K	SEL AV-ADVC-10-C)	\$1,482.98	K	31%	\$1,023.26	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AVADVN100C AVADVN100C-I	SEL AV-ADVN-100-C) SEL AV-ADVN-100-C)	\$10,000.00 \$10,450.00	K K	31% 31%	\$6,900.00 \$7,210.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVADVN100C-K	SEL AV-ADVN-100-C)	\$9,874.71	K	31%	\$6,813.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVADVN10C AVADVN10C-I	SEL AV-ADVN-10-C) SEL AV-ADVN-10-C)	\$1,000.00 \$1,045.00	K K	31% 31%	\$690.00 \$721.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVADVN10C-K	SEL AV-ADVN-10-C)	\$987.47	K	31%	\$681.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVENTC100C AVENTC100C-I	SEL AV-ENTC-100-C) SEL AV-ENTC-100-C)	\$18,000.00 \$18,810.00	K K	31% 31%	\$12,420.00 \$12,978.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	Ψ0.00	VMWARE VMWARE
5	AVENTC100C-I	SEL AV-ENTC-100-C)	\$17,802.79	K	31%	\$12,283.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AVENTC10C	SEL AV-ENTC-10-C)	\$1,800.00	K	31%	\$1,242.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AVENTC10C-I AVENTC10C-K	SEL AV-ENTC-10-C) SEL AV-ENTC-10-C)	\$1,881.00 \$1,780.28	K K	31% 31%	\$1,297.89 \$1,228.39	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVENTN100C	SEL AV-ENTN-100-C)	\$12,000.00	K	31%	\$8,280.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVENTN100C-I AVENTN100C-K	SEL AV-ENTN-100-C) SEL AV-ENTN-100-C)	\$12,540.00 \$11,856.73	K K	31% 31%	\$8,652.60 \$8,181.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVENTN10C	SEL AV-ENTN-10-C)	\$1,200.00	K	31%	\$828.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVENTN10C-I AVENTN10C-K	SEL AV-ENTN-10-C) SEL AV-ENTN-10-C)	\$1,254.00 \$1,185.67	K K	31% 31%	\$865.26 \$818.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDC100C	SEL AV-STDC-100-C)	\$9,000.00	K	31%	\$6,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVSTDC100C-I AVSTDC100C-K	SEL AV-STDC-100-C) SEL AV-STDC-100-C)	\$9,405.00 \$8,883.70	K K	31% 31%	\$6,489.45 \$6,129.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDC100C-K AVSTDC10C	SEL AV-STDC-100-C)	\$900.00	K	31%	\$621.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	AVSTDC10C-I	SEL AV-STDC-10-C)	\$940.50	K	31%	\$648.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AVSTDC10C-K AVSTDN100C	SEL AV-STDC-10-C) SEL AV-STDN-100-C)	\$888.37 \$6,000.00	K K	31% 31%	\$612.98 \$4,140.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDN100C-I	SEL AV-STDN-100-C)	\$6,270.00	K	31%	\$4,326.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	AVSTDN100C-K AVSTDN10C	SEL AV-STDN-100-C) SEL AV-STDN-10-C)	\$5,942.52 \$600.00	K K	31% 31%	\$4,100.34 \$414.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	AVSTDN10C-I	SEL AV-STDN-10-C)	\$627.00	K	31%	\$432.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	AVSTDN10C-K BMENTADCV2	SEL AV-STDN-10-C) SEL BM-ENT-AD-C)	\$594.25 \$60,000.00	K K	31% 31%	\$410.03 \$41,400.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMENTADCV2-I	SEL BM-ENT-AD-C)	\$70,200.00	ĸ	31%	\$48,438.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	BMENTADCV2-K BMENTFNDCV2	SEL BM-ENT-AD-C) SEL BM-ENT-FND-C)	\$62,327.46 \$300,000.00	K K	31% 31%	\$43,005.95 \$207,000.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	BMENTFNDCV2-I	SEL BM-ENT-FND-C) SEL BM-ENT-FND-C)	\$351,000.00	K K	31%	\$242,190.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	BMENTFNDCV2-K BMENTFNGCV2-K	SEL BM-ENT-FND-C)	\$311,814.26	K	31%	\$215,151.84	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	BMENTFNGCV2-K BMENTFNPCV2-K	SEL BM-ENT-FN-G-SAAS-C) SEL BM-ENT-FN-P-SAAS-C)	\$93,792.03 \$103,702.13	K K	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	CA6DEVKC	SEL CA6-DEVK-C)	\$20,000.00	K	31%	\$13,800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CA6DEVKC-I CA6DEVKC-K	SEL CA6-DEVK-C) SEL CA6-DEVK-C)	\$23,400.00 \$20,775.82		31% 31%	\$16,146.00 \$14,335.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CL7ADVC	SEL CL7-ADV-C)	\$7,995.00	K	31%	\$5,516.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	CL7ADVC-I CL7ADVC-K	SEL CL7-ADV-C) SEL CL7-ADV-C)	\$9,354.15 \$9,317.41	K	31%	\$6,454.36 \$5,730.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	CL7ADVC-K CL7ENTC	SEL CL7-ADV-C) SEL CL7-ENT-C)	\$8,317.41 \$9,495.00	K K	31% 31%	\$5,739.01 \$6,551.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CL7ENTC-I	SEL CL7-ENT-C)	\$11,109.15	K	31%	\$7,665.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7ENTC-K CL7OEPLADVUGC	SEL CL7-ENT-C) SEL CL7-OEPL-ADV-UG-C)	\$9,874.71 \$5,255.00	K K	31% 31%	\$6,813.55 \$3,625.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CL70EPLADVUGC-I	SEL CL7-OEPL-ADV-UG-C)	\$6,148.35	K	31%	\$4,242.36	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL70EPLADVUGC-K CL70EPLENTUGC	SEL CL7-OEPL-ADV-UG-C) SEL CL7-OEPL-ENT-UG-C)	\$5,461.17 \$6,755.00	K K	31% 31%	\$3,768.21 \$4,660.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CL70EPLENTUGC-I	SEL CL7-OEPL-ENT-UG-C)	\$7,903.35	K	31%	\$5,453.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
DANIB	OKU	PERCENTION	EMC	CATEGORY	NVP LEVEL 1	NVD I EVEL 4 NET PRIOE	LP MNT	LP MNT ANNUAL	LP MNT	LP WARR UPG	LP WARR UPG	DENEWAL	TURD DARTY PRODUCT DARTHER
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 5	CL70EPLENTUGC-K CL70EPLSTDUGC	SEL CL7-OEPL-ENT-UG-C) SEL CL7-OEPL-STD-UG-C)	\$7,018.48 \$2,755.00	K K	31% 31%	\$4,842.75 \$1,900.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CL7OEPLSTDUGC-I	SEL CL7-OEPL-STD-UG-C)	\$3,223.35	K	31%	\$2,224.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7OEPLSTDUGC-K CL7STDC	SEL CL7-OEPL-STD-UG-C) SEL CL7-STD-C)	\$2,863.31 \$5,495.00	K K	31% 31%	\$1,975.68 \$3,791.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	CL7STDC-I	SEL CL7-STD-C)	\$6,429.15	K	31%	\$4,436.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	CL7STDC-K DEVKGSC	SEL CL7-STD-C) SEL CA-DEVK-G-SSS-C)	\$5,708.93 \$4,200.00	K K	31% 31%	\$3,939.16 \$2,898.00	\$0.00 \$0.00	\$0.00 \$0.00				φ0.00	VMWARE VMWARE
5	DEVKGSC-I	SEL CA-DEVK-G-SSS-C)	\$4,620.00	K	31%	\$3,187.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	DEVKGSC-K DEVKPSC	SEL CA-DEVK-G-SSS-C) SEL CA-DEVK-P-SSS-C)	\$5,630.00 \$5,000.00	K K	31% 31%	\$3,884.70 \$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					VMWARE
5 5	DEVKPSC-K FS8PRUPRO	SEL CA-DEVK-P-SSS-C) SEL FUS8-PRO-UG-PROMO)	\$6,702.00 \$79.99	K K	31% 31%	\$4,624.38 \$55.19	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	FS8PRUPRO-I	SEL FUS8-PRO-UG-PROMO)	\$81.59	K	31%	\$56.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FS8PRUPRO-K FUS8PROC	SEL FUS8-PRO-UG-PROMO) SEL FUS8-PRO-C)	\$67.92 \$199.99	K K	31% 31%	\$46.86 \$137.99	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	FUS8PROC-I	SEL FUS8-PRO-C)	\$203.99	K	31%	\$140.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FUS8PROC-K FUS8PROPRO	SEL FUS8-PRO-C) SEL FUS8-PRO-PROMO)	\$169.85 \$159.99	K K	31% 31%	\$117.20 \$110.39	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	FUS8PROPRO-I	SEL FUS8-PRO-PROMO)	\$163.19	K	31%	\$112.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FUS8PROPRO-K FUS8PROUGC	SEL FUS8-PRO-PROMO) SEL FUS8-PRO-UG-C)	\$135.87 \$119.99	K K	31% 31%	\$93.75 \$82.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	FUS8PROUGC-I	SEL FUS8-PRO-UG-C)	\$122.39	K	31%	\$84.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	FUS8PROUGC-K H7AANN100UC	SEL FUS8-PRO-UG-C) SEL HZ7-AVA-ENN100-UG-C)	\$101.90 \$27,500.00	K K	31% 31%	\$70.31 \$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	H7AANN100UC-I	SEL HZ7-AVA-ENN100-UG-C)	\$28,737.50	ĸ	31%	\$19,828.88	\$0.00	\$0.00					VMWARE
5 5	H7AANN100UC-K H7ACEC100UC	SEL HZ7-AVA-ENN100-UG-C) SEL HZ7-ADC-ENC-100-UG-C)	\$27,217.39 \$19,250.00	K K	31% 31%	\$18,780.00 \$13,282.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7ACEC100UC-I	SEL HZ7-ADC-ENC-100-UG-C)	\$20,116.25	K	31%	\$13,880.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7ACEC100UCV2-K H7ACEC10UC	SEL HZ7-ADC-ENC-100-UG-C) SEL HZ7-ADC-ENC-10-UG-C)	\$19,076.94 \$1,925.00	K K	31% 31%	\$13,163.09 \$1,328.25	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		+	VMWARE VMWARE
5	H7ACEC10UC-I	SEL HZ7-ADC-ENC-10-UG-C)	\$2,011.63	K	31%	\$1,388.02	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5 5	H7ACEC10UCV2-K H7AEEC100GC	SEL HZ7-ADC-ENC-10-UG-C) SEL HZ7-AVE-ENC100-UG-C)	\$1,907.69 \$43,450.00	K K	31% 31%	\$1,316.31 \$29,980.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AEEC100GC-I	SEL HZ7-AVE-ENC100-0G-C)	\$45,405.25	K	31%	\$31,329.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7AEEC100GC-K H7AEENC10GC	SEL HZ7-AVE-ENC100-UG-C) SEL HZ7-AVE-ENC10-UG-C)	\$43,002.76 \$4,345.00	K K	31% 31%	\$29,671.90 \$2,998.05	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00			VMWARE VMWARE
5	H7AEENC10GC-I	SEL HZ7-AVE-ENC10-0G-C)	\$4,540.53	K	31%	\$3,132.97	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7AEENC10GC-K H7AEN100UGC	SEL HZ7-AVE-ENC10-UG-C) SEL HZ7-AVE-ENN100-UG-C)	\$4,300.28 \$25,300.00	K K	31% 31%	\$2,967.19 \$17,457.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00			VMWARE VMWARE
5	H7AEN100UGC-I	SEL HZ7-AVE-ENN100-0G-C) SEL HZ7-AVE-ENN100-UG-C)	\$26,438.50	K	31%	\$17,457.00 \$18,242.57	\$0.00	\$0.00					VMWARE
5 5	H7AEN100UGC-K H7ANEN100UC	SEL HZ7-AVE-ENN100-UG-C) SEL HZ7-ADN-ENN-100-UG-C)	\$25,023.01 \$11,000.00	K K	31% 31%	\$17,265.88 \$7,590.00	\$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		VMWARE
5	H7ANEN100UCV2-K H7ANEN10UC	SEL HZ7-ADN-ENN-100-UG-C) SEL HZ7-ADN-ENN-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		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		VMWARE
5 5	H7ANEN10UCV2-K H7AVEE10UGC	SEL HZ7-ADN-ENN-10-UG-C) SEL HZ7-AVE-ENN10-UG-C)	\$1,086.57 \$2,530.00	K K	31% 31%	\$749.73 \$1,745.70	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVEE10UGC-I	SEL HZ7-AVE-ENN10-UG-C)	\$2,643.85	K	31%	\$1,824.26	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7AVEE10UGC-K H7AVEN10UC	SEL HZ7-AVE-ENN10-UG-C) SEL HZ7-AVA-ENN10-UG-C)	\$2,502.30 \$2,750.00	K K	31% 31%	\$1,726.59 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVEN10UC-I	SEL HZ7-AVA-ENN10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00				VMWARE
5 5	H7AVEN10UC-K H7AVENC100UC	SEL HZ7-AVA-ENN10-UG-C) SEL HZ7-AVS-ENC100-UG-C)	\$2,721.74 \$53,350.00	K K	31% 31%	\$1,878.00 \$36,811.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVENC100UC-I	SEL HZ7-AVS-ENC100-UG-C)	\$55,750.75	K	31%	\$38,468.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7AVENC100UC-K H7AVENC10UC	SEL HZ7-AVS-ENC100-UG-C) SEL HZ7-AVA-ENC10-UG-C)	\$52,842.08 \$4,675.00	K K	31% 31%	\$36,461.04 \$3,225.75	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	H7AVENC10UC-I	SEL HZ7-AVA-ENC10-UG-C)	\$4,885.38	K	31%	\$3,370.91	\$0.00	\$0.00					VMWARE
5 5	H7AVENC10UC-K H7AVNN10UC	SEL HZ7-AVA-ENC10-UG-C) SEL HZ7-AVS-ENN10-UG-C)	\$4,625.89 \$3,190.00	K K	31% 31%	\$3,191.86 \$2,201.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7AVNN10UC-I	SEL HZ7-AV3-ENN10-UG-C)	\$3,333.55	K	31%	\$2,300.15	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE
5 5	H7AVNN10UC-K	SEL HZ7-AVS-ENN10-UG-C)	\$3,160.61	K K	31% 31%	\$2,180.82	\$0.00	\$0.00		\$0.00	\$0.00		VMWARE VMWARE
5	H7AVSEC10GC H7AVSEC10GC-I	SEL HZ7-AVS-ENC10-UG-C) SEL HZ7-AVS-ENC10-UG-C)	\$5,335.00 \$5,575.08	K	31%	\$3,681.15 \$3,846.81	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	VMWARE
5 5	H7AVSEC10GC-K H7E100ERCUC	SEL HZ7-AVS-ENC10-UG-C) SEL HZ7-E100-AERC-UG-C)	\$5,284.21 \$13,750.00	K	31% 31%	\$3,646.10 \$9,487.50	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7E100ERCUC-I	SEL HZ7-E100-AERC-0G-C) SEL HZ7-E100-AERC-UG-C)	\$13,750.00	K K	31%	\$9,467.50 \$9,914.44	\$0.00	\$0.00					VMWARE
5	H7E100ERCUC-K H7EASD100UCV2-K	SEL HZ7-E100-AERC-UG-C) SEL HZ7-ENTA-STDA100-UG-C)	\$13,626.39 \$9,874.71	K K	31% 31%	\$9,402.21 \$6,813.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5 5	H7EAST100UCV2-K	SEL HZ7-ENTA-STD4100-0G-C) SEL HZ7-EAD-STD100-UG-C)	\$17,500.00	K	31%	\$12,075.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7EAST100UC-I H7EAST100UCV2-K	SEL HZ7-EAD-STD100-UG-C)	\$18,287.50	K	31%	\$12,618.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7EAST1000CV2-K	SEL HZ7-EAD-STD100-UG-C) SEL HZ7-EAD-STD10-UG-C)	\$17,307.28 \$1,750.00	K	31% 31%	\$11,942.02 \$1,207.50	\$0.00	\$0.00					VMWARE
5	H7EAST10UC-I	SEL HZ7-EAD-STD10-UG-C)	\$1,828.75	K	31%	\$1,261.84	\$0.00	\$0.00					VMWARE
5 5	H7EAST10UCV2-K H7ENASDA100UC	SEL HZ7-EAD-STD10-UG-C) SEL HZ7-ENTA-STDA100-UG-C)	\$1,730.73 \$10,000.00	K K	31% 31%	\$1,194.20 \$6,900.00	\$0.00 \$0.00	\$0.00 \$0.00			\$0.00 \$0.00	\$0.00	VMWARE VMWARE
5	H7ENASDA100UC-I H7ENASDA10UC	SEL HZ7-ENTA-STDA100-UG-C)	\$10,450.00	K	31%	\$7,210.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7ENASDA10UC-I	SEL HZ7-ENTA-STDA10-UG-C) SEL HZ7-ENTA-STDA10-UG-C)	\$1,000.00 \$1,045.00	K K	31% 31%	\$690.00 \$721.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00 \$0.00	\$0.00		VMWARE VMWARE
5	H7ENASDA10UCV2-K	SEL HZ7-ENTA-STDA10-UG-C) SEL HZ7-ENN-ENC-100-UG-C)	\$987.47	K	31%	\$681.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7ENEC100UC H7ENEC100UC-I	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					VMWARE VMWARE
5	H7ENEC100UCV2-K	SEL HZ7-ENN-ENC-100-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$24,527.50	K	31%	\$16,923.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7ENEC10UC H7ENEC10UC-I	SEL HZ7-ENN-ENC-10-UG-C) SEL HZ7-ENN-ENC-10-UG-C)	\$2,475.00 \$2,586.38	K K	31% 31%	\$1,707.75 \$1,784.60	\$0.00 \$0.00	\$0.00 \$0.00					VMWARE VMWARE
5	H7ENEC10UCV2-K	SEL HZ7-ENN-ENC-10-UG-C)	\$2,452.75	K	31%	\$1,692.40	\$0.00	\$0.00					VMWARE VMWARE
5	H7LXCEC100UC	SEL HZ7-LXC-ENC-100-UG-C)	\$46,750.00	K	31%	\$32,257.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VIVIVARE

					N	VP LEVEL 1		NVP MAINTENA	NCE 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 5	H7LXCEC100UC-I H7LXCEC100UC-K	SEL HZ7-LXC-ENC-100-UG-C) SEL HZ7-LXC-ENC-100-UG-C)	\$51,425.00 \$47,108.37	K K	31% 31%	\$35,483.25 \$32,504.78	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7LXCEC10UC	SEL HZ7-LXC-ENC-10-UG-C)	\$4,675.00	K	31%	\$3,225.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7LXCEC10UC-I H7LXCEC10UC-K	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-EXC-ENC-10-0G-C) 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		VMWARE
5	H7MGAC100UC-I H7MGAC100UCV2-K	SEL HZ7-MRG-ADC-100-UG-C) SEL HZ7-MRG-ADC-100-UG-C)	\$28,737.50 \$27,217.39	K 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	H7MGAC1000CV2-K	SEL HZ7-MRG-ADC-100-0G-C) SEL HZ7-MRG-ADC-10-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	H7MGAC10UC-I	SEL HZ7-MRG-ADC-10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MGAC10UCV2-K H7MGAN100UC	SEL HZ7-MRG-ADC-10-UG-C) SEL HZ7-MRG-ADN-100-UG-C)	\$2,721.74 \$11,000.00	K 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		VMWARE
5 5	H7MGAN100UCV2-K H7MGAN10UC	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	H7MGAN10UCV2-K H7MPAC100UC	SEL HZ7-MRG-ADN-10-UG-C) SEL HZ7-MGP-ADC-100-UG-C)	\$1,086.57 \$27,500.00	K K	31% 31%	\$749.73 \$18,975.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MPAC100UC-I	SEL HZ7-MGP-ADC-100-UG-C)	\$28,737.50	K	31%	\$19,828.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7MPAC100UCV2-K H7MPAC10UC	SEL HZ7-MGP-ADC-100-UG-C) SEL HZ7-MGP-ADC-10-UG-C)	\$27,217.39 \$2,750.00	K K	31% 31%	\$18,780.00 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7MPAC10UC-I	SEL HZ7-MGP-ADC-10-UG-C)	\$2,873.75	K	31%	\$1,982.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAC10UCV2-K H7MPAN100UC	SEL HZ7-MGP-ADC-10-UG-C) SEL HZ7-MGP-ADN-100-UG-C)	\$2,721.74 \$11,000.00	K 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	H7MPAN100UC-I	SEL HZ7-MGP-ADN-100-0G-C)	\$11,495.00	K	31%	\$7,931.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7MPAN100UCV2-K	SEL HZ7-MGP-ADN-100-UG-C)	\$10,865.72	K	31%	\$7,497.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7MPAN10UC H7MPAN10UC-I	SEL HZ7-MGP-ADN-10-UG-C) SEL HZ7-MGP-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		VMWARE VMWARE
5	H7MPAN10UCV2-K	SEL HZ7-MGP-ADN-10-UG-C)	\$1,086.57	K	31%	\$749.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7SADC100UC H7SADC100UC-I	SEL HZ7-ST-ADC-100-UG-C) SEL HZ7-ST-ADC-100-UG-C)	\$16,500.00 \$17,242.50	K K	31% 31%	\$11,385.00 \$11,897.33	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SADC100UCV2-K	SEL HZ7-ST-ADC-100-UG-C)	\$16,316.27	K	31%	\$11,258.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SADC10UC H7SADC10UC-I	SEL HZ7-ST-ADC-10-UG-C) SEL HZ7-ST-ADC-10-UG-C)	\$1,650.00 \$1,724.25	K K	31% 31%	\$1,138.50 \$1,189.73	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SADC10UCV2-K	SEL HZ7-ST-ADC-10-UG-C)	\$1,631.63	K	31%	\$1,125.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7SENC100UC H7SENC100UC-I	SEL HZ7-ST-ENC-100-UG-C) SEL HZ7-ST-ENC-100-UG-C)	\$35,750.00 \$37,358.75	K K	31% 31%	\$24,667.50 \$25,777.54	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7SENC100UCV2-K	SEL HZ7-ST-ENC-100-0G-C) SEL HZ7-ST-ENC-100-UG-C)	\$35,428.61	K	31%	\$25,777.54 \$24,445.74	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7SENC10UC	SEL HZ7-ST-ENC-10-UG-C)	\$3,575.00	K	31%	\$2,466.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7SENC10UC-I H7SENC10UCV2-K	SEL HZ7-ST-ENC-10-UG-C) SEL HZ7-ST-ENC-10-UG-C)	\$3,735.88 \$3,542.86	K K	31% 31%	\$2,577.76 \$2,444.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7STASD100UC	SEL HZ7-STDA-STD100-UG-C)	\$7,000.00	K	31%	\$4,830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7STASD100UC-I H7STASD100UCV2-K	SEL HZ7-STDA-STD100-UG-C) SEL HZ7-STDA-STD100-UG-C)	\$7,315.00 \$6,933.53	K K	31% 31%	\$5,047.35 \$4,784.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7STASD10UC	SEL HZ7-STDA-STD10-UG-C)	\$700.00	ĸ	31%	\$483.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 E	H7STASD10UC-I H7STASD10UCV2-K	SEL HZ7-STDA-STD10-UG-C) SEL HZ7-STDA-STD10-UG-C)	\$731.50 \$693.35	K K	31% 31%	\$504.74 \$478.41	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7TAST100UC	SEL HZ7-TAC-STA100-UG-C)	\$17,100.00	K	31%	\$11,799.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7TAST100UC-I	SEL HZ7-TAC-STA100-UG-C)	\$17,869.50 \$16,953.35	K	31% 31%	\$12,329.96 \$11,697.81	\$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 H7TCST10GC	SEL HZ7-TAC-STA100-UG-C) SEL HZ7-TCL-STA10-UG-C)	\$1,700.00	K K	31%	\$1,173.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7TCST10GC-I	SEL HZ7-TCL-STA10-UG-C)	\$1,776.50	K	31%	\$1,225.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7TCST10GC-K H7THIST100UC	SEL HZ7-TCL-STA10-UG-C) SEL HZ7-THIN-ST100-UG-C)	\$1,681.18 \$20,000.00	K K	31% 31%	\$1,160.01 \$13,800.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7THIST100UC-I	SEL HZ7-THIN-ST100-UG-C)	\$20,900.00	K	31%	\$14,421.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7THIST100UCV2-K H7TPOS10UC	SEL HZ7-THIN-ST100-UG-C) SEL HZ7-TPRO-ST10-UG-C)	\$19,784.81 \$2,100.00	K K	31% 31%	\$13,651.52 \$1,449.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7TPOS10UC-I	SEL HZ7-TPRO-ST10-UG-C)	\$2,194.50	K	31%	\$1,514.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7TPOS10UCV2-K H7UEENC100UC	SEL HZ7-TPRO-ST10-UG-C) SEL HZ7-UEM-ENC-100-UG-C)	\$2,077.58 \$52,500.00	K K	31% 31%	\$1,433.53 \$36,225.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7UEENC100UC-I	SEL HZ7-UEM-ENC-100-UG-C)	\$54,862.50	K	31%	\$37,855.13	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7UEENC100UC-K H7UEENC10UC	SEL HZ7-UEM-ENC-100-UG-C) SEL HZ7-UEM-ENC-10-UG-C)	\$51,992.64 \$5,250.00	K K	31% 31%	\$35,874.92 \$3,622.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7UEENC10UC-I	SEL HZ7-UEM-ENC-10-UG-C)	\$5,486.25	ĸ	31%	\$3,785.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 E	H7UEENC10UC-K H7UEENN100UC	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	K	31%	\$23,073.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	H7UEENN100UC-K	SEL HZ7-UEM-ENN-100-UG-C)	\$31,676.93	K K	31% 31%	\$21,857.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	H7UEENN10UC H7UEENN10UC-I	SEL HZ7-UEM-ENN-10-UG-C) SEL HZ7-UEM-ENN-10-UG-C)	\$3,200.00 \$3,344.00	K	31%	\$2,208.00 \$2,307.36	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE
5	H7UEENN10UC-K	SEL HZ7-UEM-ENN-10-UG-C)	\$3,167.69	K	31%	\$2,185.71	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	H7VAAC100UC H7VAAC100UC-I	SEL HZ7-VAD-ADC-100-UG-C) SEL HZ7-VAD-ADC-100-UG-C)	\$23,000.00 \$24,035.00	K K	31% 31%	\$15,870.00 \$16,584.15	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VAAC100UCV2-K	SEL HZ7-VAD-ADC-100-UG-C)	\$22,757.84	K	31%	\$15,702.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7VAAC10UC H7VAAC10UC-I	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		VMWARE VMWARE
5	H7VAAC10UCV2-K	SEL HZ7-VAD-ADC-10-UG-C)	\$2,275.78	K	31%	\$1,570.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC100UC H7VAEC100UC-I	SEL HZ7-VAD-ENC-100-UG-C) SEL HZ7-VAD-ENC-100-UG-C)	\$42,250.00 \$44,151.25	K K	31% 31%	\$29,152.50 \$30,464.36	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VAEC100UCV2-K	SEL HZ7-VAD-ENC-100-UG-C)	\$41,870.18	K	31%	\$28,890.42	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VAEC10UC H7VAEC10UC-I	SEL HZ7-VAD-ENC-10-UG-C) SEL HZ7-VAD-ENC-10-UG-C)	\$4,225.00 \$4,415.13	K K	31% 31%	\$2,915.25 \$3,046.44	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VAEC10UCV2-K	SEL HZ7-VAD-ENC-10-UG-C)	\$4,415.13 \$4,187.02	K	31%	\$3,046.44 \$2,889.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	H7VANC100UC H7VANC100UC-I	SEL HZ7-AVA-ENC100-UG-C)	\$46,750.00	K	31%	\$32,257.50	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00			VMWARE
5 5	H7VANC100UC-I H7VANC100UC-K	SEL HZ7-AVA-ENC100-UG-C) SEL HZ7-AVA-ENC100-UG-C)	\$48,853.75 \$46,258.94	K K	31% 31%	\$33,709.09 \$31,918.67	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	H7VENS100UC	SEL HZ7-VENT-ST100-UG-C)	\$10,000.00	K	31%	\$6,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	H7VENS100UC-I H7VENS100UCV2-K	SEL HZ7-VENT-ST100-UG-C) SEL HZ7-VENT-ST100-UG-C)	\$10,450.00 \$9,874.71	K K	31% 31%	\$7,210.50 \$6,813.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
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FEMILEFAUL SELET-PROVIDED STATE	
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5 HZ7ADC10C1 SEL HZ7ADC10C-1 S4,000.0 K 31% S2,700.0 S0.00 S0.	IWARE
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5 HZ7ADC10CV2K SEL HZ7ADC-10C) \$3,960.50 K 311/k \$1,7250.00 \$0.0	
5 HZ7ADN100C-I SEL HZ7-ADN-100-C) 5 HZ7ADN100C-Y SEL HZ7-ADN-100-C) 5 HZ7ADN10C-Y SEL HZ7-ADN-10-C) 5 HZ7ADN-10C-Y SEL HZ7-ADN-10-C) 5 HZ7ADN-10C-Y SEL HZ7-ADN-10-C Y SEL	
5 HZZADN10CV2-K SEL HZZ-ADN-10C-C \$24,738.86 K 31% \$17,070.50 \$0.00 \$0	
5 HZ7ANN10C-I SEL HZ7-ANN-10-C) 5 HZ7ANN10C-SEL HZ7-ANN-10-C) 5 HZ7ANN-10-C-SEL HZ7-ANN-10-C) 5 HZ7ANN-10-C-SEL HZ7-ANN-10-C) 5 HZ7ANN-10-C-SEL HZ7-ANN-10-C-SEL HZ7-ENN-10-C-SEL HZ7-E	IWARE
5 HZ7ADN10CV2-K SEL HZ7-ADN-10C-) \$2,000.00 \$0.0	
5 HZ7ADNA100C-I SEL HZ7-ADNA100C \$20,900,0 K 31% \$13,651,52 \$0.00 \$0.0	
5 HZ7ADNA100C-K SEL HZ7-ADNA10C-C) \$19.784.81 K 31% \$13,651.62 \$0.00 \$0.	
5 HZ7ADNA10C SEL HZ7ADNA10C) SEL HZ7EOMAERC C) SEL HZ7EOMAERC	
Fight Fight Fight Fight Fight Fight Fight Figh	IWARE
5 HZ7E100AERCC SEL HZ7-E100-AERC-C) \$42,500.00 K 31% \$29,325.00 \$0	
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Faze HZTE10AERCC SEL HZT-E10-AERCC SEL HZT-E10-AERC SEL HZT-E10-	
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5 HZTENC100C-1 SEL HZT-ENC-100-C) \$60.087.50 K 31% \$41.460.38 \$0.00	
5 HZTENC10C SEL HZ7-ENC-10-C) \$ 5,750.00 \$ 5,750.00 \$ 3,1% \$ 3,967.50 \$ 0.00 \$	
5 HZTENC10C-I SEL HZT-ENC-10-C) \$6,008.75 K 31% \$4,146.04 \$0.00 \$0	
5 HZTENC10CV2-K SEL HZ7-ENC-10-C) \$5,694.77 K 31% \$3,929.39 \$0.00	
5 HZ7ENN100C-I SEL HZ7-ENN-100-C) \$36,575.00 K 31% \$25,236,75 \$0.00 \$0.0	IWARE
5 HZ7ENN100CV2-K SEL HZ7-ENN-100-C) \$34,649.96 K 31% \$23,908.47 \$0.00 \$0	
5 HZ7ENN10C-1 SEL HZ7-ENN-10-C) \$3,657.50 K 31% \$2,233.88 \$0.00 \$0	
5 HZ7ENNA100C SEL HZ7-ENN-A100-C) \$28,500.00 K 31% \$19,665.00 \$0.0	
5 HZ7ENNA100C-1 SEL HZ7-ENN-A100-C) \$29,782.50 K 31% \$20,549.93 \$0.00 \$0	
5 HZ7ENNA100UGC SEL HZ7-ENN-A100-UG-C) \$9,350.00 K 31% \$6,451.50 \$0.00 \$	
5 HZ7ENNA100UGC-I SEL HZ7-ENN-4100-UG-C) \$9,770.75 K 31% \$6,741.82 \$0.00	
5 HZTENNATOC SEL HZT-ENNATOC) \$2,850.0 K 31% \$1,965.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$0.0 \$	
5 HZTENNA10C-I SELHZT-ENN-A10-C) \$2,978.25 K 31% \$2,054.99 \$0.00 \$	
5 HZTENNA10C-K SEL HZ7-ENN-A10-C) \$2,820.84 K 31% \$1,946.38 \$0.00	
5 HZ7ENNA10UGC-I SEL HZ7-ENN-A10-UG-C) \$977.08 K 31% \$674.19 \$0.00	IWARE
5 HZ7ENNA10UGC-K SEL HZ7-ENN-A10-UG-C) \$923.76 K 31% \$637.39 \$0.00	
5 HZ7LXC100C-1 SEL HZ7-LXC-100-C) \$16,500.00 K 31% \$11,385.00 \$0.0	
5 HZ7LXC100CK SELHZ7-LXC-100-C) \$15,112.90 K 31% \$10,427.90 \$0.00	
5 HZ7LXC10C SEL HZ7-LXC-10-C) \$1,500.00 K 31% \$1,035.00 \$0.0	
5 HZ7LXC10C-K SEL HZ7-LXC-10-C) \$1,511.29 K 31% \$1,042.79 \$0.00 \$0	IWARE
5 HZ7STD100C SEL HZ7-STD-100-C) \$25,000.00 K 31% \$17,250.00 \$0.00	
5 HZ7STD100CV2-K SEL HZ7-STD-100-C) \$24,739.86 K 31% \$17,070.50 \$0.00 \$0	IWARE
5 HZ7STD10C SEL HZ7-STD-10-C) \$2,500.00 K 31% \$1,725.00 \$0.0	
5 HZ/STD10C-Y SEL HZ/-STD-10-C) \$2,612.50 K 31% \$1,802.63 \$0.00 \$0	
5 HZ7STDA100C SEL HZ7-STD-A100-C) \$19,000.00 K 31% \$13,110.00 \$0.0	IWARE
5 HZ7STDA100C-I SEL HZ7-STD-A100-C) \$19,855.00 K 31% \$13,699.95 \$0.00 \$0	
5 HZ7STDA10C SEL HZ7-STD-A10-C) \$1,900.00 K 31% \$1,311.00 \$0	IWARE
5 HZ7STDA10C-I SEL HZ7-STD-A10-C) \$1,985.50 K 31% \$1,370.00 \$0.00	WARE

					1	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADI	NET PRICE		1
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	HZ7STDA10CV2-K HZF7W11FXUC	SEL HZ7-STD-A10-C) SEL HZ-F7WS11-FLX-UG-C)	\$1,879.38 \$150.00	K K	31% 31%	\$1,296.77 \$103.50		\$0.00 \$0.00					VMWARE VMWARE
5	HZF7W11FXUC-I	SEL HZ-F7WS11-FLX-UG-C)	\$156.75		31%	\$108.16		\$0.00					VMWARE
5	HZF7W11FXUC-K	SEL HZ-F7WS11-FLX-UG-C)	\$148.30		31%	\$102.33		\$0.00					VMWARE
5 5	HZFLX10C HZFLX10C-I	SEL HZ-FLX-10-C) SEL HZ-FLX-10-C)	\$2,500.00 \$2,612.50		31% 31%	\$1,725.00 \$1,802.63		\$0.00 \$0.00					VMWARE VMWARE
5	HZFLX10CV2-K	SEL HZ-FLX-10-C)	\$2,473.99	K	31%	\$1,707.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	HZFLX1C HZFLX1C-I	SEL HZ-FLX-1-C) SEL HZ-FLX-1-C)	\$250.00 \$261.25		31% 31%	\$172.50 \$180.26		\$0.00 \$0.00					VMWARE VMWARE
5	HZFLX1C-K	SEL HZ-FLX-1-C)	\$247.40		31%	\$170.71		\$0.00					VMWARE
5	HZFLXAD10C	SEL HZ-FLX-AD10-C)	\$1,500.00		31%	\$1,035.00		\$0.00					VMWARE
5 5	HZFLXAD10C-I HZFLXAD10CV2-K	SEL HZ-FLX-AD10-C) SEL HZ-FLX-AD10-C)	\$1,567.50 \$1,482.98		31% 31%	\$1,081.58 \$1,023.26		\$0.00 \$0.00					VMWARE VMWARE
5	MGP100C	SEL MGP-100-C)	\$15,000.00	K	31%	\$10,350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	MGP100C-I MGP100CV2-K	SEL MGP-100-C) SEL MGP-100-C)	\$15,675.00 \$14,829.76		31% 31%	\$10,815.75 \$10,232.53		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	MGP100CV2-K	SEL MGP-10-C)	\$1,500.00		31%	\$1,035.00		\$0.00					VMWARE
5	MGP10C-I	SEL MGP-10-C)	\$1,567.50	K	31%	\$1,081.58	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	MGP10CV2-K NXADENC100UC	SEL MGP-10-C) SEL NX-ADV-ENTC100-UG-C)	\$1,482.98 \$5,500.00	K K	31% 31%	\$1,023.26 \$3,795.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXADENC100UC-I	SEL NX-ADV-ENTC100-UG-C)	\$6,435.00	K	31%	\$4,440.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	NXADENC100UC-K NXADENTUC	SEL NX-ADV-ENTC100-UG-C) SEL NX-ADV-ENT-UG-C)	\$5,708.93 \$2,750.00		31% 31%	\$3,939.16 \$1,897.50		\$0.00 \$0.00					VMWARE VMWARE
5	NXADENTUC-I	SEL NX-ADV-ENT-UG-C)	\$3,217.50	K	31%	\$2,220.08		\$0.00					VMWARE
5	NXADENTUC-K	SEL NX-ADV-ENT-UG-C)	\$2,856.23	K	31%	\$1,970.80	\$0.00	\$0.00					VMWARE
5 5	NXADVC NXADVC100C	SEL NX-ADV-C) SEL NX-ADVC-100-C)	\$4,495.00 \$9,000.00		31% 31%	\$3,101.55 \$6,210.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXADVC100C-I	SEL NX-ADVC-100-C)	\$10,530.00		31%	\$7,265.70		\$0.00					VMWARE
5	NXADVC100C-K	SEL NX-ADVC-100-C)	\$9,379.20		31%	\$6,471.65		\$0.00					VMWARE
5 5	NXADVC-I NXADVC-K	SEL NX-ADV-C) SEL NX-ADV-C)	\$5,259.15 \$4,668.37	K K	31% 31%	\$3,628.81 \$3,221.18		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXENTC	SEL NX-ENT-C)	\$6,995.00	K	31%	\$4,826.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	NXENTC100C NXENTC100C-I	SEL NX-ENTC-100-C) SEL NX-ENTC-100-C)	\$14,000.00 \$16,380.00		31% 31%	\$9,660.00 \$11,302.20		\$0.00 \$0.00					VMWARE VMWARE
5	NXENTC100C-K	SEL NX-ENTC-100-C)	\$14,546.61	K	31%	\$10,037.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	NXENTC-I	SEL NX-ENT-C) SEL NX-ENT-C)	\$8,184.15	K K	31%	\$5,647.06		\$0.00					VMWARE
5	NXENTC-K NXSTADVUC	SEL NX-STD-ADV-UG-C)	\$7,255.61 \$2,750.00		31% 31%	\$5,006.37 \$1,897.50		\$0.00 \$0.00					VMWARE VMWARE
5	NXSTADVUC-I	SEL NX-STD-ADV-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	NXSTADVUC-K NXSTDC	SEL NX-STD-ADV-UG-C) SEL NX-STD-C)	\$2,856.23 \$1,995.00	K K	31% 31%	\$1,970.80 \$1,376.55		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	NXSTDC-I	SEL NX-STD-C)	\$2,334.15		31%	\$1,610.56		\$0.00				\$0.00	VMWARE
5 5	NXSTDC-K NXSTETUGC	SEL NX-STD-C) SEL NX-STD-ENT-UG-C)	\$2,070.50 \$5,500.00	K K	31% 31%	\$1,428.65 \$3,795.00		\$0.00 \$0.00					VMWARE VMWARE
5	NXSTETUGC-I	SEL NX-STD-ENT-UG-C)	\$6,435.00		31%	\$3,795.00 \$4,440.15		\$0.00					VMWARE
5	NXSTETUGC-K	SEL NX-STD-ENT-UG-C)	\$5,708.93	K	31%	\$3,939.16		\$0.00					VMWARE
5 5	PVAPAHLCC PVAPAHLCC-I	SEL PV-APAH-LIC-C) SEL PV-APAH-LIC-C)	\$1.00 \$1.00		31% 31%	\$0.69 \$0.69		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	PVAPAHLCC-K	SEL PV-APAH-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	PVAPATCLC PVAPATCLC-I	SEL PV-APATC-LIC-C) SEL PV-APATC-LIC-C)	\$1.00 \$1.00		31% 31%	\$0.69 \$0.69		\$0.00 \$0.00					VMWARE VMWARE
5	PVAPATCLC-K	SEL PV-APATC-LIC-C)	\$1.00		31%	\$0.69		\$0.00					VMWARE
5	PVDEVSGC	SEL PV-DEVS-G-SUP-C)	\$2,000.00		31%	\$1,380.00		\$0.00					VMWARE
5 5	PVDEVSGC-I PVDEVSGC-K	SEL PV-DEVS-G-SUP-C) SEL PV-DEVS-G-SUP-C)	\$2,200.00 \$2,292.00		31% 31%	\$1,518.00 \$1,581.48		\$0.00 \$0.00					VMWARE VMWARE
5	PVDEVSLICC	SEL PV-DEVS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	PVDEVSLICC-I PVDEVSLICC-K	SEL PV-DEVS-LIC-C) SEL PV-DEVS-LIC-C)	\$1.00 \$1.00	K K	31% 31%	\$0.69 \$0.69		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	PVRMQOSLC	SEL PV-RBMQOSS-LIC-C)	\$1.00	K	31%	\$0.69	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	PVRMQOSLC-I PVRMQOSLC-K	SEL PV-RBMQOSS-LIC-C) SEL PV-RBMQOSS-LIC-C)	\$1.00 \$1.00		31% 31%	\$0.69 \$0.69		\$0.00 \$0.00					VMWARE VMWARE
5	PV-TCSS-C	SEL PV-TCSS-C)	\$2,500.00		31%	\$1,725.00		\$0.00					VMWARE
5	PV-TCSS-C-I	SEL PV-TCSS-C)	\$2,750.00		31%	\$1,897.50		\$0.00					VMWARE
5 5	PV-TCSS-C-K S6ADED10UC	SEL PV-TCSS-C) SEL ST6-ADEN-D10-UG-C)	\$2,865.00 \$220.00		31% 31%	\$1,976.85 \$151.80		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	S6ADED10UC-I	SEL ST6-ADEN-D10-UG-C)	\$257.40	K	31%	\$177.61	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	S6ADED10UC-K S6AEN100UC	SEL ST6-ADEN-D10-UG-C) SEL ST6-ADEN-D100-UG-C)	\$228.29 \$2,200.00		31% 31%	\$157.52 \$1,518.00		\$0.00 \$0.00					VMWARE VMWARE
5	S6AEN100UC-I	SEL ST6-ADEN-D100-UG-C)	\$2,574.00		31%	\$1,776.06		\$0.00					VMWARE
5	S6AEN100UC-K	SEL ST6-ADEN-D100-UG-C)	\$2,282.86	K	31%	\$1,575.17	\$0.00	\$0.00	\$0.00				VMWARE
5 5	S6SAD100UC S6SAD100UC-I	SEL ST6-STAD-D100-UG-C) SEL ST6-STAD-D100-UG-C)	\$5,500.00 \$6,435.00		31% 31%	\$3,795.00 \$4,440.15		\$0.00 \$0.00			\$0.00 \$0.00		VMWARE VMWARE
5	S6SAD100UC-K	SEL ST6-STAD-D100-UG-C)	\$5,708.93		31%	\$3,939.16	\$0.00	\$0.00					VMWARE
5	S6SEN100UC	SEL ST6-STEN-D100-UG-C)	\$7,700.00	K	31% 31%	\$5,313.00 \$6,316.31		\$0.00	\$0.00		\$0.00		VMWARE
5	S6SEN100UC-I S6SEN100UC-K	SEL ST6-STEN-D100-UG-C) SEL ST6-STEN-D100-UG-C)	\$9,009.00 \$7,963.47	K	31%	\$6,216.21 \$5,494.79	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	S6SEND10UC	SEL ST6-STEN-D10-UG-C)	\$770.00	K	31%	\$531.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	S6SEND10UC-I S6SEND10UC-K	SEL ST6-STEN-D10-UG-C) SEL ST6-STEN-D10-UG-C)	\$900.90 \$796.35		31% 31%	\$621.62 \$549.48		\$0.00 \$0.00					VMWARE VMWARE
5	SPPCREDITC	SEL SPP-CREDIT-C)	\$100.00	K	31%	\$69.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	SPPCREDITC-I SPPCREDITCL1	SEL SPP-CREDIT-C) SEL SPP-CREDIT-C-L1)	\$100.00 \$100.00		31% 31%	\$69.00 \$69.00		\$0.00 \$0.00					VMWARE VMWARE
5	SPPCREDITCL1-I	SEL SPP-CREDIT-C-L1)	\$100.00		31%	\$69.00	\$0.00	\$0.00					VMWARE
5	SPPCREDITCL2	SEL SPP-CREDIT-C-L2)	\$98.00	K	31%	\$67.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	SPPCREDITCL2-I SPPCREDITCL3	SEL SPP-CREDIT-C-L2) SEL SPP-CREDIT-C-L3)	\$98.00 \$97.00		31% 31%	\$67.62 \$66.93		\$0.00 \$0.00					VMWARE VMWARE
5	SPPCREDITCL3-I	SEL SPP-CREDIT-C-L3)	\$97.00	K	31%	\$66.93	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	SPPCREDITCL4 SPPCREDITCL4-I	SEL SPP-CREDIT-C-L4) SEL SPP-CREDIT-C-L4)	\$96.00 \$96.00		31% 31%	\$66.24 \$66.24		\$0.00 \$0.00					VMWARE VMWARE
3	S OILDITOLT	0EE 01 1 01.E511 0 E7)	φ 50 .00	13	3170	φ00.2 4	ψ0.00	\$0.00	ψ0.00	φ0.00	ψ0.00	ψ0.00	*********

March Marc							N	VP LEVEL 1		NVP MAINTENA	NCE AND WAI	RRANTY UPGRADE	NET PRICE		
The content			1		EMC	CATECORY		1	LP MNT						
Company	BA	AND	SKU	DESCRIPTION				NVP LEVEL 1 NET PRICE						RENEWAL	THIRD PARTY PRODUCT PARTNER
Ministry									\$0.00		\$0.00				
Company															
Billion															
Comment															
Part		5	ST6ADD100PRO	SEL ST6-AD-D100-PRO)	\$9,000.00	K	31%	\$6,210.00		\$0.00	\$0.00				
Column															
S. ORIGONOM S. O. ORIGON S. O.			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
Second Control		-													
Company															
1															
1		-													
1			ST6ADENUGC-I	SEL ST6-AD-EN-UG-C)	\$1,930.50		31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S. Michael C.															
1		-	ST6ADPRO-I	SEL ST6-AD-PRO)	\$4,206.74		31%	\$2,902.65		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
STREAM S															
1				SEL ST6-EN-C)											
1				SEL ST6-EN-C)	\$5,708.93					\$0.00	\$0.00				
S. TERRECCION SEET OF DOC 10.000 11.00															
STREAMPORN STR		5	ST6END100C-K	SEL ST6-EN-D100-C)	\$12,493.81	K	31%	\$8,620.73	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
STRENGTON STRE		-													
STREADIC															
STREEDING STRE															
STREADWIND STR															
STREEDFORM STR		5	ST6END10C-K	SEL ST6-EN-D10-C)	\$1,249.38	K	31%	\$862.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
STRENGTOWNOON SECURE SERVICE STRENGTOWNOON STATE STRENGTOWNOON STATE STRENGTOWNOON STATE STRENGTOWNOON STATE STRENGTOWNOON STATE STRENGTOWNOON STATE STATE STRENGTOWNOON STATE STA		-													
STERNERS SELECTION SELEC															
STREEPROX.C. SE. ST. ST. ST. ST. ST. ST. ST. ST. ST. ST															
STREAMSWAND SEL STREAMSWAN															
STRINGENINCE SELFER-20MAP() STRINGENINCE ST		5	ST6RB25VMC	SEL ST6-RB-25VM-C)	\$12,500.00	K	31%	\$8,625.00							
STREAMS STREAMS SELECTION STATE STREAMS STREAMS STREAMS STREAMS STREAMS SELECTION STREAMS STREAMS STREAMS STREAMS SELECTION SELECT															
STRINGENAMEROLAL SECTION SECTI														+	
\$ STRETFANDLY SELETESTAD-PIOLOGY \$ \$40.00 \$ \$0		-													
\$ \$TRESTADDIOLICAL SELSTREATADDIOLICAC) \$ \$TRESTADDIOLICACC) \$ \$TRESTADDIOLICACCC) \$ \$TRESTADDIOLICACCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCCC															
5 STREYADUC SEL STREYADUCC) 31,800.0 K 31% \$1,98.00 S0.00 \$0			ST6STADD10UC-I	SEL ST6-STAD-D10-UG-C)	\$643.50		31%	\$444.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 STRISTADLICAL SELSTISSTADLICAL SELSTIS															
S STRETNUC SEL STR-STENUC SEL STR-STENUC SEL STR-STENUC SC. \$3.88.00 K 31% \$2.27.70 S0.00 \$0.00		5	ST6STADUC-I	SEL ST6-ST-AD-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
S STESTENUC-I SEL STE-STENUC-I SEL STE-STENUC-I SEL STE-STENUC-I SA2428 0 K 311/4 \$2.964.02 \$0.00 \$0.															
5 STRVAMENC SEL STRVAMENC) \$174,470.00 K 31% \$10,329.00 \$0.0		-													
S STEVSAMENCK SEL STEVSAMENC) ST553702 K 31% ST20206 S0.00															
5 STEVSANC SEL STEVSANC) \$ 2,919.15 K 31% \$ 31,721.55 \$ 0.00 \$ 0.															
5 STEVSANC-I SELSTEVSANC) \$2,919.15 K 31% \$2,014.21 \$0.00 \$0															
S STEVSANCK SEL STEVSANPRO SEL S															
STEVSAMPRO- SEL STEVSAMPRO		5	ST6VSANC-K	SEL ST6-VSAN-C)	\$2,594.32	K	31%	\$1,790.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
STEVSAMPPOK SEL STEVSAMPOK SEL STEVSAMPOK SEL STEVSAMSAMUGC SEL STEVSAMSAMMGC SEL STEVSAMMGC SEL STEVSAMSAMMGC SEL STEVSAMSAMMGC SEL STEVSAMSAMMGC															
5 STEVSAVSANUGC.1 SELSTE-VSA-VSAN-UGC.2 SELSTE-VSA-VSAN-UGC.2 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSA-VSAN-UGC.3 SELSTE-VSDT-100C.4 SEL															
5 ST6VSAVSANUGC-K SEL ST6-VSAVSANUG-C) \$11927.51 K 31% \$8229.88 \$0.00 \$0															
5 STEVSDT100C SEL STE-VSDT100C) \$5.00.00 K 31% \$3.450.00 \$0.															
5 STEVSDT100PC SELST6-VSDT100-PRO) 5 STEVSDT100PRO SELST6-VSDT100-PRO) 5 STEVSDT100PRO SELST6-VSDT100-PRO) 5 STEVSDT100PRO-L SELST6-VSDT100-PRO) 5 STEVSDT100PRO SELST6-VSDT100-PRO) 5 STEVSDT100PRO-L SELST6-VSDT100-PRO) 5 STEVSDT100PRO-L SELST6-VSDT10-PRO) 5 STEVSDT100PRO L SELST6-VSDT10-PRO) 5 S				SEL ST6-VSDT100-C)				\$3,450.00					\$0.00	+	
5 STGVSDT100PRO SEL STG-VSDT100-PRO) \$4,500.00 K 31% \$3,105.00 \$0.00 \$															
5 ST6VSDT100PRO-K SEL ST6-VSDT10-C)		5													
\$ 5 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$															
5 ST6VSDT10PCV SEL ST6-VSDT10-PRO) \$10.00 \$10.00 \$10.00 \$0.0		5				K									
\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$															
5 ST6VSDT10PRO-I SEL ST6-VSDT10-PRO)															
5 THIN510PRC SEL THIN5-10PR-C) 5 THIN5-STE-C SEL THIN5-10PR-C) 6 THIN5-STE-C SEL THIN5-10PR-C) 7 THIN5-STE-C SEL THIN5-STE-C) 8 SEL THIN5-STE-C SEL THIN5-STE-C) 8 SEL THIN5-STE-C SEL THIN5-STE-C) 8 SEL THIN5-STE-C SEL THIN5-STE-C SEL THIN5-STE-C) 8 SEL THIN5-STE-C SEL THIN5		5	ST6VSDT10PRO-I	SEL ST6-VSDT10-PRO)	\$526.50	K	31%	\$363.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 THIN5100PKC-I SEL THIN5-100PK-C) \$1,878.5.0 K 31% \$1,370.0 \$0.00															
5 THIN5-STE-C SEL THIN5-STE-C) \$5,000.00 K 31% \$3,450.00 \$0.			THIN5100PKC-I	SEL THIN5-100PK-C)	\$1,985.50	K	31%	\$1,370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 THIN5-STE-C-I SEL THIN5-STE-C) \$5.225.0 K 31% \$3.605.25 \$0.00 \$0															
5 THINSTECV2-K SEL THINS-STE-C) \$4,951.51 K 31% \$3,416.54 \$0.00 \$0															
5 UEMCCU100C-I SEL UEM-CCU-100-C) \$5,500.00 K 31% \$3,795.00 \$0.00		5	THIN5STECV2-K	SEL THIN5-STE-C)	\$4,951.51	K	31%	\$3,416.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 UEMCCU100C-K SEL UEM-CCU-100-C) \$5,001.06 K 31% \$3,450.73 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 WWARE															
5 UEMCCU10C SEL UEM-CCU-10-C) \$500.00 K 31% \$345.00 \$0						K	31%			\$0.00	\$0.00				
		5	UEMCCU10C	SEL UEM-CCU-10-C)	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					N	IVP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
BAND	sku	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5 5	UEMCCU10C-I UEMCCU10C-K	SEL UEM-CCU-10-C) SEL UEM-CCU-10-C)	\$550.00 \$500.11	K K	31% 31%	\$379.50 \$345.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMNU100C	SEL UEM-NU-100-C)	\$3,000.00	K	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMNU100C-I	SEL UEM-NU-100-C)	\$3,300.00	K	31%	\$2,277.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	UEMNU100C-K UEMNU10C	SEL UEM-NU-100-C) SEL UEM-NU-10-C)	\$2,997.81 \$300.00	K K	31% 31%	\$2,068.49 \$207.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	UEMNU10C-I	SEL UEM-NU-10-C)	\$330.00	K	31%	\$207.00 \$227.70	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	UEMNU10C-K	SEL UEM-NU-10-C)	\$299.78	K	31%	\$206.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6EEPLAUGC V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C) SEL VS6-ES-EPL-AK-UG-C)	\$22,750.00 \$26,617.50	K K	31% 31%	\$15,697.50 \$18,366.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6EEPLAUGC-I	SEL VS6-ES-EPL-AK-UG-C) SEL VS6-ES-EPL-AK-UG-C)	\$24,739.86	K	31%	\$17,070.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ENEPLUPO	SEL VS6-ENT-EPL-UG-PRO)	\$340.00	K	31%	\$234.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ENEPLUPO-I	SEL VS6-ENT-EPL-UG-PRO)	\$397.80	K K	31%	\$274.48		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6ENEPLUPO-K V6ENOEPLUC	SEL VS6-ENT-EPL-UG-PRO) SEL VS6-ENT-OEPL-UG-C)	\$369.86 \$1,675.00	K K	31% 31%	\$255.20 \$1,155.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6ENOEPLUC-I	SEL VS6-ENT-OEPL-UG-C)	\$1,959.75	K	31%	\$1,352.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ENOEPLUC-K	SEL VS6-ENT-OEPL-UG-C) SEL VS6-ENT-EPL-UG-C)	\$1,737.81	K K	31% 31%	\$1,199.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6ENTEPLUC V6ENTEPLUC-I	SEL VS6-ENT-EPL-UG-C) SEL VS6-ENT-EPL-UG-C)	\$682.00 \$797.94	K	31%	\$470.58 \$550.58	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6ENTEPLUC-K	SEL VS6-ENT-EPL-UG-C)	\$739.72	K	31%	\$510.41	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6EOEPUPRV2	SEL VS6-EN-OEPL-UG-PRO)	\$837.50	K	31%	\$577.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6EOEPUPRV2-I V6EOEPUPRV2-K	SEL VS6-EN-OEPL-UG-PRO) SEL VS6-EN-OEPL-UG-PRO)	\$979.88 \$867.13	K K	31% 31%	\$676.12 \$598.32	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6EPLOELUC	SEL VS6-EPL-OEPL-UG-C)	\$990.00	K	31%	\$683.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6EPLOELUC-I	SEL VS6-EPL-OEPL-UG-C)	\$1,158.30	K	31% 31%	\$799.23	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6EPLOELUC-K V6EPOPLAKUC	SEL VS6-EPL-0EPL-UG-C) SEL VS6-ESP-0EPL-AK-UG-C)	\$1,029.94 \$22,550.00	K K	31%	\$710.66 \$15,559.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6EPOPLAKUC-I	SEL VS6-ESP-OEPL-AK-UG-C)	\$26,383.50	K	31%	\$18,204.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6EPOPLAKUC-K	SEL VS6-ESP-OEPL-AK-UG-C)	\$23,394.92	K	31%	\$16,142.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6EPSTDAUGC V6EPSTDAUGC-I	SEL VS6-ESP-STD-AK-UG-C) SEL VS6-ESP-STD-AK-UG-C)	\$7,150.00 \$8,365.50	K K	31% 31%	\$4,933.50 \$5,772.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6EPSTDAUGC-K	SEL VS6-ESP-STD-AK-UG-C)	\$7,751.11	K	31%	\$5,348.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ESEPLAKUC	SEL VS6-ES-OEPL-AK-UG-C)	\$24,750.00	K	31%	\$17,077.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6ESEPLAKUC-I V6ESEPLAKUC-K	SEL VS6-ES-OEPL-AK-UG-C) SEL VS6-ES-OEPL-AK-UG-C)	\$28,957.50 \$25,730.87	K K	31% 31%	\$19,980.68 \$17,754.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6ESPELAUGC	SEL VS6-ESP-EPL-AK-UG-C)	\$20,350.00	ĸ	31%	\$14,041.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ESPELAUGC-I	SEL VS6-ESP-EPL-AK-UG-C)	\$23,809.50	K	31%	\$16,428.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6ESPELAUGC-K V6ESTDKUC	SEL VS6-ESP-EPL-AK-UG-C) SEL VS6-ES-STD-AK-UG-C)	\$22,120.76 \$10,750.00	K K	31% 31%	\$15,263.32 \$7,417,50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6ESTDKUC-I	SEL VS6-ES-STD-AK-UG-C)	\$12,577.50	ĸ	31%	\$8,678.48	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6ESTDKUC-K	SEL VS6-ES-STD-AK-UG-C)	\$11,715.16	K	31%	\$8,083.46	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6HPOELUC-I	SEL VS6-HYP-OEPL-UG-C) SEL VS6-HYP-OEPL-UG-C)	\$4,395.00 \$5,142.15	K K	31% 31%	\$3,032.55 \$3,548.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6HPOELUC-K	SEL VS6-HYP-OEPL-UG-C)	\$4,562.19	ĸ	31%	\$3,147.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6HPSTUGC	SEL VS6-HYP-STD-UG-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6HPSTUGC-I V6HPSTUGC-K	SEL VS6-HYP-STD-UG-C) SEL VS6-HYP-STD-UG-C)	\$1,164.15 \$1,079.49	K K	31% 31%	\$803.26 \$744.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6HYEPLUC	SEL VS6-HYP-EPL-UG-C)	\$3,495.00	ĸ	31%	\$2,411.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6HYEPLUC-I	SEL VS6-HYP-EPL-UG-C)	\$4,089.15	K	31%	\$2,821.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6HYEPLUC-K V6OENOELUC	SEL VS6-HYP-EPL-UG-C) SEL VS6-OENT-OEPL-UG-C)	\$3,804.77 \$850.00	K K	31% 31%	\$2,625.29 \$586.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V60ENOELUC-I	SEL VS6-OENT-OEPL-UG-C)	\$994.50	K	31%	\$686.21	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V60ENOELUC-K	SEL VS6-OENT-OEPL-UG-C)	\$881.29	K	31%	\$608.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V6OENOELUPO V6OENOELUPO-I	SEL VS6-OENT-OEPL-UG-PRO) SEL VS6-OENT-OEPL-UG-PRO)	\$423.50 \$495.50	K K	31% 31%	\$292.22 \$341.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V60ENOELUPO-K	SEL VS6-OENT-OEPL-UG-PRO)	\$439.94	K	31%	\$303.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6RBSAD25UC V6RBSAD25UC-I	SEL VS6-RBSTD-ADV25-UG-C)	\$1,650.00	K	31%	\$1,138.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6RBSAD25UC-K	SEL VS6-RBSTD-ADV25-UG-C) SEL VS6-RBSTD-ADV25-UG-C)	\$1,930.50 \$1,794.44	K K	31% 31%	\$1,332.05 \$1,238.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6STDEPUGC	SEL VS6-STD-OEPL-UG-C)	\$3,740.00	K	31%	\$2,580.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6STDEPUGC-I V6STDEPUGC-K	SEL VS6-STD-OEPL-UG-C) SEL VS6-STD-OEPL-UG-C)	\$4,375.80 \$3,882.64	K K	31% 31%	\$3,019.30 \$2,679.02	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V6STEPLUC	SEL VS6-STD-OEPL-UG-C)	\$2,750.00	K	31%	\$1,897.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V6STEPLUC-I	SEL VS6-STD-EPL-UG-C)	\$3,217.50	K	31%	\$2,220.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V6STEPLUC-K V7ADENUC	SEL VS6-STD-EPL-UG-C) SEL VR7-ADV-ENT-UG-C)	\$2,990.73 \$1,650.00	K K	31% 31%	\$2,063.60 \$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	V7ADENUC-I	SEL VR7-ADV-ENT-UG-C)	\$1,930.50	K	31%	\$1,332.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7ADENUC-K	SEL VR7-ADV-ENT-UG-C)	\$1,716.57	K	31%	\$1,184.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7ATA25CV2-K V7ATATEUCV2-K	SEL VR7-ATAD25-C) SEL VR7-ATAD-ATEN-UG-C)	\$7,114.04 \$5,708.93	K K	31% 31%	\$4,908.69 \$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	V7ATE25CV2-K	SEL VR7-ATAD-ATEN-00-C)	\$12,352.23	K	31%	\$8,523.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7BCCAVUC	SEL VR7-BCLC-ADV-UG-C)	\$3,570.00	K	31%	\$2,463.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7BCCAVUC-I V7BCCAVUC-K	SEL VR7-BCLC-ADV-UG-C) SEL VR7-BCLC-ADV-UG-C)	\$4,176.90 \$3,705.67	K K	31% 31%	\$2,882.06 \$2,556.91	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7BCCETUC	SEL VR7-BCLC-ADV-0G-C) SEL VR7-BCLC-ENT-UG-C)	\$5,220.00	K	31%	\$3,601.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7BCCETUC-I	SEL VR7-BCLC-ENT-UG-C)	\$6,107.40	K	31%	\$4,214.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V7BCCETUC-K V7LI3ADVUC	SEL VR7-BCLC-ENT-UG-C) SEL VR7-LIS3O-ADV-UG-C)	\$5,418.70 \$1,370.00	K K	31% 31%	\$3,738.90 \$945.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7LI3ADVUC-I	SEL VR7-LIS3O-ADV-UG-C)	\$1,602.90	K	31%	\$1,106.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7LI3ADVUC-K	SEL VR7-LIS3O-ADV-UG-C)	\$1,426.35	K	31%	\$984.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V7LI3CAVUC V7LI3CAVUC-I	SEL VR7-LIS3C-ADV-UG-C) SEL VR7-LIS3C-ADV-UG-C)	\$5,220.00 \$6,107.40	K K	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	V7LI3CAVUC-K	SEL VR7-LIS3C-ADV-UG-C)	\$5,418.70	K	31%	\$3,738.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	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 5	V7LI3CENUC-I V7LI3CENUC-K	SEL VR7-LIS3C-ENT-UG-C) SEL VR7-LIS3C-ENT-UG-C)	\$8,037.90 \$7,114.04	K K	31% 31%	\$5,546.15 \$4,908.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7LI3CENUC-K V7LI3CSDUC	SEL VR7-LIS3C-EN1-0G-C) SEL VR7-LIS3C-STD-UG-C)	\$2,470.00	K	31%	\$1,704.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7LI3CSDUC-I	SEL VR7-LIS3C-STD-UG-C)	\$2,889.90	K	31%	\$1,994.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7LI3CSDUC-K	SEL VR7-LIS3C-STD-UG-C)	\$2,566.01	K	31%	\$1,770.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

			I		N	VP LEVEL 1		NVP MAINTENA	NCE AND WA	RRANTY UPGRADE	NET PRICE		
	1	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
5	V7LS3ONTUC	SEL VR7-LIS3O-ENT-UG-C)	\$3,020.00	K	31%	\$2,083.80	(PREMIUM) \$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		VMWARE
5 5	V7LS3ONTUC-I V7LS3ONTUC-K	SEL VR7-LIS3O-ENT-UG-C) SEL VR7-LIS3O-ENT-UG-C)	\$3,533.40 \$3,139.38	K K	31% 31%	\$2,438.05 \$2,166.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OISADUC	SEL VR7-OIST-ADV-UG-C)	\$4,670.00	K	31%	\$3,222.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7OISADUC-I V7OISADUC-K	SEL VR7-OIST-ADV-UG-C) SEL VR7-OIST-ADV-UG-C)	\$5,463.90 \$4,852.41	K K	31% 31%	\$3,770.09 \$3,348.16	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OISENUC	SEL VR7-OIST-ADV-0G-C)	\$6,320.00	K	31%	\$4,360.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OISENUC-I	SEL VR7-OIST-ENT-UG-C)	\$7,394.40	K	31%	\$5,102.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7OISENUC-K V7OISSDUC	SEL VR7-OIST-ENT-UG-C) SEL VR7-OIST-STD-UG-C)	\$6,565.44 \$1,920.00	K K	31% 31%	\$4,530.15 \$1,324.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OISSDUC-I	SEL VR7-OIST-STD-UG-C)	\$2,246.40	K	31%	\$1,550.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V7OISSDUC-K V7OSTCADUC	SEL VR7-OIST-STD-UG-C) SEL VR7-OSTDC-ADV-UG-C)	\$1,992.64 \$6,045.00	K K	31% 31%	\$1,374.92 \$4,171.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTCADUC-I	SEL VR7-OSTDC-ADV-UG-C)	\$7,072.65	K	31%	\$4,171.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	V7OSTCADUC-K	SEL VR7-OSTDC-ADV-UG-C)	\$6,275.22	K	31%	\$4,329.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7OSTCENUC V7OSTCENUC-I	SEL VR7-OSTDC-ENT-UG-C) SEL VR7-OSTDC-ENT-UG-C)	\$6,995.00 \$8,184.15	K K	31% 31%	\$4,826.55 \$5,647.06	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTCENUC-K	SEL VR7-OSTDC-ENT-UG-C)	\$7,255.61	K	31%	\$5,006.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V7OSTCSTUC V7OSTCSTUC-I	SEL VR7-OSTDC-STD-UG-C) SEL VR7-OSTDC-STD-UG-C)	\$3,295.00 \$3,855.15	K K	31% 31%	\$2,273.55 \$2,660.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTCSTUC-K	SEL VR7-OSTDC-STD-UG-C)	\$3,422.52	ĸ	31%	\$2,361.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTOADUC	SEL VR7-OSTDO-ADV-UG-C)	\$3,435.00	K	31%	\$2,370.15	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7OSTOADUC-I V7OSTOADUC-K	SEL VR7-OSTDO-ADV-UG-C) SEL VR7-OSTDO-ADV-UG-C)	\$4,018.95 \$3,564.10	K K	31% 31%	\$2,773.08 \$2,459.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTOETUC	SEL VR7-OSTDO-ENT-UG-C)	\$5,085.00	K	31%	\$3,508.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	V7OSTOETUC-I V7OSTOETUC-K	SEL VR7-OSTDO-ENT-UG-C) SEL VR7-OSTDO-ENT-UG-C)	\$5,949.45 \$5,284.21	K K	31% 31%	\$4,105.12 \$3,646.10	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7OSTOETUC-K	SEL VR7-OSTDO-ENT-OG-C)	\$685.00	K	31%	\$472.65	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	V7OSTOSTUC-I	SEL VR7-OSTDO-STD-UG-C)	\$801.45	K	31%	\$553.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	V7OSTOSTUC-K V7STENUC	SEL VR7-OSTDO-STD-UG-C) SEL VR7-STD-ENT-UG-C)	\$711.40 \$4.400.00	K K	31% 31%	\$490.87 \$3,036.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	V7STENUC-I	SEL VR7-STD-ENT-UG-C)	\$5,148.00	ĸ	31%	\$3,552.12	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	V7STENUC-K	SEL VR7-STD-ENT-UG-C)	\$4,569.26	K	31%	\$3,152.79	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VAWTPLDEVC VAWTPLDEVC-K	SEL V-AWT-PL-DEV-C) SEL V-AWT-PL-DEV-C)	\$20.00 \$17.24	K K	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	VC56STD25C VC56STD25C-I	SEL VC56-STD25-C) SEL VC56-STD25-C)	\$3,125.00 \$3,438.00	K K	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 VC56STD25C-K	SEL VC56-STD25-C) SEL VC56-STD25-C)	\$4,190.00	K	31%	\$2,891.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	VC-CMW-C	SEL VC-CMW-C)	\$40.00	K	31%	\$27.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VC-CMW-C-I VC-CMW-C-K	SEL VC-CMW-C) SEL VC-CMS-3P-SSS-C)	\$44.00 \$32.74	K K	31% 31%	\$30.36 \$22.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCEPICC	SEL VC-EPIC-C)	\$60,000.00	K	31%	\$41,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCEPICC-I VCEPICC-K	SEL VC-EPIC-C) SEL VC-EPIC-C)	\$70,200.00 \$62,327.46	K K	31% 31%	\$48,438.00 \$43,005.95	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNDC	SEL VCS6-FND-C)	\$1,495.00	K	31%	\$1,031.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		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		VMWARE
5 5	VCS6FNDC-K VCS6FNSTUCV2	SEL VCS6-FND-C) SEL VCS6-FND-STD-UG-C)	\$1,624.55 \$4,950.00	K K	31% 31%	\$1,120.94 \$3,415.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6FNSTUCV2-I	SEL VCS6-FND-STD-UG-C)	\$5,791.50	ĸ	31%	\$3,996.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCS6FNSTUCV2-K VCS6STDC-I	SEL VCS6-FND-STD-UG-C) SEL VCS6-STD-C)	\$5,390.39 \$7,014.15	K K	31% 31%	\$3,719.37 \$4,839.76	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCS6STDC-I VCS6STDCV2	SEL VCS6-STD-C) SEL VCS6-STD-C)	\$7,014.15	K K	31%	\$4,839.76 \$4,136.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	VCS6STDCV2-K	SEL VCS6-STD-C)	\$6,522.97	K	31%	\$4,500.85	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM625EC VCSRM625EC-I	SEL VC-SRM6-25E-C) SEL VC-SRM6-25E-C)	\$12,375.00 \$14,478.75	K K	31% 31%	\$8,538.75 \$9,990.34	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625EC-K	SEL VC-SRM6-25E-C)	\$12,847.74	ĸ	31%	\$8,864.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VCSRM625EUGC	SEL VC-SRM6-25E-UG-C)	\$8,250.00	K	31%	\$5,692.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VCSRM625EUGC-I VCSRM625EUGC-K	SEL VC-SRM6-25E-UG-C) SEL VC-SRM6-25E-UG-C)	\$9,652.50 \$8,600.55	K K	31% 31%	\$6,660.23 \$5,934.38	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VCSRM625SC	SEL VC-SRM6-25S-C)	\$4,875.00	K	31%	\$3,363.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VCSRM625SC-I VCSRM625SC-K	SEL VC-SRM6-25S-C) SEL VC-SRM6-25S-C)	\$5,703.75 \$5,064.77	K K	31% 31%	\$3,935.59 \$3,494.69	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VFADPR25GSC	SEL VF-ADPRV25-G-SSS-C)	\$1,315.00	K	31%	\$907.35	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFADPR25GSC-I	SEL VF-ADPRV25-G-SSS-C)	\$1,447.00	K	31%	\$998.43	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VFADPR25GSC-K VFADPR25PSC	SEL VF-ADPRV25-G-SSS-C) SEL VF-ADPRV25-P-SSS-C)	\$1,507.00 \$1,565.00	K K	31% 31%	\$1,039.83 \$1,079.85	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VFADPR25PSC-I	SEL VF-ADPRV25-P-SSS-C)	\$1,722.00	K	31%	\$1,188.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VFADPR25PSC-K VFADRA25PSC	SEL VF-ADPRV25-P-SSS-C) SEL VF-ADRAU25-P-SSS-C)	\$1,793.00 \$2,345.00	K K	31% 31%	\$1,237.17 \$1,618.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE 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		VMWARE
5	VFADRA25PSC-K	SEL VF-ADRAU25-P-SSS-C)	\$2,687.00	K	31%	\$1,854.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VFADRAU25GS VFADRAU25GS-I	SEL VF-ADRAU25-G-SSS-C) SEL VF-ADRAU25-G-SSS-C)	\$1,970.00 \$2,167.00	K	31% 31%	\$1,359.30 \$1,495.23	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VFADRAU25GS-K	SEL VF-ADRAU25-G-SSS-C)	\$2,257.00	ĸ	31%	\$1,557.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VFD225VCV2-K	SEL VF-DD2-25VM-C) SEL VF-DD2-25VM-C)	\$19,501.66	K K	31% 31%	\$13,456.15	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5 5	VFDD225VMC-I VFDEVLICC	SEL VF-DD2-25VM-C) SEL VF-DEV-LIC-C)	\$21,937.50 \$1.00	K K	31% 31%	\$15,136.88 \$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	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 VFHYPM5CV2-K	SEL VF-HYPM5-C) SEL VF-HYPM5-C)	\$421.20 \$374.11	K K	31% 31%	\$290.63 \$258.14	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMALSDAWCV2-I	SEL V-MAM-PL-SD-AW-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMALSDCV2-I	SEL V-MAM-PL-SD-C)	\$25.00	K	31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VMAMPLSDAWC VMAMPLSDAWC-K	SEL V-MAM-PL-SD-AW-C) SEL V-MAM-PL-SD-AW-C)	\$10.00 \$8.60	K K	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	K	31%	\$17.25	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMAMPLSDC-K VMAWPLLDC	SEL V-MAM-PL-SD-C) SEL V-MAW-PLL-D-C)	\$21.55 \$10.00	K K	31% 31%	\$14.87 \$6.90	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMAWPLLDC-I	SEL V-MAW-PLL-D-C) SEL V-MAW-PLL-D-C)	\$10.00	K	31%	\$6.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
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	1	1				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	VMAWPLLDC-K	SEL V-MAW-PLL-D-C)	\$8.60	K	31%	\$5.93	\$0.00	\$0.00	(BASIC) \$0.00	\$0.00	\$0.00		VMWARE
5 5	VMBLAWBCV2-I VMBMOPLDGC	SEL V-MBM-PL-AWB-C) SEL V-MBM-OPL-D-G-C)	\$20.00 \$12.00	K K	31% 31%	\$13.80 \$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	VMBMOPLDGC-I	SEL V-MBM-OPL-D-G-C)	\$12.00	K	31%	\$8.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMBMOPLDGC-K	SEL V-MBM-OPL-D-G-C)	\$10.30	K	31%	\$7.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMBMOPLDPC VMBMOPLDPC-I	SEL V-MBM-OPL-D-P-C) SEL V-MBM-OPL-D-P-C)	\$13.00 \$13.00	K K	31% 31%	\$8.97 \$8.97	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMBMOPLDPC-K	SEL V-MBM-OPL-D-P-C)	\$11.22	K	31%	\$7.74		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMBMPLAWBC	SEL V-MBM-PL-AWB-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VMBMPLAWBC-K VMBMPLLDC	SEL V-MBM-PL-AWB-C) SEL V-MBM-PLL-D-C)	\$17.24 \$20.00	K K	31% 31%	\$11.90 \$13.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMBMPLLDC-I	SEL V-MBM-PLL-D-C)	\$20.00	ĸ	31%	\$13.80		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMBMPLLDC-K	SEL V-MBM-PLL-D-C)	\$17.24	K	31%	\$11.90		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VMBSDCL1YCV2-I VMBSDCLDE1YC	SEL V-MBSBDCL-DEV1Y-C) SEL V-MBSBDCL-DEV1Y-C)	\$36.00 \$36.00	K K	31% 31%	\$24.84 \$24.84	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMBSDCLDE1YC-K	SEL V-MBSBDCL-DEV1Y-C)	\$30.97	K	31%	\$21.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSBSCL1YCV2 VMSBSCL1YCV2-I	SEL V-MASBSCL-DEVIY-C)	\$6.00	K K	31% 31%	\$4.14 \$4.14		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMSBSCL1YCV2-I	SEL V-MASBSCL-DEV1Y-C) SEL V-MASBSCL-DEV1Y-C)	\$6.00 \$5.17	K	31%	\$4.14 \$3.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMSDCL1YCV2	SEL V-MASBDCL-DEV1Y-C)	\$6.00	K	31%	\$4.14		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSDCL1YCV2-I VMSDCL1YCV2-K	SEL V-MASBDCL-DEV1Y-C) SEL V-MASBDCL-DEV1Y-C)	\$6.00 \$5.17	K K	31% 31%	\$4.14 \$3.57	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VMSSCL1YCV2-K	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VMSSCLDE1YC	SEL V-MBSBSCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VMSSCLDE1YC-K VOMSOPLD2GC	SEL V-MBSBSCL-DEV1Y-C) SEL V-OMS-OPL-D-2G-C)	\$20.63 \$93.00	K K	31% 31%	\$14.23 \$64.17	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSOPLD2GC-I	SEL V-OMS-OPL-D-2G-C)	\$93.00	K	31%	\$64.17	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLD2GC-K	SEL V-OMS-OPL-D-2G-C)	\$80.34	K	31%	\$55.43		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLD2PC VOMSOPLD2PC-I	SEL V-OMS-OPL-D-2P-C) SEL V-OMS-OPL-D-2P-C)	\$98.00 \$98.00	K K	31% 31%	\$67.62 \$67.62	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSOPLD2PC-K	SEL V-OMS-OPL-D-2P-C)	\$84.59	ĸ	31%	\$58.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLD3GC	SEL V-OMS-OPL-D-3G-C)	\$130.00	K	31%	\$89.70		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLD3GC-I VOMSOPLD3GC-K	SEL V-OMS-OPL-D-3G-C) SEL V-OMS-OPL-D-3G-C)	\$130.00 \$112.20	K K	31% 31%	\$89.70 \$77.42	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSOPLD3PC	SEL V-OMS-OPL-D-3P-C)	\$138.00	K	31%	\$95.22	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VOMSOPLD3PC-I	SEL V-OMS-OPL-D-3P-C)	\$138.00	K	31%	\$95.22		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLD3PC-K VOMSOPLDGC	SEL V-OMS-OPL-D-3P-C) SEL V-OMS-OPL-D-G-C)	\$118.57 \$49.00	K K	31% 31%	\$81.81 \$33.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSOPLDGC-I	SEL V-OMS-OPL-D-G-C)	\$49.00	K	31%	\$33.81	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLDGC-K	SEL V-OMS-OPL-D-G-C)	\$42.22	K	31%	\$29.13		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSOPLDPC VOMSOPLDPC-I	SEL V-OMS-OPL-D-P-C) SEL V-OMS-OPL-D-P-C)	\$52.00 \$52.00	K K	31% 31%	\$35.88 \$35.88	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSOPLDPC-K	SEL V-OMS-OPL-D-P-C)	\$44.77	K	31%	\$30.89	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VOMSPLDEVC VOMSPLDEVC-K	SEL V-OMS-PL-DEV-C) SEL V-OMS-PL-DEV-C)	\$70.00 \$60.27	K K	31% 31%	\$48.30 \$41.59	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSPLLDC	SEL V-OMS-PLL-D-C)	\$70.00	K	31%	\$48.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSPLLDC-I	SEL V-OMS-PLL-D-C)	\$70.00	K	31%	\$48.30		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VOMSPLLDC-K VOMSPLLUC	SEL V-OMS-PLL-D-C) SEL V-OMS-PLL-U-C)	\$60.27 \$140.00	K K	31% 31%	\$41.59 \$96.60	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VOMSPLLUC-I	SEL V-OMS-PLL-U-C)	\$140.00	ĸ	31%	\$96.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VOMSPLLUC-K	SEL V-OMS-PLL-U-C)	\$120.69	K K	31% 31%	\$83.28 \$48.30	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VOMSPLVCV2-I VPSAWTCV2-I	SEL V-OMS-PL-DEV-C) SEL V-PS-AWT-SP-C)	\$70.00 \$500.00	K	31%	\$48.30 \$345.00		\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VPSAWTSPC	SEL V-PS-AWT-SP-C)	\$500.00	K	31%	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VPSAWTSPC-K VPSMCCSP	SEL V-PS-AWT-SP-C) SEL V-PS-MCC-SP)	\$430.74 \$1,750.00	K K	31% 31%	\$297.21 \$1,207.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VPSMCCSP-I	SEL V-PS-MCC-SP)	\$1,750.00	K	31%	\$1,207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VPSMCCSP-K	SEL V-PS-MCC-SP)	\$1,504.21	K	31%	\$1,037.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR6VU100C VR6VU100C-I	SEL VR6-VU100-C) SEL VR6-VU100-C)	\$7,500.00 \$8,775.00	K K	31% 31%	\$5,175.00 \$6,054.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR6VU100C-K	SEL VR6-VU100-C)	\$7,821.90	ĸ	31%	\$5,397.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6VU10C	SEL VR6-VU10-C)	\$750.00	K	31%	\$517.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR6VU10C-I VR6VU10C-K	SEL VR6-VU10-C) SEL VR6-VU10-C)	\$877.50 \$782.19	K K	31% 31%	\$605.48 \$539.71	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7AADVENTUGC	SEL VR7-AADV-ENT-UG-C)	\$960.00	ĸ	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7AADVENTUGC-I	SEL VR7-AADV-ENT-UG-C)	\$1,123.20	K	31%	\$775.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7AADVENTUGC-K VR7ADVC	SEL VR7-AADV-ENT-UG-C) SEL VR7-ADV-C)	\$994.55 \$6,245.00	K K	31% 31%	\$686.24 \$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	\$0.00	VMWARE
5	VR7ADVC-K VR7ATAD25CV2	SEL VR7-ADV-C) SEL VR7-ATAD25-C)	\$6,487.58 \$6,875.00	K K	31% 31%	\$4,476.43 \$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	VR7ATAD25CV2-I	SEL VR7-ATAD25-C)	\$8,043.75	K	31%	\$5,550.19	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7ATATENUCV2	SEL VR7-ATAD-ATEN-UG-C)	\$5,500.00	K	31%	\$3,795.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7ATATENUCV2-I VR7ATEN25CV2	SEL VR7-ATAD-ATEN-UG-C) SEL VR7-ATEN25-C)	\$6,435.00 \$11,875.00	K K	31% 31%	\$4,440.15 \$8,193.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$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	VR7AUTDT25C	SEL VR7-AUTDT25-C)	\$3,325.00	K	31%	\$2,294.25		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5 5	VR7AUTDT25C-I VR7AUTDT25C-K	SEL VR7-AUTDT25-C) SEL VR7-AUTDT25-C)	\$3,890.25 \$3,450.84	K K	31% 31%	\$2,684.27 \$2,381.08	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7BCLOADVUGC	SEL VR7-BCLO-ADV-UG-C)	\$1,370.00	ĸ	31%	\$945.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7BCLOADVUGC-I	SEL VR7-BCLO-ADV-UG-C)	\$1,602.90	K	31%	\$1,106.00		\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7BCLOADVUGC-K VR7BCLOENTUGC	SEL VR7-BCLO-ADV-UG-C) SEL VR7-BCLO-ENT-UG-C)	\$1,426.35 \$3,020.00	K K	31% 31%	\$984.18 \$2,083.80	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7BCLOENTUGC-I	SEL VR7-BCLO-ENT-UG-C)	\$3,533.40	K	31%	\$2,438.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7BCLOENTUGC-K VR7ENTC	SEL VR7-BCLO-ENT-UG-C) SEL VR7-ENT-C)	\$3,139.38 \$7,745.00	K K	31% 31%	\$2,166.17 \$5,344.05	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VR7ENTC-I	SEL VR7-ENT-C) SEL VR7-ENT-C)	\$7,745.00	K	31%	\$5,344.05 \$6,252.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE VMWARE
5	VR7ENTC-K	SEL VR7-ENT-C)	\$8,034.26	K	31%	\$5,543.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VR7OADVENTUGC	SEL VR7-OADV-ENT-UG-C)	\$960.00	K	31%	\$662.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

			l		N	IVP LEVEL 1	NVP MAINTENANCE AND WARRANTY UPGRADE NET PRICE						
BAND	SKU	DESCRIPTION	EMC LIST PRICE USD	CATEGORY CODE	NVP LEVEL 1 DISCOUNT %	NVP LEVEL 1 NET PRICE	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	RENEWAL	THIRD PARTY PRODUCT PARTNER
5	VR7OADVENTUGC-I	SEL VR7-OADV-ENT-UG-C)	\$1,123.20	K	31%	\$775.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VR7OADVENTUGC-K VR7STDADVUGC	SEL VR7-OADV-ENT-UG-C) SEL VR7-STD-ADV-UG-C)	\$994.55 \$2,750.00	K K	31% 31%	\$686.24 \$1,897.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VR7STDADVUGC-I	SEL VR7-STD-ADV-UG-C)	\$3,217.50	ĸ	31%	\$2,220.08	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	VR7STDADVUGC-K	SEL VR7-STD-ADV-UG-C)	\$2,856.23	K	31%	\$1,970.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VR7STDC	SEL VR7-STD-C)	\$3,745.00	K	31%	\$2,584.05	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VR7STDC-I VR7STDC-K	SEL VR7-STD-C) SEL VR7-STD-C)	\$4,381.65 \$3,889.71	K 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		VMWARE VMWARE
5	VRBCLADVCC	SEL VR-BCLADVC-C)	\$3,000.00	ĸ	31%	\$2,070.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VRBCLADVCC-I	SEL VR-BCLADVC-C)	\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRBCLADVCC-K	SEL VR-BCLADVC-C)	\$3,118.14	K	31%	\$2,151.52	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VRBCLADVO25C VRBCLADVO25C-I	SEL VR-BCLADVO-25-C) SEL VR-BCLADVO-25-C)	\$5,000.00 \$5,850.00	K K	31% 31%	\$3,450.00 \$4,036.50	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VRBCLADVO25C-K	SEL VR-BCLADVO-25-C)	\$5,192.19	ĸ	31%	\$3,582.61	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRCODE2CC	SEL VR-CODE2C-C)	\$5,450.00	K	31%	\$3,760.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRCODE2CC-I	SEL VR-CODE2C-C)	\$6,376.50	K	31%	\$4,399.79	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VRCODE2CC-K VRCODE2OC	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		VMWARE VMWARE
5	VRCODE2OC-I	SEL VR-CODE2O-C)	\$637.65	ĸ	31%	\$439.98	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRCODE2OC-K	SEL VR-CODE2O-C)	\$565.94	K	31%	\$390.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRLIS325C	SEL VR-LIS3-25-C)	\$5,000.00	K	31%	\$3,450.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VRLIS325C-I VRLIS325C-K	SEL VR-LIS3-25-C) SEL VR-LIS3-25-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	VRLIS3CPUC	SEL VR-LIS3-CPU-C)	\$1,500.00	ĸ	31%	\$1,035.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRLIS3CPUC-I	SEL VR-LIS3-CPU-C)	\$1,755.00	K	31%	\$1,210.95	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VRLIS3CPUC-K	SEL VR-LIS3-CPU-C)	\$1,560.84	K K	31%	\$1,076.98	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VRNIANXCC VRNIANXCC-I	SEL VR-NI-ANXC-C) SEL VR-NI-ANXC-C)	\$1,245.00 \$1,456.65	K	31% 31%	\$859.05 \$1,005.09	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VRNIANXCC-K	SEL VR-NI-ANXC-C)	\$1,291.85	K	31%	\$891.38	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROADV25C	SEL VR6-OADV25-C)	\$6,875.00		31%	\$4,743.75	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROADV25C-I VROADV25C-K	SEL VR6-OADV25-C) SEL VR6-OADV25-C)	\$8,043.75	K K	31% 31%	\$5,550.19 \$4,908.69	\$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)	\$7,114.04 \$11,550.00	K	31%	\$7,969.50	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROADVOENTUGC-I	SEL VR6-OADV-OENT-UG-C)	\$13,513.50	ĸ	31%	\$9,324.32	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROADVOENTUGC-K	SEL VR6-OADV-OENT-UG-C)	\$11,998.30	K	31%	\$8,278.83	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VROAMADC-I	SEL VR-OAMAD C	\$1,500.00	K K	31%	\$1,035.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROAMADC-I	SEL VR-OAMAD-C) SEL VR-OAMAD-C)	\$1,755.00 \$1,560.84	K	31% 31%	\$1,210.95 \$1,076.98	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VROENT25C	SEL VR6-OENT25-C)	\$17,375.00	ĸ	31%	\$11,988.75	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VROENT25C-I	SEL VR6-OENT25-C)	\$20,328.75	K	31%	\$14,026.84	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROENT25C-K	SEL VR6-OENT25-C)	\$18,015.15	K	31%	\$12,430.45	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VROSTD25C VROSTD25C-I	SEL VR6-OSTD25-C) SEL VR6-OSTD25-C)	\$3,125.00 \$3,656.25	K K	31% 31%	\$2,156.25 \$2,522.81	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VROSTD25C-K	SEL VR6-OSTD25-C)	\$3,245.56	ĸ	31%	\$2,239.44	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROSTDOADVUGC	SEL VR6-OSTD-OADV-UG-C)	\$4,125.00	K	31%	\$2,846.25	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROSTDOADVUGC-I	SEL VR6-OSTD-OADV-UG-C)	\$4,826.25	K	31%	\$3,330.11	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VROSTDOADVUGC-K VROSTDOENTUGC	SEL VR6-OSTD-OADV-UG-C) SEL VR6-OSTD-OENT-UG-C)	\$4,286.12 \$15,675.00	K K	31% 31%	\$2,957.42 \$10,815.75	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VROSTDOENTUGC-I	SEL VR6-OSTD-OENT-UG-C)	\$18,339.75	ĸ	31%	\$12,654.43	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VROSTDOENTUGC-K	SEL VR6-OSTD-OENT-UG-C)	\$16,245.49	K	31%	\$11,209.39	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VS6DT100VMC VS6DT100VMC-I	SEL VS6-DT100VM-C) SEL VS6-DT100VM-C)	\$8,000.00 \$9,360.00	K K	31% 31%	\$5,520.00 \$6,458.40	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VS6DT100VMC-I VS6DT100VMC-K	SEL VS6-DT100VM-C)	\$8,671.34	K	31%	\$5,983.22	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS6EPLAKC	SEL VS6-EPL-AK-C)	\$22,995.00	K	31%	\$15,866.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS6EPLAKC-I	SEL VS6-EPL-AK-C)	\$26,904.15	K	31%	\$18,563.86	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VS6EPLAKC-K VS6EPLC	SEL VS6-EPL-AK-C) SEL VS6-EPL-C)	\$25,023.01 \$3,495.00	K K	31% 31%	\$17,265.88 \$2,411.55	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VS6EPLC-I	SEL VS6-EPL-C)	\$4,089.15	ĸ	31%	\$2,821.51	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS6EPLC-K	SEL VS6-EPL-C)	\$3,804.77	K	31%	\$2,625.29	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESESPLUGC	SEL VS6-ES-ESPL-UG-C)	\$4,400.00	K	31%	\$3,036.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VS6ESESPLUGC-I VS6ESESPLUGC-K	SEL VS6-ES-ESPL-UG-C) SEL VS6-ES-ESPL-UG-C)	\$4,400.00 \$4,788.70	K K	31% 31%	\$3,036.00 \$3,304.20	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VS6ESPKITC	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,304. <u>2</u> 0 \$3,101.55	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS6ESPKITC-I	SEL VS6-ESP-KIT-C)	\$4,495.00	K	31%	\$3,101.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6ESPKITC-K VS6OEPLC	SEL VS6-ESP-KIT-C)	\$4,894.88 \$4,395.00	K K	31% 31%	\$3,377.47	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VS60EPLC-I	SEL VS6-OEPL-C) SEL VS6-OEPL-C)	\$5,142.15	K	31%	\$3,032.55 \$3,548.08	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS60EPLC-K	SEL VS6-OEPL-C)	\$4,562.19	K	31%	\$3,147.91	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VS6RBADV25C	SEL VS6-RBADV25-C)	\$4,500.00	K	31%	\$3,105.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VS6RBADV25C-I	SEL VS6-RBADV25-C)	\$5,265.00	K K	31%	\$3,632.85	\$0.00 \$0.00	\$0.00	\$0.00		\$0.00 \$0.00		VMWARE VMWARE
5 5	VS6RBADV25C-K VS6RBSTD25C	SEL VS6-RBADV25-C) SEL VS6-RBSTD25-C)	\$4,894.88 \$3.000.00	K	31% 31%	\$3,377.47 \$2,070.00	\$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00	\$0.00		VMWARE
5	VS6RBSTD25C-I	SEL VS6-RBSTD25-C)	\$3,510.00	K	31%	\$2,421.90	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS6RBSTD25C-K	SEL VS6-RBSTD25-C)	\$3,266.79	K	31%	\$2,254.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	VS6STDAKC VS6STDAKC-I	SEL VS6-STD-AK-C) SEL VS6-STD-AK-C)	\$10,995.00 \$12,864.15	K K	31% 31%	\$7,586.55 \$8,876.26	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		VMWARE VMWARE
5	VS6STDAKC-I VS6STDAKC-K	SEL VS6-STD-AK-C) SEL VS6-STD-AK-C)	\$12,864.15 \$11,998.30	K K	31%	\$8,876.26	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VS6STDC	SEL VS6-STD-C)	\$995.00	K	31%	\$686.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VS6STDC-I	SEL VS6-STD-C)	\$1,164.15	K	31%	\$803.26	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VS6STDC-K VTELOPLDGC	SEL VS6-STD-C) SEL V-TEL-OPL-D-G-C)	\$1,079.49 \$12.00	K K	31% 31%	\$744.85 \$8.28	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VTELOPLDGC VTELOPLDGC-I	SEL V-TEL-OPL-D-G-C) SEL V-TEL-OPL-D-G-C)	\$12.00 \$12.00	K	31%	\$8.28 \$8.28	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VTELOPLDGC-K	SEL V-TEL-OPL-D-G-C)	\$10.30	K	31%	\$7.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTELOPLDPC	SEL V-TEL-OPL-D-P-C)	\$13.00	K	31%	\$8.97	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VTELOPLDPC-I VTELOPLDPC-K	SEL V-TEL-OPL-D-P-C) SEL V-TEL-OPL-D-P-C)	\$13.00 \$11.22	K K	31% 31%	\$8.97 \$7.74	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VTELPLLDC	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.80		\$0.00	\$0.00		\$0.00		VMWARE
5	VTELPLLDC-I	SEL V-TEL-PLL-D-C)	\$20.00	K	31%	\$13.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VTELPLLDC-K	SEL V-TEL-PLL-D-C)	\$17.24	K	31%	\$11.90	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE

					ı	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	VTSDCL1YCV2-I	SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VTSDCLDE1YC	SEL V-TCSBDCL-DEV1Y-C)	\$24.00	K	31%	\$16.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	VTSDCLDE1YC-K	SEL V-TCSBDCL-DEV1Y-C)	\$20.63	K	31%	\$14.23	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VTSSCL1YCV2-I	SEL V-TCSBSCL-DEV1Y-C)	\$12.00	K K	31%	\$8.28	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VTSSCLDE1YC VTSSCLDE1YC-K	SEL V-TCSBSCL-DEV1Y-C) SEL V-TCSBSCL-DEV1Y-C)	\$12.00 \$10.30	K	31% 31%	\$8.28 \$7.11	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	VVIDPLLDC	SEL V-VID-PLL-D-C)	\$30.00	K	31%	\$20.70	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VVIDPLLDC-I	SEL V-VID-PLL-D-C)	\$30.00	ĸ	31%	\$20.70	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VVIDPLLDC-K	SEL V-VID-PLL-D-C)	\$25.80	K	31%	\$17.80	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOAADPLLUC	SEL V-WOA-AD-PLL-U-C)	\$160.00	K	31%	\$110.40	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOAADPLLUC-I	SEL V-WOA-AD-PLL-U-C)	\$167.20	K	31%	\$115.37	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOAADPLLUC-K	SEL V-WOA-AD-PLL-U-C)	\$158.21	K	31%	\$109.16	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOAPLLUC	SEL V-WOA-PLL-U-C)	\$230.00	K	31%	\$158.70	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOAPLLUC-I	SEL V-WOA-PLL-U-C)	\$240.35	K	31%	\$165.84	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOAPLLUC-K	SEL V-WOA-PLL-U-C)	\$227.58	K	31%	\$157.03	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOEPLL10UC	SEL V-WOE-PLL-10U-C)	\$4,000.00	K K	31%	\$2,760.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5 5	VWOEPLL10UC-I VWOEPLL10UC-K	SEL V-WOE-PLL-10U-C) SEL V-WOE-PLL-10U-C)	\$4,180.00 \$3,960.50	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		VMWARE VMWARE
5	VWOEPLLIUC-K	SEL V-WOE-PLL-100-C)	\$40,000.00	K	31%	\$27,600.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOEPLLUC-I	SEL V-WOE-PLL-U-C)	\$41,800.00	ĸ	31%	\$28,842.00	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOEPLLUC-K	SEL V-WOE-PLL-U-C)	\$39,605.01	K	31%	\$27,327.46	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOSPLLUC	SEL V-WOS-PLL-U-C)	\$150.00	K	31%	\$103.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	VWOSPLLUC-I	SEL V-WOS-PLL-U-C)	\$156.75	K	31%	\$108.16	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	VWOSPLLUC-K	SEL V-WOS-PLL-U-C)	\$148.30	K	31%	\$102.33	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	WS12LWCE	SEL WS12-LW-CE)	\$249.99	K	31%	\$172.49	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	WS12LWCE-I	SEL WS12-LW-CE)	\$254.99	K	31%	\$175.94	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5 5	WS12LWCE-K WS12LWUGCE	SEL WS12-LW-CE) SEL WS12-LW-UG-CE)	\$212.32 \$149.99	K K	31% 31%	\$146.50 \$103.49	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	WS12LWUGCE-I	SEL WS12-LW-UG-CE)	\$149.99	K	31%	\$105.56	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	WS12LWUGCE-K	SEL WS12-LW-UG-CE)	\$127.38	ĸ	31%	\$87.89	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	WS12PLAY67UGC	SEL WS12-PLAY6-7-UG-C)	\$79.99	K	31%	\$55.19	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	WS12PLAY67UGC-I	SEL WS12-PLAY6-7-UG-C)	\$81.59	K	31%	\$56.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	VMWARE
5	WS12PLAY67UGC-K	SEL WS12-PLAY6-7-UG-C)	\$67.92	K	31%	\$46.86	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	VMWARE
5	WS12PLAYC	SEL WS12-PLAY-C)	\$149.99	K	31%	\$103.49	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	WS12PLAYC-I	SEL WS12-PLAY-C)	\$152.99	K	31%	\$105.56	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		VMWARE
5	WS12PLAYC-K	SEL WS12-PLAY-C)	\$127.38 \$99.99	K K	31% 31%	\$87.89 \$68.99	\$0.00 \$0.00	\$0.00 \$0.00	\$0.00		\$0.00		VMWARE
5 5	WS12PLAYUGCE WS12PLAYUGCE-I	SEL WS12-PLAY-UG-CE) SEL WS12-PLAY-UG-CE)	\$99.99 \$101.99	K K	31%	\$68.99 \$70.37	\$0.00	\$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VMWARE VMWARE
5	WS12PLAYUGCE-K	SEL WS12-PLAY-UG-CE)	\$84.91	K	31%	\$58.59	\$0.00	\$0.00	\$0.00		\$0.00		VMWARE
5	456-111-477	HCIA NP VSOM E+ 1CPU=IG	\$4,267.55	ĸ	31%	\$2,944.61	\$1,066.89	\$938.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-478	HCIA NP VSPH E+ 1CPU=IG	\$3,393.65	ĸ	31%	\$2,341.62	\$848.41	\$746.60	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-479	HCIA NP VSPH STD 1CPU=IG	\$966.15	K	31%	\$666.64	\$241.54	\$212.55	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-480	HCIA NP VSPH ROBO ADV 25VM=IB	\$4,369.50	K	31%	\$3,014.96	\$1,092.38	\$961.29	\$0.00	\$0.00	\$0.00	\$1,092.38	VXRAIL SOFTWARE
5	456-111-481	HCIA NP VSPH ROBO STD 25VM=IB	\$2,913.00	K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-482	HCIA NP VSPH DSKTP 100VM=IB	\$7,768.00	K	31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-483	HCIA NP UPG VSPH E+ TO VSOM E+ 1CPU=IG	\$961.29	K	31%	\$663.29	\$240.32	\$211.48	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-111-484 456-111-485	HCIA NP UPG VSPH STD TO VSOM E+ 1CPU=IG HCIA NP UPG VSPH STD TO E+ 1CPU=IG	\$3,631.54 \$2.670.25	K K	31% 31%	\$2,505.76 \$1.842.47	\$907.89 \$667.56	\$798.94 \$587.46	\$0.00 \$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE
5	456-111-485 456-111-486	HCIA NP UPG VSPH STD TO EF TCPU=IG HCIA NP UPG VSPH ROBO STD TO ADV 25VM=IB	\$2,670.25	K	31%	\$1,842.47 \$1,105.48	\$400.54	\$352.47	\$0.00		\$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	456-111-487	HCIA UP VSOM E+ 1CPU=IG	\$4,267.55	K	31%	\$2,944.61	\$1,066.89	\$938.86	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-488	HCIA UP VSPH E+ 1CPU=IG	\$3,393.65	ĸ	31%	\$2,341.62	\$848.41	\$746.60	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-489	HCIA UP VSPH STD 1CPU=IG	\$966.15	K	31%	\$666.64	\$241.54	\$212.55	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-490	HCIA UP VSPH ROBO ADV 25VM=IB	\$4,369.50	K	31%	\$3,014.96	\$1,092.38	\$961.29	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-491	HCIA UP VSPH ROBO STD 25VM=IB	\$2,913.00	K	31%	\$2,009.97	\$728.25	\$640.86	\$0.00	\$0.00	\$0.00	\$728.25	VXRAIL SOFTWARE
5	456-111-492	HCIA UP VSPH DSKTP 100VM=IB	\$7,768.00	K	31%	\$5,359.92	\$1,942.00	\$1,708.96	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-493	HCIA UP UPG VSPH E+ TO VSOM E+ 1CPU=IG	\$961.29	K	31%	\$663.29	\$240.32	\$211.48	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-494	HCIA UP UPG VSPH STD TO VSOM E+ 1CPU=IG	\$3,631.54	K	31%	\$2,505.76	\$907.89	\$798.94	\$0.00		\$0.00		VXRAIL SOFTWARE
5	456-111-495	HCIA UP UPG VSPH STD TO E+ 1CPU=IG	\$2,670.25	K K	31%	\$1,842.47	\$667.56	\$587.46	\$0.00		\$0.00		VXRAIL SOFTWARE
5 5	456-111-496 458-001-738	HCIA UP UPG VSPH ROBO STD TO ADV 25VM=IB HCIA NP VxRail vSphere SOFTWARE	\$1,602.15 \$0.00	K K	31% 31%	\$1,105.48 \$0.00	\$400.54 \$0.00	\$352.47 \$0.00	\$0.00 \$0.00		\$0.00 \$0.00		VXRAIL SOFTWARE VXRAIL SOFTWARE
5	458-001-739	HCIA UP VXRail vSphere SOFTWARE	\$0.00	K	31%	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		VXRAIL SOFTWARE
5	BEDROCK-FBDL-001	SEL Bedrock Ingest/Mgmt per Core FBDL 1Y	\$1.538.46	K	31%	\$1,061.54	\$0.00	\$0.00	\$0.00		\$0.00		ZALONI
5	BEDROCK-FBDL-002	SEL Bedrock Ingest/Mgmt Per Core FBDL 2Y	\$3,076.92	ĸ	31%	\$2,123.07	\$0.00	\$0.00	\$0.00		\$0.00		ZALONI
5	BEDROCK-FBDL-003	SEL Bedrock Ingest/Mgmt per Core FBDL 3Y	\$4,615.38	K	31%	\$3,184.61	\$0.00	\$0.00	\$0.00		\$0.00		ZALONI
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